



SECURITY CAPITAL INDUSTRIAL TRUST

June 16, 1998

Mr. Jed Stever  
Camden Construction, Inc.  
1514 Antoine  
Houston, TX 77095

Dear Jed:

I wanted to send you this letter of thanks in appreciation for the assistance that you gave Security Capital in its effort to win a large piece of business with Pollock Paper Distributors. As you know we tried to lease 100,000 sf space to Pollock in our West by Northwest Industrial Park and in large part it was due to the very competitive pricing that your office provided which kept us in the race down to the very final cut. We certainly appreciate when you put forth your most aggressive pricing because that makes us ever more competitive. As the environment for development becomes more competitive we will be working harder and harder to win business that was more easy to win in the past years and this will require us to drop our yields and offer the absolute best pricing for services and construction that we can. You are a valued member of our development and service team and as a preferred vendor I want to reiterate that it's this kind of teamwork that will help Security Capital win more and more business over time. Thank you again for working hard to help us try to win a good piece of business. I know in the future that we will prevail more often than not in these situations and that you will get the work.

Sincerely,

Paul C. Congleton  
Vice President

PCC: srd