

# WHITE DOVE ART



*200 Wise Avenue      Dundalk, MD 21221*

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To Whom It May Concern:

Andrea Sitler was brought in as a consultant to handle our logistics needs. She showed us how to choose the most cost effective method of packaging and delivery while still meeting the needs of our customers. Added value services such as uncrating and installation was written into the contracts of our transportation providers. Crating services for returns, repairs, etc... were also negotiated.

Andrea designed a trucking matrix that we could easily update. This matrix provided us with the average cost for a shipment. It was set up by lane, speed of service required, season and various other factors that contributed to our daily work flow. There was an addendum for value services.

We were educated on the difference between dimensional and weight based services. Several contracts with carriers were negotiated and Andrea was available for future assistance, should it be desired, for negotiation with other carriers or to supply us with contacts to additional carriers. We called upon her several times.

We are very pleased with her services. She helped our young business off to a solid start. I am pleased to recommend her services to anyone in need of logistics advice.

With Fond Regards,

Charlene Belloso