



Professional Profile

Frank X. Hillebrand

Executive Vice President

Los Angeles South Bay

CAREER SUMMARY:

Mr. Hillebrand joined L. A. Commercial in 2015 after completing almost thirty successful years with Lee & Associates, Grubb & Ellis, Cushman & Wakefield of California and Collins Fuller Corporation. Prior to his career in real estate he worked in the securities industry as an account executive with Merrill Lynch and Prudential Bache as well as corporate lending with Wells Fargo Bank. He is a single parent with two children and resides in Manhattan Beach, California.

SPECIALIZATION:

Mr. Hillebrand specializes in the Los Angeles South Bay marketplace representing institutional, corporate, and local landlords and tenants in the acquisition, disposition, and leasing of industrial properties. His primary focus is the representation of Tenants and Owners in the Los Angeles South Bay markets.

EXPERIENCE:

During his twenty-three year career, Mr. Hillebrand has closed in excess of 14,500,000 square feet of industrial transactions and has completed over 50 acres of land sales. His most recent transactions include a 250,000 square foot building on 17 ½ acres sale to AMB Properties and a 273,000 square foot investment sale to Realty Associate Advisors. Also, a 450,000 square foot industrial portfolio sale for JMB & Pennsylvania Associates was recently completed. Mr. Hillebrand's major clients include: Prologis, Shell Oil Company, Kenwood USA Corporation, AMB Property Corporation, Hughes Electronics Corporation, Mattel Toys, Eskimo Pie, Prevost Car, Volvo North America, JMB & Pennsylvania Associates, Rhone Poulenc Rorer, Carlisle Wheel, Taco Bell Corporation, Sanwa Bank, Bank of America, Roadway Express, Pennzoil-Quaker State, Volvo, Guardian Life, Mac Steel Service Centers and Consolidated Freightways. Mr. Hillebrand has been a member of the American Industrial and Office Realtors since 1988.

EDUCATION:

Bachelors of Science, Finance
Wayne State University, Detroit, Michigan

SUMMARY OF INSTITUTIONAL AND CORPORATE REPRESENTATIONS:

AMB Property Corporation	D. A. Stuart (Turco Lubricants)
The Guardian	Hughes Electronics Company
Volvo North America	Direct Container Line
Bank of America	Tri-Modal Distribution Services
Eskimo Pie Corporation	Consolidated Freightways
Tylan General	Norsk Pacific Steamship Company
Surf Management	Koll Development Company
Sanwa Trust	R. F. Link Technology
Watson Land Company	Xebec Development, LLC
Lily's of Beverly Hills	Pennzoil-Quaker State Company
Wham-O	Volvo
Mattel Toys	Shell Oil Company
Roadway Express	Prologis
The Principal	Imagine Fulfillment Services
Puratos Corp.	RREEF
Taco Bell Corporation	Hoya Lens Corporation
Rhone Polenc	Prevost Car
Carlisle Wheel	MacSteel Service Centers

SELECTED CORPORATE AND INSTITUTIONAL ASSIGNMENTS

AMB Property Corporation

Current responsibilities include: (1) assignment to market 370,000 square feet of industrial buildings (2) negotiate all lease transactions and (3) analyze and report market conditions.

Kenwood Corporation

Represented Kenwood Corporation in the disposition of a 273,000 square foot U. S. Headquarters building in Carson, California. Responsibilities included determination of the best offer from the eight (8) offers generated and creating value by achieving a higher price than the owner anticipated.

Guardian Life/Imagine Fulfillment Services

Represented Guardian Life in the leasing of a 117,000 square foot industrial building for 10 years. Subsequently sold the property to IFS Inc. (tenant).

Shell Oil/Pennzoil-Quaker State

Representation included: 1) Identified a 100,000 square foot logistics facility in the Los Angeles market; 2) Negotiated on the project; 3) Disposed of two of their other logistics facilities; 4) Subleased 100,000 square foot redundant facility subsequent to Shell acquisition.

MacSteel USA Corporation

The disposition assignment for a 250,000 square foot manufacturing facility on 17½ acres in Torrance, California. The property was positioned for a development sale, a focused marketing effort was performed and the sale was closed after selecting from twelve (12) offers received.

RECENT LIST OF INDUSTRIAL LOS ANGELES TRANSACTIONS:

OWNER/BUYER/TENANT	SQUARE FEET	TRANSACTION TYPE	PROPERTY TYPE
<i>Penberthy Lumber Company</i> City Distribution Service	12½ Acres	Sale	Industrial Land
<i>Prentiss Properties</i> Lightolier	219,000	Lease	Logistics Warehouse
<i>JMB</i> AMB Corporation	445,000	Sale	Investment Sale
<i>Prentiss Properties</i> Jats Southern California	71,150	Lease	Warehouse Distribution
<i>Hoya Lens of America</i> Pacifica Capital Group	5 Acres	Sale	Industrial Land
<i>Verte & Company LLC</i> Puratos Corp.	62,700	Lease	Warehouse
<i>Harry Schor Family Trust</i> Jewel Corner, Inc.	50,012	Sale	Warehouse Distributions
<i>Allied Signal</i> Unified Products	5 Acres	Sale Built-to-suit	Corporate facility
<i>Security Pacific Bank</i> Ramcom Systems	70,000	Sale	Industrial Center
<i>Fuji Photo Film</i> Cypress Land Company	200,000	Lease Built-to-suit	Warehouse Distribution
<i>Yuasa Battery</i> Xebec Development	5 Acres	Sale Built-to-suit	Corporate Office Warehouse
<i>Eskimo Pie</i> Puratos Corp	38,211	Sale	Manufacturing
<i>Hughes Electronics Corp.</i> M.S. Inserts & Fasteners	33,179	Lease	Manufacturing

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<i>Surf Management</i> Mattel Toys	10,000	Lease	R & D
<i>Rhone Poulenc Rorer</i> GCS, Inc.	38,375	Lease	Lab Facility
<i>Rocheux International</i> Carlisle Wheel	30,795	Lease	Logistics Warehouse
<i>Morton Family Trust</i> Geron Furniture	50,000	Lease	Manufacturing
<i>John Nelson</i> BW Group	25,348	Sale	Investment
<i>Paco Steel & Engineering</i> Keep on Trucking Co., Inc.	56,636	Lease	Warehouse
<i>William Cochrane</i> Misaine Inc.	33,875	Lease	Warehouse
<i>Copley Pension Advisors VI</i> C/F Airfreight	18,253	Lease	Warehouse/ Distribution
<i>Allied Signal</i> Unified Products, Inc.	5 Acres	Sale	Land
<i>Direct Container Line</i> Trimodal Distribution	70,956	Lease	Distribution
<i>Norsk Pacific Terminals</i> USC Distribution Services	180,028	Sublease	Distribution
<i>Pennzoil-Quaker State</i> AMB Property Corporation	97,923	Lease	Distribution
<i>Volvo Corporation</i> Panettoni Corporation	208,000	Lease	Distribution

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<i>Imagine Fulfillment Services</i> Guardian Life	117,401	Lease/Option	Distribution
<i>Johnson Controls</i> Omni Computer Products	37,276	Sale	R&D
<i>Pennzoil-Quaker State</i> SAP, Inc.	50,000	Sublease	General Merchandise
<i>IESCO Corporation</i> Topwin Corporation	18,200	Sale	Oil Service Facility
<i>Mangan Incorporated</i> Pacifica Capital Group	15,000	Sale	Office
<i>Rolling Hills Plastics</i> Vanguard Plastics, Inc.	50,465	Lease/Option	Plastic Manufacturer
<i>Charitable Recycling Services</i> ZKS Real Estate LLC	47,327	Lease	Distribution
<i>First Industrial</i> Overton Moore & Associates	229,020	Sale	Investment
<i>First Industrial</i> Overton Moore & Associates	234,800	Sale	Investment
<i>GKN/Westland Aerospace</i> Quik Pick Express	165,000	Sublease	Industrial
<i>Kenwood America Corporation</i> Realty Associates Advisors	272,910	Sale	Investment
<i>Imagine Fulfillment Services</i> Guardian Life	117,401	Sale	Industrial

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<i>Modern Concepts, Inc.</i> Manner Plastics	40,304	Sale	Industrial
<i>Quik Pick Express</i> Alflex Corporation	113,183	Sublease	Distribution
<i>Rhinotek Computer Products</i> Total Intermodal Services, Inc.	37,276	Sale	Manufacturing
<i>Sequa Corporation</i> Westwood Products, Inc.	91,000	Sale	Manufacturing
<i>Sequa Corporation</i> Inland Transport Express, Inc.	1½ Acres	Sale	Land
<i>Sequa Corporation</i> John Crawford	40,000	Sale	Manufacturing
<i>Sequa Corporation</i> Magellan Partners L. P.	70,250 on 8 Acres	Sale	Manufacturing
<i>Paco Steel & Engineering</i> Lomma Warehouse Corp.	58,636	Lease	Distribution
<i>Westwood Products, Inc.</i> Sunset Freight Solutions, Inc.	42,629	Lease	Distribution
<i>Irving Karp</i> Kruger Tow, Inc.	35,900	Lease	Automobile Storage
<i>Irving Karp</i> Kruger Tow, Inc.	110,720	Lease	Customs Warehouse
<i>Samyang USA, Inc.</i> Ital Art Design, Inc.	115,000	Sale	Manufacturing
<i>Shell Oil Company</i> Vihn-Sihn Trading	97,923	Sublease	Distribution

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<i>MacSteel Service Centers USA, Inc.</i> AMB Property Corporation	250,000 on 17½ Acres	Sale	Speculative Development

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Lindymac Corp. SimpleHuman, LLC	97,440	Lease	Distribution
353 Properties Wan Chul Choi	39,809	Sale	Manufacturing
Victoria Associates, LLC. LMD Integrated Logistics Inc	103,000	Lease	Distribution
AMB Property, Corp. Marosi, Inc. dba US Connection	60,000	Lease	Distribution
Western States Technology Connect Television, Inc. Inc	32,000	Sale	Dispatch Operation
AMB Property, Corp. Dino Crescentini	71,150	Sale	Manufacturing
Imperial CFS, Inc. AMB Property, Corp.	298,000 on 17 ½ Acres	Lease	Distribution
Bixby Land Company ABA Industry	33,880	Lease	Distribution
Ability Tri-Modal Transportation Services, Inc. Imagine Fulfillment Services, Inc.	50,000	Lease	Distribution
Lomita Enterprise No 3 LLC Torrance Hospital Independent Practice Association Medical Group, Inc.	71,346	Sale	Medical Office
Verte & Co Triple J Global, LLC	62,800	Sale	Distribution

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<i>Gerald & Kathleen Chamales</i> LIA Associates LLC	45,494	Sale	Investment
<i>Ability Tri-Modal Transportation Services, Inc.</i> Imagine Fulfillment Services, LLC	100,000	Lease	Warehouse
<i>Field Manufacturing</i> HK Transportation Services	70,000	Sublease	Distribution
<i>Synergy Cargo Logistics</i> Walmart	25,000	Sublease	Warehouse
<i>Westland Partners</i> Ovations Furniture	28,199	Sublease	Distribution
<i>RCN Telecom Services, Inc.</i> Americare Ambulance Service, Inc.	31,664	Sale	Dispatch
<i>Derek Douglas</i> Beaver Packaging & Crating	27,750	Lease	Packaging
<i>JFT Company</i> Serengetti Tea Company	20,000	Lease	Distribution
<i>M & M Real Estate LLC</i> Crown Craft Infant Products	35,217	Lease	Warehouse
<i>The Prudential</i> Air Fayre	51,623	Lease	Airport Food Service
<i>Chalmers Equity Group</i> HerbThyme Farms, Inc.	40,500	Lease	Food Processing
<i>Steve Yeager</i> NTK Aviation, Inc.	18,162	Sale	Distribution

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<i>JF & T Company</i> Star Litho, Inc.	27,284	Lease	Printing
<i>Penta Industries</i> T&F Metal Fabrication & Machinery, Inc.	20,000	Lease	Machine Shop
<i>Barzilay Trust</i> Pacific Textiles, Inc.	57,416	Lease	Manufacturing
<i>Karney Management</i> Misaine Trade, Inc.	30,183	Lease	Distribution
<i>Harsco Corporation</i> HPP Carson Properties, LLC	5 ¼ Acres	Sale	Land
<i>Bork Family</i> Speed of Sound	52,632	Lease	Warehouse
<i>Chandler Walnut LLC</i> Stellaris, LLC	5 Acres	Sale	Land
<i>HPP Carson Properties, LLC</i> MV Transportation, Inc.	5 ¼ Acres	Lease	Land
<i>Fujitrans</i> Ability Tri-Modal Transportation Services	37,800	Lease	Manufacturing
<i>Song & Juhyun Kim</i> Elizabeth Foods, Inc.	23,417	Lease	Food Processing
<i>1400 Avalon LLC</i> Lincoln Transportation Services, Inc.	3 ¼ Acres	Lease	Land
<i>Leepers Wood Turning</i> Powertec, Inc.	48,000	Sale	Warehousing
<i>Morton Family Trust</i> Chris' Moving Men	48,578	Lease	Warehousing

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<i>Meiselman Family Trust</i> Hillebrand/Lasiter	38,000	Sale	Land
<i>HGN Ontario LLC,</i> Parter Medical	102,440	Sale	Medical Equipment Manufacture
<i>Liberty Mutual Property,</i> Air Fayre	100,580	Lease	Food Processing