



## **TENANT REPRESENTATION CJ-GLS**

### **SERVICES**

Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used to benefit CJ GLS America with lease alternatives with the Doral Industrial submarket.

### **SITUATION/PROCESS**

- As South Korean electronics and appliance demand was exploding throughout South and Central America, CJ GLS needed larger and more efficient distribution space to meet that demand. The principals wanted to get a competitive deal with very little time to achieve it.
- Upon formal engagement of The Conte Team, the time line and goals were established. The primary goal was to deliver a value add lease opportunity within the Airport West submarket within 90 to 120 days.
- The viable alternatives were quickly identified after the property tour and proposals were sent out immediately following the tour to the two top choices.
- Negotiations with both were accelerated and the most responsive landlord went to the top of the list very quickly.

### **RESULTS**

By immediately implementing the Strategic Relocation Plan, CJ GLS America successfully leased 64,463 square feet of high cubic volume distribution space. The relocation came in under budget and on time.

### **- REFERENCES AVAILABLE UPON REQUEST -**

The work performed by The Conte Team was completed while at The Staubach Company. References are available upon request.

