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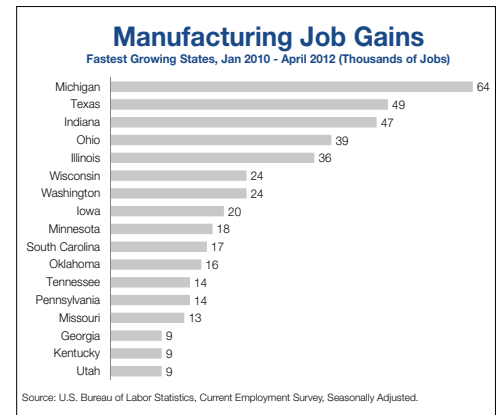


Kristy Nush &
Melissa A. Hiner, Editors

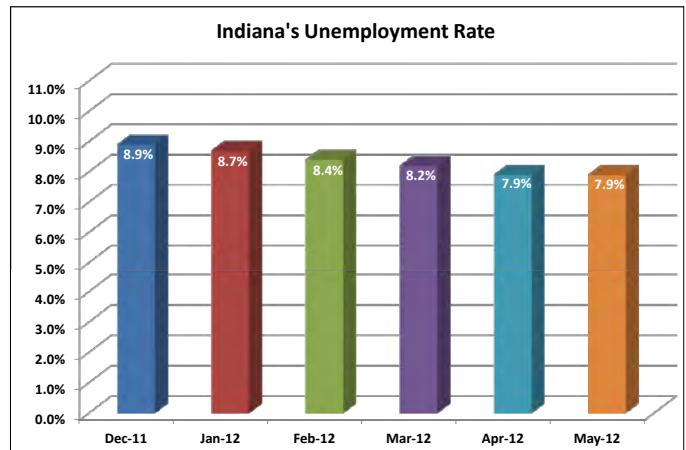
Overall Second Quarter was Positive

By Melissa A. Hiner

In April Indiana was ranked as one of the fastest growing states for manufacturing job growth. Then June's report was released showing that U.S. manufacturing numbers shrank (for the first time in nearly three years). So while the national media reports that economic growth seems to be weakening, the second quarter of 2012 still looked positive for commercial real estate in northern Indiana. FM Stone Commercial had an encouraging quarter filled with honors for our team, big wins on listings, a bumper crop of sales and leases, two new hires and all kinds of other exciting news to share.



While unemployment rates continued to fall for Indiana (see graph), the FM Stone sales team saw its deal values rise. Even though the months of January and May were slightly lower than last year's numbers, overall the **transaction value of sales and leases were up 146%** over sales and leases for the same time in 2011!



Letherman Named to Forty Under 40 Class

Congratulations to Peter Letherman, CCIM, Senior Vice President with FM Stone, who was recognized as one of the 2012 Forty Under 40 class. Pete was singled out for being one of those in our community (under the age of 40 years old) who has shown initiative and dedication in pursuing his career and investment in others through his involvement in civic, charitable and/or religious organizations. The Young Professionals Network, in partnership with The Chamber of Commerce of St. Joseph County, Greater Elkhart Chamber of Commerce and the South Bend Tribune presented the class to the public on June 1, 2012, with a special luncheon at the Gillespie Conference Center in South Bend. Check out page 3 for our "Spotlight" to learn more about Pete.

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FM Gets Exclusive: Utilimaster's Wakarusa Campus

FM Stone has been engaged as the exclusive listing agent for the sale of Utilimaster's 14-building Wakarusa campus located at 65906 SR 19.



FM Stone SIORs Brent Miller, Senior Vice President, and Carl Tiedemann, CEO, will provide exclusive representation for the sale of one of Wakarusa's largest manufacturing facilities. The company is relocating operations

to a new campus in Bristol. This facility features 14 buildings totaling 540,500 SF on 95.2 acres. Buildings range in size from 10,590 SF to 90,270 SF with 55,357 SF of office space. The owners are willing

to divide the property. Strategically located, the complex has easy access to major highways and has 3,275 feet of frontage on SR 19. To learn more on this, please visit www.fmstone.com/utilimaster.

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New Hires: Accounting Manager and Market Analyst

This spring FM Stone had two new hires: Chris Trovatore was hired as Accounting Manager and Lee Mays was hired as Market Analyst. Both work for all of the companies in the Tiedemann Group which include FM Stone Commercial, FM Construction, J. Wilsey Appraisal Co., Tiedemann Realty Services, Hudkins Irrigation & Backflow Testing and Tiedemann Wines.

In his role as Accounting Manager, Chris handles accounts receivable and accounts payable, performs bank reconciliations and other accounting functions, and handles all human resource matters. Prior to joining the FM Stone team, Chris worked for a local manufacturer. A lifelong resident of Elkhart, Chris has an Associate Degree in Business and Economics from Indiana University and is on track to earn his Bachelor's Degree in Accounting from Indiana University in 2014. Chris and his wife Sara have two daughters: Kiara and Adalyn.



Lee Mays
Market Analyst

Chris Trovatore
Accounting Manager

In a brand new role for the company, Lee divides his time between providing research support for the J. Wilsey Appraisal Co. and maintaining The Tiedemann Group's proprietary property and contact database. In working with the commercial appraisal division, Lee's contributions enable the team to gather data more rapidly in order to more quickly provide client appraisals. The J. Wilsey Appraisal Co. serves a variety of clients including national and local lending institutions, financial consultants, governmental agencies, corporations, healthcare providers, land developers and individual entrepreneurs. In maintaining The Tiedemann Group's proprietary database, Lee is a key point person in gathering and maintaining current and historical data.

Prior to joining The Tiedemann Group, Lee worked as a data management analyst for Elkhart's NIBCO Inc. for three years. A resident of Granger, Lee earned a Bachelor's Degree in finance from the University of Illinois at Urbana-Champaign in 2008.

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Spotlight On: Peter Letherman, CCIM



YEARS AT FM STONE COMMERCIAL: “I have worked for FM Stone for over 17 years.”

SPECIALIZING IN: “My primary focus is in industrial and investment real estate; however I have experience in all facets of commercial real estate including retail, land and land development.”

PHILOSOPHY: “I strive to provide clients with incredible customer service—handling their property as if it were my own. My goal is to provide the best service possible while meeting the needs set forth by the client. As for a life philosophy, I work to make sure that I conduct myself personally and professionally in a way that will make my family proud.”

PREVIOUS EMPLOYMENT: “I joined FM Stone immediately after graduating from the University of Notre Dame in 1995.”

PERSONAL: “Outside of working in commercial real estate, my wife and I are deeply involved with our Foundation. In 2002 we established the Sweet Pea Foundation in memory of our daughter Grace. The Foundation focuses on helping sick children while they are receiving medical care. To date the organization has donated over 7,550 toys, 370 big ticket items (i.e. DVD players, crib mobiles, handheld games, etc.), 315 “Hugs” (activity care packages) and 675 books. We also fund an annual contribution to Ronald McDonald House of Indiana that allows a room to be used free of charge by a family caring for a sick child. In addition, we are providing massage therapy to parents of sick children at Memorial Hospital and have donated murals in the pediatric wing of St. Joseph Regional Medical Center. Visit www.sweetpeafoundation.org to learn more. I sit on the finance committee at St. Pius X Catholic Church and was recently appointed to the St. Pius X School Board.”

WHAT IS A CCIM? A CCIM (Certified Commercial Investment Member) is a recognized expert in the commercial and investment real estate industry. Those who have the CCIM designation complete courses on ethics, interest-based negotiation, financial analysis, market analysis, user decision analysis, and investment analysis. CCIMs then complete a portfolio demonstrating the depth of their commercial real estate experience before finally completing a successful comprehensive examination.

HOBBIES: “When not working, I am spending time with my wife, three children, and our large extended family. We enjoy going to almost any type of sporting event, but our favorites include attending football, basketball and hockey games at Notre Dame. On rare occasions, I am able to get away for a weekend of camping.”

BEST PART OF THE JOB: “The best part of working in commercial real estate is the opportunity to meet with business owners in our community. We are fortunate to have so many successful entrepreneurs in our area and it is rewarding to learn about their businesses.”

PERSONAL MESSAGE: “The real estate business can be very rewarding one day and incredibly humbling the next. I work to stay ‘balanced’ in my job and always have a positive attitude.”



428 Baldwin St., Elkhart
1,621 SF to 10,920 SF. City sewer & water. Zoned B-2. Lease: \$4.00 - \$6.00 PSF. Sale Price: \$169,000

Richard Hobson



1001 Benham Ave., Elkhart
Former Sonitrol Office. 914 SF. Full basement. High security. Zoned B-2. Sale Price: \$145,000

John Letherman, CCIM



1111 W. Bristol St., Elkhart
156,503 SF on 19 acres. Attached restaurant & underground parking. Sale Price: \$850,000

Brent Miller, SIOR/Richard Hobson



2222 California Rd., Elkhart
Former Yoder Oil Company
1,848 SF on 1.62 acres.
Lease: \$4.80 PSF

Richard Hobson



57784 CR 3, Elkhart
Truck Accessory Group Building
3,456 SF with eight offices, new carpet and paint. Lease: \$4.50 PSF

Richard Hobson



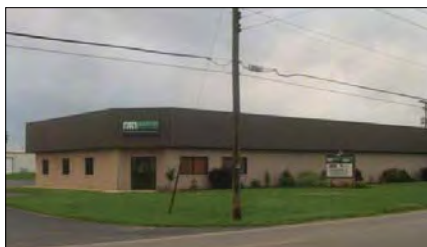
27840 CR 4, Elkhart
4,500 SF former church. Flexible space would be perfect office. 2.09 acres. Sale Price: \$259,900

Richard Hobson



2800 CR 6, Elkhart
7,216 SF on 1.86 acres. Great expansion possibilities. Located near airport. Sale Price: \$275,000

Bill Kuhns, SIOR



53846-53850 CR 9, Elkhart
Two suites available. 980 SF - 2,400 SF. Tenant pays for phone/utilities/HVAC servicing. Call for lease rates.

Richard Hobson



23830 CR 106, Elkhart
25,600 SF
6.32 acres
SOLD 2Q 2012
Richard Hobson/Bill Kuhns, SIOR



311 W. High St., Elkhart
Former Four Arts Building. 5,616 SF. Excellent condition. Downtown location. Lease: \$8.00 PSF

Pete Letherman, CCIM



Eastpoint Business Centre *
2701 Industrial Parkway, Elkhart
Newly renovated multi-tenant building
Flex & office: 468 SF to 2,154 SF
Lease: \$7.80-\$11.14 Gross
Carl Tiedemann, SIOR



335 LaSalle St., Elkhart
4,320 SF with 2,160 SF of office space & 2,160 SF of industrial/warehouse space. Sale Price: \$275,000
John Letherman, CCIM

* Broker Disclosure: The property is owned in part by a licensed real estate broker in the State of Indiana.



500 S. Main St., Elkhart
Downtown. Suites from 700 SF to 14,061 SF. Lease: \$6.00-\$9.00 PSF
Richard Hobson



1120 N. Main St., Elkhart
5,797 SF. Upscale offices. Will divide space if necessary. Lease: \$11.50 PSF
Richard Hobson
Brent Miller, SIOR



327 W. Marion St., Elkhart
Former Social Security Office
7,052 SF with new carpet, paint and windows. Lease: \$5.00 PSF
Richard Hobson



222 Middlebury St., Elkhart
Middlebury Manor
12,858 SF on 1.03 acres. Built in 1900. Sale Price: \$65,000
Richard Hobson



2400 Middlebury St., Elkhart
Former credit union. 1,824 SF on 0.9 acres. Full basement. Zoned M-1. Bring offers! Sale price: \$145,000
Ross Miller, SIOR



444 Nappanee St., Elkhart
5,550 SF. 17 offices; great parking. Zoned B-2. Lease: \$9.00 PSF. Sale Price: \$250,000
Bill Kuhns, SIOR
Richard Hobson



500 N. Nappanee St., Elkhart
Executive 500 Building. Waterfront views and great access. 719 SF to 3,366 SF. Lease: \$9.75 PSF
Richard Hobson



603 Oakland Ave., Elkhart
2,496 SF. 6 offices/exam rooms, reception area, 2 waiting areas. Lease: \$5.00 PSF. Sale Price: \$59,900
Richard Hobson



221 S. Third St., Elkhart
1,344 SF. Has reception area, several offices & full basement. Built in 1924. Sale Price: \$59,900
Richard Hobson



505 S. Third St., Elkhart *
Atrium Court. Multi-tenant building. Suites from 239 SF to 2,534 SF. Lease: \$6.00-\$10.00 PSF Gross
Carl Tiedemann, SIOR



810 Waterbury Park Dr., Elkhart
4,156 SF on 1.04 acres. Lease: \$8.00 PSF. Sale Price: \$279,000
Richard Hobson
Ross Miller, SIOR

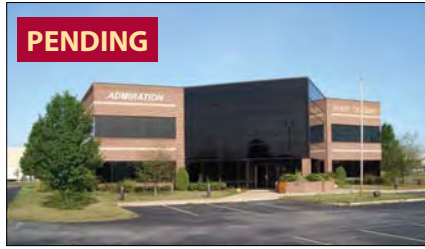


326 N. Riverside, Goshen
888 SF building in great location. Two offices, rest room, kitchen, basement and garage. Sale Price: \$129,900
Richard Hobson

* Broker Disclosure: The property is owned in part by a licensed real estate broker in the State of Indiana.



321 S. Third St., Goshen
6,120 SF on 0.5 acres. 2,650 SF for lease. Zoned B-1. Lease: \$6.00 PSF.
Sale Price: \$695,000
Pete Letherman, CCIM



PENDING

11333 CR 2, Middlebury
15,000 SF. Built in 2000. Located close to the Indiana Toll Road.
Lease: \$5.00 PSF
Ross Miller, SIOR



245 Edison Rd., Mishawaka
Edison Centre II. Beautiful office building with great finishes.
Lease: \$16.00 PSF Gross
Carl Tiedemann, SIOR

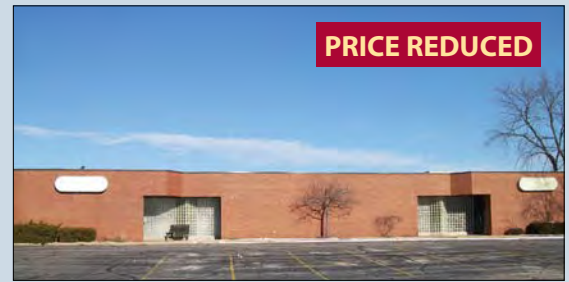


PENDING

3391 Airport Rd., Portage
5,400 SF medical office building. 0.85 acres. Two front entrances allow for multi-tenancy. Sale Price: \$599,000
Richard Hobson

501 Wall St., Valparaiso

8,205 SF medical office building. Situated on 0.65 acres. Features several private offices, patient exam rooms, rehabilitation gym and small therapy pool. HVAC has split systems. Three front entrances allow for multi-tenancy. 28 parking spaces. Located in Vale Park Office Complex, close to other medical offices, restaurants and retail. Price: \$595,000
Richard Hobson



PRICE REDUCED

Continued from Page 2

Other Team News

Bill Kuhns was recently appointed to be on the new Elkhart County Policy Committee for Zoning Ordinance Review. Bill has served nine years with the Elkhart County Board of Zoning Appeals and welcomes any comments or suggestions regarding zoning ordinances in the county. You may contact Bill at billk@fmstone.com.



FM Construction Company's Tony Campanello attended Star Building Systems' Basic Builder School, held the week of May 7-10 in Oklahoma City, OK. Tony is a

Project Manager/Estimator. FM Construction became an authorized Builder for Star in July of 2004. Star is a leading manufacturer of custom designed metal buildings with headquarters in Oklahoma City. During the 4-day school, Tony was educated on Star building products and its proprietary program. Tony received a plaque with a certificate of completion and is pictured here with Star's President, David Alexander.

Deals Done by the FM Stone Team

6-28-12 Ross Miller, SIOR, Partner, sold an 8,000 SF airport hangar at 21 Airport Drive in Elkhart to Hangar 21, Inc. President Dave Raber says the company will do ultra light and single prop aircraft renovations. The company is open for business now. The previous owner of the hangar was LaVanture Products Co., Inc.

6-13-12 Bill Kuhns, SIOR, assisted LJB Holdings LLC in the purchase of 56700 Elk Park Drive in Elkhart. This 19,800 SF building on 4.46 acres was sold by Dennis Stone.

6-12-12 FM Stone's Ross Miller, SIOR, represented the building owner in a lease of 831 Herman Street, Elkhart, to Marbach Tool & Equipment. The Elkhart plant is one of many locations for the Marbach Group which employs 1,200 worldwide and is an internationally leading system contractor for the packaging industry.

Continued on Page 12



700 S. Division St., Bristol
57,861 SF. 4.26 acres. 18' ceilings. 2 docks. Zoned M-2. Lease: \$2.50 PSF.
Sale Price: \$750,000
Brent Miller, SIOR



806 S. Division St., Bristol
20,000 SF. 16'-20' ceilings, 2 docks, 6 overhead doors, high intensity lighting. 1,000 SF office. Sale Price: \$299,000
Brent Miller, SIOR



603-605 Earthway Blvd., Bristol
425,600 SF
25.44 acres
LEASED 2Q 2012
Brent Miller, SIOR



18520 US 20, Bristol
Kopf Trucking relocating. 19,100 SF in 5 buildings. 14.59 acres. 12 overhead doors. Sale Price: \$900,000
Bill Kuhns, SIOR



606 W. Center St., Bourbon
74,000 SF. 5.8 acres. 21' eaves. 25' x 60' column spacing. Rail potential. Bring offers! Sale Price: \$1,100,000
Ross Miller, SIOR



19875 M-205, Edwardsburg
19,690 SF on 6.3 acres. 16'-18' ceilings, 3 overhead doors, fenced yard, security system. Sale Price: \$510,000
Ross Miller, SIOR



2700 Ada Dr., Elkhart
60,000 SF for lease. 4 docks, 3 overhead doors. 16' eaves. Fenced yard. Zoned M-1. Lease: \$2.30 PSF
Ross Miller, SIOR



21 Airport Dr., Elkhart
Aircraft Hanger 21
8,000 SF
SOLD 2Q 2012
Ross Miller, SIOR



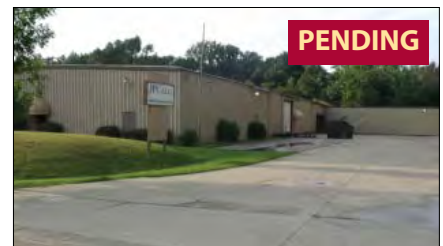
1505 Beardsley Ave., Elkhart
8,800 SF. 2 OH doors. Fenced lot. Zoned M-1. Sale Price: \$159,000
John Letherman, CCIM



4800 Beck Dr., Elkhart
Mitchell Jellison Complex. 38,750 SF for lease. 25' eaves, 2 docks, T-5 lighting. Lease: \$3.25 PSF
Ross Miller, SIOR



1900 Borneman St., Elkhart
10,388 SF
0.49 acres
LEASED 2Q 2012
Brent Miller, SIOR



21291 Buckingham Rd., Elkhart
19,528 SF. 2 docks, 2 overhead doors. Free rent incentive. 1,400 SF office. Lease: \$1.90 PSF
Ross Miller, SIOR



1000 Campus Ct., Elkhart
12,730 SF suite available. 16' ceilings, clear span, 2 overhead doors, 1 exterior dock. Lease: \$3.60 PSF
Ross Miller, SIOR



2345 Cassopolis St., Elkhart
12,000 SF on 7 acres. 400' of frontage. Paved & fenced lot. Zoned B-PUD. Sale Price: \$1,143,000
Ross Miller, SIOR



28335 Clay St., Elkhart
Valspar West building. 36,510 SF on 4.63 acres. 3 docks (1 leveler), 16' ceilings. Sale Price: \$550,000
Brent Miller, SIOR



1701 Conant St., Elkhart
50,832 SF rail-served. On 5 acres. 3,520 SF office, 2 docks, 18' eaves. Sprinklers. Sale Price: \$598,000
Ross Miller, SIOR



3504 Cooper Dr., Elkhart
102,957 SF on 8.73 acres. Lease: \$2.70 PSF. Sale Price: \$995,000
Pete Letherman, CCIM
John Letherman, CCIM



57420 CR 3, Elkhart
62,831 SF
10 acres
SOLD 2Q 2012
Bill Kuhns, SIOR



3501 CR 6, Elkhart
31,800 SF - 69,200 SF available. 16'-18' ceilings. Air conditioned space. City water & sewer. Lease: \$2.65 PSF
Ross Miller, SIOR



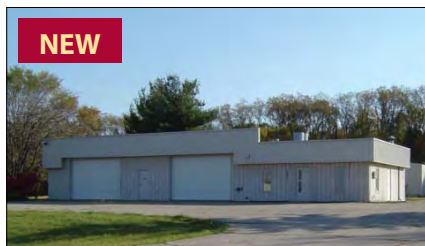
29079 CR 20, Elkhart
18,000 SF
4.93 acres
LEASED 2Q 2012
Bill Kuhns, SIOR



24615 CR 45, Elkhart
10,000 SF
7.26 acres
LEASED 2Q 2012
Bill Kuhns, SIOR



2830 Dexter Dr., Elkhart
4,419 SF building on 2.4 acres. 2 overhead doors. Zoned M-1. Lease: \$3.80 PSF. Sale Price: \$250,000
Bill Kuhns, SIOR



4231 Eastland Dr., Elkhart
11,600 SF situated on 2.34 acres. 6 overhead doors. Lease: \$2.25 PSF. Sale Price: \$225,000
Brent Miller, SIOR



56897 Elk Park Dr., Elkhart
57,000 SF 3.45 acres. 6 docks. 25' x 60' bay spacing, 3-phase power. City water. Sale Price: \$1,100,000
Bill Kuhns, SIOR



1671 W. Franklin St., Elkhart
Franklin Keg Building. 6,000 SF.
24'-30' ceilings. 3 phase. Lease:
\$3.00 PSF. Sale Price: \$160,000
Bill Kuhns, SIOR



831 Herman St., Elkhart
18,000 SF
2.62 acres
LEASED 2Q 2012
Ross Miller, SIOR



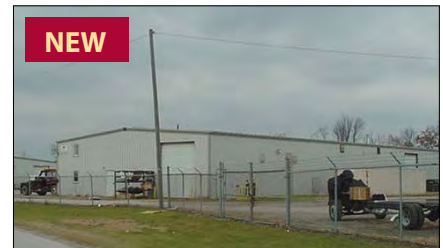
28533 Holiday Place, Elkhart
33,000 SF on 2.5 acres. 2 docks.
Heavy power. 16' ceiling heights.
Sale Price: \$425,000
Bill Kuhns, SIOR



2749 Jami St., Elkhart
17,160 SF
2.63 acres
SOLD 2Q 2012
Bill Kuhns, SIOR



2824 Jami St., Elkhart
Former Heartland Plant 22. 22,160
SF. 6 overhead doors. 16' ceilings.
Sale Price: \$375,000
Brent Miller, SIOR



2824 Jami St., Elkhart
Former Heartland Plant 23. 12,100
SF. 6 overhead doors. 3 phase power.
Sale Price: \$195,000
Brent Miller, SIOR



1926 Leininger Ave., Elkhart
6,322 SF
0.83 acres
LEASED 2Q 2012
Bill Kuhns, SIOR



3112 Lexington Park Dr., Elkhart
8,400 SF building on 1.21 acres. Two
overhead doors. City water & sewer.
Sale Price: \$258,000
Richard Hobson



52782 Lillian St., Elkhart
10,000 SF on 1 acre. 3 overhead
doors, 3-Phase power, 24'x 40'
column spacing. Lease: \$3.36 PSF
Bill Kuhns, SIOR



52956 Lillian St., Elkhart
Former Sundowner Interiors
12,544 SF on 2.67 acres. 7 overhead
doors. Sale Price: \$360,000
Brent Miller, SIOR



2423 Lowell St., Elkhart
Former Hoosier Crane. 8,490 SF.
One 5-Ton crane. Lease: \$3.00 PSF.
Sale Price: \$199,500
Brent Miller, SIOR



1700 W. Lusher Ave., Elkhart
40,000 ± SF. Good condition, new
roof in 2009. 5 overhead doors & 1
dock. Sale Price: \$650,000
Ross Miller, SIOR



1900 Whirlpool Dr., LaPorte
100,809 SF space available for sublease in this 610,000 SF building. Expansion possibilities. Excellent space. Features 10 docks, 24' ceilings, 2,000 amp power and 50' x 40' bay spacing.
\$2.50 PSF NNN
Ross Miller, SIOR



1726 & 1730 Markle Ave., Elkhart
7,200 SF in two buildings. 14' ceiling heights & 2 overhead doors.
Sale Price: \$149,000
Ross Miller, SIOR



Mitchell Jellison Dr., Elkhart
Flex space. Several suites available from 4,500 SF to 8,000 SF. Zoned M-1. Lease: \$2.88 PSF - \$3.00 PSF
Ross Miller, SIOR



Oak & C St., Elkhart
15,000 SF in 2 buildings. 2.77 acres. Clear span. City utilities. Zoned M-2.
Sale Price: \$175,000
Brent Miller, SIOR



25883 N. Park Ave., Elkhart
Former Lee Enterprises. 18,272 SF, 6 overheads. City utilities. Zoned M-1.
Sale Price: \$195,000
Brent Miller, SIOR



2933 Paul Dr., Elkhart
Former Damon Plant 8 is 12,000 SF. 25'x 40' bays. Lease \$2.52 PSF
Brent Miller, SIOR
Ross Miller, SIOR



2939 Paul Dr., Elkhart
Former Damon Plant 12 is 14,000 SF. 25'x 40' bays. Lease \$2.52 PSF
Brent Miller, SIOR
Ross Miller, SIOR



2946 Paul Dr., Elkhart
Former Heartland Plants 21, 22 & 23. 80,391 SF total in 3 adjacent buildings. Sale Price: \$1,390,000
Brent Miller, SIOR



2946 Paul Dr., Elkhart
Former Heartland Plant 21. 46,131 SF. 12 overhead doors. 15.25 acres.
Sale Price: \$895,000
Brent Miller, SIOR



51772-2 SR 19, Elkhart
5,500 SF on 6 acres. 3 overhead doors. 14' ceilings, 3-Phase power. Zoned M-1. Lease: \$2.88 PSF
Richard Hobson



2206 Toledo Rd., Elkhart
5,040 SF
1.51 acres
SOLD 2Q 2012
Ross Miller, SIOR



831 Windsor Blvd., Elkhart
2,400 SF flex unit. Overhead door, office A/C, heated warehouse. Exterior dock available. Lease: \$5.98 PSF
Pete Letherman, CCIM



2147 N. Eisenhower Dr., Goshen
6,000 SF available in this 12,000 SF building. 2 docks & 2 overhead doors. Lease: \$3.50 PSF
Richard Hobson



CALL FOR OFFERS
2469 E. Kercher Rd., Goshen
41,000 SF on 6 acres. 16'-20' eaves & 4 docks. Lease: \$1.80 PSF. Make an offer!
Bill Kuhns, SIOR



2408 Lincolnway East, Goshen
32,350 SF
8.15 acres
SOLD 2Q 2012
Pete Letherman, CCIM



NEW
2515 Lombardy Dr., Goshen
30,800 SF. 2.3 acres. Two story office area. Clean building. 3 docks. 18' eaves. Lease: \$2.65 PSF.
Ross Miller, SIOR



2117 Wilden Ave., Goshen
18,820 SF on 2.05 acres. 3-Phase power. Lease: \$2.50 PSF. Sale Price: \$475,000
Pete Letherman, CCIM



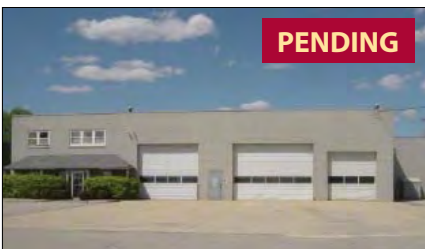
PENDING
11333 CR 2, Middlebury
61,000 SF - 416,875 SF in 3 bldgs. 66.9 acres. Up to 36' eaves. Off Toll Road. Zoned M-1. Lease: \$2.30 PSF
Ross Miller, SIOR



109 14th St., Middlebury
Former Pilgrim International
54,700 SF with 22' ceilings, 35 overhead doors. Lease: \$3.00 PSF
Pete Letherman, CCIM



221 US 20, Middlebury
233,151 SF
45.45 acres
SOLD 2Q 2012
Brent Miller, SIOR



PENDING
14489 US 20, Middlebury
Former Pilgrim International. Multiple buildings total 102,062 SF. Lease: \$1.99 PSF. Sale Price: \$1,495,000
Pete Letherman, CCIM



1921/1927 N. Cedar St., Mishawaka
14,736 SF, 3 overhead doors, 480 volt power. Sale Price: \$368,400
Brent Miller, SIOR



31140 Edison Rd., New Carlisle
49,500 SF. 37.61 ares. 32'10" ceiling heights. Sale Price: \$1,250,000
Ross Miller, SIOR
Brent Miller, SIOR



2121 Chicago Rd., Niles

Niles Distribution Center. 34,460 & 58,930 SF suites available. 32'4" ceilings. Many docks. Negotiable lease rate.

Carl Tiedemann, SIOR
Ross Miller, SIOR



901 Wayne St., Niles

40,000 - 761,710 SF available. Up to 26' ceilings. Lease: From \$1.00 PSF. Sale Price: \$2,900,000

Ross Miller, SIOR



1319 N. Iowa St., South Bend

8,680 SF building on 0.62 acres. Located near South Bend Regional Airport. Sale Price: \$265,000

Pete Letherman, CCIM



65906 SR 19, Wakarusa

Former Utilmaster Complex. 14 buildings, 540,500 total SF on 95.2 acres. Will divide. Sale Price: \$6,900,000

Brent Miller, SIOR
Carl Tiedemann, SIOR



4505 Wyland Dr., Elkhart

Wyland Drive Business Center
Two 3,200 SF flex space suites available. Suite 700 has one dock & one overhead door. Suite 1100 has two docks & one overhead door. Small office spaces in each unit. City utilities. Zoned M-2. Lease: \$5.75 PSF

Brent Miller, SIOR

Deals Done by the FM Team (continued from page 6)

6-14-12 FM Stone's Bill Kuhns, SIOR, assisted Black Tie Manufacturing in buying a new building at 2749 Jami Street in Elkhart. The company, known for developing and manufacturing high-end mobile rest room trailers, had previously rented a smaller building on CR 3 in Elkhart. The purchase of this larger building, which sits on 2.63 acres, will give Black Tie Manufacturing ample room to grow. Previous owners of the 17,160 SF building on Jami, PJ's LLC, were investors who had previously leased the building for many years to a number of different companies. Kuhns had managed the Jami Street property for PJ's for the past 10 years.

5-31-12 FM Stone's Richard Hobson represented All Things Water in the lease of its new space at 1926 Leininger Avenue in Elkhart. The company is a full-service aquatic management company that has been in business since 2005. All Things Water's services include pond construction, dredging, chemical application, fountain and aeration sales and service. Bill Kuhns, SIOR, with FM Stone represented the building owner in the transaction. The building is 6,922 SF.

5-18-12 FM Stone's Richard Hobson represented Cornerstone Christian Montessori School in the purchase of a building at 23830 CR 106 in Elkhart. The school is expanding from its former location at 2626 Prairie Street in Elkhart into this 25,600 SF building which used to house another Montessori school. FM Stone's Bill Kuhns represented the seller, Mutual Bank, in this transaction.

Continued on Page 21



1009 S. Division St., Bristol
16 acres

SOLD 2Q 2012
Ross Miller, SIOR



SR 15 Land, Bristol
25.75 acres located just south of CR 10. Great residential development site.

Offered at: \$299,900
Pete Letherman, CCIM



Pokagon St., Dowagiac
2 acres. 245' of frontage. Close to M-51 & M-62. Zoned General Business.

Offered at: \$89,900
Pete Letherman, CCIM



Airport Pkwy., Elkhart
2.9 acres. Sewer and water may be available. Zoned M-1.

Offered at: \$65,000
Ross Miller, SIOR



Beardsley & Greenleaf, Elkhart
10 acres ideal for office or upscale apartment development. Zoned PUD R-3.

Offered at: \$750,000
John Letherman, CCIM



East Beardsley Ave., Elkhart
1.37 acres. City water & sewer. Zoned R-2 & R-3.

Offered at: \$79,900
John Letherman, CCIM



Benham Avenue, Elkhart
0.193 acres on a highly visible corner with frontage along busy Benham Avenue. Offered at: \$6,000

John Letherman, CCIM



1536 Bristol St., Elkhart
0.77 acres on corner lot surrounded by commercial use. 170' of frontage on Bristol St. Offered at: \$189,000

Brent Miller, SIOR



1609 W. Bristol St., Elkhart
0.69 acres. Good visibility in high traffic location. Zoned B-3.

Offered at: \$160,000
Richard Hobson



Bristol & Adams, Elkhart
1.14 acres in two parcels. City water and sewer; gas and electric available.

Offered at: \$149,000
Richard Hobson



2000 Block Cassopolis St., Elkhart
8.34 acres on SR 19 just a half mile from the Toll Road. Great retail location. Offered at: \$995,000

John Letherman, CCIM



2400 Cassopolis St., Elkhart
3.86 acres on SR 19 close to Toll Road. Zoned B-3. Property fenced and has city water and sewer. Offered at: \$630,000

Ross Miller, SIOR



3500 Cassopolis St., Elkhart
3.02 acres. Excellent redevelopment opportunity. Turnpike Motel currently on property. Offered at: \$725,000
Richard Hobson



Cassopolis & Country Club, Elkhart
2.81 acres. Water & sewer available. Zoned R-2. Offered at: \$86,000
Ross Miller, SIOR



Cassopolis & Johnson, Elkhart
10 acres with frontage on SR 19 & CR 9 (Johnson). City water & sewer. B-3 PUD zoning. Offered at: \$1,500,000
Ross Miller, SIOR



Corwin Street Land, Elkhart
18.74 acres with possible rail. Great location near retail. Municipal utilities. Zoned M-2. Offered at: \$417,000
Richard Hobson



SEC CR 3 & CR 20, Elkhart
17.7 acres with sewer and water. Zoned A-1. Rezoning is possible. Offered at: \$354,000
Bill Kuhns, SIOR



CR 3 & CR 20, Elkhart
2.8 acres. Signalized intersection. Easy access to US 20 Bypass. Zoned M-1. Offered at: \$117,600
Brent Miller, SIOR



CR 6 & CR 10, Elkhart
18.42 acres. Will consider sale, lease or build-to-suit. Zoned B-3 GPUD.
Ross Miller, SIOR
Richard Hobson



CR 6 & Emerson, Elkhart
0.96 acres of development land. Located next to Lowe's & across from Wal-Mart. Offered at: \$199,500
John Letherman, CCIM



30178 CR 12, Elkhart
2.98 acres. 3 buildings on property. Zoned M-2. Offered at: \$185,000
Brent Miller, SIOR
Ross Miller, SIOR



30266 CR 12, Elkhart
8.83 acres with rail access (no spur). Offered at: \$350,000
Brent Miller, SIOR
Ross Miller, SIOR



CR 17 & US 20 Bypass, Elkhart
47 acres. At entrance to 20 Bypass on CR 17. Sewer & water. Zoned GPUD. Offered at: \$2,350,000
John Letherman, CCIM



CR 17 Vacant Land, Elkhart
1.09 acres. Owner would consider build to suit. Adjoins Arby's & car wash. Zoned B-PUD. Offered at: \$349,000
Ross Miller, SIOR



815-901 CR 20 (Mishawaka Rd.), Elkhart
31 acres for multi-family development. Zoned R-3. Offered at: \$630,000
Ross Miller, SIOR



28883 CR 20, Elkhart
3 acres in Nagy Industrial Park. City water. Zoned M-1. Offered at: \$95,000
Ross Miller, SIOR



CR 20 (Mishawaka Rd.) & Concord Mall Dr., Elkhart
1.6 acres on outlot to mall. Highly visible lot. Offered at: \$150,000
John Letherman, CCIM



South Gate Hills, Elkhart
5 lots frontage on State Road 19. 12 acres total. Utilities & B zoning. Offered at: \$695,000
John Letherman, CCIM



CR 24 & SR 19, Elkhart
2.41 acres. Zoned B-3 PUD. Will consider lease or build to suit. Call for pricing.
Ross Miller, SIOR



CR 26 & SR 19, Elkhart
77.03 acres. Signalized corner. Great development potential. Excellent visibility. Offered at: \$2,500,000
John Letherman, CCIM



Emerson Dr., Elkhart
18.83 acres. Additional acreage adjacent. City water & sewer. Zoned PUD & R-1. Offered at: \$595,000
John Letherman, CCIM



1215 N. Indiana Ave., Elkhart
0.534 acres. Excellent development potential. City utilities. Zoned R-2. Offered at: \$350,000
Pete Letherman, CCIM



1328 S. Main St., Elkhart
0.48 acres in high visibility location. Zoned M-1. Offered at: \$70,000
Ross Miller, SIOR



2030 S. Main St., Elkhart
1.78 acres with frontage on Main Street. Zoned M-2. City water and sewer at site. Offered at: \$650,000
Brent Miller, SIOR



Middleton Run Rd., Elkhart
Maywell Industrial Park. 3.65 to 26.94 acres. Zoned M-1. Call for pricing.
Ross Miller, SIOR



Middleton Run Road & Industrial, Elkhart
6.81 acres. In Maywell Industrial Park. Zoned M-1. Offered at: \$265,000
Ross Miller, SIOR



28050 Mishawaka Rd., Elkhart
0.41 acres with 98 feet of frontage.
High traffic site.
Offered at: \$145,000
Pete Letherman, CCIM



2316 Primrose Ave., Elkhart
0.59 acres located just south of Main Street. Redevelopment opportunity.
Zoned M-1. Offered at: \$19,900
Richard Hobson



Reagan Ct., Elkhart
Six lots in this master-planned mixed-use development near the Toll Road entrance at CR 17. Call for pricing.
Pete Letherman, CCIM



SR 19 & Toll Road, Elkhart
2.86 acres at North Point Plaza along the Toll Road. All utilities to site.
Offered at: \$160,000
John Letherman, CCIM



21835 SR 120, Elkhart
Located at Six Span Bridge. Parcel A: 1.3 acres w/river frontage: \$200,000. Parcel B: 1.49 acres w/house: \$340,000
John Letherman, CCIM



2311 Toledo Rd., Elkhart
20 acres was former golf center/driving range/batting cages site on Old US 20. Offered at: \$699,000
Richard Hobson



23946 US 20, Elkhart
3.4 acres with 300 feet of frontage on Old US 20. Zoned B-3. Sewer & water. Includes house. Offered at: \$199,500
John Letherman, CCIM



23513 US 33, Elkhart
2.1 acres. Great location with US 33 frontage. Zoned B-3.
Offered at: \$250,000
Ross Miller, SIOR



Waterbury Park Land, Elkhart
1.9 acres in this professional office park located near Mishawaka Road.
Bring an offer!
Bill Kuhns, SIOR



CR 27 Land, Goshen
26.88 acres prime for industrial development. Excellent location on the south side. Offered at: \$1,260,672
Pete Letherman, CCIM



1700 Block N. Eisenhower Dr., Goshen
5.29 acres
SOLD 2Q 2012
Pete Letherman, CCIM



Lincolnway East Land, Goshen
2.42 acres in front of the Super 8 motel on busy US 33.
Offered at: \$350,000
Pete Letherman, CCIM



2408 Lincolnway, Goshen
8.15 acres

SOLD 2Q 2012

Pete Letherman, CCIM



919 Plymouth Ave., Goshen
0.70 acres at the corner of Plymouth and South Indiana Avenue.

Offered at: \$395,000

Pete Letherman, CCIM



1838 US Hwy. 20, LaPorte
3.33 acres. Private well & septic system. Highly visible w/good traffic count. Zoned B-2. Offered at: \$595,000

Pete Letherman, CCIM



CR 2 & Eagley, Middlebury
150 acres divisible to 5-acre sites.

Excellent site at Toll Road exit.
Offered at \$20,000 per acre

John Letherman, CCIM



CR 2 & Toll Road, Middlebury
74.6 acres. Located 1/2 mile from Indiana Roll Road. Gas pipeline through site. Zoned A-1. Offered at \$750,000

Richard Hobson



CR 4 & Lovejoy Dr., Middlebury
15 acres. Adjacent to former IBS buildings. Zoned M-2. Offered at: \$297,400

Brent Miller, SIOR

Ross Miller, SIOR



SR 13 & Toll Road, Middlebury
15.57 acres. Level topography. Located at Toll Road entry. Zoned M-2.

Offered at: \$403,263

John Letherman, CCIM



SEC SR 13 & Toll Road, Middlebury
7.2 acres. Zoned A-1. Flexible seller might consider land lease.

Offered at: \$112,500

John Letherman, CCIM



SEC SR 13 & US 20, Middlebury
4 shovel-ready commercial lots. Mixed used development. Retail or medical.

Zoned B-3. \$150,000 per lot

John Letherman, CCIM



2622 S. 11th St., Niles
1.9 acres. High profile/high traffic location. Great for redevelopment. Zoned General Business. Offered at \$150,000

Pete Letherman, CCIM



SEC SR 13 & US 6, Syracuse
60 acres. Great location. Sewer & water plans being studied currently. Zoned M-2.

Call for pricing

Bill Kuhns, SIOR



65597 SR 19, Wakarusa
36.12 acres. Multiple lots for sale. Will divide. Multiple zoning. Offered at \$2,000,000

Bill Kuhns, SIOR/Richard Hobson



102 Charles St., Bristol
4,000 SF with office, 4 overheads,
14' ceilings, small paint booth. Lease:
\$2.85 PSF. Sale Price: \$119,900
Richard Hobson



424 E. Bristol St., Elkhart
1,530 SF in highly visible space in
busy location. Suite is move-in ready.
Lease: \$12.00 PSF
Pete Letherman, CCIM



420 E. Jackson Blvd., Elkhart
Former Elkhart Camera building.
5,000 SF. Corner location. Lease:
\$6.75 PSF. Sale Price: \$250,000
Ross Miller, SIOR



942 E. Jackson Blvd., Elkhart
Former Alick's Drugs. 8,000 SF
located on the river. 20' x 100' with
open floor plan. Lease: \$7.00 PSF
John Letherman, CCIM



952 E. Jackson Blvd., Elkhart
11,989 SF. 4,789 SF warehouse
space, full basement w/lift & 7,200
SF showroom. Lease: \$5.00 PSF
John Letherman, CCIM



1234 Johnson St., Elkhart *
Johnson Baldwin Crossing
640 SF
LEASED 2Q 2012
Ross Miller, SIOR



347 W. Lusher Ave., Elkhart
Great building in white box condition.
Lease: \$5.00 PSF.
Sale Price: \$375,000
Carl Tiedemann, SIOR



528-532 S. Main St., Elkhart
Former Mad Anthony's Restaurant
6,220 SF. Includes equipment. Close
to the new Lerner Theatre. Lease
considered. Sale Price: \$589,000
Ross Miller, SIOR/Richard Hobson



**Concord Commons,
Mishawaka Rd., Elkhart**
1,600 SF space available. First month
FREE. Lease: \$9.00 PSF
Richard Hobson



Northview Dr., Elkhart
North Pointe Retail Center. Anchored
by Kmart. Close to hotels &
restaurants. Call for pricing.
John Letherman, CCIM



57941 SR 19, Elkhart
7,344 SF
1.9 acres
LEASED 2Q 2012
Bill Kuhns, SIOR



23786 E. US 20, Elkhart
5-suite strip center built in 2006.
2,275 SF space available.
Join Subway. Lease: \$6.00 PSF
Richard Hobson

* Broker Disclosure: The property is owned in part by a licensed real estate broker in the State of Indiana.



1801 Wood St., Elkhart

Mario's Inc. building has 3,600 SF and is in good condition. Lease: \$4.33. Sale Price: \$140,000
Richard Hobson



2856 N. Eisenhower Dr., Goshen
Goshen Commons II. One suite of 1,125 SF left. Near Wal-Mart and Menards. Lease: \$12.95 PSF
Pete Letherman, CCIM



1920 Elkhart Rd., Goshen
1,400 SF suite available in strip center. Lease rate includes taxes & insurance. City water. Lease: \$11.14 PSF
Richard Hobson



1819-1907 Elkhart Rd., Goshen
4,800 SF building on 0.98 acres. 275' of frontage on US 33. Lease: \$9.00 PSF. Sale Price: \$395,000
Pete Letherman, CCIM



Lincolnway East, Goshen
Goshen Commons. Suites from 1,100 SF to 8,350 SF in this high-profile center. Lease: \$8.00-\$12.95 PSF
Pete Letherman, CCIM



1001 N. Main St., Goshen
5,292 SF brick building. 4.68 acres. High traffic location with good visibility. Sale Price: \$398,000
Pete Letherman, CCIM



1044 N. Bendix Dr., South Bend
Former bank. 2,463 SF building with basement. 5 drive-thru lanes. Sale Price: \$299,000
Richard Hobson



3275 Elwood Ave., South Bend
5,000 SF building on 0.54 acres. Built in 2001. Zoned CBD. Currently set up as multi-tenant. Sale Price: \$264,000
Brent Miller, SIOR/Richard Hobson



145 E. North Village Dr., Shipshewana
1,276 SF building on 1.71 acres. Pizza restaurant & 18-hole mini golf course. Sale Price: \$295,000
Richard Hobson

Hudkins Irrigation & Backflow Testing, a sister company to FM Stone, offers prompt, professional irrigation and backflow testing services with a dedication to the highest quality in materials and workmanship. We pride ourselves on a customized approach to each project—always keeping the diverse needs of your property's landscaping in mind.

Hudkins
IRRIGATION
& Backflow Testing

Backflow testing is required by state law, and needs to be done once or twice a year depending on the type of equipment your commercial building uses. Hudkins Irrigation & Backflow Testing is state-certified in Indiana. We will keep a copy of the backflow test, provide you with a copy, and submit all paperwork for the backflow test to the state. Our local counties are cracking down on businesses that do not perform these annual tests. Don't get fined. Call Alex Hudkins at 574-343-3223 or email him at shudkins@gmail.com to get an appointment set up today.





754 CR 3, Elkhart

12,186 SF in 2 buildings. 465 SF office space. 100% occupied with leases in place. Zoned M-1. Offered at: \$110,000

Bill Kuhns, SIOR



57974-57976 CR 3, Elkhart

66,647 SF in 2 buildings on 7.4 acres. Leases in place.

Offered at: \$1,250,000

Bill Kuhns, SIOR



56700 Elk Park Dr., Elkhart

19,800 SF
4.46 acres

SOLD 2Q 2012

Bill Kuhns, SIOR



1701 W. Franklin St., Elkhart

6,250 SF. 390 SF of office space. 2 overhead doors. 1 dock. Good power. Leases in place. Sale Price: \$185,000

Bill Kuhns, SIOR



1705 W. Franklin St., Elkhart

Keggereis building. 8,750 SF. 2 overhead doors, 1 dock, 16' eaves, good power. Leases in place. Sale Price: \$210,000

Bill Kuhns, SIOR



West Hively Ave., Elkhart

205,800 SF building. Fully leased. 13.7 acres. 22' ceilings. 5 docks & 5 overhead doors. Call for pricing.

Pete Letherman, CCIM

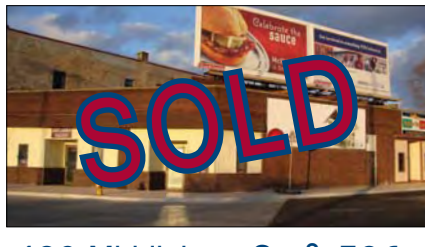


618-622 S. Main St., Elkhart

4,800 SF
0.25 acres

SOLD 2Q 2012

John Letherman, CCIM



102 Middlebury St. & 706-708 S. Main St., Elkhart

2,628 SF
0.11 acres

SOLD 2Q 2012

John Letherman, CCIM



113-115 State St., Elkhart

3,696 SF
0.05 acres

SOLD 2Q 2012

John Letherman, CCIM



2121 Chicago Rd., Niles

614,405 SF multi-tenant warehouse/distribution facility on 106.94 acres. \$1.6 million stabilized NOI. Bring offer!

Carl Tiedemann, SIOR
Ross Miller, SIOR

Nagy Drive, Elkhart

194,520 SF leased building. Situated on 25.17 acres. Features 28' ceilings, three docks & two overhead doors. Municipal utilities. 3-Phase power. Zoned Mfg. Call for pricing.

Pete Letherman, CCIM



FM Team Deals (cont. from page 12)

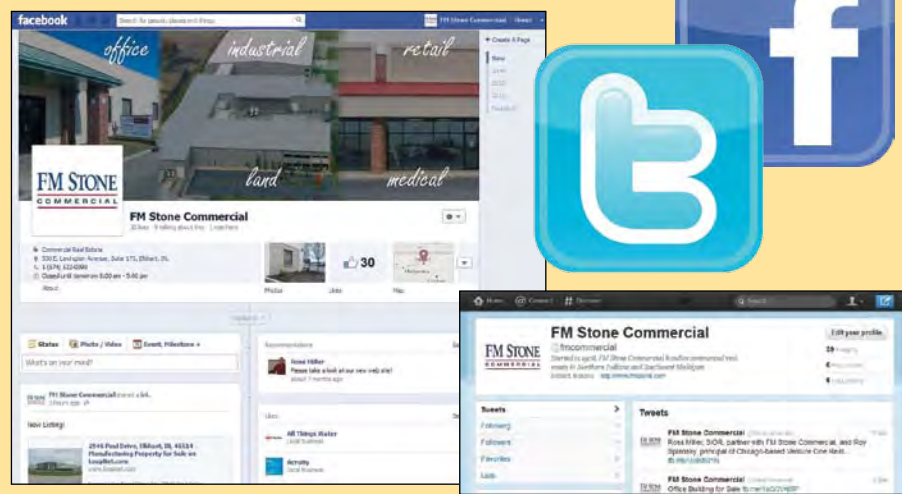
4-29-12 Two FM Stone Commercial team members recently sold the 233,151 SF building at 221 W. US 20 in Middlebury as an investment property. Ross Miller, SIOR, assisted CMH Manufacturing West, the seller. Brent Miller, SIOR, assisted MDK Enterprises, the buyer. The building, which sits on 45.45 acres, is being leased to Bullseye Industrial Sales an industrial surplus store that sells new and used items.

4-18-12 Deidre and Mark Quiring, historic preservations who operate as Turnbuckle Development LLC, purchased several properties in downtown Elkhart this spring. The Quirings, who are from Pennsylvania, enjoy refurbishing and restoring historic properties and then leasing them. The Quirings have been in Elkhart County for about a year and have now begun the process of restoring three buildings in Elkhart's downtown. The buildings, formerly owned by Jack and Esta Donis, include three storefronts (two of which are currently leased to the Elegant Designs dress shop) and five upstairs apartments at 612-618 S. Main Street, two storefronts and two upstairs apartments at 113-115 State Street, and three storefronts at 706-708 S. Main and 102 Middlebury Street (currently leased to Antojitos Mexicanos). Deidre and Mark will have the first restored storefronts available for lease sometime in the summer. Efficiency apartments and one-bedroom units are available at this time.

4-10-12 Bill Kuhns, SIOR, assisted Recreation by Design in the purchase of a 52,831 SF building at 57420 CR 3 in Elkhart. Recreation by Design is a manufacturer of high-end RVs and is expanding its operations from a 40,000 SF building on the east side of town. This new space will allow the company to have a better manufacturing flow of its product line and an additional six acres for future growth. The property, which sits on 10 acres, was previously used by Patriot as its plant 1 and corporate headquarters.

3-4-12 FM Stone Commercial is proud to announce that one of its team has sold the manufacturing/warehouse building at 11555 Harder Drive in Middlebury. Pete Letherman, Senior Vice President at FM Stone, represented Forest River Inc. in the purchase of the 127,854-square-foot building. One of the former Pace American buildings, the property sits on 15.18 acres and features 26-foot ceilings, four docks and 23 overhead doors. Headquartered in Elkhart, Forest River is a manufacturer of RVs, cargo and utility trailers, pontoon boats, light and medium-duty buses, portable structures and offices, and manufactured housing units. The company is expected to use the Harder Drive building for future expansion needs.

Like Us!



Area News of Interest

- **Elkhart** opened a new brewery downtown. Iechyd Da Brewing Co., pronounced, "yacky da," is located at 317 N. Main Street. The store opened to the public in early June.
- A Nördlingen, Germany-based company, Kiel NA, LLC, plans to locate its first U.S. facility in **Elkhart**. The company will invest \$3.78 million to prepare a 20,000 SF building at 4519 Wyland Drive so it can manufacturer passenger seating systems for buses and trams. The deal should create more than 60 new jobs by 2015, but the site is expected to be operational by the fall of 2012.

Area News of Interest (continued from page 21)

- Forest River, Inc. broke ground on a new 100,000 SF facility in **Goshen** in May. The new facility should be completed by November and is expected to increase Forest River's workforce by up to 25%.
- In early June Scientific Developments Inc., a Eugene, Ore.-based manufacturer of traffic safety products, announced plans to locate a new facility in **Elkhart** in order to be closer to its Midwest customers. The company is buying a 50,000 SF building at 1655 Gateway Court. The plant is slated to be operational by early 2013 and is expected to create up to 11 new jobs by 2015. Scientific Developments Inc. produces equipment from post-consumer recycled tires and recycles nearly 6 million pounds of rubber from tires each year.
- Nishikawa Cooper LLC, which is headquartered in **Topeka**, plans to expand its manufacturing facilities there. The project will include the purchase of approximately \$5.5 million in new manufacturing equipment that was necessitated by the growth in the automotive market, and will include new rubber-extrusion lines and associated equipment. The project is expected to support the creation of up to 15 new jobs in addition to the retention of 435 current employees at the **Topeka** location. Nishikawa Cooper is a joint venture between Cooper Standard Automotive and the Japan-based Nishikawa Rubber Co. The company manufactures dynamic sealing systems for both foreign and domestic automotive customers, including Honda, Nissan, Chrysler, Toyota, Subaru and Mazda. Nishikawa Cooper also has a manufacturing facility in **Bremen**.
- Agdia, Inc., a biotech company that provides test kits for plant pathogens and transgenic traits, plans to relocate its current **Elkhart** facilities to 45 acres at the northeast corner of CR 1 and CR 10 on the northwest side of **Elkhart**. The company hopes to add 25 new positions within the next five years. Agdia currently has a staff of 55.
- A new **Edwardsburg** restaurant is on the horizon. Fat Cam's at **Garver Lake**, located at 25020 May Street, should be open by the end of July. The new owners, Cameron and Kate Horne, have done extensive renovations on the former **Garver Lake Tavern**. The full-service restaurant will feature many food options, but Chef Cam is inspired by cajun cuisine. Be sure to check it out!
- Automotive Climate Control, Inc. (ACC), announced plans in late May to invest almost \$5 million in new equipment to expand its 75,000 SF **Elkhart** headquarters. As a result, up to 40 new jobs will be created by 2015. ACC manufactures HVAC systems for the specialty vehicle market including buses, ambulances, fire trucks and many other special purpose manufacturers. ACC currently has 51 full-time employees in **Indiana**.
- Michigan-based Federal-Mogul Corp., which makes automotive parts, announced in May that it was planning a \$22 million upgrade to its **South Bend** factory. The move could create 20 jobs. The company already employs around 400 at the facility and has been located in the area for 25 years. Federal-Mogul also has locations in **Frankfort**, **Indianapolis**, **Logansport** and **Michigan City**.
- The former **Martin's SuperMarket** space in **North Pointe** shopping center is no longer completely vacant. RV Parts Nation, formerly known as RV Surplus, relocated this spring from its previous location on **Bristol Street** into the space on the north side of **Elkhart**. Located just off SR 19, near the Toll Road entrance, RV Parts Nation will occupy 47,410 SF and have plenty of room for parking.
- The Port of **Indiana-Burns Harbor** is reporting an increase in shipments for the first five months of this year, compared to 2011. Officials say there has been a spike in several steel products along with industrial and agricultural cargo. Shipments of fertilizer, corn and soybeans are 10 times greater than this point last year.



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ABOUT US

FM Stone Commercial is the largest and most experienced real estate firm in Northern Indiana. With our headquarters in Elkhart County, we service 12 counties in Northcentral Indiana and Southwest Michigan. Our agents are united by a collective commitment to combine market knowledge and technological sophistication to deliver unsurpassed and proactive professional commercial real estate services to our clients. We serve with honor and integrity using teamwork to help clients make wiser, better informed decisions, resulting in maximum real estate values. Our team has a combined 268 years experience in commercial real estate.

OUR SERVICES

- SALES
- LEASING
- PROPERTY MANAGEMENT
- APPRAISALS
- INVESTMENTS
- CONSTRUCTION
- AUCTIONS



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• J. Wilsey Appraisal Co. • Tiedemann Wines • Eastpoint Business Centre • Lexington Business Centre