



To Whom It May Concern:

Mike Bloss and Black Belt Transportation Consulting did a phenomenal job for us!

I was somewhat apprehensive when considering the thought of selling a company I started with from the ground up. Having built a successful business over the course of five years, it certainly made sense to not consider just one buyer. Black Belt TC brought numerous buyers into the process that their technology specifically matched to our business. This allowed us to select a buyer that was a great cultural match, provided our leadership team with growth opportunities well into the future, along with a very favorable overall valuation and deal structure.

Mike and Black Belt TC was heavily involved throughout the entire process, including the difficult and taxing due diligence process. He was constantly available to provide advice and navigate us to a successful closing. Our company was represented to the best of our potential and open candor. Their guidance and knowledge of the industry allowed us to navigate swiftly through the vetting process. The tools the Black Belt team provided were considered some of the best prediction and cost modeling to showcase our leverage in the market.

I would highly recommend Black Belt if you're considering shifting your goals and scope!

Sincerely,

A handwritten signature in black ink, appearing to read "John Cordell", with a stylized flourish extending from the end.

John Cordell
President
A-Logistics