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### Recommendations for Industrial Marketing - Barclay Street Industrial Real Estate Team

PanTerra Properties group of companies have utilized Jon Mook and his team of industrial real estate marketing specialists exclusively since 2005. Jon is now heading up the Barclay Street Industrial Group, joined more recently in 2010 by Casey Stuart, and a very competent support group.

Jon's marketing group forms an integral part of our industrial real estate development team. Jon is a respected member of the industrial agent community, and of industrial developers, facilitating inter real estate company transactions with integrity and trust. We value his teams' input from initiation of industrial land development planning, through building concept and design, to project marketing.

One of the key assets his team brings to the industrial development, leasing, and sales program is a thorough knowledge of the technical aspects of industrial building from tenant, landlord, vendor, and purchaser perspectives. We have found the Barclay team quickly interprets, often vague tenant or purchasers requirements, into simple clear terms and requirements that the owner may reasonably accomplish, and that clarifies, expands, and assists the tenant of purchasers long term needs.

The team maintains a thorough and continually updated knowledge of market lease rates, constructions costs, and land prices in conjunction with supply and demand forecasts. Most notable is the teams' understanding of the owners' requirements to maintain at least inflation rates in long term lease rates which translates into ascending sale values.

The Barclay Industrial Team is expedient, effective, and trustworthy. We highly recommend the team for any and all your industrial marketing programs. You are welcome to contact the undersigned for a more in-depth discussion.

Respectfully,



Don C.H. Lee P.Eng.  
Manager of Real Estate and Development  
PanTerra Group of Companies