



**FOWLER FOODS**  
INCORPORATED

To whom it may concern:

We began talks with the team at P3 Cost Analysts in the summer of 2013. They told us they would provide a review of our trash and recycling costs at each of our stores, at no cost to us, and guaranteed to save us money. The savings they were able to achieve would be shared on a 50/50 basis for the length of our agreement. To be honest, I was very skeptical. I've heard all kinds of these too good to be true sales pitches but I agreed to give them a shot.

We signed up with P3 later in the year and by January 2014 we were already seeing savings hit our bottom line. The review process was quick and easy and required very little time on our part. P3 handled everything from service changes to contract negotiations with the haulers at each of our locations. They worked directly with our store managers to make sure all of the changes and updates happened seamlessly.

All in all P3 was able to lower our trash and recycling cost by about 37%. They were also able to secure refunds at a number of our stores that totaled almost \$9,000. Additionally, P3 is now monitoring our monthly waste invoices to make sure that these savings are maintained for years to come. We now have one point of contact that can handle any and every issue that could arise with our trash and recycling.

It's not often that I say this but P3 really under promised and over delivered. I would happily recommend P3 Cost Analysts to anyone looking for a zero upfront cost, risk free way to bring significant savings to their bottom line.

Sincerely,

Chris Fowler



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