

October 25, 2022

Warren Business Development Centre Inc.

Attn.: Mr. Eric Gilboord and Mr. Colin Ruskin

Re.: Sale of Vibtech Analysis Ltd.

Dear Eric and Colin:

On behalf of my partner Steve and myself, I would like to personally thank you both for the excellent work you did on our behalf. When Steve and I started Vibtech in 1986, we gave little or no thought to how we would divest ourselves of the company when the time came. The company has been our “baby” for over 3 decades and we weathered more recessionary setbacks than we would have thought possible. Throughout the years however, it provided us with a good lifestyle and we both are pleased with the path we chose.

When it came to selling the company, we had a list of what we thought to be our “A” list of companies that would be interested. When we brought you on board to assist us with the sale, we quickly found out that we were simply too small for these large corporations. (*Their loss.*)

Realizing that our list of potential buyers was not viable, you researched out the market and fairly quickly brought us two potential buyers in March and April of this year. It is very much worth noting both were companies we had never heard of and would never have found by ourselves. One ended up presenting us a Letter of Intent with an acceptable share purchase price and suddenly the game was on. With your assistance we worked through the Due Diligence process, the Share Purchase Agreement and the company was sold on September 30<sup>th</sup> of this year.

I would like to personally thank you for the professional manner in which you represented Vibtech. Equally important was the way you handled me when some of the negotiations started going “off-the-rails”. Your empathetic approach in bringing me back on-board helped immensely.

Rest assured Colin and Eric, I would have no trouble recommending your services to any small business such as ourselves.

Very sincerely,  
Scott Ryckman  
Past President  
Vibtech Analysis Ltd.