



To: J. Michael Bloss – Black Belt Transportation Consulting

From: Daniel Krivickas, Jr. – President / American Group, LLC

Re: Consulting Engagement

Mike,

We wanted to express our sincere appreciation for services rendered during our recent engagement with BBTC. Your initial interview with us, learning as much as you could about us, understanding what we valued and what we did not want, really helped to put us at ease and made our decision to engage with BBTC a natural.

The marketing plan you developed, highlighting our strengths, core capabilities, growth and performance, was very detailed and painted a near perfect picture. Then, as a result of your vast industry experience and connections, you were successful in getting us several introductions to companies of every shape and size across the spectrum. Taking our time and paring down our list of “partner candidate” companies, and helping us to clarify what was most important to us (brand identity, but with larger company backing...autonomy, but with “mentor resource” capabilities as needed...and partnering with an asset-based entity, to name a few), really helped make our ultimate decision much easier.

Furthermore, your targeted approach - looking for synergistic fits versus the P.E. path, brought in multiple offers. Your insight and experience ultimately helped us decide on the one offer that stood out from the rest – *but you didn't stop there*. You helped guide us through the cumbersome and intrusive Due Diligence process that all deals of this nature require. Your responsiveness, coupled with your referral of an experienced (but affordable) law firm, helped us to navigate the turbulent waters of Due Diligence and emerge on the other side – safe, dry, and satisfied with a solid deal with a great, asset-based partner company.

In summary, we would HIGHLY recommend your services to anyone looking to either partner with a great company...or just take some chips off the table and enjoy some of the fruits of what they've built. BBTC is a company we will recommend, for sure.

Yours in freight,

Daniel P. Krivickas, Jr.

Daniel P. Krivickas, Jr.
President / Co-Founder
New American Group, LLC dba American Group, LLC

