

Century Instrument & Machine Co., Inc.

January 13, 2024

Sunbelt Business Brokers – North Houston
25511 Budde Rd, Ste. 202
Austin Building
Spring, TX 77380

ATTN: Sunny Datta – Lead Project Broker
CC: Dan Altom – Managing Director & Owner

Don Babineaux
President and Co-Owner
Century Instrument & Machine Co., Inc.
3601 Bacor Road
Houston, TX 77084
dontex255@gmail.com
832.729.1809

Subject: Letter of Recommendation

Dear Mr. Datta,

I am writing this letter to sincerely express my gratitude for everything you contributed to the successful sale of our business. Your reliability and diligence are incomparable and far exceeded my expectations as we embarked on this challenge together under your leadership. I was convinced of my decision to engage with Sunbelt for this undertaking long ago for countless reasons, and your steadfast oversight and thorough communication reaffirmed this at every turn.

From the initial stages of planning to final closing, you demonstrated a level of professionalism, dedication, and expertise that continued to bolster the confidence of former ownership during the pursuit of success. Your strategic approach, attention to detail, and comprehensive understanding of the market dynamics played a pivotal role in ensuring a seamless and profitable transaction.

One of your key strengths lies in your ability to navigate complex negotiations with ease, as you consistently exhibited a deep understanding of the industry landscape, which translated into well-informed decision making throughout the process. These attributes garnered more appreciation from all parties as you aptly responded to abrupt changes and maintained a firm resolve while rebounding from adversity outside of our control. Even after those setbacks, your resilience along with strong negotiation skills were instrumental in achieving a favorable deal that maximized value for both parties involved, keeping the business well positioned in the market to remain a desirable acquisition for inquiring prospects.

In addition, I'm very confident that your future clientele will quickly be made aware of these highly valuable contributions to their interests, as your thorough and proactive communication, patience, and unrelenting commitment will continue to inspire confidence and trust as an incredibly valuable member of Sunbelt Business Brokers.

I am truly grateful for the invaluable support provided by you and I have no hesitation in recommending your services to anyone seeking a dedicated and results-driven professional in your field. Thank you for everything.

Sincerely,

Don Babineaux
Former President and Co-Owner
Century Instruments & Machine Co., Inc.

