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Tim Scott and his partner, Jeff Bibbs, may favor aloha shirts around the office, but their attitude toward business is anything but casual. That's why when their company, Pharmatek Laboratories, needed a new facility, they turned to San Diego's leading tenant representative, Irving Hughes.

"Pharmatek is a rapidly growing pharmaceutical development company," says Scott. "We were moving into our fourth facility in seven years and we needed a place that could accommodate our growth but that was also built to our unique specifications—a place where our employees wanted to work and a place that our clients enjoyed visiting." Irving Hughes not only connected Pharmatek with a facility, but a biotech facility developer that arranged financing, building to spec and facility management. "Irving Hughes connected us with the right builder/developer, and that has made all the difference," Scott says.

One reason for Irving Hughes' success is that it represents only tenants, explains Principal Craig Irving. "Our clients never need worry about where our interests lie," Irving says. "There's an absolute conflict in representing both sides on any transaction, and it's amazing how prevalent this practice is today in the real estate industry. That's why we focus exclusively on tenant representation. Our only allegiance is to our clients."

Scott says Irving Hughes' focus on clients' needs is evident in their representation. "They are tremendous advocates of tenants in our situation," Scott explains.

"We have a facility built to our specifications that delights our clients and employees. And we have space to grow on our terms."

To learn how Irving Hughes can assist with your next lease or purchase negotiation, call Jason Hughes at 619-238-4393.

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