



nerenj

Choyce Peterson negotiates 26,600 s/f lease for D&B's Market Data Retrieval

February 14, 2008 - Connecticut

Choyce Peterson, Inc. has negotiated a new 26,600 s/f lease for Market Data Retrieval, a D&B Company, at 6 Armstrong Rd. Robert Hopper, vice president of Choyce Peterson, represented MDR in its search and lease negotiation.

"This is a great move, saving us 20-25% in our annual operating costs," said Fady Khairallah, president and general manager of MDR, one of the leading U.S. providers of marketing information and services for the education market. "We continually expand the use of technology in our business - from our transactions and fulfillment, to communication with customers, to the products we sell. As a result, we've been able to streamline our space needs for housing hardware, fulfilling product and managing data, and at the same time, expand our team to focus on customer support and growth opportunities. 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," Khairallah said.

Tom Pajolek of CBRE, represented The Fusco Corporation in the negotiation.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540