



To Whom it May Concern:

I am happy to whole heartedly recommend Mike Bloss and Black-Belt Transportation Consulting Services.

When Mike originally contacted me a few years ago and while I was often approached by individuals and companies offering M&A services my interest was piqued as a result of Mike's experience in and background in 3PL and LTL asset based carriers.

As we got to know Mike we quickly learned that we could trust him completely with confidential information about our business, as well as our desire to find the right purchaser for our business. Mike took the time to get to know us, understand our business, our values and what purchaser would be a good fit for us long term.

We retained Mike to act on our behalf through the process where he added significant value based on his knowledge of the industry and his experience in previous deals. Mike was an integral part of our team through the process and was recognized by both our legal and accounting team as being a significant help in negotiating a complicated deal.

Mike had us do the preparation work, prior to meeting with purchasers that put us in a position of strength and ensured that we had everything that a potential purchaser would want to see in advance of our first meeting. Mike attended meetings, gave support and coaching, this was our first, and last time, that we would sell our business and Mike's support helped us maximize the value of this important transaction.

Mike has continued to provide support post sale and stays in touch on a regular basis.

If you are considering a sale of your business I would strongly recommend working with Mike to ensure that you are getting full value and a smooth transaction process.

If you have any questions or would like more information, please don't hesitate to reach out to me.

Sincerely,



Roger Harrison,  
President & CEO

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