

Unique Tool, Inc.  
15652 - 200<sup>th</sup> Street  
Hutchinson, MN 55350

July 19, 2016

To whom it may concern:

After owning and operating a successful business for over 22 years, I was looking to eventually retire, but also take care of my employees and customers by ensuring that the transition to new ownership was as smooth as possible.

I listed my business with Dan Arcand and the Sunbelt Team, and in about 6 months we closed with a Buyer who was an excellent fit and whom I continue to work with in an employee-owned company. This arrangement allowed me to take advantage of the high demand for manufacturing listings and get the best price for the years invested building my business, while easing into retirement knowing my business will be in good hands.

Prior to meeting Dan, my wife and I had contracted with an independent firm to advertise the sale of our business. This was not only expensive on the front end, but produced no buyers to speak of.

Once we listed with Dan and Sunbelt, we recognized they provided a formula and process that was highly effective, generating interest from several buyers and resulting in multiple offers. We were able to identify the "best fit for us" by taking into account not only price, but the terms, experience and vision each buyer could offer. We were able to choose our ideal buyer, putting us in control of the deal.

Dan was able to advise us on everything involved in this complex process – outlining each step as we went and helping us structure the sale for our greatest benefit.

I would highly recommend Dan and his team at Sunbelt if you are considering selling. Thanks again for all the hard work in getting this done.

Sincerely,



Curt Wendland  
Former Owner/Operator of Unique Tool, Inc.