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Teresa Boudewyns
Product Consultant
Matting By Design
715 North Finn Drive
Algona, Iowa 50511

Teresa,

I am writing this note of thanks as I am very pleased with our new custom lobby mats from *Matting By Design*.

As you know, first impressions are everything especially in the current economic environment where chasing new lease deals is extremely competitive. Over the last 18 months, ownership has upgraded lobby security, lighting including a new dramatic rear lit feature wall. I was a bit nervous that new mats would detract from the lobby appearance, but was thrilled to see they not only fit perfectly, but they looked terrific with the "99 HIGH" logo elegantly placed. The mats are attractive, but folks also comment on the plush feel as they walk across them. We have also picked up LEED points and successfully achieved LEED GOLD certification from the USGBC which was a high priority for building ownership.

Overall, we could not be happier with our new mats from *Matting by Design*. For class "A" office towers, *Matting by Design* is the only choice to maintain a sophisticated lobby appearance in challenging weather conditions keeping folks safe as they travel to and from the building.

Lastly, it has been a pleasure dealing with you to review product options, styles, logo placement and final measuring details. Your professionalism, follow-up and most importantly communication throughout the process were all exceptional. I look forward to working with you on our next project as your mats meet all the high standards we require for our clients and tenants.

Warmest Regards,

Jones Lang LaSalle Americas


Bruce F. Clifford
Group Manager and Vice President