

EASTMAN

Eastman Chemical Company
Kingsport, Tennessee 37662

Phone: (423) 229-2000

October 14, 2003

Gary W. Sproles
Eastman Chemical Company
PO Box 511
Kingsport, TN 37662

Mr. Peter J. Hull
Managing Director, CB Richard Ellis
Suite 100
Toronto, Ontario
M9W 6RE

Dear Peter:

Your company has recently provided brokerage services for Eastman Chemical Company in the sale of a facility we purchased from Lawter Chemical Canada a few years ago. This site at 29 Iron Street, Toronto, is not a premier property and had not been maintained well for many years. I had significant concern about our ability to realize value from this asset.

My role at Eastman is Director of Real Estate Services worldwide. I typically use companies such as CBRE; Colliers; Jones Lang LaSalle; Binswanger; or Cushman Wakefield around the world as partners. In fact, I have recently used or am using CBRE in Nashville, Chicago, Toronto, Shanghai, Hong Kong and Singapore. In each case I have been happy with the team and results to date.

Toronto's work for me has been a pleasure. I came to your city and spent parts of two days visiting brokers, obtaining proposals, looking at the surrounding market place and analyzing our property.

John LaFontaine was chosen after spending an hour with him. I know of CBRE's team selling concept, I saw all the "John" CBRE signs in the sub-market, and I was impressed with his drive and approach. That was December, 2002.

Three months later, Eastman had an accepted offer, AND two back up offers. John, his team, (particularly Karen) and I have communicated hundreds of times in the last few months to bring this deal to completion. I have told many people internally that CBRE has helped Eastman worldwide and the best brokerage professional I have ever dealt with anywhere in the world is John LaFontaine of Toronto.

Eastman sincerely appreciates the work of John and your team to serve us. Friday we closed for \$1.275M CAD which I consider a significant success.

Sincerely,

Gary W. Sproles
Director, Worldwide Real Estate Services
Eastman Chemical Company