

---

# Why Clients Select Clevenger Frable LaVallee, Inc.

---

## ***A Unique Combination of Skills, Talent and Experience***

Clevenger Frable LaVallee is a nationally known, full-service consulting/design firm. We offer management advisory and planning/design services focusing on both foodservice and laundry facilities.

Our breadth of design talent and experience reflects the most current thinking and directions in equipment, technology and operations. We continually advance the level of professionalism within our service arena through research, article-writing and speaking engagements.

---

## ***Total Objectivity***

Clevenger Frable LaVallee is a totally independent consulting/design firm. Our advice to you is objective, unlimited by any hidden agenda.

For example, we do not shoehorn our clients into purchasing equipment from a particular manufacturer or distributor. Just the opposite: as your advocate, no one will fight harder to protect your interests.

As such, you can count on obtaining competitive pricing, along with mandatory alternate pricing—all carefully and thoroughly documented. This same

spirit of objectivity pervades every new assignment. Starting with “a clean sheet of paper,” Clevenger Frable LaVallee professionals bring a fresh, open perspective to each project, enabling us to gain a full understanding of your clients’ unique requirements.

---

## ***No Threshold on Project Size***

While it may be more profitable to take on only large projects, we have made it our policy to take on all projects, large and small.

By working on small projects with tight budgets, Clevenger Frable LaVallee continually expands its learning curve, with the ability to cross-pollinate its expertise on behalf of every client. Thus, you can expect a cost-effective design mentality to underscore our performance on larger projects, and a broad experience base to intelligently develop smaller ones.

---

## ***Performance-driven Service Pricing***

Our compensation relates directly to the value we add to your project. We compete on the basis of performance and price.

*Continued on Page 2 ...*

---

## Why Clients Select Clevenger Frable LaVallee, Inc.

Our fees will be structured to match your strategic objectives, then plan and manage to your budget. You are free to contract for only the services you require.

---

### *Your Input is Critical*

All of our recommendations are based solely on a project's scope, budget and quality criteria. It typically falls to you, as owner and/or operator, to decide on scope and budget. We can then set our project objectives governing quality in light of your scope/budget decisions.

As we get started, a key initial goal is to establish clear and effective lines of communication with you, setting the table for a productive and trusted relationship.

---

### *Your Satisfaction is Assured*

You are assured of a practical, cost-effective design that reflects a thorough understanding of your foodservice or laundry facility as an integral part of the overall building envelope. What's more, our interest in your project extends beyond completion. We inevitably take steps to confirm performance objectives are fully met.

*With Clevenger Frable LaVallee, Inc. as your consulting/design firm, you can be confident that your foodservice or laundry facility will meet or exceed all your expectations.*