



Letter of Recommendation

Black Belt Transportation Consulting

Dear Mike,

After being in business for almost 30 years and making the very hard decision to sell, finding a partner to help us navigate those choppy waters ended up being just as important as finding the right buyer. When we first started this journey almost 4 years ago we went with a large M & A who not only charged us a non-refundable upfront fee of over \$40k, but only created a one page marketing flier and consistently presented buyers that were simply investors looking to grow us, not at all interested in who we were as a company and what had made us a successful business at our core, our staff and customers.

Skip ahead almost 2 ½ frustrating years and all it took was the initial phone call with you to know that this was the fit we were looking for all along. You listened to us and understood what we needed and wanted in a buyer. Time and time again your knowledge, patience and guidance were immensely appreciated. Not to mention the analytics you put together. Wow, talk about thorough! We always knew whatever intricate data the potential buyer wanted to see you had right at your fingertips.

We could go on and on, but to sum it up, we said this to you a couple weeks ago at the end of the transaction, we couldn't have done this without you, and it made all the difference to our staff and to us that we didn't have to.

With sincere gratitude,

Carol J. Bennett and Susan C. Maya

Owners

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