



# INDUSTRIAL SERVICES GROUP

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Accelerating success.



Tampa Bay Florida  
Central Florida  
Southwest Florida

# GLOBAL REACH WITH LOCAL EXPERTISE

“You hear brokers saying they put their clients first, but these two (Ed Miller, Dee Seymour) really do and it was an honor to work with such a professional team. I would highly recommend this team to anyone...”

**Jeff Nickol, Partner,**  
Lakebridge Partners

“It has been a great pleasure to work with a great team of professionals like Colliers International. Forrest (Askew) and Deborah (Mickler) helped to aggressively negotiate a deal with the landlord for the expansion space that will potentially save TwinMed about \$300,000 through the lease term. I hope to continue on this relationship as TwinMed grows to other markets.”

**Vusa Mabena, Director of Operations,**  
TwinMed, LLC

As agents of one of the leading global commercial real estate providers, Colliers International professionals are among the most qualified in the world. We bring an intimate knowledge of local, regional and global office markets to every real estate assignment. Our office specialists are experts at identifying creative ways to match office environments with our client’s business needs. This depth of knowledge is built on years of cultivated relationships with tenants, landlords, investors, government agencies and lending institutions. Whether you want to sell, relocate, renew, build, expand or buy, Colliers office specialists have the market knowledge and industry relationships that can help you capitalize on market conditions and maximize value. By combining our core values of integrity, dedication, innovation and enthusiasm with our market and negotiation expertise, we have established a proven formula for success that is evident in the volume of transactions we have completed.



## OUR SERVICES:

- Tenant Representation
- Landlord Representation
- Investment Sales
- Site Selection
- Relocation
- Development
- Appraisal / Valuation
- Investment Analysis
- Cost Savings Analysis
- Demographic Analysis
- Market Research
- Property Due Diligence
- Sublease Advisory
- Lease Administration
- Real Estate Management
- Property Accounting
- Financial Reporting
- Tenant Retention Program

## INDUSTRIAL SPECIALISTS

Our Industrial Services Group provides every type of real estate service - sales, acquisitions, sale/leaseback, landlord representation, tenant representation, build-to-suit, valuation, property management, repositioning/retrofitting, broker opinion of value, highest and best use studies, portfolio due diligence, receivership, and construction management. Colliers International Industrial Services Group members are committed to providing a broad set of front line skills, strategic alliances, and resources for complex real estate challenges.

Colliers International Industrial Services Group professionals understand the specialized needs of the industrial manufacturing, warehousing and distribution industry. Our professionals have an average of over 25 years of experience in transactions involving distribution and logistic centers, warehouses, manufacturing facilities, industrial land, flex/service centers, cold storage, food facilities and multi-modal facilities. Our brokers are active members of their local communities and maintain long-standing relationships with government officials and economic development councils. We endeavor to stay abreast of pending changes in infrastructure, transportation facilities, land development, sustainability, and zoning laws that can affect our clients' real estate interests. This in-depth knowledge of the local market enables us to help our clients make informed real estate decisions for their businesses and investments.

## TENANT REPRESENTATION

The current state of the commercial real estate market has given commercial office tenants a multitude of options for their business locations. Landlords are increasingly willing to offer concessions in order to fill excess vacant space. In addition, businesses that have down-sized or relocated due to economic factors have increased the supply of sublease space available in most major markets. Colliers International office specialists are keenly aware of the changes in market supply and demand and are adept at helping office tenants capitalize on the current market conditions. We take a consultative approach to help determine your real estate needs and whether the best option is to renew, relocate or purchase. We then use our extensive market research capabilities to identify lease properties that not only meet your real estate needs, but will also enhance your business growth and profitability.

## LANDLORD REPRESENTATION

With supply exceeding demand in today's commercial office markets, it is important for landlords to position their lease properties as the best location in town for a business operation. Competitive rental rates, tenant improvements, rent concessions, property enhancements and desirable amenities are just some of the tactics that landlords are utilizing to secure and retain tenants. Colliers International office specialists continuously provide our landlord clients with current market trend data and comparable lease transactions to help them maintain an educated advantage over their competitors. We implement a marketing strategy that encompasses branding, quality marketing materials, advertising, and internet marketing promotion to bring the highest exposure and visibility to the property. We leverage our internal resources and industry relationships to secure quality tenants. We then masterfully negotiate lease terms which will ultimately increase the occupancy and value of the real estate investment.



### OUR CLIENTS:

Agere Systems  
Amcor PET Packaging, Inc.  
American Contract Systems  
American Heart Assoc.  
Arroyo Processing Equipment  
Ashley Furniture  
BCM Properties  
Benjamin Moore & Co.  
BF Goodrich Aerospace  
Blue Bell Creameries  
Bradco Supply  
Croc North America  
Duke Realty  
First Industrial Realty Trust  
Genca  
Halkey Roberts / Atrion  
Harrod Properties  
Havamex  
Honeywell  
Jabil Circuit  
Kennedy Investments  
L3 Communications  
LeeSar  
Lockheed Martin  
Nestle Waters  
Penske  
Pepin Distributing  
Pinellas County Sheriff's Office  
Prologis  
Public Storage  
Reynolds Metals  
Rockefeller Group  
RREEF  
Sarlo Power Equipment  
Sherwin Williams  
Smith & Nephew  
Tampa Bay Water  
Tampa Tribune  
Tech Data  
THD At Home Services  
Times Publishing Company  
Unisys  
USPS  
UPS  
Valpak  
Workman Properties  
Yale Truck Lifts

## WHY CHOOSE COLLIERS?

Colliers International is a leader in global real estate services, defined by our spirit of enterprise. Through a culture of service excellence, and a shared sense of initiative, we have integrated the resources of real estate specialists worldwide to accelerate the success of our clients.

Colliers International delivers real estate services globally through 15,000 specialized professionals in over 480 offices in 61 countries. Colliers provides advice for clients on over \$52 billion in transactions annually and manages in excess of one billion square feet with revenue reaching \$2 billion.

## LOCATIONS:



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