

LETTER OF REFERENCE

September, 28 2007

To Whom It May Concern,

I owned Classic Metal Craft for over 16 years. Although it was exciting and fun in the beginning, it got to be a big burden as the years went by.

Early in 2002, Jim Stauder sent out a mailing that I answered. Jim called and we set up an appointment. He stopped by to discuss everything involved with selling a business and it was a very educational meeting. This was the first step toward freedom, but it would take me over four years to make the commitment to actually sell. Jim kept in touch through those years and in 2006 the stress finally got to me enough that I pulled the trigger to sell.

Jim wrote the contract and I signed it on December 14, 2006. Over the following few weeks Jim showed the business to numerous prospective buyers. We received a couple of offers pretty quickly and turned down one buyer because he wasn't a good match for the business. On February 12, 2007 I accepted the second offer from a very qualified buyer - at full price on the business and on the real estate. We closed on April 30, 2007.

Through the entire process Jim was very professional and thorough. He kept every one focused and on track and made a complicated process go smoothly. Jim's advice was accurate and helpful throughout the entire process (and helped save money). He did everything he could to help minimize my time spent on the sale, as I was still tied down running the business. He stayed in contact with all involved and minimized or eliminated issues early on before they became insurmountable obstacles - helping to ensure a certain closing.

I am finally off the proverbial "treadmill" and looking forward to the future. I would highly recommend the services of Jim Stauder.

If you have any questions, please feel free to call me. Jim knows how to reach me.



Jeff Hackmann
Classic Metal Craft, Inc.