



5323 Millenia Lakes Blvd., Suite 220
Orlando, FL 32839
407.241.0000
dukerealty.com

September 13, 2017

Mr. Ed Sauter
TCA Executive Director
Tilt-Up Concrete Association
402 1st Ave SE
Mount Vernon, Iowa 52313

Re: Full-Tilt Constructors, Inc.
Sanford, Florida
TCA Certification

Dear Mr. Sauter:

From time to time Contractors approach me, and request letters of recommendation for one reason or another, but rarely do I agree or commit to writing the letter. In this case, I decided to make an exception.

Duke Realty Corporation is one of the largest publicly traded, vertically integrated industrial real estate companies in the United States. Founded in 1972 in Indianapolis, Indiana, Duke Realty now has 138 million square feet of properties in 21 major logistics markets across the country, specializing in the ownership, management, development and construction of industrial buildings. It is widely understood, our product is our reputation.

In May of this year, Full-Tilt Constructors, Inc. helped Duke Realty successfully completed a 337,447 square foot industrial building in Gibsonton, FL, on a piece of property acquired by Duke Realty in 2007. From their initial participation in cost engineering during the design phase to the final closeout process, Full-Tilt exemplified partnership. Throughout the course of construction, Full-Tilt Constructors displayed the highest level of professionalism, experience, dedication and commitment to quality. Full-Tilt cultivated teamwork and worked hand in hand with the project team to find solutions to problems and overcome numerous challenges during construction.

It is refreshing to work with a company that understands and is dedicated to the "team" approach, and assists the developer, architect, and their consultants in making the construction process efficient and economical, and which takes special care to ensure that the finish building meets or exceeds all of their respective expectations.

I have no reservations in recommending Full-Tilt Constructors, Inc. be accepted and become a TCA certified company. If you have any questions, please do not hesitate to contact me.

Regards,

DUKE REALTY CORPORATION

A handwritten signature in blue ink, appearing to read "Jeff Schneider".

Jeff Schneider
Regional Vice President of Operations