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November 15, 2010

To Whom It May Concern:

For over eleven years I, and the firms that I represent, have been positively engaged with The Armstrong Group (TAG) and especially its owner, Mr. Brent Armstrong. Regardless of whether we outsourced all of our real estate needs at the time; used TAG on difficult situations, or outsourced part of our needs, they have always brought us bottom line value while maintaining relationships on the ("other side of the table") opposite side.

Brent's strong, fact based negotiating style supported by research in specific markets has just flat out saved us money in difficult, competitive areas. Recently in the current down economy, Brent has been opportunistic in raising situations where we could open up leases and reduce our long-term liability.

I have had occasion to utilize a number of real estate partners during my business career. Many of them were good, but most focused on their commissions first. Brent is focused on his economics, as he should be, but that is third in his ranking of importance – the client and long-term value are numbers one and two. I highly recommend the use of The Armstrong Group as a real estate partner. I have the results to back up the recommendation.

Feel free to call me at (404) 617-0445 to discuss specifics.

Sincerely,

A handwritten signature in blue ink that reads "Thomas O. Usilton".

Thomas O. Usilton
Chief Development Officer

TU/th