



RAYMOND C. SCHULER, SIOR, CCIM

Senior Vice President, Shareholder

Since 1985, Ray Schuler has provided exceptional marketing and negotiating services for the sale and lease of industrial and office properties. While based in Tacoma, about 25% of Ray's business is out of state tenant representation work. Ray has a loyal client following, resulting in many repeat and referred transactions. Prior to joining Kidder Mathews, Ray was president of Schuler Properties and a Senior Vice President with Colliers International.

PROFESSIONAL/INDUSTRY AFFILIATIONS

Washington State Commercial Association of Realtors (WSCAR), Board Member, Past President, 2003

Society of Industrial and Office Realtors (SIOR), Past President, Washington Chapter

Commercial Investment Real Estate Institute (CCIM), Designee

National Association of Industrial and Office Properties (NAIOP), Member

Commercial Broker's Association (CBA), Member

Industrial Asset Management Council (IAMC) Member

REPRESENTATIVE TRANSACTIONS

Represented Brian Dammeier in the sale of the 130,000 square foot Quebecor Integrated Media Property in Fife. Achieved higher price than the next two sales.

Arranged long-term (10 year) land lease with GE Capital at 1701 Port of Tacoma Road. GE's TIP/NTS Division paved and improved the site at no cost to the landlord.

Represented C-M Partnership property in a property sale in Fife, WA. This land was on and off the market for several years. After implementation of Ray Schuler's marketing/entitlement strategy, the property was under contract within one month.

Represented Ostermann & Scheiwe Mill in leasing their property in Frederickson. Ray arranged an equipment sale and lease of the property to Fred Tebb & Sons, which saved 30 jobs. Ray later sold the property to LeMay Enterprises.

SELECT CLIENT LIST

Aqua Rec, Inc.

Joseph Simon & Sons, Inc.

Milgard Manufacturing

Nordlund Boat

Panattoni Development

Prologix USA

Savage Wholesale Building Materials

Tacoma Industrial Properties

Tripak Reload, Inc.

Woodworth Capital, Inc.



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Set new high record prices in sales of the following Port of Tacoma area properties:

- Joseph Simon & Sons to Sound Refining
 - Tacoma Industrial Properties to Port of Tacoma
 - 2302 Ross Way to Aircraft Service
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COMMUNITY INVOLVEMENT

Member, Tacoma Rotary #8, President 2014-2015

Executive Board Member & Former Board Chairman (2006-2007), Boys and Girls Clubs of South Puget Sound

2007 City of Destiny Award Winner, adult volunteer leadership

Hobbies include reading, golf, skiing, flying and traveling

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REFERENCES

Concrete Technology

MR. KARL ANDERSON

Chairman of the Board

253.404.2205

PO Box 2259
Tacoma, WA 98401

Woodworth Capital, Inc.

MR. JEFF WOODWORTH

President

253.759.0165

3110 Ruston Way, Suite D
Tacoma, WA 98402

Prologix Distribution Services

MR. DAN MCLAUGHLIN

President

253.896.2302

3995 70th Ave East, Suite B
Fife, WA 98424

Tri Pak, Inc.

MR. CORY SONNEN

Operations Manger

253.627.8008

2018 Portland Avenue
Tacoma, WA 98421

Masco Corp (Milgard)

MR. JEFF HORKA

Platform Manager, Real Estate Services

313.792.6173

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