

George S May International Company
303 South Northwest Highway
Park Ridge, Illinois 60068-4255

[REDACTED]

To Whom It May Concern:

We have had consultants in our office the last week or so. We have covered finances and marketing of [REDACTED]

We went through our finances and looked for additional cost that could be cut. They showed us how to project a budget, and cash flow. We set goals, planned, implemented and were given formulas to evaluate outcome. They pointed out and reinvented a lot of the important things that we have stopped doing. From this we are reviving a lot of old task that had been put on the shelf and implementing new tasks.

We went through marketing and came up with a strategy to increase sales and how to evaluate the market and project our percentage of market. We have been given a lot of tools to market, and keep track of our marketing efforts.

We feel that we should be able to increase sales by eleven percent, cut five percent in cost and increase revenue five percent by changing our customer base from brokers to the shippers.

This has been satisfactory experience for us and has stimulated us to remain in the trucking industry and try to grow once again.

Sincerely

[REDACTED]