

Accolades for Chuck Brazier's Performance ----

It was good of you to add your favorable personal comments about Chuck Brazier in the matter of Centerpoint.

Those of us who have known and worked with him for any time (close to twenty years in my case) have come to know Chuck as one of the genuine good guys in the industry.

I agree with you --true character shows in the tough times -- and Chuck Brazier is a gem. I am proud to call him my friend.

Barry Reitman
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I was glad to read your positive comments on Chuck Brazier's integrity. I first met Chuck at the WAEL Convention in spring 1986 right after I started Kropschot Financial Services. He was instrumental in helping me get his employer, Colonial Pacific, as my first M&A assignment, leading to our sale of the company to Pitney Bowes.

Chuck Brazier is one of the real "nice guys" in the leasing industry, and I have heard nothing but favorable comments on him from those who have been associated with him.

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I have worked with Chuck in his various positions for as long as I can

remember and he has always been completely honest and above board with a very high level of integrity.

I am or I should say was a broker for Centerpoint and it was an absolute pleasure working with Chuck.

I absolutely feel that inside this is probably the most difficult time of his life. Whatever Chuck does in the future he has my vote of confidence and I wish him good luck.

Phil Dushey

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Good Morning Kit,

I have been getting you letter for some time yet have been out of the leasing industry for about 2 years. I got up this morning and started reading about Centerpoint and how Chuck Brazier is going the extra step for his people and the company.

That is the Chuck Brazier I knew!

Many years ago, I was in the leasing business. I was out of a job and ended up in Southern California. Chuck Brazier gave me a helping hand.

I had kept in contact with Chuck for a while, then after I returned to the Midwest distance and business had gotten in the way and my contact with him stopped.

I can say that I really appreciate Chuck Brazier. I found him to be a wonderful man to be around. He always went the extra mile for the people he worked with. He has class and is someone that many in the industry should look to when they are looking for an example of what management and a team player is all about.

I wish Chuck the best and know he will land on his feet.

George Osbourn
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"Chuck Brazier is one of the finest people in our industry and it is time for his friends to speak up in his defense. After knowing Chuck for the past 13 years, I consider him a true friend so here goes. To the brokers that feel Chuck has let them down----you don't have any clue as to the time and effort he is dedicating to place your deals quietly behind the scenes with other sources.

You cannot blame Chuck for the demise of Centerpoint since he was the Director of Sales--not the President, not the CEO and not the money man backing the company. The decision to close Centerpoint was made at the highest levels, but Chuck got the dirty job of shutting down the operation and taking the verbal abuse and grief from brokers. He is doing this with integrity and style by taking the abuse and not trying to pass the buck.

Chuck, from your many friends---you are a class act and we wish you success after Centerpoint is dead and buried. Besides, sandy beaches fit you better than snow anyway.

Welcome back to the South".

Charlie Lester
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I agree with your comments regarding Chuck Brazier. I have known Chuck for 15 years, have done business with him and we've also closed a few bars together.

I was having dinner with Chuck and Connie Brazier in South Beach when my youngest daughter, Alaina was born. Chuck and Connie stayed with me through the entire night because I could not get a flight home until early the next morning. Chuck also gave me one of the best pieces of advice I have ever gotten from anyone in this business.

About 12 years ago Chuck Brazier explained the difference between the "operational" management philosophy and the "volume" philosophy. That explanation and his advice would influence the way we structured and operated out company until this very day.

As members of the UAEL executive committee we also worked through one of the toughest times in the history of the association. That was largely because of a decision that I made as president but Chuck Brazier, to whom the real brunt of my decision would fall, was behind me all the way.

I would be willing to bet that those who are most critical of Chuck at a time like this have no understanding of how the situation at Centerpoint would affect this man mentally and emotionally.

Chuck, like so many others in this business in the last few years, could have disappeared, skulked into the darkness for a couple of months taking advantage of a new company name and the short memories that are so prevalent in this industry. After all, he was not a principal there.

He could have easily feigned any responsibility. As most of your readers know, however, he did not do that. He took the angry calls, the verbal abuse and the arrows for a situation that, I believe, was beyond his control.

If I were to present one person in this industry that has presented the example that I have tried to emulate, it would be Mr. Chuck Brazier.

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