



## STEVE SPRENGER

Vice Chairman  
Global Logistics

### NEWMARK

#### Los Angeles/Orange County Main Office

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## SPECIALIZATION

Steve is in his 29th year of industrial real estate brokerage service all with NEWMARK (**formerly Grubb & Ellis Company**). He specializes in the leasing and sales of industrial facilities and land. His marketing focus is throughout Southern California specializing in Land/Development, Third Party Logistics, Distribution, Trucking and Industrial Investments.

Throughout his career, Steve has concentrated on Landlord/Owner and Tenant/Buyer representation. To date, he has consummated building transactions representing over 29,000,000 square feet and land sales/leases in excess of 2,700 acres. Steve has also been involved in several cross dock/truck terminal developments and has leased and sold over 120 such facilities equaling \$3B in value. Collectively, this represents over \$5.3 Billion in deal volume. He has an extensive client base from small businesses, regional companies and national corporations.

His listings include land, transportation related facilities (trailer yards/cross docks), manufacturing/distribution warehouses, and development projects. Steve was in the trucking industry for fifteen years before joining Grubb & Ellis. His background has proven to be very effective, not only with business development, but as a real estate consultant to Developers, third party logistics providers and trucking companies as well.

## CAREER HIGHLIGHTS

- Negotiated a 20 year rooftop solar lease valued at \$12,200,000 on behalf of the Goodyear Tire and Rubber Company.
- Consummated the largest industrial lease in the United States during 2007. Steve represented a 27 acre development deal in Paramount, which transpired into a 551,897 square foot 30-year Lease valued at \$207 Million.
- Facilitated a ten (10) year lease of a 551,987 square foot distribution warehouse in Chino.
- Had the largest listing and sale of a 420,000 square foot distribution warehouse in the MidCities/North Orange County area during 2000.
- Annual Top 5 Producer in Southern California Offices since 1998
- Annual Circle of Excellence Award Winner
- Annual Top Producer Industrial Division Nationally
- Annual Top Broker Nationally

## LOGISTICS BACKGROUND

- Five (5) years as partner of a trucking and warehousing operation in the City of Commerce, California. Prior to that, Steve worked as a youngster in his father's trucking and warehousing business in Los Angeles. He also drove big rigs for 15 years and retains a Class A Commercial Driver's License to this day.
- Ten (10) years employed with Viking Freight System (now known as FedEx Freight), a national LTL trucking company. Managed all facets of operations and was a public relations speaker for Viking in conjunction with the American Trucking Association.

## BUSINESS AFFILIATIONS

- Active Member American Industrial Real Estate Association
- Allied Member California Trucking Association and Harbor Trucking Association
- Southern California Industrial Advisory Board
- President's Council Member



## STEVE SPRENGER CLIENT REFERENCE LIST

### Developers

Mr. Brett Dedeaux  
Principal  
**Dedeaux Properties**  
545 South Figueroa Street, Suite 1215  
Los Angeles, CA 90071  
310.487.2959

Mr. Wes Talich  
Director, Acquisitions & Leasing  
**LBA Realty**  
221 15<sup>th</sup> Street  
Del Mar, CA 92014  
858-824-2104

Mr. Dan Floriani  
Mr. Neil Mishurda  
Partners & Co-Founders  
**Pacific Industrial**  
6272 Pacific Coast Highway, Suite #E  
Long Beach, CA 90803  
949.422.9294

Mr. Timur Tecimer  
Chief Operating Officer  
**Overton Moore Properties**  
1125 West 190<sup>th</sup> Street, Suite 200  
Gardena, CA 90248  
310.323.9100

Mr. Jeremy Mape  
Acquisitions & Entitlement Consultant  
**Western Realco**  
500 Newport Center Drive, Suite 630  
Newport Beach, California 92660  
949.720.0369

### Landlords

Mr. Ed Brickley  
Senior Vice President, Director of Operations  
**Realterm**  
201 West Street, Suite 200  
Annapolis, MD 21401  
410.280.1100

Mr. Bob Andrews  
Senior Vice President, Operations West Region  
**CenterPoint**  
725 South Figueroa Street, Suite 3005  
Los Angeles, CA 90017  
213.488.8689

Mr. Rob Antrobus  
Senior Vice President, Market Officer LA  
**Prologis**  
17777 Center Court Drive North  
Cerritos, CA 90703  
562.345.9211

Mr. Ryan McClean  
Regional Director  
**First Industrial Realty Trust**  
898 North Sepulveda Boulevard, Suite 750  
El Segundo, CA 90245  
310.414.5400 x 304

Mr. Michael Johnson  
Principal  
**Lake Creek Industrial**  
17602 Norwood Park Place  
Tustin, CA 92780  
786.200.9681

**STEVE SPRENGER  
CLIENT REFERENCE LIST (CONTINUED)**

**3<sup>rd</sup> Party Logistics/Truckers**

Mr. Ron Massman/CEO  
Mr. Mike Dougan/CFO  
**The Dependable Companies**  
2555 Olympic Boulevard, Floor 3M  
Los Angeles, CA 90023  
323.526.2000

Mr. Dave Walker  
President  
**Walker Brothers Machinery Moving, Inc.**  
3839 Coronado Avenue  
Anaheim, CA 92886  
714.412.0697

Mr. Kent Prokop  
Vice President, General Manager  
**Container Freight Transportation, LLC**  
6150 Paramount Boulevard  
Long Beach, CA 90805  
562.220.2433

Mr. Michael Landsburg  
Vice President of Real Estate  
**NFI Industries**  
1515 Burnt Mill Road  
Cherry Hill, NJ 08003  
856.470.2725

Mr. Jim McCarthy  
Vice President, Finance & CFO  
**Daylight Transport**  
1501 Hughes Way, Suite 200  
Long Beach, CA 90810  
310.507.8186