



## E. KINAST DISTRIBUTORS, INC.

November 19<sup>th</sup>, 2010

Chris Riegg  
Partner  
Promontory Point Capital  
322 East Michigan Street, Suite 500  
Milwaukee, WI 53202

Dear Chris:

I wanted to thank for all of your hard work and expertise in closing our asset sale with Canadian-based Richelieu Hardware.

Having weathered an economic storm over the past three years, the transaction you arranged for E. Kinast Distributors solved many of the issues facing our business. Your tenacity in seeking out new lenders, investors, and strategic parties allowed the Company time to attract a solid strategic partner. Richelieu has presented a significant opportunity for the EKD management team as well as a majority of our employees while also providing a successful exit for the ownership group.

I would like to make note of how impressed I was with PPC's use of technology in facilitating the transaction all the way through closing. When you are working with multiple funding sources and prospective buyers there are many documents being distributed. It can get to the point where you are no longer sure who you have sent what to, not to mention the time involved in distributing updated financial information. Having dealt with this very situation prior to engaging Promontory Point Capital, I thought your Deal Room significantly made the process much more efficient and effective.

The PPC Deal Room also saved our deal. As I'm sure you recall, we were a couple of weeks from closing when EKD's server unexpectedly crashed. All of the documents for due diligence would have been lost and we would have had no idea what had been sent or looked at. Since PPC had uploaded all of our Company's financial and legal information into a confidential Deal Room, the deal was saved and closed on time. It would have been a catastrophic event for the Company if not for PPC's Deal Room, especially given the delicate timing of our transaction.

We well understand why your firm is successful - your experience, high level of service, and professionalism ensures the deal gets done. Thank you again and please let me know if I may be a client reference at some point in the future.

Yours very truly,

A handwritten signature in blue ink that reads 'Paul McEntee'.

Paul McEntee  
Chief Financial Officer