



September 1, 2016

Mr. Steve Mayer
Partner
Promontory Point Capital
322 E. Michigan street
Milwaukee, WI

Dear Steve,

Just wanted to express our thanks to Promontory Point Capital (PPC) for all of the effort, assistance and guidance that led to the successful acquisition of HiTech Enterprises, Inc., an automation and controls company that is a great fit for us. As you know, it was very helpful, that your firm diligently worked with Pieper to develop a specific investment thesis that focused on our long-term growth objectives resulting in the strategic acquisition of an automation and controls company.

Beyond the investment thesis development and search activities, it was also very helpful that PPC managed the entire acquisition process, including negotiating the deal's economic terms and conditions for Pieper and quarterbacking due diligence, leading to the successful closing of the transaction.

Thanks again.

Best Regards,

Eric West
Vice President – Automation
Pieper Electric, Inc.