



22 Ocean Avenue, Coplague, New York 11726 • (631) 842-1166 • FAX (631) 842-1239

To Whom it May Concern:

I am pleased to tell you about Kenneth Stein, who acted as broker in the recent sale of my manufacturing business.

Ken demonstrated keen perception in analyzing my company's strengths and weaknesses on his first visit.

This skill enabled him to evaluate my needs as seller, and also helped him determine an appropriate buyer.

The entire negotiating process was handled with professionalism and courtesy. Either Ken or a member of his capable staff was always available to answer questions, provide direction or soothe nerves...Ken, in particular, was always there, in every way and whenever needed.

It is without hesitation that I recommend Ken Stein and The Kensington Company for their committment to client and their energetic approach to dealing with the intricacies of selling or buying a business.

Sincerely,

A handwritten signature in cursive script, appearing to read "Jack A. Scheifele".

Jack A. Scheifele
President