William S. Beckmeyer Owner

> Larry D. Lumb Owner



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December 12th, 2017

It has been several months since our closing and we have finally had time to reflect on the last two years and the fantastic job your firm performed to get us to the finish line. The entire process is confusing and stressful to say the least. Your approach to selling a company is not only professional, but so well formatted that many of the speed bumps encounter were alleviated due to the foundation of information you created within our first few meetings. This organizational format is like no other, in comparison to the other companies we had contracted with prior to retaining your firm to sell our business.

As we approached the closing date your firm performed magnificently as problems and questions from both the buyers attorney and the lending institution were jeopardizing the finality of our deal. But, you were unwavering under fire and once again stepped in to answer all financial questions and orchestrate continuity. The selling process is difficult and overwhelming at times, but your professionalism and organized approach mitigated most of the stress and streamlined the process. Job well done!

Thank you,

William S. Beckmeyer III

Larry D. Lumb Larry D. Lumb