

## Alliance★Texas®

A DEVELOPMENT OF HILLWOOD  
A PEROT COMPANY™



## Support for Hillwood and AllianceTexas

"We feel **AllianceTexas** provides our customers with **competitive advantages**, such as quick access to all modes of transportation, lower operating costs, tax benefits and a facility that can easily accommodate product-specific material handling requirements."  
**Patrick Swartz, General Manager, DSC Logistics**

"We couldn't have done all of this without Hillwood. The support we get, from cleaning crews to maintenance and other support staff, we weren't accustomed to that level of service. **Hillwood's people are a cut above.**"  
**Betty Donlin, Customer Service Director, Bell Helicopter TEXTRON**

"Hillwood's execution of our parts distribution facility at Alliance was flawless and now serves as the model for our company on all future centers. We looked at a number of options and focused on Alliance for two reasons. First, we had direct access to our main shipping partner, FedEx, there. But really it was because **Hillwood was incredible.** The team worked hard for us and custom-tailored everything to suit our needs. The Hillwood team's expertise has been valuable throughout the project. Every step of the way – from planning process to the facility layout, how we need to outfit it – they've been coaching us along. We needed their help. We're not builders. We're car guys."  
**Eric Johnson, Executive Director for Services and Parts, Volkswagen of America, Inc.**

"The **Alliance** development is really the first new wave in logistics parks anchored with an intermodal facility. That is **the model.**"  
**Steve Branscum**  
Group Vice President of Consumer Products  
BNSF Railway

We held our grand opening and shipped our first phone out of the new facility literally 100 days later. Hillwood listened to us, asked questions and found the right solution to every problem. Execution was, for all intents and purposes, flawless. We needed a building roughly three times the size we were in. The solution was like a triple play, and if it didn't work we were going to have to find space elsewhere quickly. **Hillwood did magic like I've never seen.**"  
**Bill Conley, (former) President, ATC Logistics & Electronics**

"In the 3PL world, we are constantly measuring, improving and shaving pennies per unit off the customer's cost to achieve the title of partner rather than provider. Hillwood works closely with its customers to provide a world-class logistics community where a 3PL company, like Exel, has the opportunity to become a partner with a customer like Texas Instruments."  
**Dan Denton, General Manager, Texas Instruments**

# Alliance★Texas Testimonials

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“Hillwood’s strong suit is their knowledge within a project of this magnitude. The inflow of additional housing and retail space in the Alliance area shows us that we’re in the leading edge of an area that’s growing by leaps and bounds . . . Our relationship with Hillwood is remarkable. We have taken this project from simply a concept to a reality in a matter of only ten months, whereas a project of this magnitude would normally take much longer.”

Dianne Walker, Vice President  
DynCorp International



“From the pre-lease meeting to the quality checks after we were in the facility for almost a year – everyone that we have come in contact with at **Hillwood has exceeded our expectations** from the standpoint of being fair, honest and open. Our client was very pleased that we were able to improve on a very tight timeline and in fact, move in a full week ahead of schedule. Overall, in the past 30 plus years that I have been involved in facility build-outs and leases, I would rate my experience with Hillwood at the very top.”

John Phelps, Logistics Manager, Ryder



“I think the most important thing about Alliance is the **incredible and proper planning** that went on. That’s the beauty of having a master plan. Alliance has an enormous future and I love being a part of it. For years now, you’ve seen the economic and business growth. It is a premier growth area and has been for North Central Texas and all of Texas.”

Congresswoman Kay Granger, U.S. House of Representatives



“As a business owner, I look at policy issues from a different perspective than other elected officials. One of my top priorities is to ensure that we provide a climate in which businesses can grow and prosper, especially important for places like Alliance, which is not only a leader of our state economy, but also our national economy.”

Senator Jane Nelson, State of Texas

“It’s just a good location in general. You’ve got freight by air, rail, and highway all together. But the **key component was service**. Hillwood and the Alliance team are there to get everything the tenants might need no matter what. That was an important factor I found in my visit.”

Dr. Harold Hunt, Real Estate Center, Texas A&M University

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Alliance★Texas® is a 17,000-acre master-planned community, including three distinctive developments — Alliance®, Circle T Ranch® and Heritage<sup>SM</sup>. Together, they offer world-class aviation, office, industrial, retail, educational, residential and recreational opportunities. For more information about other commercial real estate opportunities, please contact us today at 817.224.6000. © Copyright 2009 Hillwood Development Company, LLC.