



# Bristol-Myers Squibb Company

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Mr. John LaFontaine  
Vice President, Industrial Properties  
CB Richard Ellis  
87 Skyway 100  
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Dear John,

I want to take this opportunity to express my appreciation for the excellent work you have done on our behalf, both with our former Zimmer division, as well as the latest unrealized project in for our Medicines Group.

In both projects you provided terrific service. In each case your communication skills, follow-up, and market knowledge were second to none. Unfortunately, neither project resulted in a transaction, and consequently you were not compensated. On both occasions you handled this issue with utmost professionalism, recognizing and communicating the fact that this business is a long-term relationship driven business.

I look forward to the next time we have a real estate need in the Toronto area, so that I may have an opportunity to work together again.

Best Regards,

Jack Chapman  
Associate Director of Corporate Real Estate