



R.E. MICHEL COMPANY INC.

WHOLESALE DISTRIBUTORS • AIR CONDITIONING • HEATING • REFRIGERATION
EQUIPMENT • PARTS • SUPPLIES

This correspondence is to serve as a reference for Peter Chesner, Principal and Owner of McQuade Consulting, LLC. Our relationship with Pete began in 2003 and continued until his resignation from his prior employer in August of 2006. During this time, he was responsible for assisting R.E. Michel Company, Inc. with the complete management of our employee benefit program covering over 1,350 employees.

Pete earned our business by demonstrating his consulting expertise and experience in carrier negotiations, market research, implementation, employee communication, vendor relations and on-going administration. In 2003, after carrier negotiations were complete and before Pete became our consultant he was given the opportunity to renegotiate our renewal. Through his efforts, if I recall correctly, R.E. Michel Company, Inc. realized an additional 4% savings, approximately \$200,000

As the Director of Human Resources for R.E. Michel Company, Inc., I can confidently say that Pete provides sound consulting and expertise regardless of the challenge. He is very proactive in his approach to benefit consulting. Renewal analysis and budgeting figures are communicated in a time frame that allowed R.E. Michel Company, Inc. to make educated and timely decisions for the upcoming fiscal year.

R.E. Michel Company, Inc. takes pride in the benefit programs we offer to our employees. Pete played an integral part in our plan design, and has been a valuable asset in the implementation of our benefits.

Sincerely,

Sherry Atkinson
Director of Human Resources
R. E. Michel Company, Inc.

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