



# POTTER STEWART, JR. LAW OFFICES, P.C.

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Philip H. Steckler III  
Country Business, Inc.  
P.O. Box 940  
Brattleboro, VT 05302-0904

Re: CBI; Letter of Reference

Dear Phil:

I am pleased to write a reference letter on your behalf regarding the services provided by you and the Brattleboro office of Country Business Inc.

Attorneys in our firm have worked many years with you and the CBI office. The transactions have covered a broad range of business enterprises in the region – manufacturing, distribution, service, retail and hospitality.

In our dealings, several features stood out. Your analytical work has portrayed fairly and in a balanced way the businesses represented. It is our experience that the due diligence subsequently performed by the parties confirmed that your valuation opinions were sound. Similarly, we have found that the terms set forth in the proposed letter of intent have been realistic. This helps keep the path smooth in getting to a successful and client satisfying closing. In that regard, we have also noted your friendly perseverance to keep everyone on track and the momentum going.

Although you primarily represent sellers Phil, you are a booster of Brattleboro and Southern Vermont. As such, we have observed that you are sensitive to community issues and have striven to structure the transaction so that it will be beneficial to all, including the community in which the business is located. You and CBI have been great for Brattleboro and the Southern Vermont area. We do not hesitate to refer clients whom we believe would benefit from your services and evident expertise.

Sincerely,

Potter Stewart, Jr.