

*Real value in a changing world*

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## **Tree of Life Shifts 312,000 SF Industrial Lease to Lehigh Valley West**

*Jones Lang LaSalle anticipated need for new regional distribution lease after prior deal faltered*

**PHILADELPHIA, October 8, 2009** — Jones Lang LaSalle announced today that St. Augustine, Fla.-based Tree of Life signed a lease for 311,928 square feet of industrial space at 860 Nestle Way in Breinigsville, PA, to serve as a new regional distribution center for the wholesale distributor and marketer of natural and organic foods. More than 140 will be employed at the new location.

Representing Tree of Life in the leasing process were Jones Lang LaSalle industrial specialists Kim Meincke, Brian Knowles, and John Van Buskirk. Colliers Lanard & Axilbund represented building ownership, Liberty Property Trust.

“Tree of Life originally selected a new development in another business park as its distribution center,” explained Meincke. “When it became apparent that that building would not be able to meet the client’s timing requirement, we realized they would be back in the market with renewed urgency. Our team was representing Liberty Property Trust on a building in the Liberty Business Center and sent Tree of Life an unsolicited proposal.”

She added that while that property did not meet Tree of Life’s needs, the tenant was impressed with the Jones Lang LaSalle team’s swift action and market knowledge and retained them as its representative.

“With Jones Lang LaSalle’s help, we were able to find a location that met our timeline for consolidation without incurring additional project delays, and allowed us to continue to expand our business,” said Gene Carter, Senior Vice President of Tree of Life. “It was crucial to have an experienced team that knew the market and could quickly advise us on all our options, so we could make the right decision.”

“Liberty Property Trust’s Nestle Way Building proved to be the best option with its loading capabilities, occupancy timing and ownership’s ability to be flexible,” Meincke said. “We were able to negotiate a great deal in an outstanding location.”

Located within the Lehigh Valley West Industrial Park in Lehigh County near I-78 and Route 100, 860 Nestle Way is a 604,000-square-foot facility featuring a cross-dock design, 32-foot ceiling heights and ample trailer storage.

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### About Tree of Life

As the nation's leading distributor of natural, organic, specialty, ethnic, and gourmet food products, Tree of Life has helped thousands of retailers, from the largest supermarket chains to the smallest independent stores, meet the constantly growing demand for products that help Americans to "live well."

Tree of Life offers the industry's most complete selection of natural and specialty food products along with its proprietary Smart Assortment<sup>SM</sup> marketing service to help customers increase sales and profits.

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### About Jones Lang LaSalle

Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate. With 2008 global revenue of \$2.7 billion, Jones Lang LaSalle serves clients in 60 countries from 750 locations worldwide, including 180 corporate offices. The firm is an industry leader in property and corporate facility management services, with a portfolio of approximately 1.4 billion square feet worldwide. LaSalle Investment Management, the company's investment management business, is one of the world's largest and most diverse in real estate with more than \$36 billion of assets under management.

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