

# FTC

## FRED TAYLOR COMPANY, INC.

April 14, 2015

Art Barry III, SIOR  
Coldwell Banker Commercial  
Eberhardt & Barry, Inc.  
990 Riverside Drive  
Macon, GA 31201

Dear Art:

For many years our family has worked with you on any number of real estate projects and it would not be fair of me not to be willing to share with your potential customers my thoughts on the many talents that you bring to the difficult job of selling commercial real estate. You and your team have worked very hard on all our listings and as you promised your email program communicating your listings is quite impressive. The Coldwell Banker Commercial network is truly unique and beneficial to us.

During a terribly difficult economy, and a depressed real estate situation in the South, you persisted and got us to the finish line in the sale of our trucking facility in Stockbridge, Georgia! I appreciate the role you played in bringing several buyers to the table, only to have buyer financing roadblocks keep us from closing the deal. In the end, you found the ultimate buyer and navigated the course, negotiating a price that kept both parties interested, and then sold the property during your listing period.

Your assertive style and frequent communications kept a sense of urgency on both sides and set a good pace to keep attorney fees under control. Your exhaustive efforts, on-target advice, and your knowledge of the local real estate market were invaluable in achieving our ambitious objectives with respect to the sale of the property. In addition you have been a pleasure to deal with.

On behalf of Fred Taylor Company, Inc., I would like to thank you for your expert and professional assistance in the sale of our trucking facility in Stockbridge, Georgia.

I would gladly engage you again should we require the assistance in another transaction in the future.

Sincerely,



MARK TAYLOR  
President & CEO

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