



IKEA U.S. SERVICES, INC.  
IKEA HOLDING US, INC.  
IKEA WHOLESALE, INC.  
IKEA PROPERTY, INC.  
IKEA U.S., INC.

March 18, 1992

Mrs. Laurie Wixted  
Matlow-Kennedy Corporation  
19300 South Hamilton Avenue  
Torrance, CA 90248-4400

Dear Laurie,

Just a short note to thank you for your considerable contribution in assisting us locate our Ontario facility.

The preliminary information and survey work were of immense value to the Wholesale Division. Should the need arise in the near or distant future for an opportunity for me to recommend your services to any other company, please do not hesitate to have them contact me as I believe the qualities you demonstrated in this particular project should be applauded. I wish you every success in the near future and look forward to seeing you in April.

Sincerely,

A handwritten signature in black ink, appearing to read "Hasse Moberg", written over a light blue circular stamp.

Hasse Moberg  
President  
IKEA Wholesale, Inc.

HM/law





**NYK LINE (NORTH AMERICA) INC.**

May 31, 1990

Ms Laurie D. Wixted  
MATLOW-KENNEDY CORPORATION  
19300 S. Hamilton Avenue  
Suite 100  
Torrance, California 90248-4400

Dear Laurie:

It is not often that we write to commend someone for outstanding service and performance. However, now that our relocations to our new offices are finalized, we feel you have earned such a letter.

We worked closely on the Long Beach and San Francisco, California offices relocation projects and at all times you demonstrated the highest level of professionalism as our real estate broker. Your enthusiasm, knowledge and willingness to work hard proved instrumental in locating and negotiating both requirements for us.

We enjoy working with you and look forward to concluding our current projects.

Sincerely,

Kyo Kasahara  
NYK Line (North America) Inc.  
Senior Executive Vice President

Michael E. Strickland  
NYK Line (North America) Inc.  
General Manager, Western Region



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## AMERICAN PRESIDENT LINES, LTD.

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THOMAS E. FALKNOR

Director

Business Development  
and Administration, Asia

September 12, 1990

Ms. Laurie Wixted  
Matlow-Kennedy Corporation  
19300 S. Hamilton Avenue  
Suite 100  
Gardena, CA 90248  
U. S. A.

Dear Laurie,

On behalf of American President Distribution Services, I would like to commend you on the excellent job you did in representing APDS with our Southern California Offices relocation. We greatly appreciated the devotion and special attention our requirement received from you.

Your assistance in securing a geographically strategic location at a well below market rental rate enabled us to stay within our budget and make this move possible.

It was a pleasure working with you and I look forward to the possibility of working with you again.

Sincerely,

AMERICAN PRESIDENT LINES, LTD

THOMAS E. FALKNOR

Director

Business Development & Administration, Asia



LANDMARK SQUARE  
111 WEST OCEAN BOULEVARD, SUITE 1600  
LONG BEACH, CALIFORNIA 90802  
(310) 495-6688  
FAX (310) 495-6617

November 4, 1991

Ms. Laurie Wixted  
Matlow-Kennedy Corporation  
19300 South Hamilton Avenue  
Suite 100  
Gardena, California 90248-4400

Dear Laurie:

On behalf of CSX Intermodal, I would like to thank both you and Michael on your outstanding performance on our office relocation. You negotiated a financially advantageous package for CSX Intermodal.

We appreciated your special attention to the requirements set forth from our corporate office.

We are extremely pleased with our new office and its strategic location.

We look forward to the possibility of working with you again.

Sincerely,

CSX INTERMODAL

A handwritten signature in dark ink, appearing to read "John A. Favor", with a long, sweeping horizontal line extending to the right.

John A. Favor,  
Director of Intermodal Sales  
Western Region

JAF:kj

**FUJITSU**

**FUJITSU SYSTEMS OF AMERICA, INC.**

12670 High Bluff Drive, San Diego, CA 92130 (619) 481-4004

October 27, 1987

Ms. Laurie Wixted  
MATLOW-KENNEDY CORPORATION  
19401 So. Vermont Ave, C-100  
Torrance, CA 90502

Dear Laurie:

I am writing to express my appreciation for the professional assistance you provided Fujitsu Systems in the relocation of our South Bay office and warehouse facility. Thanks to your marketing survey and analysis, Fujitsu was able to consider a range of options in our search for a new facility. Once a decision on the appropriate location was made, you negotiated a financially advantageous deal for Fujitsu in a first-class project and location.

We are pleased with your performance and feel that our interests were well represented at all times. We look forward to moving into our new location and to the possibility of working with you again.

With sincere regards,



Richard L. Platt  
Director, Administrative Services  
FUJITSU SYSTEMS OF AMERICA

/cb

DEAN WITTER REYNOLDS INC.  
180 East Ocean Boulevard, Suite 202, Long Beach, CA 90802  
Telephone (213) 432-5721 Toll Free (800) 755-5721



RONALD D. RAND  
First Vice President & Branch Manager  
Southern California Region

September 20, 1991

Ms. Laurie L. Wixted  
Mr. Kevin D. Coop  
MATLOW - KENNEDY CORP  
19300 S. Hamilton Ave.  
Suite 100  
Gardena, CA 90248-4400

Dear Laurie & Kevin,

Thanks for all of your assistance during our recent search for Long Beach office space.

Your representation of 110 Pine Avenue was certainly the factor in having that building as a final candidate. While, regretablely, we were unable to reach an agreement for the space, your professionalism, consideration and concern for our needs made the whole process an extremely positive event.

Should future needs arise it would be a pleasure to work with your company.

Sincerely,

DEAN WITTER REYNOLDS, INC.

Ronald D. Rand

RDR:dh



January 26, 2005

Ms. Laurie Wixted  
Vice President  
Colliers Seeley International, Inc.  
2050 West 190<sup>th</sup> Street  
Suite 101  
Torrance, CA 90504

Dear Laurie,

Just a note to thank you for your help in the past with our many real estate requirements.

Your knowledge of the marketplace was a very important factor in achieving an economically feasible transition into our office headquarters in Pacific Place in San Pedro.

Both, Renato and I have enjoyed working with you and appreciate the special attention you have given to Tri-Marine's needs. Once again, we plan on working closely with you on our upcoming office requirements in the South Bay.

Sincerely,

A handwritten signature in blue ink, appearing to read "S. Farno", is written over the printed name.

Stephen A. Farno  
Group Chief Financial Officer

**Alessandra Capital Management, LLC**

June 17, 2014

Laurie Wixted  
28364 S. Western Avenue, #345  
Rancho Palos Verdes, CA 90275

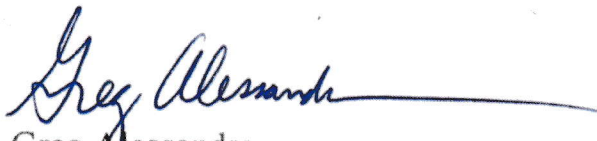
Dear Laurie,

I would like to express my gratitude for your assistance in negotiating my lease amendment and extension. Your professional knowledge and experience was indispensable in achieving an outcome that is far superior than what I could have accomplished without you.

Thank you for your guidance, explanations, and overall professionalism throughout the entire process. I am certain that the very positive results are directly related to your advice, research, and negotiation skills.

Thank you for your help. I will call you to represent my LLC for the next lease negotiation.

Sincerely,

  
Greg Alessandra  
President / Portfolio Manager