

DEALERS *Supply Co.*

110 S.E. WASHINGTON ST.
PORTLAND, OREGON 97214
(503) 236-1195
1-800-870-1195
FAX (503) 236-4314

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To Whom It May Concern,

Dealers Supply is a family owned and 80 year old Portland based roofing products distribution and services firm. We were established and have grown into several adjacent facilities in Portland's Central Eastside, but our operations were separated by streets, a railroad track and our building was old and inefficient. We had been considering a move and consolidation for many years. As we started to seriously consider and investigate property solutions we came in contact with Todd and Cascade Commercial Real Estate. Over the years, we had worked with and come in contact with several commercial real estate brokers but after several discussions and an interview with Todd, we knew that his understanding of both our requirements, operations and timing aligned with his excellent understanding of the core Portland industrial market where we wanted to be was an exceptional match for us.

Over the ensuing months and even years, we worked with Todd in reviewing various options and properties but kept coming back to one particular property: the Oregonian site on NW Yeon/Nicolai. With Todd's advice and guidance, we able to come to agreement on a fair price and moved forward toward a purchase. There were a myriad of issues and details that needed to be addressed and Todd was knowledgeable and instrumental in assisting us in getting through the process to get the property purchased.

We are now completing construction on a 160,000 sf consolidated facility that will be a huge improvement in our facilities and will allows us to better serve our customers and grow our business. Todd went well beyond his role as a broker, he became a trusted and client focused consultant always looking out for our interests. This was demonstrated by his taking the lead in setting up and following through in accomplishing a reverse exchange which saved us considerable capital gains taxes. In addition, he assisted in our application for the Enterprise Zone tax abatement program which in the end will save us close to \$400,000 in property taxes. Lastly, he just recently represented us in selling our multiple existing properties in Southeast Portland to a very qualified cash buyer who had to meet our tight timing requirements.

I would highly recommend Todd as a candid, very knowledgeable, astute and trusted commercial real estate professional. He goes far beyond just the transaction to look at the whole picture and make sure his clients understands all the options and then expertly represents his clients to achieve the best possible end result.

Best Regards,



Ken Francis