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To whom it may concern,

I am writing today to let you know about the positive experience that I had when working with Doug Works of CBRE on the sale of the former Duff's headquarters building in Oceanside, CA.

A former employee of ours, R.P. Bess, introduced me to Doug at one of the Action Sports Retailer trade shows. Prior to Doug's involvement, another commercial real estate company had previously marketed the building without any success.

Soon after I connected with Doug, he brought in his local counterpart, Lars Eisenhauer. They quickly produced high image marketing materials, ordered building signage, developed an effective marketing strategy, and provided thoughtful suggestions on both pricing and clean up/fix up items to address at the building. The suggested items were not extremely costly, but made a difference in the marketability of the building. They even referred and contacted the contractor who performed the work on my behalf.

Both Doug and Lars communicated the changing sales market to me very clearly and kept me up to date on all prospects throughout the marketing, due diligence, and escrow process. They aggressively pursued prospects on both a sale and lease to own basis. They negotiated fiercely and in a professional manner. Even in the declining commercial real estate market, Doug and Lars were able to sell the building for a price which was higher than the asking price of most other comparable newer office buildings in the surrounding area.

I won't hesitate to recommend Doug and his associates to our friends and business acquaintances.

Yours truly,

GENFOOT AMERICA INC.

A handwritten signature in black ink, appearing to read "Richard Cook".

Richard Cook, CA
President