

NAI Logistics Group

Serving the Warehouse & Distribution Industry with Real Estate Solutions

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GLOBAL PRODUCTION REQUIRES GLOBAL LOGISTICS

WELCOME to the world of global production sharing.

In North America, this means that manufacturing activity will implement measures that will involve consolidation of operations into centres of highest relevant economic productivity. Some types of this production will require workers with higher level skills, while other types will require lower wages costs.

Over 9,000 firms from every state in the U.S. and every province in Canada are active in production or distribution in Mexico. Activity ranges from cotton warehousing to automotive components to semi-conductors.

The majority of raw materials for production south of the Rio Grande are imported and the majority of finished goods made are exported. This creates a huge need for 3rd party logistics companies to service all areas of North America with this production.

Meanwhile, efficiencies are being designed in management systems associated with transportation of this material. For example, Sony is able to import television components at the port of Long Beach, California, truck them to Mexico, assemble a television, and deliver finished products to its distribution center in Rancho Bernardo, California within an efficient 36 hour loop.

Third party logistics firms are supplying corporations as diverse as Wal-Mart and the automotive giants. Companies such as Span Manufacturing from Toronto and UPS Global Logistics from Atlanta, are placing "Just-in-Time" inventory warehouses and providing services immediately adjacent to preferred customers.

Security concerns are also creating an additional need in the design of the most effective logistic systems programs.

And "3PL" firms are needing to establish a network of terminals, cross docks and warehouses along the major transportation corridors to implement the advanced management systems needs of their clients.



THE RESPONSE OF NAI LOGISTICS GROUP

To meet the needs of North American Logistics operators, NAI has established a superior capability to manage the real estate requirements associated with implementing advanced logistics solutions.

Services offered in the USA, MEXICO & CANADA include:

Building Optimization

- Size Analysis
- Pallet Optimization
- Efficiency Calculation
- Labor Analysis

Existing Building Search

- Locally
- Nationally
- Internationally

Sale - Leaseback

Institutional & Private Investors

Site Search

- Site Selection:
 - Criteria Development
 - Analysis
 - Selection
- Environmental Guidance
- Due Diligence
- Acquisition, Annexation and Zoning

Build-To-Suits

- Facility Specification
- Competitive Bidding or Design Build Construction
- Expansion Planning
- Future Marketability Analysis

Disposition of Existing Buildings

Locally, Nationally, Internationally

Retrofit/Expansion of Existing Building

- Inspection Services
- Competitive Bidding of Required Work
- Construction and Improvement Supervision

Financial Analysis of Alternatives

- Comparing Alternative Proposals
- Purchase vs. Lease Analysis

Fair Market Value Analysis

- Valuation of Land
- Valuation of Buildings and Other Improvements

OVERVIEW

NAI Logistics Group is a specialty practice that focuses on providing the warehouse and distribution industry in local, national and international markets with real estate and supply chain solutions. NAI Logistics Group assists clients in building acquisitions, land acquisitions and financial repositioning through sale/leasebacks. A fully integrated real estate services service, NAI Logistics is able to meet a client's specific needs but also provides bottom line answers to supply chain real estate questions. NAI Logistics Group understands all aspects of the real estate transactions, and thus are equipped to negotiate the most favorable economic terms in the most expedient manner including tax and labor incentives.

Active involvement with commercial real estate organizations, warehouse and distribution trade groups enables our professionals to expand their knowledge of the industry, remain apprised of trends and technological innovation, secure cooperating real estate relationships, and understand legal issues impacting the marketplace.

NAI Logistics takes pride in holding memberships to, and earning the prestigious professional designations bestowed by, the Council of Logistics Management (CLM), Warehouse Education Research Council (WERC), CoreNet Global, the Society of Industrial and Office Realtors (SIOR), the Commercial Investment Real Estate Institute (CCIM), the National Association of Industrial Parks (NAIOP), the Association of Real Estate Brokers (AIREB), as well as the Urban Land Institute.

The America's Logistics Group is drawn from among specialists in twelve offices in Canada, 190 offices in the USA, and 30 offices in Latin America. In Europe, centralized logistics project management is offered through offices in the United Kingdom, and delivered through over 20 offices in the European Union and Eastern Europe.

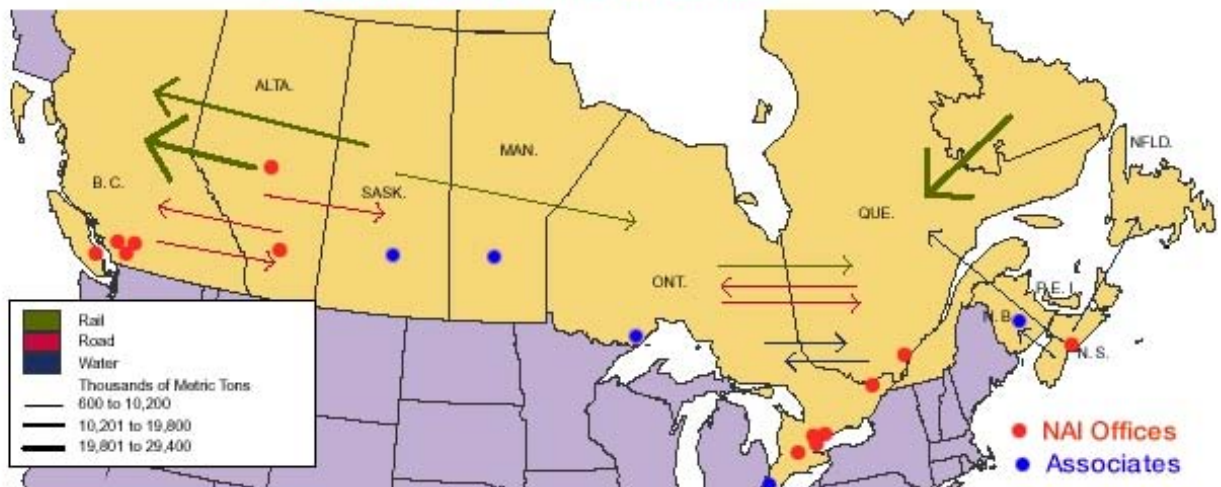
REPRESENTATIVE CLIENTS

DHL Airborne Express
 Alcatel
 Associated Packaging
 Best Buy
 Black & Decker
 Bose Corporation
 Burlington Industries
 Circle International
 Clorox Company
 Con-Way Logistics
 Cummins
 DSL Distribution (Maersk)
 Canada Packers
 Ford Motorland
 GENCO Distribution

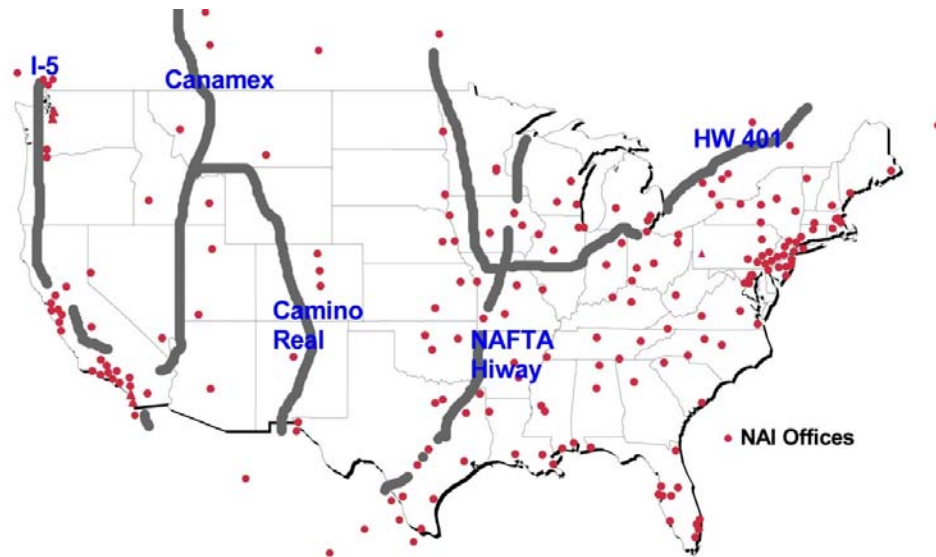
General Tire
 Haworth, Inc.
 IKEA
 Ingersoll-Rand
 International Paper
 K-Mart
 Mack Trucks
 McKesson HBOC
 Michelin Tire
 Motorola
 Portolo Packaging
 Quality Distribution
 Roadway Express
 Sears Logistics Services
 Shell Canada Ltd.

Siemens
 Tecstar
 The Home Depot, USA
 Tyco Electronics
 United Parcel Service
 US Postal Service
 Westinghouse Canada
 Weyerhaeuser
 Whirlpool Corporation

Distribution Patterns in Canada



NAI OFFICES TO SUPPORT NORTH / SOUTH TRANSPORT CORRIDORS



GLOBAL REAL ESTATE SERVICES FOR A SMARTER, FASTER LOGISTICS INDUSTRY

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