



SPECIAL SECTION

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BENJAMIN LANARD

JACOB AXILBUND

Navigating a Century of Change

The manufacturing boom was in full flux—and textiles in particular were all the rage in 1920 Philadelphia. The city boasted the widest range of textile products that no other city in the U.S. could rival at the time.

It was in this backdrop, as the first traffic lights emerged on Market Street, that two entrepreneuring salesmen, Benjamin Lanard and Jacob

Axilbund united to form a new real estate firm to service the flourishing commerce. It has been a forward race ever since.

The garment trade fueled our firm's foundation but a fast changing world provided the course for growth and expansion to new markets and sectors. As highways developed, suburban industrial and office parks followed. New retail concepts like regional malls blossomed.

Logistics drove our growth and specialization through the Northeast. As globalization required greater connectivity we made a strong partnership with global leader Colliers. Today we are diving deep to provide skills and specialization in a broad range of areas from life sciences to golf.

100 years, 6 offices, 125 employees and countless clients served later our

passion to tackle the challenges of our time remains unflagging – we are ever curious.

With relentless commitment and an enterprising DNA we continue to live in and feel the heartbeat of our markets, lead with game-changing tools and technologies and invest in our talent.

Most importantly, we're not slowing down. Our history is only our beginning.



Congratulations on 100 Years!

We value Colliers service on our historic redevelopment the Keystone Trade Center and throughout the region.

www.keystone-trade.com



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TRADE CENTER



Brandywine congratulates Colliers on **100 years** in the Philadelphia region! We are proud to be a partner, and wish you many more years of success.



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QUALITY • INNOVATION • INTEGRITY • COMMUNITY



Philadelphia born & raised

What began as the partnership of Lanard and Axilbund in a one room office on Market Street has evolved through the work and partnership of all that have come before us. Today, as Colliers, we are one of the highest ranked and longest continuously operating commercial real estate firms of the Tri-state region.

It is the spirit of partnership that has made Colliers special.

To our esteemed clients and partners - we say thank you (and maybe just once more for good measure.) Your trust in Colliers fuels our desire to keep raising the bar, reaching higher.

To our Colliers family - like a child growing up first you walk, then you jog and then you run. We have become stronger and grown larger but our people and culture of care that has made us who we are.

I am proud of the role we have played in the region during our first 100 years. While much has changed, what hasn't changed is our focus on putting our clients first. We will continue to adhere to the highest standards of integrity, reinvest in our firm and people, and to understand and be committed to our client's goals.

With tremendous gratitude,
Douglas Sayer, SIOR



Douglas Sayer joined Lanard & Axilbund in 1969 and is responsible for the evolution as Colliers in the Tri-state, serving as President and CEO.

Colliers 100



HERITAGE

Lanard, Axilbund and the Bold Red Diamond

The stylish lofts of Philadelphia today offer a peek into Colliers past. The bold red diamond of Lanard & Axilbund was a common fixture throughout the city and by the 50's and 60's the firm sold more steam to garment manufacturers than rent collections, with over 300 engineers racing to serve boilers and keep 6 million square feet of industrial space within the Philadelphia Central Business District occupied and running, solidifying a reputation as go-to managers and leasing specialists to the industrial trade.



SERVICES

Our History is Only the Beginning

Colliers accelerates success for a diverse range of industries and sectors.

Today we have evolved as a leader in real estate in the region with offices in Philadelphia, Conshohocken, Allentown, Harrisburg, Mount Laurel and Wilmington.

Our spectrum of services includes industrial, retail, office and investment brokerage as well as property management, corporate solutions, capital markets, valuation, engineering, property marketing and research. Unique specializations reach sectors like logistics, medical, life sciences, senior housing, hospitality and more.

Consistently recognized for handling the largest and most complex real estate transactions in the region year after year, consider Colliers for your next historic move.



READY TO MAKE OUR COMMUNITY STRONGER

Citizens is proud to support Colliers and their 100-year milestone!

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Joe Aristone

Colliers "Alumni"
(1988-1994)

Congratulations

Colliers on 100 Years in Business!

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Our People Lead Us Into the Future.

In 1920, one could look out the window and see their market. Today, the market is global and substantially more complex. At Colliers we encourage our people to do their best work every day, cultivating leaders who are empowered to think and act differently. From partners and salesmen, runners and switchboard operators of the past to the consultants, analysts and automation specialists of today, it is our people who have led us out of yesterday's challenges and ensure we are ready to tackle those of tomorrow.

We have a familial culture, with an average tenure of 30 years, some holding an astounding 50 years. In a year without precedent, from helping healthcare heroes to the impromptu launch of a fully virtual workplace, we are proud to have innovated and grown in order to serve the needs of clients when they need trusted advisors the most - a new facet to our 100-year-old firm.



Accelerate your real estate career.
www.colliers.com/careers

We are looking for people across a wide range of skill sets and expertise. Whether you're a seasoned professional, a recent grad - or a Philadelphia high school student interested in exploring our industry with a summer mentorship, see what you can BE at Colliers. Contact Mary Chan, Chief Human Resources Officer & Diversity Leader for the Tri-State Region at PhiladelphiaHR@colliers.com



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www.colliers100.com



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Colliers

Your friends and fans
at Odell Studner are
excited to
congratulate **Colliers**
on their 100th year.
We look forward to
the next 100.

Congrats again and
best wishes!



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Proud to Be a Part of Colliers' 100 Year Journey

Friedman, nearly a century old itself, has been guiding business leaders through uncharted territories. Rely on our seasoned experts for assistance navigating today's challenging landscape.



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