

PRESS RELEASE

For Immediate Release

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April 2, 2009 (Woodbridge, NJ) The New Jersey Chapter of Industrial Commercial Real Estate Women, Inc. (ICREW NJ) hosted Duke Realty Corporation and their keynote speaker Bob Grossi. Bob is the managing director in the corporation's Norfolk, Virginia office. The presentation was focused on the differentiation strategy and game plan that Duke embarks and their plans for their project in Linden, New Jersey.

Duke Realty started out as a construction company by Phil Duke in the early 1970's. By the 1993 the corporation was public on the NYSE. Duke Realty does business with roughly seventy two percent of the top Fortune 100. Their presence covers the Midwest, Southeast and moving up the northern coastline. Duke is known for delivering top quality. Bob mentioned a key to success in their business is being "flexible". Flexibility in these economic times is key to be the best and to stay nimble.

Duke Realty had numerous pamphlets providing the guests with the flexibility of the Linden Project called Gateway Commerce Center. Duke is ranked as one of the largest construction corporations in the company. Their advantage of not only having the largest construction operations is that they have integrated and developed their legal, leasing, site development departments to run in sync with corporation. Duke's competitive advantage of being flexible and versatile has put their name at the top of the list.

Bob mentioned some of Duke's past project for including the Port of Savannah, which is the fourth largest port in the country. The Port of Baltimore was also discussed, which is a mentionable project because it is the first LEED certified industrial building in the state of Maryland. The port also helped put Duke's name on the map and the Baltimore Business Journal named Duke Realty "Best Redeveloper 2008". The New Jersey Linden Project which is the second largest port in the country. Duke acquired the General Motors plant back in 2007. The development of the port and the project is one of the strongest ports in the country and the largest in the east coast.

The opportunity they have in New Jersey is going to allow them to set the bar in the world of port logistics. The key is that Duke is capitalizing on any shifting value from the west coast to the east coast based on port infrastructure cargo vessel capacity. Bob mentioned that although global spending and trade are down, the growth in exports is larger than pre-recession times. The shift in port trends is that LEED certified will be standard and the capacity of the port will be driven by the demand in container trade and its growth.



ICREW NJ is the New Jersey organization for women involved in all aspects of commercial and industrial real estate. Members represent fields as diversified as accountants, architects, appraisers, asset/property managers, attorneys consultants, developers, lenders, leasing and sales brokers, mortgage bankers/brokers, marketing specialists, market and investment analysts, corporate real estate representatives and title/escrow officers. For more information contact ICREW at 732-842-5070, via email icrewnj@crewnetwork.org, or visit their website at www.icrewnj.org.

Dress for Success

Jackie Bruno, a representative of Dress for Success of Morris County, spoke about this important organization. Dress for success helps women who are economically disadvantaged with clothing. Whether it is clothing for a job interview or for a job they have and do not have the proper wardrobe. There were two aspects of the organization that really spoke to Jackie. One is the individual attention that the women who are referred to the organization receive. The second is the on-going connection that the organization has with the women. They offer women's groups which meets monthly and each time the women attend they learn skills such as resume writing and excel tricks and by attending the group meetings they receive more outfits as well.

The boost in confidence that the organization sparks in the women is tremendous. Some of the women around the country who run their affiliates were once a member and down on their luck. The turn around wonderful success stories the organization boasts about are encouraging. Dress for Success is an international organization which in the North America is in about 75 cities. Last year alone Dress for Success suited 450,000 women.

Jackie Bruno works part time for J&J and is also a mother of three girls and a vital part to the non-profit organization. She has been a volunteer for about a year. Her work coordinating suit drives and as a personal shopper helps to enable those less fortunate women a chance.