



September 6, 2005

Board of Directors
American Industrial Real Estate Association
700 South Flower Street
Los Angeles, CA 90017

Re: Tony M. Guglielmo and his application for Membership to AIR

To Whom It May Concern:

I have known Tony Guglielmo for over a year now. We met when he came to my office to promote one of his other industrial listings in the neighborhood. I expressed some interest in purchasing a larger USDA Approved facility and Tony began to pursue searching for my specific space requirement. Within the last six months Tony has represented me in securing two facilities totaling over 22,000 Sq. Ft.

Tony has shown the kind of initiative which is necessary to be successful over the long-term in the Commercial Real Estate field. He has excellent communication skills and remains focused on the overall needs of the client. He is a conscientious worker and has an excellent work ethic. I believe he will be an outstanding addition to your association and has an excellent future in the Commercial Real Estate Industry.

I recommend Tony to your organization without reservation. If you have any further questions with regard to our business interactions, please do not hesitate to call me.

Sincerely,

A handwritten signature in blue ink that reads "Alan Portney". The signature is written in a cursive style.

Alan Portney
Soup Bases Loaded, Inc.
President