

PREPARING FOR WINTER

by: Don Davis



Summer is over and it is the best time to start preparing your facility for the upcoming winter

season. We have found that preventative maintenance done now will pay off handsomely when the weather turns foul.

This time each year, we are busy getting the buildings in our portfolio that we are responsible for ready for the cold and wet weather that will soon be here. The following is a summary of items that require attention.

ROOFS

The most important and most often neglected part of a facility is the roof system. This is the first line of defense for keeping the weather outside where it belongs. Just prior to the start of the rainy season, each roof should be cleared of all leaves and debris that can clog the drains. Then roof membrane should be examined by an experienced technician. Any tears, splits, holes, loose flashing, etc. should be repaired with an approved system.

PARKING LOTS

The summer sun and irrigation water are stressful to the asphalt surfaces of driveways and parking lots. Many cracks and deteriorated areas will slowly appear. The entire lot should be examined with the assistance of a reliable asphalt maintenance contractor, marking all areas in need of

repair with marking paint. These areas should be repaired to prevent water penetration into the sub-base below, leading to failure of the asphalt and costly repairs that could have been avoided. The entire lot should be resealed every three years to protect the surface.

LANDSCAPE

Fall is the best time to perform many routine maintenance items such as tree trimming and overseeding the lawn areas. Warm season grasses begin going dormant leaving the lawn with a brownish look. Overseeding with a rye grass will give a screaming green and healthy look to your turf. The maintenance contractor should be alerted to check all yard and area drains for leaves and debris that may clog them.

MISCELLANEOUS

A visual examination of the windows and doors will reveal any loose gaskets or cracked and split sealants. Repairs should be made as needed. Sump pumps such as those in truck wells and subterranean areas should be serviced and tested. Having sat all summer with no use, they frequently corrode or become clogged with debris. Time clocks for exterior lighting should be adjusted regularly to compensate for change in time.

Please feel free to contact us if you have any questions on preparing your facility for the winter or if you need a recommendation for qualified contractors to quote on maintenance work.

UPDATE ON THE LERP

by: Don Davis

In the July 2002 issue of Property News, we told you about a pest called the Lerp Psyllid that is affecting Eucalyptus trees at several of our properties. One year later we are pleased to report that the problem has greatly diminished. Our arborist at ValleyCrest Landscape attributes the decline in the pest problem to a combination of a successful release of a predatory wasp population and in-ground treatments of a chemical to control the pests. Whatever the reason, we are thankful that the hundreds of trees at our business parks appear to be safe from destruction.



Property News is published for the use of tenants and other business associates of Isidore C. Myers - Joseph A. Erickson Properties, Inc. All rights reserved, 2003. Your comments and suggestions are always welcome.

Isidore C. Myers - Joseph A. Erickson Properties, Inc.
 2 Upper Newport Plaza Drive
 Newport Beach, CA 92660
 (949) 752-2100
 Fax (949) 851-8156
 email: icmyers@pacbell.net
 web: www.icmyers.com

Isidore C. Myers - Joseph A. Erickson Properties, Inc.
PROPERTY NEWS
 The Best Foundation for Your Business Location™

In this issue:

- Page 2**
 Tenant Anniversaries
 What's up with ICM
- Page 3**
 Spotlight on a Tenant
 Tenant News
- Page 4**
 Preparing for Winter
 Update on the Lerp

A WORD FROM ISIDORE

Penny and I had a happy, fruitful, satisfying and loving 56 years of marriage. Sadly, she passed away on July 19, 2003 of Lou Gehrig's Disease. She was brave until the end. Following is a letter I wrote on Valentine's Day in 1998 that expresses the love we shared.



"Dearest Penny,
 Saturday is St. Valentine's Day and Monday is our special day. No fancy cards this year, just expressions from the heart. A year ago, we celebrated our 50th anniversary. We left no stone unturned to make the occasion gala and memorable. Now we completed the first year of our road to our 60th anniversary. I am certain that we shall reach that milestone in good mental and physical health. We shall continue to do all that is necessary to remain fully functional and young at heart.

Fifty years ago, I sent you a Valentine's card from your unborn son, Todd. Fifty years ago, I sent you my own Valentine card and an anniversary card for our first anniversary. The cards never failed to keep on coming each year.

Nothing but good has occurred from our marriage. We have enjoyed a charmed life. We have been successful with all we set out to do. Our road has always been the right one. We are fortunate with our children, daughters-in-law, granddaughters, family and friends.

I am indebted to you for being my life's partner. You set the high standards and your husband and children are better people because of them. No one knows better than I how unique and special you are. No one could adapt to any situation better than you. No one can surpass you when you set your mind to meet a challenge. You grew in this ability stronger and stronger, from the day we met. Do not allow yourself to change in this respect.

Valentine's Day is Sweetheart's Day and the Anniversary Day is a day for lovers. You are my one and only sweetheart and my always alluring and passionate lover. You always were, and always will be. I'd like to go on for many more healthy, happy years keeping on telling you how wonderful you are.

I love you with all my heart, always have, always will – all ways."

Isidore to Penny – February 13, 1998

"You always were, and always will be"

TENANT ANNIVERSARIES

by: Joe Erickson



The year was 1973. Richard Nixon was in the White House and **American Alarm** entered into a lease in the Grand-McFadden Business Park in Santa Ana. American Alarm is now widely known throughout Southern California and has expanded several times in the business park. The company's colorful owner, **Gary Beale**, has built a reputation in the alarm industry as an individual dedicated to the long-term success of his company.

We have numerous other companies that have worked with us in good times and bad for many years. Following are brief profiles of companies that have "reached adulthood" with us, that is they have been operating in our buildings for at least 18 years.

In 1977, an industrial medical clinic opened in the Warner-Susan Business Park. The clinic has changed ownership several times but the lease has always been assumed and now is operated by **US Healthworks**. This facility has served injured workers from central Orange County for 26 years.

US Futaba, Inc. a distributor of high quality cabinet hardware has worked with us in two buildings. The company moved into its present location on Pendleton Street in Santa Ana in 1984. **Charles** and **Helga**

Fournell previously leased a smaller building on Yale Street from us. Their current facility recently underwent a renovation that left the premises in like-new condition.

Four companies began leasing their business locations from us in 1985.

Smart & Final entered into a long term lease and opened its La Habra store in our building on Imperial Highway. The company has prospered at the location and rebuilt after a fire destroyed the premises in the mid 1990's.

Promark's lease in the Redhill-Fischer Business Park in Costa Mesa commenced in 1985. Owned by **Brad** and **Colleen Pilz**, the company is well known for its promotional events and the marketing efforts it performs for companies in the automotive industry.

Also in that year, **Ed Bonk** moved **Fountain Valley Transmission** to its present location on Newhope Street and the **Feedback Foundation** opened its **VIP Adult Day Care Center** in the Grand-McFadden Business Park.

Finally, for the last 17 years **Dee Hinojosa** has operated **Spee-Dee Printing** at our business park at the corner of Segerstrom Avenue and Croddy Way in Santa Ana. Spee-Dee Printing continues to offer quality printing services at reasonable prices and has printed *Property News* for us for

many years.

It is gratifying to us that we have maintained these long terms relationships with these companies and we are grateful to be able to continue to work with them.

WHAT'S UP WITH ISIDORE?

by: Joe Erickson

After being my mentor for many years, Isidore made me the President of our company on January 1, 1997 and his official title became "Founder". Isidore has been a great teacher and role model in more ways than in the operation of our business.

As noted in his front page column, Isidore's wife of 56 years, Penny, passed away after a year and a half battle with a Lou Gehrig's Disease on July 19th. Now in his 87th year, Isidore has decided that he will no longer come into our offices. He is working on his third book in his Newport Beach home with assistance of Lina Matsumoto, our Administrative Manager.

The book will be a tribute to Penny and his good life with her. Isidore has amassed volumes of letters, cards, and photographs from the years of their marriage that will be edited and incorporated into the book. He has told us that he has culled his lifetime collection of more than 100,000 photographs he has taken as an amateur photographer down to 2,000.

While we miss Isidore at the office, but we understand his



immediate and all consuming attention to this project. I am certain it will be a wonderful book that offers an in depth look at a long-term working marriage.

Isidore may not be active in the business any longer but his way of doing business is the hallmark of our company. You can always expect us to follow the lessons he taught us, which include:

- Goodwill is gained by the drop but lost by the bucket.
- Treat all of our lessees, brokers, vendors and business associates as partners.
- Meet all of our obligations on or before their due date.
- Do not make promises that cannot be kept.
- When negotiating, never take the last nickel off the table.
- Bend over backwards to be fair in all dealings and relationships.

Please rest assured that we will continue to conduct business in the honorable manner that Isidore taught us.

SPOTLIGHT ON A TENANT

The **Interlogix Division** of the **General Electric Company** recently leased and moved into the Redhill-Fischer Business Park in Costa Mesa.

To meet the tenant's move in deadline of August 15th, we supervised the fast track construction of tenant improvements consisting



of air conditioned assembly space, offices and a conference room for engineering and administrative personnel and an employee lunch room.

The GE Interlogix Division designs, manufactures, markets and distributes products for the security industry including access controls, video surveillance, key control, intrusion and fire protection and explosives and narcotics detection.

The Division relocated from a multiple building complex into their new 42,400 square foot lease premises. Amenities include heavy power, extra parking, a park like environment, monument signage and frontage on Redhill Avenue.

Don Cyrus, the Division's Operations Manager, performed the lease negotiations and developed the plans and specifications for the tenant improvements.

Originally founded by Thomas A. Edison over 100 years ago, the General Electric Company is one of the largest corporations in the world.

We will treat GE with the same respect and dignity that all companies, regardless of size, receive in our portfolio. We know that large companies began small and grew. Our goal is to help facilitate and share in the growth of the companies in our portfolio.

TENANT NEWS!

This year we have actively been working with our existing Lessees to meet their facility requirements in a changing business environment. We also welcome seven new companies into our buildings.

At Warner-Susan Business Park, **JB Graphix** and **Softwarehouse** extended their leases.

As described in this newsletter, **GE Interlogix** combined its operations into our 42,400 square foot building in the Redhill-Fischer Business Park.

In the Susan Street Business Park, **Dimensions in Silkscreening** expanded its operations by leasing an adjacent space in the business park.

In the Grand-McFadden Business Park, we welcome **Community Property Repairs**, **Merry Maids**, **A Rent A Mall**, **Golf-Scooter, Inc.**, and **Sign Express** to the park. We also thank **All American Balloons**, and the **Feedback Foundation's VIP Adult Day Care Center** for extending their leases. **Maximum Security Corporation** also relocated its premises and extended its lease in the park.

In Upper Newport Plaza, we thank **Islands Restaurants** and **SDC Partners** for extending their leases.

We welcome **Plexicor Inc.** to our free-standing building on Cadillac Avenue in Costa Mesa. In free-standing buildings in Fountain Valley and Santa Ana, **American Tufters** and **U.S. Futaba**, respectively, extended their leases.