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UGL Equis negotiates 53,983 s/f lease for Agfa; saving co. \$2m a year

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UGL Equis leasing team of senior VPs Peter Yannotta and Robert Hoffmann, with associate VP Sam Horowitz brokered a 53,983 s/f lease for Agfa's suburban Boston facility, which houses a division of Agfa Graphics.

Agfa determined the most cost effective result was to remain in its existing location at 200 Ballardvale St.

UGL Equis secured a tenant improvement allowance and concession package for Agfa, resulting in a \$2 million annual savings for the company.

"UGL Equis was able to fulfill our space requirements in an extremely timely fashion, obtaining the very best terms, which translates into significant cost savings for the company," said Dave Merry, facilities manager of Agfa. "This lease solidifies our commitment to the New England region and demonstrates the importance for Agfa to maintain a Boston-area presence."

Landlord Griffith Properties was self-represented.

UGL Equis senior VP Bob Cleary and associate VP James Halepis also assisted in the transaction.

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