



LINDE + WIEMANN US Inc. | 2000 Knox Bridge Crossing Road | Lavonia, GA 30553 | USA

Membership Review Committee
Site Selectors Guild
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Your reference Your letter Person in charge Our reference Extension Date

Dear Sir or Madam,

It is with great pleasure to put before you a recommendation for such an outstanding gentlemen as Mr. James Blair.

First let me introduce our organization; we are a German based automotive industry, supplying global vehicle manufacturers such as BMW and Mercedes with structural components for over 70 years. To assist our endeavor to locate our first subsidiary in the US we were fortunate to acquire the services of Navigator Consulting, owned and operated by James Blair. We have been very impressed and pleased with the efforts Navigator Consulting put forth as they searched and reviewed locations for our future business site in the US. They performed at a high professional level to offer German management understanding of American business and real estate environment. They did this through providing statistical data supporting operating cost analysis, logistics support and Board meeting reports.

James has been exemplary as the project manager on this initiative. His visionary leadership, passion and drive sparked quick responses while negotiating with state and local community leaders to collaborate a true understanding of his client's needs. He successfully identified properties, organized site visits, he accompanied management to meetings and site reviews, planned and organized deployment once decisions were finalized.

In closing; we were quite pleased with the end result to finalize our US location in such a robust community as Lavonia Georgia. The accolades go to James for his efforts to secure the best overall building site location. We strongly advocate and recommend James Blair to be selected to the prestigious Site Selectors Guild based on his knowledge, expertise and skill in Economic Development.

Sincerely,

Thomas Schifferer

Vice President of Finance & Member of the Executive Board



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