TEAM Testimonials

These are the voices of people who have been part of us – some for a few years, many for more than a decade, a few since the 1990s. They stayed because of the results, but more importantly because of the people: the integrity that doesn't bend, the character that puts long-term relationships ahead of short-term gain, and the habit of listening first before building a plan.

You'll hear from leaders in some of many industries – merchant services, logistics, telecommunications, government contracting, casinos, nonprofits, printing, promotional products, and other industries. The work has stretched from Tennessee, Texas, Colorado, Maryland, Iowa, and Arizona to Kenya and Alberta. The names, industries, and numbers change. The people, and what they consistently describe, do not – clear communication, steady character, and outcomes that last.

TEAM means Together, Everyone Achieves More. These stories show what that looks like when it's lived rather than printed on a wall. Whether personal or business, success is built on lifelong relationships where each person is priceless. Read them.

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1001-2004 Schoepflin, Jon: Texas, United States

Throughout the course of this national project with more than 4,000 devices we increased the overall discounts to 15% for monthly services, combined forty accounts into one account, and eliminated multiple carrier solutions.

ATS drove this project by gathering detailed information regarding the current systems deployed and understanding the long-term cost for those systems.

The bottom-line result was a 44% cost reduction with Capital Improvement in the tens of millions of dollars.

Jon Schoepflin
T-Mobile
Texas, United States

Began our journey in 2004.

1002-2016 Rodgers, Gary: Arkansas, United States

Finding people with integrity these days is rare. That's why I've been impressed with all the folks at ATS. As a person who's seen the opposite of that developing in the past few decades, it's a pleasant to find that environment.

If you are working to do your own thing, but have limited resources, you should take a look at ATS. The resources they provide are more than ample to help accelerate your growth.

You don't have to be alone in seeking your goals. With individual effort and the resources provided by ATS, your journey will be much easier.

Gary Rodgers
Consultant, Leader
Arkansas, United States

Began our journey in 2016.

1003-2014 Rincon, Nelson E.: Florida, United States

We have had an excellent professional experience working with ATS and its team.

They are a hardworking, committed, responsive, and collaborative team, with particular strength in identifying and persistently advancing prospective business opportunities.

Based on our experience working together, we are pleased to recommend ATS as a highly committed and dependable professional team.

Nelson E. Rincon
Consultant, Tax Leader, Business Owner
Florida, United States

Began our journey in 2014.

1004-2009 Quarles, Garry: Tennessee, United States

ATS has high moral character. Their knowledge, experience, and success speak for themselves.

They have the great ability to listen, define the needs, and then create a successful action plan to meet the client's needs. Their organization reflects their work and beliefs.

I recommend their organization to any business needing a true professional partner.

Garry Quarles
Global Consumer Products
Tennessee, United States

Began our journey in 2009.

1005-2005 Polack, Ellen: Maryland, United States

I would recommend ATS / Ted Landgraf to any organization.

I found them to be organized, efficient, and extremely competent. Their communications skills, both written and verbal, are excellent.

We worked on an extensive RFP project for their entire corporate fleet across the U.S., with more than 5,000 vehicles in the fleet. Research was thorough and comprehensive and always accurate.

In summary, definitely a valuable asset for any organization.

Ellen Polack
National Account Manager, GE Commercial Finance
Maryland, United States

Began our journey in 2005.

1006-2008 Phipps, Jason: Virginia, United States

My company, HK Sports, collaborated with ATS to select us as a national company for uniform, sportswear.... supply to all their locations across the nation.

Because of the process, cost was reduced to the client, communication increased; there was more efficiency, better customer service, and greater satisfaction.

Jason Phipps
HK Sports
Virginia, United States

Began our journey in 2008.

1007-2008 Peed, Shane: Iowa, United States

I have enjoyed working with ATS and Noel Ciambotti, head of merchant for ATS, since 2008. Not only that, but I have received payment from this for several years. I will continue to add them up for years to come.

ATS has an incredible network of dedicated individuals that are from all walks of life around the world. It's a great platform for connecting with different business-minded professionals and finding unique solutions that are not so easy to find.

A great group of people.

Shane Peed
AHI International
Iowa, United States

Began our journey in 2008.

1008-2012 Nodjoumi, Oliver: North Carolina, New York, United States

ICC Logistics has had the pleasure of working with ATS on multiple freight engagements, and the experience has consistently been a positive one.

Their team is professional, responsive, and genuinely committed to delivering on their commitments. From our initial interactions through execution, we've found ATS to be a reliable and trustworthy partner.

The people make the difference — they are communicative, solutions-oriented, and easy to work with. We look forward to continuing to build on the relationship

Oliver Nodjoumi
ICC Logistics
North Carolina, United States

Began our journey in 2012.

1009-2014 Miller, Tracy: California, United States

ATS has been a long time Specialist in our Virtual Family Office at Elite Resource Team (since 2014). We are a community of Advisors and Accountants who entrust our Specialists to bring solutions to their end-user clients, which ATS has done!

They consistently deliver competitive rates and meaningful savings, while their proprietary technology gives them a real advantage in the B2B, B2G, and Commercial space.

What really sets them apart, though, is their customer service. Clients have direct access to a dedicated account manager who is responsive, knowledgeable, and genuinely invested in their success.

Most importantly, they've consistently delivered on their promises and maintained the savings they committed to. Their combination of **value, service, and integrity** is why our Advisors and Accountants continue to bring their Clients to ATS.

Tracy Miller
Elite Resource Team
California, United States

Began our journey in 2014.

1010-2006 Luna, Elsa: California, United States

ATS is the premiere go-to company for profit increase, capital improvement, and cost reduction!

They worked beyond expectation on various tasks in procurement, finance, and administration, improving our profits and capital in the millions of dollars.

ATS carries the highest level of integrity and professionalism, and we are pleased to recommend them to anyone looking for sustainable results.

Elsa Luna
YWCA GLA
California, United States

Began our journey in 2006.

1011-1996 Joslin, Jeff: Washington, United States

I have worked with ATS on projects spanning training and development, management systems, and procurement systems.

With more than 40 years in IT—as an upper-level manager and former owner of a computer IT company—I have extensive experience leading teams. ATS has a distinctive ability to simplify complex work through technology. It is an innovative, out-of-the-box implementer that still builds on a solid foundation in every situation.

I have seen ATS consistently direct and lead people effectively. I recommend ATS without reservation. It creates a strong team environment, builds communication, meets objectives, and does what is right.

Jeff Joslin
Muckleshoot
Washington, United States

Began our journey in 1996.

1012-2019 Jack, Erwin: Alberta, Canada

I began my ATS journey in 2019 after responding to a LinkedIn post on leadership by Ted Landgraf. That first exchange led to a phone call, and I immediately recognized something rare: a clear moral compass, genuine integrity, and a level of resources and support I had not seen elsewhere.

Mr. Landgraf placed confidence in me early and has remained consistently supportive. I welcomed every opportunity that followed. From the outset, we shared the same conviction: work done faithfully and honestly is the foundation of strong relationships, and people should be treated with respect and kindness.

ATS is built on integrity and transparency. I see it as one team, working together to deliver the best possible results for people, regardless of which solution is used. Each offering is led by reliable, professional experts. Just as important, ATS is a caring organization—one that looks after its team members and its clients.

If you are considering a partnership with ATS or exploring its services, you will find an organization whose record over the decades has been defined by going above the standard.

Erwin Jack
Executive, Team Leader
Alberta, Canada

Began our journey in 2019.

1013-2002 Heiser, Mark: Arizona, United States

ATS worked with one of the largest Native American Casinos in the U.S. They were responsible for the development of a procurement department, as well as streamlining the efficiencies, processes, and procedures.

The results of the reorganized systems and processes of procurement and asset management was profit increase, capital improvement, and cost reduction in the tens of millions of dollars annually.

Mark Heiser
Republic Real Estate and Development Company
Arizona, United States

Began our journey in 2002.

1014-2002 Hawley, Greg: Oregon, United States

I am writing this letter on behalf of Ted Landgraf/ATS. I am Greg Hawley, and my previous work experience includes EVP and CFO at Willamette Industries, Inc., Senior Manager at KPMG, and Owner/Principal of Obsidian Finance Group, LLC, along with other companies.

In considering what to highlight many strengths, two powerful traits stand out. Ted Landgraf/ATS embodies the highest degree of honesty and integrity. I would not hesitate to put ATS in the middle of the messiest situation, knowing that ATS will take the high road and do what is right. ATS maintains a strong sense of values and keeps those values front and center in daily work.

ATS's energy is infectious and is used to everyone's benefit. ATS will do what it takes to get the job done and continually looks for the most efficient and effective path to completion. While working through projects, ATS remains forward-thinking: keeping the end goal in mind, finding the most efficient way to get there, and staying mindful of individuals' needs and concerns.

I would engage ATS without hesitation.

Greg Hawley
Business Owner, Consultant, Leader
Oregon, United States

Began our journey in 2002.

1015-2020 Harris, Dmaine: Michigan, United States

One of the greatest lessons I have learned is that God often answers our prayers through the people He places around us. The prayers from the people at ATS give me strength, their words give me hope, and their friendship helps me keep my eyes on Jesus Christ.

Ecclesiastes 4:9-10, “Two are better than one... If either of them falls down, one can help the other up.” I have experienced the truth of these words in my own life.

I am thankful to God for the friends He has placed in my life via ATS. Their support has reinforced the notion that Christian friendship is more than simply spending time together—it is encouraging one another, praying for one another, carrying each other's burdens, and pointing each other back to Jesus Christ.

Looking back, I can see God's hand through every person who stood beside me. I give God all the glory because He knew exactly what I needed and provided it through loving and faithful friends.

The help from ATS has strengthened my faith and reminded me that I don't have to walk through life's challenges alone.

Dmaine Harris
Global Procurement Leader, Consultant
Michigan, United States

Began our journey in 2020.

1016-2004 Hargest, Scott: Maryland, United States

We collaborated with ATS to reduce costs and centralize all print, stationary, envelopes, business cards, and miscellaneous marketing items across the U.S. in more than three hundred locations.

The outcome for the company was a cost reduction of more than 30%, increased efficiency, brand management, and standardization, and a 24/7 online ordering system.

We would recommend ATS to any client for cost reduction, increased efficiency, improved capital, and training.

Scott Hargest
Corporate Printing Solutions
Maryland, United States

Began our journey in 2004.

1017-2016 Hamilton, Sam: Tennessee, United States

Anyone considering marketing ATS solutions — including merchant credit card cost reduction — should start by setting clear goals.

The most important part of those goals is realistic expectations. Those expectations should rest on the Three Ds of Success:

- Desire.
- Devotion.
- Discipline.

Overnight success has to be taken off the table. My first paycheck was $6.67. I called Ted Landgraf and thanked him. Have the paychecks grown since then? Yes — consistently, and without fail. That is the point.

If you are in a transactional business, you are only as good as your next appointment. Contractual, residual income is different. It gives you flexibility and more control over your time and movement. It costs more time and effort up front, and sleep will be in question for a while. Over time, the reward is worth it.

That kind of income creates room for:

- More time with family.
- More time in faith.
- More time for hobbies and other personal pursuits, including volunteering.

The work is not easy. The payoff is not instant. If you bring the Three Ds and stay with it, the results compound.

Sam Hamilton
Performance Profits of Knoxville
Tennessee, United States

Began our journey in 2016.

1018-2000 Gregg, Art: Arizona, United States

I've known Ted Landgraf since 2000.

Mr. Landgraf is focused, determined, and persistent. He has the stamina and endurance to see a project through to a successful finish. Colleagues who have worked closely with him consistently praise his insight, teamwork, and attitude.

He is reliably upbeat and a strong addition to any group. I recommend him as an intelligent, insightful, and loyal professional who brings perspective and encouragement to the people around him.

His leadership strengthens team cohesion and improves both results and morale.

Arthur Gregg
Leader, Risk Management
Arizona, United States

Began our journey in 2000.

1019-2017 Ghani, Adofo: Colorado, United States

I first began working with ATS in 2017. For eight of those years, I have received commissions consistently and without interruption.

When I check in with my clients, they are happy and have had no problems.

You have been great to work with. I would recommend ATS and your team to anyone looking for integrity-first support.

You also introduced me to Noel Ciambotti, Head of Merchant for ATS. He has handled my client and fielded all of their questions. That is another example of the support your team consistently provides.

Adofo Ghani
Wise Well Insurance Group
Colorado, United States

Began our journey in 2017.

1020-2009 Dolbow, Steve: Maryland, United States

ATS is an action-oriented company with a laser-like focus on serving their clients.

Their deep experience and team-based approach allows them to help companies through realized success.

Steve Dolbow
Capital One, Business Owner, Consultant
Maryland, United States

Began our journey in 2009.

1021-2006 Dallas, Rhett: Kentucky, United States

ATS came in and helped us to do the following: Created Technical Guides for thirteen different areas in our organization; Centralized Standard Operating Procedures from each location to one standard for some areas (procurement, property, finance, and administration); Reduced costs for office supplies by 47% (more than $250,000), janitorial, cleaning, and green supplies by 24% (more than $120,000), and copiers by 17% (more than $70,000); Assessed our procurement systems for compliance with procurement plans for improvement; and provided procurement, green, assessment, and management training to our staff at each ETR location.

ATS professionalism and the timeliness of our needs was as strong as their knowledge base on our business as a government contractor.

We are fortunate to have found them.

Rhett Dallas
Education Training Resources
Kentucky, United States

Began our journey in 2006.

1022-2002 Crites, Danny: Oklahoma, United States

I have known and worked with Mr. Ted Landgraf since 2002.

Under his leadership and team, the company completely rebuilt its purchasing procedures across the entire organization. That overhaul streamlined our operations and enabled us to secure the best products at the most competitive prices available.

Mr. Landgraf and his team consistently pushed vendors to deliver what is in the company's best interest. He has a proven ability to keep costs under control while still obtaining strong value and quality.

He and his team would be an outstanding asset to any purchasing and procurement team and organization.

Danny Crites
Casino Leader
Oklahoma, United States

Began our journey in 2002.

1023-2012 Ciambotti, Noel: Tennessee, United States

I've worked with ATS since 2012. They've become a trusted partner and a friend.

Together we've saved companies an average of 22% on merchant credit card processing, and we continue to deliver those results today.

Their communication has always been excellent, and they produce results for clients in many areas—not just merchant credit card processing fee reduction.

I wholeheartedly recommend ATS to any business looking for a reliable, professional team that has been delivering significant results for decades.

Noel Ciambotti
Card Group International
Tennessee, United States

Began our journey in 2012.

1024-2006 Cashin, Jim: Arizona, United States

We have known ATS and have had a great relationship with them for many years.

There is no doubt that anyone who works with ATS will benefit like we have, because they went above and beyond.

They care about long-term working relationships and understand the needs of our organization.

Jim Cashin Sr.
Del-Jen (a Fluor Company)
Arizona, United States

Began our journey in 2006.

1025-2006 Calvo, Peter: New Jersey, United States

Horizon Youth Services engaged ATS to provide procurement and training services to our company, such as Green Regulations; Contractor Purchasing System Review Regulations; Procurement Process and Procedures; the RFP process; Leadership; Communications; and other Procurement related topics.

Their expertise helped our staff from across the country understand Government contracting requirements and provided a platform for greater efficiencies.

Peter J. Calvo
Horizon Youth Services
New Jersey, United States

Began our journey in 2006.

1026-2004 Burke, EJ: Texas, United States

ATS and I worked together on a North American program in more than twenty locations for the supply of explosives products and services.

As part of the program a Continuous Improvement Process (CIP) known as Blast Optimization was used significantly reducing operating costs, while increasing productivity, improving capital, and reducing costs in the tens of millions of dollars.

EJ Burke
Dyno-Nobel
Texas, United States

Began our journey in 2004.

1027-2004 Boyages, Scott: Massachusetts, United States

We at Geiger collaborated with ATS to create a successful national company store program for a large multi-billion-dollar company.

Objectives were to reduce overall costs for branded promotional products and logo apparel while at the same time reinforcing the company's brand through consistent use of the company's identity throughout its various divisions.

They made their objectives clear to us from the start and then collaborated carefully with us to craft a successful program that remains in effect today. Cost savings to the company amounted to 15% plus the resulting consistent display of the company's brand in all regions.

Efficiency improved as Geiger functioned as the single point of contact company-wide for all issues regarding use and display of logo on branded merchandise and apparel.

Scott Boyages
Geiger Brothers
Massachusetts, United States

Began our journey in 2004.

1028-2006 Aquino, James: Maryland, United States

I played a key role in recruiting Mr. Ted Landgraf as a Senior Contract Administrator / National Project Procurement Leader and can say without hesitation that he was one of the finest hires of my long career in Human Resources and recruiting. He is exceptionally knowledgeable in government contracting.

Mr. Landgraf was especially effective in strategic planning sessions. He listened carefully to the issues presented, then offered a clear assessment and practical recommendations to streamline processes or resolve the challenges at hand.

I give him my highest recommendation and place him in the top of the professionals I have worked with over the decades.

James E. Aquino
Human Resources Leader
Maryland, United States

Began our journey in 2006.

1029-2022 Adongo, George: Kenya, Africa

ATS offered me a strong learning environment in social media marketing, project finance readiness, and creativity within a global corporate culture.

Because of its emphasis on personal development, I have spoken as a keynote presenter to Fortune 500 audiences and built a professional network spanning more than sixty-five nations.

The supportive culture at ATS has strengthened my interpersonal and intrapersonal skills. Its international reach and emphasis on teamwork have also supported my PhD studies and continued professional growth.

I am grateful for the opportunity to work and earn through ATS in sourcing, shipping, merchant, and other ATS solutions.

George Adongo
Coach, Leader, Educator
Kenya, Africa

Began our journey in 2022.

1030-2006 Adams, Roy: Nevada, United States

Mr. Landgraf served as our Corporate Vice President of Administration with responsibility for the oversight and support for 10 locations throughout the United States.

Mr. Landgraf is a team player, hard worker, and willing to do what it takes to get things done. His prodigious work product is well suited to effective administrative and procurement responsibilities, for which his experience and competencies are significant.

The work ethic and intelligence are strengths that would be an asset to any organization.

Roy Adams
Business Owner
Nevada, United States

Began our journey in 2006.