

# WAYNE ATKINS

The HVAC "Business Doctor"

Financial • Organizational • Managerial • Marketing

Peter Montana  
PMA Consulting

May 28, 2019

Dear Peter,

It is with great pleasure that I offer my congratulations on your consulting firm! We met at least six years ago at a Johnstone Supply meeting, You had taken my financial management and net profit pricing system and implemented it at your firm. You wanted to have me come to your business, RMS and review your calculations.

When we met, I was very impressed, you had taken my basic model and had made many modifications to it. The reason this was impressive was is probably less than 30% of the contractors that attend training ever use it. You not only used it, you understood it to the point where you made it far more extensive in scope of information you linked to the basic model. It proved that you completely understood the concepts!

Over the years we had gotten to know each other even better and you have proven to be a great project manager as well as a general manager of a large HVAC contracting firm. You have made wise staffing decisions in evaluating all staff. You have proven to be a formable sales person capable of establishing and maintaining relationships.

For all of these reasons, I ask you to please consider me a reference and provide my contact information to any inquiring client.

Sincerely

Wayne Atkins

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