



June 26, 2015

To Whom It May Concern:

After 58 years, McCormack's Fine Furniture made the hard decision to sell our building and close our doors forever. We spoke with various companies that conduct "Going Out of Business" Events and we chose RJ Rau Management Group to facilitate our sale. We fortunately made the best decision of our career. We knew that closing our store would be a once-in-a-lifetime opportunity. Rau Management's Manager Julie Ayres was on top of every part of the sale: sales management, inventory control, inventory fulfillment, advertising that worked, deliveries, and customer satisfaction. She made it easy for us to experience a Going-Out-Of-Business Sale beyond our expectations.

Julie and Rau Management's achieved 1.5 times our last year's annual sales. Our gross profits were high and obtained a generous bottom line profit at the end of the sale. Also, they helped us sell our building during the sale. **WE ARE MOST THANKFUL TO RAU MANAGEMENT FOR ALL THEY DID TO MAKE OUR SALE AN OVERWHELMING SUCCESS.**

RJ Rau's provided an unlimited flow of inventory to make HUGE sales. Rau's provided inventory to keep our floors full right up to the end allowing us to make high volume of sales & profit. At the conclusion of the sale and Auctions, our building was empty and broom clean. Amazing...and as promised!

Julie and the Rau team's ability to plan and execute the advertising & marketing campaign kept an abundant amount of customers coming in our doors. Julie's highly trained staff made every customer feel special and this increased our sales.

As we wrapped up our sale, we found that every customer received what was promised to them by Rau's and our combined sales team. We were concerned about our good McCormack's name and reputation when hiring Rau Management. Now that it is over we are very convinced that we chose the right people to conduct our sale. I would not hesitate to recommend RJ Rau Management to any other furniture retailers in the future. I am inclined to think that Rau's must be one of the best in the business in providing high performance to dealers during these sales and also ones that we could trust.

Sincerely,

Linda Petersen, Owner and President

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