

**The Un-Common Carrier**

To: Michael Bloss / Black Belt Transportation Consulting Mike,

I wanted to write and personally thank you for your guidance in selling Focus Logistics, Inc. We could not have picked a better partner, your approach to detail and data collection created tremendous value in this process and provided the professional visibility required to execute such deals. From preparing us for journey at the beginning and providing much needed encouragement at the tail-end helped us to get the deal done.

I was impressed with the level of market response you were able to generate in the first few weeks of our launch and the quality LOI’s you brought to the table. Your experience in this space proved valuable as we continued to navigate deeper into an arrangement to sell our company. What I most appreciate is having you available as a sounding board through the entire process.

Together, we got the deal over the goal line and structured a deal we are very satisfied with completing.

Mike, you truly brought results and we are grateful to have partnered with you and BBTC in this process. This achievement marks the highlight of most business owners’ careers and having the right partner alongside this journey is critical. I would recommend you and your firm to anyone looking to sell their transportation business.

With Sincere Gratitude,



Bashar Danial

President & CEO