

ORVIS
CUSHMAN & WAKEFIELD™

Global Brokerage of Premier Recreational Properties

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Media Contact: Gail Swanson, Publicist
swansong@orviscw.com, (239) 415-7420

**Orvis/Cushman & Wakefield Partners with Pampa Partners, South America;
Off to a Good Start with \$90 Million in Listings**

Spectacular snowcapped mountains, verdant valleys with clear, crisp lakes and sparkling mountain streams are the backdrop of a new and exciting partnership between Orvis/Cushman & Wakefield Ranch and Recreational Properties, LLC and Pampa Partners Conservation and Recreational Properties, a green real estate company, based in Buenos Aires.

John B. Watson, President and CEO of Orvis/Cushman & Wakefield, announced today that the Colorado Springs-based company entered into the partnership with Pampa Partners for the joint marketing and sales of premier fundos (farms) in Chile and estancias (ranches) in Argentina and Uruguay. He recently returned from a visit with Pampa Partners to view the new listings, and said, “Pampa Partners, with its principals’ extensive experience over the past 17 years, is the ideal partner for Orvis/Cushman & Wakefield in South America. In Pampa Partners we have identified a group that shares a very strong conservation ethic. We have come out of the blocks with over \$90 million in listings, many of which adjoin national parks or preserves.”

Douglas R. Tompkins, a long-time environmentalist, serves as a principal of Pampa Partners. A significant portion of sale proceeds of OCW/PP listings will be plowed back into conservation and environmental work. Tompkins and his wife Kris have lived, worked, preserved and restored land and properties in Chile and Argentina for many years. In the United States, Tompkins is well-recognized as founder of The North Face outdoor retailer, and co-founder of the multinational clothing company, Esprit. Kris Tompkins is former CEO of Patagonia.

“Several of our listings are situated in Patagonia, Chile and adjoin the 700,000-acre Pumalin Park which has been declared a Nature Sanctuary by the Chilean State,” stated Watson. “This grants it additional environmental and non-developmental protection. We are looking at other opportunities in the Argentina provinces of Corrientes and Entre Rios, as well as some outstanding properties in Uruguay.”

Pampa Partners principals, Eduardo Choren and Joaquin Benegas Lynch, added, “We are thrilled to have identified Orvis/Cushman & Wakefield as our partner to market special properties in Argentina, Chile and Uruguay. Orvis is renowned for its commitment to conservation, and its mission is complementary to the conservation work we have undertaken in some of the most beautiful areas and sensitive environments in South America. In turn, Cushman & Wakefield is the premier firm in its field, sharing this same vision.”

To view these incredible listings, see: www.orviscw.com

Orvis/Cushman & Wakefield Ranch and Recreational Properties, LLC is a joint venture between The Orvis Company and Cushman & Wakefield, Inc. in the marketing and sale of premier ranch and recreational properties to the global market, matching qualified buyers with sellers of investment-quality properties. The company combines two world recognized brands — Orvis, renowned since 1856 for its sporting traditions and commitment to conservation, and Cushman & Wakefield, founded in 1917, the preeminent commercial real estate services firm in the world. The combined direct mail and broker network platforms assure maximum market reach and exposure. www.orviscw.com

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