



CARLOS A. LORENTE

Senior Vice President

Carlos joined the firm in June of 1993, after being in business for six years with Renault & Handley in Santa Clara and Palo Alto. Prior to his commercial real estate career, Carlos held positions in purchasing management with Raychem Corporation for over six years and in purchasing for Fairchild Semiconductor in Mountain View for more than five years.

SPECIALTY

Sales and leasing of industrial/commercial properties in Silicon Valley, with an emphasis on tenant representation.

EDUCATION

BS in business administration from San Jose State University

ASSOCIATIONS

MEMBER of Association of Silicon Valley Brokers (ASVB)

SALES TRANSACTIONS

18,720 SF	Contract Metal Products	4410 Western Ave, Union City
16,000 SF	Haro's Metal Finishing	630 Walsh Ave, Santa Clara
10,800 SF	Amex Plating	333 Woodward, Santa Clara
18,200 SF	Bill's Towing	1968 Leghorn St, Mountain View
10,080 SF	Pacific Prod. Consulting	600 Laurelwood Rd, Campbell
11,310 SF	Jessee Brothers Machine	1640 Dell Ave, Campbell
23,000 SF	Trumpp Brothers	490 Gianni St, Santa Clara
20,000 SF	Advanced Linear Devices	415 Tasman Dr, Sunnyvale
8,000 SF	Co-Systems	1263 Oakmead Village Dr, Sunnyvale
20,188 SF	Kurdex Corporation	343 Gibraltar Dr, Sunnyvale
15,575 SF	General Fabrication	2989 San Ysidro Way, Santa Clara
5,000 SF	Ewald Associates	3350 Scott Blvd, Bldg. 46, Santa Clara
9,576 SF	Licari Manufacturing	3395 Woodward Ave, Santa Clara
4,870 SF	Sollecito Photography	2250-2260 Mora Dr, Mountain View
34,410 SF	Orchard Properties	1308 Borregas Ave/207 Java, Sunnyvale
42,624 SF	Orchard Properties	1277 Orleans Dr, Sunnyvale
51,440 SF	Orchard Properties	1349 Moffett Park Dr, Sunnyvale

SELECT CLIENT LIST

- Anda Networks
- Headway Technologies, Inc.
- Komag Corp.
- Kurdex Corp.
- Nanosolar, Inc.
- O'Neil Moving Systems
- Silitronics, Inc.
- Source Electronics
- Visix Corp



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SALES TRANSACTIONS

6,983 SF	Delta Machine	2180 Oakland Rd, San Jose
16,260 SF	Haro's Metal Finishing	3170 Molinaro St, Santa Clara
9,600 SF	Semi. Engineering Group	1002-1004 Hanson Ct, Milpitas
9,835 SF	Danex Corporation	380-384 San Aleso Ave, Sunnyvale
19,962 SF	Silitronics, Inc.	85 Great Oaks Blvd, San Jose
2,400 SF	Condor Reliability Services	3400 De La Cruz Blvd, Unit R, Santa Clara
6,304 SF	Walton Engineering & Mfg.	1160 Mtn. View-Alviso Rd, Sunnyvale
23,976 SF	QuickTurn Circuits	1101-1111 Comstock St, Santa Clara
12,000 SF	TeleData	44061 Old Warm Springs Blvd, Fremont
16,856 SF	Applied Physics Systems	1245 Space Park Dr, Mountain View
16,200 SF	CALMAX Technology	3170 Molinaro St, Santa Clara
17,000 SF	All Seasons Roofing	350 Phelan Ave, San Jose
10,000 SF	German Motor Specialists	380 San Aleso Ave, Sunnyvale
29,127 SF	Qualified Parts Laboratories	3605 Kifer Rd, Santa Clara
20,000 SF	Jump Soles USA	1294 Lawrence Station Rd, Sunnyvale
124,010 SF	Komag Corp./Global Innov.	4770 Kato Rd, Fremont
59,040 SF	Komag Corp./Global Innov.	1055 Page Ave, Fremont
21,280 SF	Accurate Technology	926-930 Thompson Pl, Sunnyvale
20,000 SF	Pacific Production Cons.	570 Maude Ct, Sunnyvale
6,304 SF	Evans & O'Brien	1106 Mtn. View-Alviso Rd, Sunnyvale
9,100 SF	Medelex, Inc.	1170 Mtn. View-Alviso Rd, Sunnyvale
44,976 SF	North Ford Properties	14100 Doolittle Dr, San Leandro
11,485 SF	McGuire & Hester	16020 Caputo Drive, Morgan Hill
27,000 SF	General Electronics Assemb.	3045 Stender Wy, Santa Clara
11,352 SF	Adv. Precision Machining	3380 Victor Ct, Santa Clara
13,640 SF	Unitech Tool & Machine	3025 Stender Wy, Santa Clara
11,400 SF	BAT Gundrilling	2020 Walsh Avenue, Santa Clara
8,276 SF	New Structure Plumbing	650 Charles St, San Jose
22,689 SF	D. Thomas Party Rentals	1237 Birchwood Dr, Sunnyvale
9,440 SF	James Zanardi	970 McGlincey Ln, Campbell
18,809 SF	Krisco Machining	3424 De La Cruz Blvd, Santa Clara
13,000 SF	Applied Physics	1250 Space Park Dr, Mountain View
31,964 SF	AVP Technology	4140 Business Center Dr, Fremont

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24,300 SF	Victor Tschirky/Helmut Frank	48909-48949 Milmont Dr, Fremont
175,000 SF	Gilbane Properties	1286-1298 Kifer Rd, Sunnyvale
8,050 SF	Joe & Marleine Bechwati	329 Sango Ct, Milpitas
15,000 SF	Ray Flaig	2594 Leghorn St, Mountain View
17,980 SF	Dukanovic Trust	9210 East Arques Ave, Sunnyvale
8,400 SF	Silicon Valley Builders	481 Auzerais St, San Jose
60,448 SF	Kurdex Corporation	217 Humboldt Ct, Sunnyvale
262,000 SF	ECS Refining	2222 Sinclair Ave, Stockton
17,000 SF	Top Microsystems	1340 Norman Ave, Santa Clara
66,289 SF	Bristol Myers Squibb	521 Cottonwood Dr, Milpitas
42,000 SF	R&C Brown Associates	210 Phelan Ave, San Jose
23,232 SF	German Motor Specialists	2569-2587 Wyandotte St, Mountain View
16,600 SF	Alvin Shih	901 Camden Ave, Campbell
8,276 SF	AUS Decking	650 Charles St, San Jose
19,962 SF	Westpak, Inc.	85 Great Oaks Blvd, San Jose
10,080 SF	Calmax Technology, Inc.	600 Laurelwood Rd, Santa Clara
23,233 SF	Menlo Land Capital	2569-2587 Wyandotte St, Mountain View
17,884 SF	PK Selective	415 Mathew St, Santa Clara
27,000 SF	Coresite	3045 Stender Wy, Santa Clara
48,970 SF	General Electronics Assem.	1525-1531 Atteberry Ln, San Jose
8,000 SF	Sing Chang & Grace Ling	O'Reilly Auto Parts, Chico, CA
2,430 SF	Sing Chang & Grace Ling	Carl's Jr., Carlsbad, NM

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PARTIAL CLIENT LIST

Accessories Plus*	13,020 SF	Extreme Precision	7,435 SF
Accurate Technology	21,200 SF	Firepad, Inc.	6,850 SF
Advanced Linear Devices	20,200 SF	Fortrend Engineering	10,500 SF
Adven Polymers	8,360 SF	Gen. Electronics Assembly*	41,840 SF
Aid Mailing*	47,800 SF	General Fab	15,575 SF
America II West*	11,292 SF	German Motor Specialists*	56,464 SF
Amex Plating	10,800 SF	Gold Disk	17,800 SF
Anda Networks*	112,971 SF	Gourmet Electronics	8,183 SF
AVP Technology	31,964 SF	Haro Metal Finishing*	50,520 SF
Bay Area Internet Solutions	16,400 SF	Headway Technologies	101,200 SF
Bay Microsystems	5,800 SF	Helio Medical Supplies	13,460 SF
BeOpen.com	5,598 SF	HMT Technology*	124,924 SF
Bill's Towing	18,200 SF	Hummingbird Solutions	11,756 SF
Cade Company	20,000 SF	Import Store	20,000 SF
Centaur North	11,491 SF	Inprint Corporation*	31,216 SF
Champion Telecom	28,520 SF	Integrated Device Tech.	8,000 SF
CMOS Technologies, Inc.*	38,060 SF	Integrated Solutions	5,000 SF
Comac	65,000 SF	Jessee Brothers Machine	11,310 SF
Contract Metal Products	18,720 SF	Jump Soles	20,000 SF
Co-Systems*	29,000 SF	Kainos Trust*	12,800 SF
Craftmaster Machinists	6,600 SF	Kelley Computer Systems*	13,300 SF
Cromemco, LP	14,000 SF	KFI Technology	12,000 SF
Cypress Semiconductor	25,000 SF	KIS Computer	7,264 SF
Darko Precision	32,000 SF	Komag Corp.*	371,353 SF
Delta Machine	6,983 SF	Krisco Machine*	26,235 SF
Devel Construction	5,200 SF	Kulicke & Soffa	34,954 SF
Domocraft	7,716 SF	Kurdex Corporation*	162,084 SF
ECS Refining*	427,374 SF	Laitron Computer*	30,688 SF
Effective Mgmt. Systems	5,200 SF	LeadLogix	7,500 SF
EMMS	12,510 SF	Licari Manufacturing	9,576 SF
Epic Design Technology*	12,500 SF	Logosol	6,917 SF
Evans & O'Brien	6,304 SF	Matrix Technology*	22,250 SF
Ewald Associates	5,000 SF	Medical Innovations	11,897 SF

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Megapower*	19,250 SF	Tactical Fabs	12,315 SF
Micro Lithography, Inc.	26,935 SF	TAME Computer*	14,850 SF
Minx Software	5,500 SF	Target Electronics, Inc.*	16,931 SF
Mitsubishi Electronics	12,250 SF	TechniGuidance	25,000 SF
Nanosolar, Inc.	203,807 SF	Tharas Systems	6,530 SF
New Age Plastics	5,300 SF	Trendwest Resorts	8,400 SF
Nexcom Technology*	16,000 SF	Triad Resources*	40,000 SF
Now Electronics*	6,770 SF	Tubetronics, Inc.	16,730 SF
O'Neil Moving Systems*	164,764 SF	Tuff Shed*	50,542 SF
Okamoto Corporation USA	8,519 SF	Virtual Power Systems*	10,663 SF
Orchard Properties*	143,224 SF	Visx Corporation	25,025 SF
Onspec Technologies	8,600 SF	Volutone	10,500 SF
Oriol	12,315 SF	Walton Engineering & Mfg.*	17,608 SF
Pacific Prod. Consulting*	46,160 SF	Warren Wickie & Associates	7,800 SF
Palaver Communications	19,225 SF	Watkins-Johnson	7,890 SF
Palex Metals	16,800 SF	X-stream Logic	7,323 SF
Peer Networks*	15,700 SF	Zenitram Finishing	10,080 SF
Permian Builders	6,110 SF		
Power One	4,469 SF		
Promex Industries*	42,150 SF		
Quick Turn Circuits	23,976 SF		
Rapid 5 Networks*	104,543 SF		
Rapid HVAC Solutions	7,716 SF		
Reel Service	14,800 SF		
Reez.com	12,500 SF		
Rock Shox	16,850 SF		
Silitronics*	52,327 SF		
Spatial Photonics	12,502 SF		
Source Electronics*	8,240 SF		
Spreadtrum	9,000 SF		
Supreme Marketing*	8,240 SF		
Swintek Enterprises	6,800 SF		
T.D.I. Systems	68,987 SF		

* Clients in 2 or more transactions

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