

FIFTY YEARS EVOLUTION
OF
OPTIMUM EXPENDITURES GROUP, LLC (OEG)
AND
US AUDITS & COMPLIANCE LLC (USAC)
BEFORE OEG & USAC

1974-1984: DISTRIBUTION SYSTEMS CREATED AND BECAME AN INDUSTRY LEADER.

- Left Corporate America to pursue the dream of owning a consulting firm.
- Primary focus would be on Retainer clients, wound up providing post-audit services with suggestive actions.
- 1995 First client, Becton Dickinson, E. Rutherford, NJ
 - Stayed on Board with us till their new Management in the 1990s.
 - Provided as the first client Inbound Pre-audit and Pay from 1984 with a new service of Pre-audit and Pay.
 - Business built on referrals
 - Did not obtain reference letters till the mid-Nineties.

1984 – 2008, WITH DEREGULATION, TRANSPORTATION FINANCIAL SERVICES INC. D/B/A
DISTRIBUTION SYSTEMS WAS FORMED

- Required for expansion into pre-audit & pay with customized reporting and studies
2011– OPTIMUM EXPENDITURES GROUP, LLC & US AUDITS & COMPLIANCE, LLC

BARRY S. ZALL COMES OUT OF RETIREMENT.

 - THE GROWTH OF THE ECONOMY NEEDED A DIFFERENT PERSPECTIVE FOR THE FUTURE.
 - DEVELOPED OEG & USAC AS TWO LLCs TO WORK AS SISTER COMPANIES.
 - OEG WAS THE STUDY APPLICATION. JUSTIFICATION FOR COST REDUCTIONS FROM ITS INNOVATIVE CUSTOMIZED REPORTS DEVELOPED BY ITS CEO, BARRY S. ZALL.
 - USAC WOULD BE NEGOTIATING ARM AND MAINSTREAM THE PRESENTATION TO POTENTIAL ACCOUNTS.
 - A NEW PROCESS FOR CONSULTING NEEDED. A STRATEGY CHANGE CREATING TWO COMPANIES TO BE MORE UNIVERSAL AS THE NEED TO SERVICE FINANCE, SALES & MARKETING, PURCHASING, SUPPLY CHAIN & LOGISTICS DEPARTMENTS BECAME ESSENTIAL
 - OUR FOCUS CHANGED TO JUSTIFIED SAVINGS ANALYSIS & BIDDING REPORTS WITH COMPLIANCES TO ANY CHANGES IN THE LAW.
 - WE LEVERAGED OUR EXPERTISE FROM THE OLD TO INSIGHTS INTO NEW INDUSTRY BUSINESS MODELS.

2014 - NEW LOGISTICS PLATFORMS DEVELOPED

Continued...

2014 - NEW LOGISTICS PLATFORMS DEVELOPED – Concluded...

2014 'OPTMtelligence' sm

- Finished three years in the making of OPTMtelligence Roadmap Systems. This consists of 25 original reports that have over thirty million permutations to provide various Logistic studies starting with a 'Roadmap'.
- Obtaining an OPTMtelligence Roadmap™ of your freight expenses will put you in the fast lane to understanding and improving all aspects of your transportation management performance. Our innovative Roadmap is a single-page report that captures how and where you're spending your transportation dollars, highlighting whether you're on course or approaching 'roadblocks' as you work to optimize your transportation costs, including Small Package, Less-Than-Truckload, and Truckload shipments.

2014 'BIDtelligence' sm

Not all freight is attractive to carriers, making it essential to understand how asset-based transportation providers generate profits, manage costs, and make informed pricing decisions. BIDtelligence provides detailed information critical for carrier procurement negotiations, allowing you to determine the best pricing with a sophisticated bidding report.

BIDtelligence values:

- Provides the most clairvoyant display of data to obtain the best decision from a carrier
- Provides studies for changing origins and/or destinations for new customer considerations or purchased freight equalization
- Creates purchasing strategies for vendor pricing analysis
- Creates the "WHAT-IFs" on products and/or weights
- Establishes strategic goals for the bid process to reduce freight costs as well as the number of carriers to improve operating efficiencies
- Produces bidding reports for various phases of negotiations
- Produce studies to ensure that freight fits into proper modes before bidding
- Reviews the carrier contract terms
- Saves time and makes bidding processes easier for both carriers and clients
- Studies optimum conditions of logistics and transportation management
- Finds actions for optimum considerations

2016 'AUDTtelligence' SM

Transportation overcharge claims can go beyond the six-month statute of limitations.

Continued...

2016 'AUDTtelligence'SM – Concluded...

- Focuses on post-audit gaps
- Provides improvement over mainstream TMS reports
- Unique toolset utilizes regulatory requirements to recover "Lost Profits"

'BUDGTtelligence'SM

Monitoring & Forecasting Your Future Transportation G/L Budget Needs

- BUDGTtelligence reporting concept can – and should – be part of every company's business practice. It provides you with the information needed to make clearer decisions regarding the expenses associated with conducting the business of moving goods for your corporation, economically and rapidly. You can now easily identify and act upon the ups and downs of your general ledger (G/L) budget, optimizing your planning for future transportation expenditures. The business-critical information needed to address sales increases and/or decreases, raw material futures, and possibly new provisions to existing transportation contracts can now be at your fingertips without adding complexity to your existing TMS and G/L management systems.
- Monitoring G/L with BUDGTtelligence provides an accurate picture of the highs & lows of your freight expenditures. The much-needed, but often overlooked, ability to understand where you have 'hotspots' and cost reduction opportunities is now brought to the table – you now have a visual representation of an entire company's activity presented on a series of one-page 'dashboards.'
- Spot trends of the impact of new products, new vendors, and/or new customers from multiple perspectives. Gain insight into your customers' and vendors' habits.

2024 TRANSIT EASE TMS SYSTEMS

- Obtain the Existing System from Our Software Developer and strategic alliance partner, Harmony Computer Services, and its CEO, Mr. Edward Cichy
- Our TMS Systems holds a "Treasure Chest" of 'Business Information' that can be downloaded to "add-on" reports for analyses that can be rapidly deployed to recognize substantial savings

KINDLY SEE REFERENCE LISTS FROM PAST PERFORMANCES

Mobile - 973.580.8600

----- Original Message -----

Subject: RE: GoToMeeting Invitation - NTS/Optimum Expenditures discussion
From: Garry Oswald <goswald@natraf.com>
Date: Fri, November 01, 2019 11:44 am
To: "blair@optimumexpendituresgroup.com" <blair@optimumexpendituresgroup.com>, "Barry - Optimum Expenditures Group, LLC" <barry@optimumexpendituresgroup.com>, Ed Cichy <ed@optimumexpendituresgroup.com>
Cc: "Douglas P. Kroll" <dkroll@natraf.com>

Barry, Blair:

Thank you again today for the presentation of your analysis regarding cost reduction opportunities for one of our clients. It's obvious that you have a firm grasp of all aspects of carrier pricing. And your software is exceptional in its ability to break down and analyze shipment data to the finest level of cost. As we discussed, we will have to discuss your services with our new owners. I have attached the press release announcing the acquisition.

Thanks again for all of the time that you put into this project.

Regards,

Garry Oswald
VP, Sales and Marketing
National Traffic Service
800-775-8253 ext 206
www.natraf.com



From: blair@optimumexpendituresgroup.com [<mailto:blair@optimumexpendituresgroup.com>]
Sent: Friday, November 01, 2019 9:36 AM
To: Garry Oswald; Barry - Optimum Expenditures Group, LLC; Douglas P. Kroll; Ed Cichy
Subject: RE: GoToMeeting Invitation - NTS/Optimum Expenditures discussion

Hi Garry,

Please see attached presentation, looking forward to our discussion at 10.

Best Regards,

Blair Whitehead - Managing Director
Optimum Expenditures Group, LLC
OptimumExpendituresGroup.com | USAuditsAndCompliance.com
955 S. Springfield Ave., Unit 106 | Springfield, NJ 07081
855.OEG.USAC - (855.634.8722)
Mobile 973-830-0567

Reliable®

The Reliable Automatic Sprinkler Co., Inc.
Manufacturer & Distributor of
Fire Protection Equipment

August 1, 2014

Mr. Barry S. Zall
CEO / Senior Partner
Optimum Expenditures Group LLC
955 S. Springfield Ave #106
Springfield, NJ 07081

Congratulations on a job well done and thank you

Dear Mr. Zall:

Our professional relationship began in the early 90's when your firm was first hired to analyze our transportation needs and was asked to present a plan to streamline our processes and provide for maximum efficiencies. Your expansive knowledge in the field of transportation management enabled our company to establish substantial savings with your knowledge of the classification and rate structures. The depth and breadth for our reporting needs that were developed had enabled us to have the most informative capabilities available while having the best decision making tools in the industry.

I got to know you personally when you first educated and brought me into the world of transportation economics. I even became a part of the negotiating process. I felt honored to be in your presence and had the highest of respect for you and I still do.

You came into our business world again and showed us what a true professional person you still are. Your persistence and depth has not changed and your intelligence and maturity has even grown more. You're caring and drive to succeed still goes beyond anyone's expectation.

Your firm had developed strategies and concepts that brought realizations and directions that we were again fortunate to obtain.

I want all to be known that I highly recommend your company with your intellectual property to be considered for all to take advantage of.

I hope this letter brings perspective clients to enjoy the same relationship as we had with your firm.

Sincerely yours,

Reliable Automatic Sprinkler Co., Inc.



Mike Scala

Manager Operations

Corporate Office
103 Fairview Park Drive
Elmsford, New York 10523
Phone: 914-829-2042
Toll Free: 800-821-2138

www.reliablesprinkler.com

Liberty Manufacturing Facility
1470 Smith Grove Road
Liberty, South Carolina 29657
Phone: 864-843-1700
Toll Free: 800-821-2138

DESIGNER
FRAGRANCE
OPERATIONS
COSMAIR
INC.

June 11, 1999

Distribution Systems
2386 Morris Ave.
Union, NJ 07083

Dear Barry,

I wanted to take this opportunity to write you a short note regarding your performance as Cosmair's Freight Audit & Payment Service provider.

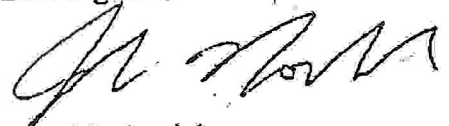
As you're well aware, the reason we moved over to Distribution Systems, was that we were in need of a truly competent and efficient freight payments provider to support our then new, RLI Division of Cosmair. It is no secret, your company has not only provided us with the high level of service that we required, but also maintained a level of honesty that is commendable.

Over the past two years we have seen remarkable growth at Cosmair and your company has risen to the demands, where you now handle a total of six division's activity.

As I noted during one of our recent conversations, Distribution Systems has provided Cosmair with both the efficiency of a large sophisticated company and the "one on one" service level of a neighborhood store.

I thank you for your continued support and assistance.

Best regards,



John Norkevich
Manager of Transportation
And Export Operations

INTERNATIONAL SPECIALTY PRODUCTS

1361 Alps Road Wayne NJ 07470

(973) 628 3657



April 12, 1999

Dear Sir/Madam,

The purpose of this letter is to acknowledge our business relationship with Mr. Barry Zall, specifically through his transportation pre-audit and freight payment and consulting organization, Distribution Systems.

In 1998, Distribution Systems was hired by ISP's Transportation Department to provide an emergency transportation study demanding research and compilation of extensive evidence required for a major railroad claim. Barry Zall's work was extremely thorough; he not only covered all the criteria required by us, but also found additional areas of evidence that greatly increased the amount of this successful claim. We have found no other company in existence that is more dedicated. Distribution Systems had worked overtime, weekends and even holidays in order for us to reach our deadline for presenting evidence for this railroad claim.

As a result of the work of Distribution Systems for ISP, Barry Zall was hired by our Corporate Legal Department to work on a similar claim for our sister company, GAF Building Materials Corporation.

Distribution Systems was also hired by us to perform pre-audit and freight payment for inbound transportation. We have found that this company is highly flexible in providing any reports that we demand to satisfy our transportation and financial concerns. Distribution Systems has saved us a considerable amount of money as a result of it through pre-audit and duplicate payment avoidance features. We are now implementing them for pre-audit and payment of our outbound transportation.

In conclusion, we would recommend the services of Distribution Systems to any company wishing to optimize their transportation costs.

Very truly yours,

A handwritten signature in black ink, appearing to read "Robert A. Zeck", written over a horizontal line.

Robert A. Zeck

Corporate Manager, Transportation

CC: R. Dennerlein

M. Leotti



GAF MATERIALS CORPORATION

1361 Alps Road Wayne NJ 07470-3689 • Tel: 973-628-3000

March 19, 1999

To Whom it May Concern,

GAF Materials Corporation had the need to contract services of a third party transportation expert during 1998 to assist in a special project. We contracted Distribution Systems of Union, New Jersey led by Mr. Barry Zall.

The efforts of Mr. Zall and his staff allowed us to achieve all the goals defined in our project. Their work was thorough, complete, and professional.

If you would like to discuss our experience with Distribution Systems, feel free to contract me at 973-872-4471.

Sincerely,

A handwritten signature in cursive script, reading 'Michael F. Piaskowski'.

Michael F. Piaskowski
Director, Transportation & Warehousing
GAF MATERIALS CORPORATION