



**2011 Award Winners for:**

**Broker Transaction of the Year - Industrial**

(1 of 2 in this category) \*tie

**Property Information**

**Follett Corp. at  
Butterfield Corporate  
Park**  
2805 Duke Parkway  
Aurora, IL

*In one of the largest new industrial deals of 2011 in the Chicago area, textbook company Follett Corp. leased the 551,200 s.f. warehouse distribution center at 2805 Duke Parkway, Aurora. CBRE represented both Duke Realty and Follett in the transaction. Follett will combine multiple distribution facilities and its wholesale virtual headquarters in the facility at Butterfield Corporate Park in November. The facility will include a state of the art Ars Kiva robotic material handling system. The move is expected to bring between 200 and 400 jobs to Aurora. Follett is the second major employer in the past year to make a long-term commitment in the Butterfield Corporate Park.*

**Transaction Value:** \$27,000,000

**Square Footage:** 551,200 s.f.

**Developer / Broker Information**

*Tenant/Buyer's*  
**Traci Buckingham**  
CBRE

*Tenant/Buyer's*  
**Gary Fazzio**  
CBRE

*Tenant/Buyer's*  
**David Justh**  
CBRE

*Tenant/Buyer's*  
**Keith Puritz**  
CBRE

*Tenant/Buyer's*  
**Kevin Rogers**  
CBRE

*Landlord/Seller's*  
**David Prell**  
CBRE

*Landlord/Seller's*  
**John Suerth**  
CBRE



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**Major Home Improvement Retailer at CenterPoint Intermodal Center - Rapid Deployment Center**  
2950 CenterPoint Way  
Joliet, IL 60436

*Through Steven Kohn and Jeff Kahan, Colliers International, a major home improvement retailer determined the location for a Rapid Deployment Center. The most cost effective landed cost for their supply chain was CenterPoint Intermodal Center (CIC), the largest Inland Port in North America. The major home improvement retailer then secured a lease with CenterPoint, represented by Daniel Leahy and Adam Roth, NAI Hiffman. The transaction included constructing a build-to-suit, 657,600 s.f. facility that would accommodate heavy automation and tracking capabilities, as well as allowing for additional infrastructure for future expansion. Architect: Cornerstone Architects; General contractor: FCL.*

**Transaction Value:** \$41,000,000

**Square Footage:** 657,600 s.f.

**Developer / Broker Information**

*Tenant/Buyer's*  
**Jeffrey Kahan**  
Colliers International

*Tenant/Buyer's*  
**Steven Kohn**  
Colliers International

*Landlord/Seller's*  
**Daniel Leahy, SIOR**  
NAI Hiffman

*Landlord/Seller's*  
**Adam Roth, CCIM, SIOR**  
NAI Hiffman