

# The Power of Space to Grow Your Business

**Logistics & Industrial Occupier  
Services Team**



**Colliers**

# Who We Are

**We help industrial occupiers find the right real estate solution to realize their unique business goals.**

Co-led by industry leaders Gord Cook, Sam Sgambelluri, Austin Cook, and Thomas Cattana, our team is fully committed to the success of our clients. We are known for our collaborative approach—one focused on understanding the ins and outs of your business so we can align real estate solutions from an informed place, as a true extension of your team.



# Our Performance at a Glance

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**690**

Advisory Assignments  
(Sale & Lease)

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**\$7B**

Total Transaction Value

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**70M SF**

Total Square Feet Transacted

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**3,215**

Total Transaction Size (Acres)

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**83**

Net Promoter Score

N.B. Team statistics reflect its performance from the last 15 years.

## Our Industry Accreditations





# What We Do

**Our highly-committed team will work with you through every step of your occupancy.** Structuring and negotiating the right transaction for your business, leveraging all the alternatives that exist in today's market requires experience, creative thinking, and a bias for action. From selecting the optimal location to thinking through supply chain implications and financial structures, we develop real estate solutions that solve your business challenges and key priorities.

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## Team Core Services

- Acquisition & Disposition Services
- Lease Restructuring
- Market Intelligence
- Multi-Market Services
- Project Budgeting
- Occupancy Cost Comparisons
- Renewal Negotiations & Fair Market Rent
- Site Selection
- Valuation
- Sale & Leaseback
- Buy vs. Lease Analysis

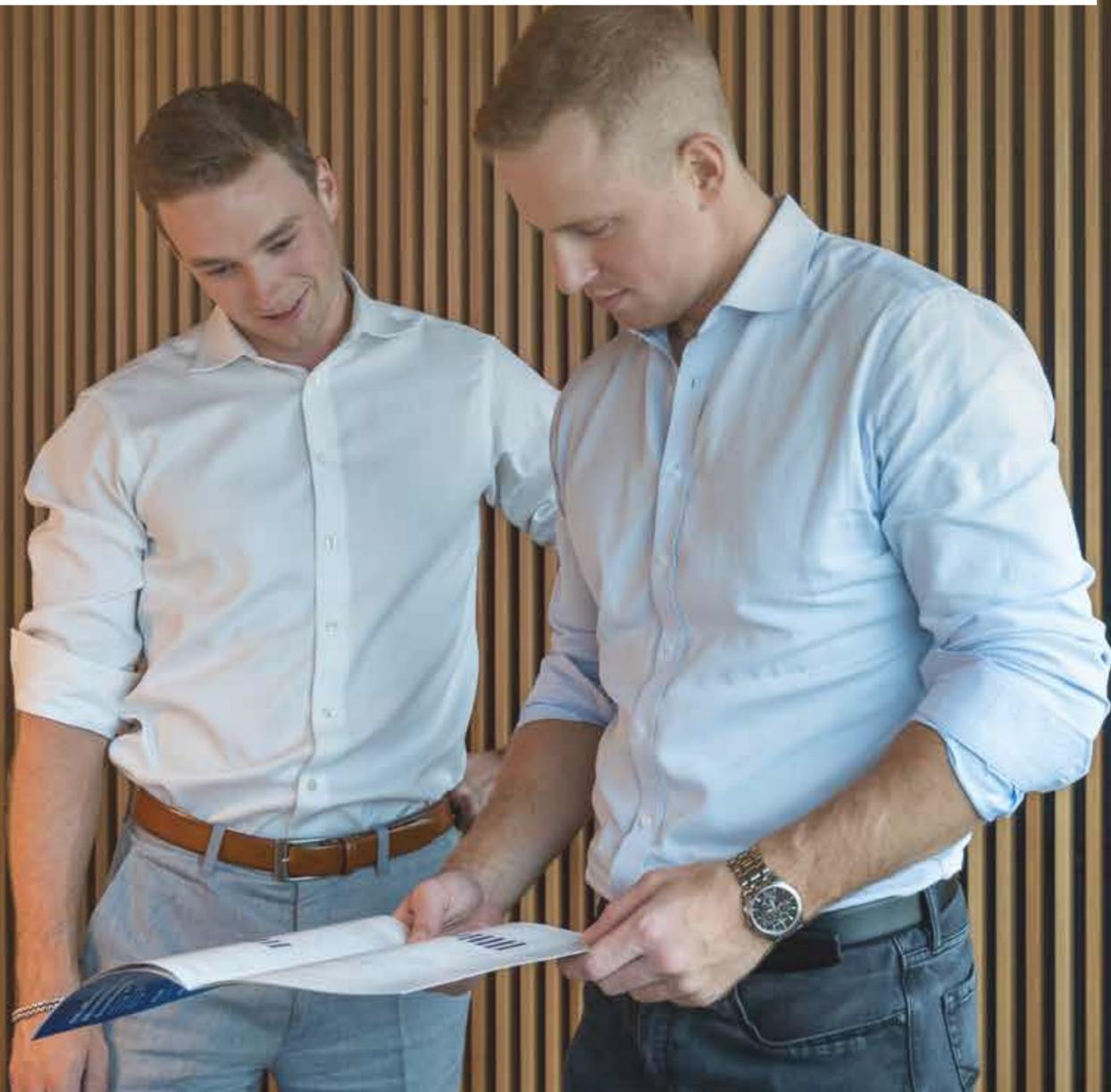
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## Colliers Integrated Services

- Appraisals
- Building Design & Implementation
- Construction Services Procurement
- Project Management
- Lease Audit Services
- Labour & Tax Studies
- Supply Chain/Network Optimization
- 3PL Assessment
- Warehouse Design & Fit Out
- Urban Planning & Development Consulting

# Why We're Different

**Making the right space decision is more than the building or location you choose—it impacts your people, brand and culture, operations, risk, and costs.** Delivering outstanding financial results is only one of our goals. Piece of mind is the other.



## 1

### **An Extension of Your Team**

With an unwavering sense of integrity to always act in your best interest, we're committed to understand your business intimately so we can find the right solution to accelerate your success.

## 2

### **Bespoke Real Estate Strategy**

Whatever your unique goals or challenges are, our team of experts is driven to find a real estate solution specific to your business.

## 3

### **Meticulous Transaction Management**

Our team is well-known for its established and customer-focused transaction process. This proven system not only delivers consistent results, it also lowers cycle times, improves oversight and control, and mitigates risk.

## 4

### **Tactful Negotiations**

Armed with uncommon market knowledge and led by Gord Cook, an industry leader with 33 years of experience, we put you in a position of advantage to leverage the most favourable terms possible.

## 5

### **Unique Visibility to Opportunities**

In today's competitive environment, our team has access to unique opportunities others may not, giving you more choice and a clear advantage first out of the gate.

# Our Work

**It's more than a space. It's your business.**

We take great pride in helping local and national industrial occupiers make a meaningful impact on their bottom line, position their brand for success, attract and retain the right talent, and maximize operating efficiencies.



# Our Clients



Colliers secured favourable terms for us, providing further cost savings and additional flexibility as we consolidated our operations. The team spent considerable time understanding our overall business needs and challenges, deciphered what this meant from a logistics perspective, and found the ideal building for our accelerated growth."

- Andreas Edvinsson, Logistics Director, JYSK

# Success Stories



Costco Case Study  
100 Line Drive, Vaughan

**Scope:** Locate a suitable 70 acre site to accommodate Costco Wholesale's dry depot, wet depot, commissary, and e-commerce operation.

**Results:** Successfully assembled a site with Rice Commercial to develop an initial building of 560,000 SF with expansion capability to 900,000 SF. The facility will service 123 stores from Winnipeg to St. John's.

**900,000 SF**  
Building Size

**70 Acres**  
Property Size

**\$51M**  
Total Consideration



TTC Case Study  
2239 Sheppard Avenue West, Toronto

**Scope:** Conduct a 'lease versus buy' analysis for the Toronto Transit Commission and recommend the most cost efficient solution for a consolidated warehouse to serve the TTC's existing and future operations.

**Results:** Recommended a lowest cost/highest efficiency strategy and negotiated the best possible deal terms for the TTC in a marquee, speculative industrial project, by ONE Properties, through several rounds.

**550,000 SF**  
Building Size

**35-40 Acres**  
Property Size

**\$100M**  
Total Consideration



## JOHNSTON EQUIPMENT CASE STUDY

5990 Avebury Road, 5975 Falbourn Street & 1301 North Service Road, Mississauga

**Scope:** Complete an extensive lease, labour, and transportation analysis to determine the ideal cost and footprint for Johnston Equipment's operations in the Greater Toronto Area.

**Results:** Successfully negotiated lease extension of three facilities with multiple landlords. Colliers continues to provide ongoing support and advisory services to Johnston Equipment in markets across Canada.

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**300,000 SF**

Building Size



## JYSK CASE STUDY

6757 Northwest Drive, Mississauga

**Scope:** JYSK needed the right facility in a short time frame to optimize their evolving logistics requirements. They were going through a rapid expansion of retail stores and e-commerce as part of their strategic growth.

**Results:** Despite a highly competitive environment with multiple competing tenant offers, our team was able to secure below market rents by leveraging the strong covenant of the JYSK brand during negotiations.

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**392,919 SF**

Building Size

# About Colliers

(TSX & NASDAQ: CIGI)

Colliers is a leading global diversified professional services and investment management company. We help developers, investors, landlords and tenants achieve exceptional results by acting quickly to seize opportunities and generate the right property solutions, wherever they may operate.

**Our difference is simple. We are enterprising.** What sets us apart is not what we do, but how we do it. Our people are passionate, take personal responsibility and always do what's right for our clients, people and communities. We attract and develop industry leaders, empowering them to think and act differently to drive exceptional results.

At Colliers,  
We Accelerate Success.

\$3.3B

Annualized revenue  
in US\$

66

Number of countries in  
which we are established

2B

Square feet under  
management

54,000

Lease/sale transactions

\$40B

Assets under management

18,000

Number of professionals  
working with us

[www.collierscanada.com](http://www.collierscanada.com)

Colliers

# Get In Touch



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