

[REDACTED]

MOVERS

[REDACTED]

[REDACTED]

George S. May International Company  
303 S. Northwest Hwy  
Park Ridge, IL 60068-4255

Dear Sirs:

I am writing this letter as I prepare to "graduate" from the George S. May crash course in business management. I feel like I have been in boot camp.

I needed help to get my costs under control, and see where the cash leaks were that prevented my business from being profitable.

The consultants began by showing me areas where the costs were far to high in comparison to similar businesses. They helped me prepare a flex budget with variations for seasonal business. They provided me with working knowledge of how to prepare and use flash reports, and cash flow projections. The consultant also assisted in the bank presentation that meant you folks could get paid.

The greatest contribution of our consultant, I feel has been helping us develop software to automate our payroll calculation and expense reporting. Because he kept us working very hard, and focused on our goals, we were able to complete the project under the budgeted cost. We project if we are able to implement the cost savings, we hope to realize savings of \$83,000.00.

In closing I want to express my appreciation for [REDACTED] I truly appreciate his skills, his care for us, his encouragements, admonitions, and the frank and open discussions we have had. I highly regard him as a teacher, and pray I will never forget what he has taught me.

Yours very truly,

[REDACTED]

president

Atlas Van Lines Agent

World-Class Moving.

