

October 31st, 2011

Mr. Christopher Riegg, CFA, CPA
Partner
Promontory Point Capital
322 East Michigan Street
Suite 500
Milwaukee, Wisconsin 53202

Dear Chris:

On behalf of the management and family-ownership of Tapco Circuit Supply, we wanted to thank you and your firm for your leadership and assistance through a challenging time period. While we see a continued role for Promontory Point Capital in assisting Tapco, with the recently completed financing now behind us, we are now better positioned for long-term success.

At the point we were introduced to Promontory Point Capital in April of 2010 our business was facing an uphill battle. Management's time had transitioned from a focus on managing and growing our business to a full time effort of managing our bank and supplier relationships. Your firm recognized that while funding was an issue for Tapco, it was far from the only issue that our Company needed to resolve. First PPC took over a majority of the regular dialog with our bank. This helped bring comfort to our lender that Company ownership was addressing the funding issue, while also allowing management more time to focus on the business (and less of our time needing to communicate with our bank). PPC then helped design and implement a profit improvement plan that not only helped the business, but stabilized our borrowing needs which was critical to our lender. The profit improvement plan brought focus to Tapco's sales organization and a new commission plan aligned overall sales compensation to the goals of the Company. These changes further reduced the Company's breakeven sales level, created a more variable cost structure, and ultimately led Tapco to consistent monthly profitability to support a new lending relationship which you closed for us.

We would highly recommend your firm to companies dealing with issues involving growth, financing, and other strategic issues that are holding back the business. The results speak for themselves and we greatly appreciate your professional guidance, experience, and ongoing efforts to support Tapco Circuit Supply.

Sincerely,



Kurt Palmer
President