

# Broker's News

Lease Property Information

January 2007

## A Word from Jay Myers



The names of my father, Isidore Myers and our company's president Joseph Erickson are familiar and trusted in the Orange County industrial real estate community. My name is new. Over time I intend to establish myself as an equally credible member of the ICM-JAE Properties, Inc. management team in my new role of V.P. Acquisitions.

Following is a brief biography. Born in 1950, I am the younger of Isidore's two sons. I grew up in Akron, Ohio. I graduated from the University of Wisconsin - Madison in 1971 with a B.S. degree in Business Administration. After college I moved to New York City, briefly pursued a career in theatre, and then worked several years for Sony Corporation USA in marketing. I moved to California with my brother in 1974 with plans to start a business.

We followed our passion for bicycling and began manufacturing cut and sewn bicycle touring accessories. After several formative years our business changed product direction and markets when we entered the luggage industry with then revolutionary "soft" sewn luggage. By now the tiny start-up company we founded had a strong direction, sales momentum and incorporated as Andiamo Inc.

First as vice-president of our company, then after my brother left  
*(continued)*

## Available Properties (see reverse)



3100 West Warner Ave., Suite 5, Santa Ana



4003 W. Segerstrom Ave., Santa Ana

**ISIDORE C.  
MYERS  
JOSEPH A. ERICKSON**  
Properties, Inc.

**STRATEGIC GOAL** – Our goal is to increase our portfolio of industrial and commercial real estate by an average of 10% per year. All new acquisitions must meet our high standards. This strategy can only be executed with the support of our local brokerage community.

**TACTICS** – We are a flexible, creative and reliable buyer, scrupulously honest at all times and loyal to the brokers who represent us. We examine all deals with an open mind including properties with difficulties. We will acquire raw land, vacant properties or leased investments. We will re-develop run-down properties if the location is desirable. We prefer value-added opportunities vs. passive investments. Cap rates of at least 6% are attractive, but more important are the property's fundamental features, location and long-term desirability to hold.

We have cash on hand and can make offers free of loan contingencies. We will do everything a buyer possibly can to successfully conclude a transaction.

**BROKER INCENTIVES** – We encourage you to present us your acquisition candidates first! If we acquire the property, you will have the opportunity to represent us when the property is initially leased to a new tenant.

*Continued...*

**Owners ■ Managers ■ Developers**

## Goals cont.

To qualify as the broker of record, please e-mail information on the property to [jay@icmyers.com](mailto:jay@icmyers.com). Include as much information as possible including the asking price. We will inform you promptly of our interest.

Following is a guide to the characteristics we seek for acquisitions in Orange County:

- Free-standing Industrial. 5,000 to 100,000 sq. ft. properties.
- Multi-Tenant Industrial. Parks with buildings totaling up to 125,000 sq. ft.
- Build Out. We prefer properties with potential for additional build out, without specialized TT's that limit leasing flexibility or overburden parking.
- Desirable Features & Amenities:
  - Major street frontage · Fenced yards · 360° circulation for trucks · Dock-high & ground level truck doors · Excess parking · High clearance & excess power · Fire sprinklers · Built-to-code bonus mezzanines · Shop restrooms and lunchrooms

**ISIDORE C.  
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the business in 1989, as president, I spent 29 years building a world-class luggage manufacturing business in Orange County, designing, producing and wholesaling our premium brands of Andiamo Luggage. In the process I was granted 21 U.S. patents. Andiamo Inc. earned a reputation for innovation and unsurpassed quality with loyal dealers throughout North America, Europe and Asia. Incidentally, Andiamo, Inc. was a tenant of ICM-JAE Properties, Inc. for all its 29-year history.

In 2002 I sold my business to a foreign-based manufacturer. I went on to become its U.S. division president. In June 2006 I resigned and ended my 32-year long career in luggage sales and manufacturing. This past October I accomplished a long sought career change when I joined ICM-JAE Properties, Inc.

Ending on a personal note, my wife Valerie and I were married in 1983 and have three daughters, ages 15 through 21. We are long-term residents of Newport Beach.

I am thrilled by the change I have made in careers and my involvement in the real estate business. My father reminds me that he began his career in Orange Country real estate at exactly my age. I bring new capability and a full-time focus on new acquisitions for our company. I hope to spur growth and add value to our portfolio in partnership with the brokerage community on which we rely.

*A reputation is earned a step at a time. It can be lost by a single misstep.*  
*Isidore C. Myers*

## Available Properties

We currently have the following industrial properties available for lease:

4003 W. Segerstrom Ave., Santa Ana	1,716 SF
3100 W. Warner Ave., Ste. 5, Santa Ana	2,096 SF

Contact Joe Erickson at (949) 752-2100 or see our web site [www.icmyers.com](http://www.icmyers.com) for additional information. We promptly pay a full commission to a procuring broker.

**Full Commissions Promptly Paid!**

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