



What Ideas Can Do™

To Whom It May Concern,

This letter is written to recognize and recommend the outstanding service, professionalism, and expertise of Dan Jensen, and the Kessinger Hunter & Co team as industrial real estate professionals. Appleton's relationship with Dan spans 17 years. During the past 3 years, I have personally managed Appleton's global distribution footprint, and worked extensively with Dan to optimize location and size of our North American facilities. Dan's professionalism, extensive knowledge and network affiliations across the US and Canada have been instrumental in driving the best total value for Appleton. Dan has been a strong advocate representing Appleton throughout our long-standing relationship. More recently, Dan has facilitated 5 transactions that will deliver significant bottom-line savings to our organization for years to come.

I recognize the differences between excellent, average, and mediocre performance. From our experience in industrial real estate with Dan, he has demonstrated excellent customer focus and service, impressive market knowledge, a strong work ethic, and genuine personal and professional integrity. Dan Jensen and the Kessinger Hunter team have earned my highest recommendation for commercial and industrial real estate services, and would recommend Dan for your consideration as your real estate professional.

Sincerely yours,

A handwritten signature in blue ink, appearing to read "Brian P. Ehricke".

Brian P. Ehricke  
Supply Chain Director  
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