



August 22, 2012

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

Dear Bill and Chris,

Thank you!

It is now four months since we closed on the very successful sale of Quick Cable Corporation. It was successful for me, for our dedicated management team, who remain in place, and for our employees here and in Canada, as their jobs are secure into the future.

Looking back, I can say with the privilege of hindsight, that you managed the entire complex process expertly.

First, you listened to our objectives, what we wanted to accomplish with the sale. Second, you structured the marketing materials and offering documents to reflect those needs. Third, all through the negotiations and due diligence process, you remained focused on an outcome that reflected our objectives.

You handled the details, but never lost sight of our goals. You were professional, working as a strong team player with our legal and financial advisors, but at the same time you maintained a sense of humor, so needed when things got tense and frantic.

I am totally satisfied with the work you did. As you know I have another business that I'm developing, and when the time comes to take that company to market, I will return to you for another "process".

Best to you and your work,

A handwritten signature in black ink that reads "JOHN SHANNON." The letters are in all caps and have a casual, slightly slanted appearance.

John Shannon  
Past President, CEO, and Owner

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John K. Shannon, Jr. – President/CEO

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