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Choyce Peterson negotiates 26,600 s/f lease for Market Data Retrieval; Pajolek of CBRE represents The Fusco Corp.

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Choyce Peterson, Inc., has negotiated a new 26,600 s/f lease for Market Data Retrieval, a D&B company, at 6 Armstrong Rd. MDR will relocate its headquarters staff of 130 from Forest Parkway.

Robert Hopper, vice president of Choyce Peterson, represented MDR.

"This is a great move, saving us 20-25% in our annual operating costs," said Fady Khairallah, president and general manager of MDR. "We continually expand the use of technology in our business - from our transactions and fulfillment, to communication with customers, to the products we sell. Bob Hopper was able to quickly understand our specific requirements and translate that into an effective action plan. His experience and understanding of the local market and its players provided the intelligence we needed to identify the right location, terminate our existing lease and negotiate an excellent package."

"When you are able to combine market knowledge with a creative strategy the results can be tremendous," Hopper said, "Discussions with the current landlord enabled us to exit the lease early without penalty, enabling MDR to move into the new space as soon as it is ready. The new lease we negotiated includes an extended free rent period that will run well beyond the time required for renovations, and we have secured a long-term agreement at below market rates," Mr. Hopper said.

Tom Pajolek of CBRE, represented The Fusco Corporation.

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