

TopHAT Logistical Solution
547 Center Street
Lake Geneva, WI 53147



Letter of Recommendation

To Whom it May Concern:

We feel that TopHAT's story of business engagement with Black Belt Transportation Consulting, LLC (BBTC) is truly unique. After BBTC prepared us for market with its proprietary financial consolidation tools, business analytics, and Marketing Brief, BBTC proceeded to introduce TopHAT to six different prospective quality buyers. One publicly held buyer in particular stood out to TopHAT due to its parent company's vast business holdings with direct business synergies. We moved through the process quickly but just as we were about to receive a Letter of Intent disaster struck our business when our largest customer filed Chapter 11. To make things worse, one week later our second largest customer filed Chapter 11 as well. We were devastated having to withdraw from the acquisition process.

Surprisingly, BBTC did not withdraw from the process continuing to look for prospective buyers and offered assistance to TopHAT as we navigated through the recovery process. Prior to full financial recovery BBTC took us to market again but with a new buyer that we considered to be a perfect cultural match and skillset fit (warehousing) for our business. BBTC attended all the negotiation meetings with the buyer and utilized its IRR/NPV models to negotiate a greatly improved purchase price and deal structure. BBTC was with us every step of the way as we navigated through the due diligence process and legal documents constantly providing advice.

We could not be happier with the outcome. Today we are the top producing Division of our new parent company! If you are considering engaging a business for consulting and/or acquisition related work we highly recommend that you engage with BBTC. They have a long-standing history of experience and success.

Sincerely,

A handwritten signature in black ink, appearing to read "Steve Trench", written over a horizontal line.

Steve Trench
President – TopHAT Logistical Solutions

A handwritten signature in black ink, appearing to read "Rob Rader", written over a horizontal line.

Rob Rader
Vice President – TopHAT Logistical Solutions