

# RAYMOND

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## PRODUCTS COMPANY

January 11, 2008

Nacia Dahl  
Sunbelt Business Brokers  
9801 Dupont Ave. South  
Suite: 370  
Bloomington, MN 55431

It is my distinct pleasure to recommend to you Nacia Dahl. After searching for over a year to acquire a business without success, we were frustrated and exhausted from our long and fruitless search. We turned to and retained Nacia Dahl and Sunbelt Business Brokers to help us continue our quest to find the perfect business to buy.

Using our criteria, Nacia immediately implemented a plan of action and the search was on. It was truly a great feeling to know that we had a professional plan in place, now with our new team of experts at Sunbelt to help implement the plan.

Nacia not only was working for our cause, she employed their entire staff of experts including other brokers, managing partners as well as associated team professionals. We were building momentum and knew Sunbelt would get the job done fast. Nacia brought several businesses to us to consider and approximately four month into the process we did find the business that was indeed a perfect fit.

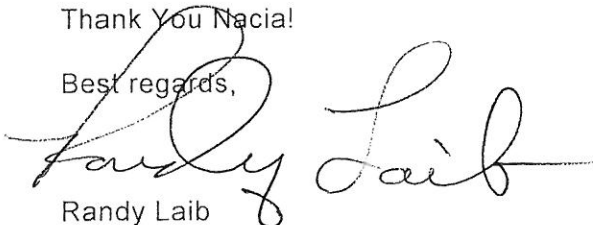
Nacia and her team at Sunbelt began actively negotiating the deal, they shared other business professionals for us to consider, including mortgage brokers, lawyers and other contacts that helped streamline the acquisition process.

On November 1, 2007 we successfully closed on Raymond Products, thanks to Nacia and Sunbelt Business Brokers. We not only acquired the perfect business, but we did it for less and with better terms and conditions than if we had not used their expert services. We cannot thank Nacia enough for all that she has done on our behalf.

Without hesitation we will again retain Nacia and Sunbelt when we are ready to sell our business. We highly recommend her to anyone who is planning on buying or selling a business. Please feel free to contact me with any specific questions or concerns regarding our experience with Nacia and Sunbelt Business Brokers. I will be delighted to share my objective opinion.

Thank You Nacia!

Best regards,



Randy Laib  
President  
Raymond Products  
Minneapolis, MN 55414  
612-331-5400