



Lockwood Holding's Inc.

To Whom It May Concern

Our company began a search in February 2011 for a new office and distribution center in Americus, Georgia. Although I manage our industrial real estate holdings all over the country, I was somewhat unfamiliar with the Americus area. We searched the Web for an industrial real estate broker and there we read good things about Art Barry. Art is a member of the Society of Industrial and Office Realtors, and has been a successful Broker for over 30 years. He was able to digest our facility requirements and he quickly presented us with several candidate properties.

With Art's assistance, we made an offer to purchase our favorite facility in April of 2011. Art had this particular property listed for sale, and all the details we needed about the property were in our hands the day we physically toured the building. Art was instrumental in helping us implement our facility inspections leading up to our closing. In July 2011, we purchased a 30,000 square foot masonry/steel office and distribution warehouse located at 1414 Felder Street.

Our company operated the Americus, Georgia facility until we repositioned our business there in early 2015. Because we had such a good experience with Art in 2011, we sought his assistance in selling our facility in Americus. In February 2015, we listed the facility with Art and he immediately implemented a very thorough property marketing program which resulted in several good candidates for our property.

In May 2015, Art located a prospect from Addison, Illinois, who toured the facility with Art. This out of town buyer had high expectations of Art and after a two month due diligence period, on August 21, 2015, the sale closed without a hitch.

Art was able to assist our Texas based owners in the evaluation of the property and was able to locate a buyer who needed the specific type of property we had. Because the property owner and the purchaser were both out of state, I believe Art was the key to seeing through a successful sale. Art's marketing team was thorough and all our marketing materials were attractive, informative, and accurate. His typical marketing is to prospects and brokers locally, regionally, nationally and internationally so we feel we had exceptional advertising coverage for our Americus property.

Our company was fortunate to have the professional assistance from Art Barry for our industrial real estate needs...we recommend him to others! Feel free to contact me if you have any questions about Art or how he does business for his clients.

Thank you.

A handwritten signature in black ink, appearing to read "Greg Swan", with a long horizontal line extending to the right.

Greg Swan  
Assets and Construction Manager  
Lockwood Holding's Inc.

Greg Swan  
Assets and Construction

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