



SKY AUTOMALL | 1001 Ford Ln., Center Point, IA 52213 | (319) 849-2022

December 15, 2021

To whom it may concern:

Scott Wheeler, the President of Automotive Consultants Group, Inc. (ACGI) has recently completed a consulting engagement with our Ford Chrysler dealership. We achieved what we set out to do!

Sky Automall is a brand-new dealership, purchased in late July of 2021 from Junge Ford Chrysler. Scott assisted us with the transition in the following ways:

- Modified staffing as required to have the correct personnel in place in all departments, including Service, Service Drive, and other areas
- Laid out a cohesive and detailed plan of action to double the gross profits of our Service Department
- Evaluated, analyzed, and presented findings of software company offerings to assist in taking our Service Department fully digital
- Provided thorough training for the Service Drive personnel
- As Scott is also a professional photographer, he photographed the entire dealership for an organizational chart he designed
- Took an aggressive role in improving our CSI scores with both Ford and Chrysler

We appreciate Scott and ACGI helping us during this transition. He is a capable and aggressive individual, and we're thankful to have utilized his wealth of knowledge.

Respectfully,

Alex Tovstanovsky,
General Manager & Dealer Principal
Sky Automall Ford Chrysler