



January 10, 2011

To whom it may concern,

I am writing to let you know how absolutely satisfied we were with the commercial real estate services provided by Doug Works and his team at CB Richard Ellis (CBRE). Doug recently worked on ERGO Clothing's behalf to negotiate leases on both coasts.

We had carefully analyzed our cash flows over the past few years and realized that although we had a very good deal, we were paying a lot for third party logistics (3PL). We had reached the stage of business that we no longer needed the 3PL crutch and could intelligently manage our own inventory at a significantly lower monthly cost as long as we had the appropriate amount of space to do so. We decided to set a goal of relocating our headquarters location in New Jersey to a nearby location that would accommodate our global office needs as well as those additional warehousing requirements. We also decided to set a goal to unify our sales team on the West Coast and provide better support through an Orange County based west coast sales and event office. Achieving these goals, while receiving the best lease terms and the most flexibility to grow seemed like an insurmountable task. This seemed especially out of reach since we had initially made the mistake of connecting with the agent of the Landlord of one of the buildings that we were looking hard at and letting them know how much we liked it. A few people in the company were concerned that Doug would not be able to create enough leverage and if we had interest in that space, we would not be provided very good concessions if they had to pay Doug and his team. Those people were so wrong. Doug helped us to realize our goals. Through his skillful negotiation and use of his local CBRE market intelligence and resources in both Costa Mesa and in Lakewood, he created the leverage needed to persuade each Landlord of the two properties that we had identified as best fits that they were not the only game in town and convinced both to provide a number of concessions that exceeded our expectations. These concessions included below market rental rates, early occupancy, free rent and the ability to lock in the lease terms for a specified period but exit either of the leases after the first year should we determine that we need to relocate to accommodate the increased growth that some of our sales projections have indicated.

Doug very much understands the needs of apparel companies like ours, exudes a tremendous amount of professionalism and excels at negotiating commercial real estate transactions. We look forward to working with Doug and his CBRE team in the future as commercial real estate needs arise. In addition, we strongly suggest that anyone with an upcoming commercial real estate requirement connect with Doug.

Regards,


Rob Sichel
President
ERGO Clothing