

## Q&A

Q: What are you announcing?

**A: We are excited to announce an innovative partnership between AM/PM and Workforce Alliance. The two companies will come together to provide our customers a full spectrum of staffing solutions from temporary through permanent placement.**

As our customers prepare for the economic rebound, we recognize that they will be looking for alternative ways to staff various positions. By joining forces, we will be able to meet the varying employment needs of our customers with new staffing alternatives, while continuing to provide the customer service they have come to expect from us.

Q: What brought this on?

**A: About two months ago, the Principals of our companies began discussions about how to effectively address some of the challenges in the employment market, as well as how to position ourselves to best meet the changing needs of our customers. After discussing various options, they came to an agreement on the structure that we are announcing today.**

Q: Are you merging your companies?

**A: At some point that might be a possibility. However, right now we are operating as two separate companies, working under a cooperative agreement designed to provide our customers with a broader array of staffing solutions.**

Q: So if you are going to remain two separate companies what really changes?

**A: First, behind the scenes, we will be collaborating on ways to offer more flexible employment solutions to our customers. We will also be working with our applicants to strengthen the pipeline of talent that we can recruit on behalf of our clients. To facilitate our collaboration, we have consolidated our offices and are cross training so that our employees have a deep understanding of all aspects of staffing.**

**Second, in the community you will see us begin to market jointly both the Workforce Alliance and AM/PM brands. It will be our focus to make it as easy as possible for you to get information about our collective services and do business with us.**

**Q: As a customer, how does this alliance benefit me as opposed to me just doing business with each company individually?**

**A: By using the technical expertise and resources of the two companies, we will be able to further improve our staffing process and applicant pipeline. We can now offer you more options for staffing open positions.**

**A couple of specific examples:**

**Workforce Alliance brings a strong reputation in blue collar/skilled craft screening and selection. Additionally, they have large base of skilled applicants seeking employment. However, they haven't been set-up to offer temporary staffing alternatives to these applicants or their customers. Under our alliance, we will be able to offer customers the benefit of combining their robust screening tools and deep applicant base, with temporary staffing alternatives.**

**Likewise, AM/PM brings a strong reputation in administrative and specialty staffing along with a large base of skilled applicants. Under our alliance we will now be able to place these applicants in a wider array of positions under multiple staffing alternatives including permanent placement and targeted recruiting.**

**We are fortunate in that both companies have served the same market and enjoy a long history with our customers yet we have uniquely complementary services with no real overlap.**

**Q: Will there be changes to how I purchase products, render payments, or get service?**

**A: In most cases there will be no changes to how customers do business with us. We are extremely focused on making sure that our customers continue to receive excellent customer service and support. Customers should continue to conduct business with us in the same way as they previously have.**