

February 12, 2016



Attention Michael Smith  
Smith Business Solutions Inc ('SBSI')  
759 Hyde Park Road, Suite 253  
London, ON N6H 3S2

**Re: Leasing ending, store closing sale event – Bassett Furniture, Whitby, Ontario**

Bassett Furniture Canada began its lease in Whitby ten years ago and the lease expired during February of this year, 2016.

We chose SBSI after a failed super sale from a year prior. Because of the lease expiration dates and some planning surrounding Christmas break 2015, we were only able to allow six full weeks of actual sales.

Total sales for the six weeks was almost \$ 1 million which represents approximately six months' sales from a typical year which we were ecstatic about. Margin on the \$ 1 million held up very well and we did not break any of the brand promises for quality and after sales service during the event. Overall margin, including the liquidation of obsolete, damaged and discontinued inventory remained only a couple percentage points below our normal or non-store closing historical margins.

SBSI successfully liquidated over \$250,000 at cost of inventory and raised significant cash recovery from this asset on the balance sheet. Additionally, there was very little left over inventory to move or dispose of after the last sale piece was delivered to a satisfied customer. The cost of dealing with the extremely small amount of pieces once SBSI was complete was a pleasant near zero cost.

We strongly recommend the services of SBSI for future liquidation needs and all material representations made in their initial presentations and written agreements were met satisfactorily by SBSI.

Regards,

A handwritten signature in cursive script that reads "Sandra Ferguson".

Sandra Ferguson  
President

Troy B Braithwaite  
C-Suite Management Consulting