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## **UGL Equis completes 53,983 s/f lease deal for Agfa Graphics**

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When UGL Equis client Agfa's operational requirements at its Wilmington location began to evolve, the UGL Equis leasing team of senior vice presidents Peter Yannotta and Robert Hoffmann, along with associate vice president Sam Horowitz, were able to craft a viable solution. As Agfa reconfigured its manufacturing process and operational requirements in the northeast, company decision makers determined they would make a long-term commitment for 53,983 s/f to their suburban Boston facility which houses a division of Agfa Graphics.

The UGL Equis team performed an exhaustive survey of the local market, uncovering several space alternatives for the company. After a comprehensive review of all available options, 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.

The firm has occupied space in the building since the property was constructed in 1981 and will continue operations there until 2014. Significant changes and improvements to the building have been completed over the years, allowing the space to remain functional and efficient.

Landlord Griffith Properties was self-represented. UGL Equis senior vice president Bob Cleary and associate vice president James Halepis also assisted on the transaction.

### **About UGL Equis Corporation**

UGL Equis Corporation, through its affiliated companies, is a global corporate real estate firm that focuses exclusively on the business space user. With more than 40,000 affiliated employees in nearly 100 locations around the world through its parent company UGL, Chicago-based UGL Equis provides comprehensive real estate solutions through portfolio strategy and management, transaction advisory, corporate finance, project services, workplace integration, data management, facility management, development management and audit & recovery services for national and global companies with office, industrial and retail opportunities throughout the United States, Mexico, Asia Pacific, Europe and the Middle East. UGL Equis along with its sister company, UGL Unicco, are subsidiaries of United Group Limited, (ASX: UGL). For additional information, please visit [www.ugl-equis.com](http://www.ugl-equis.com).

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