



Triumph Group, Inc.

TENANT REPRESENTATION

Triumph Group, Inc. - Fort Lauderdale, Florida

SERVICES

Strategic Relocation Planning (SRP) was the service line provided to benefit JDC a Triumph Group Company (NYSE - TGI) by providing Real Market Leverage in their corporate relocation and expansion.

SITUATION/PROCESS

- JDC was leasing an expensive, small less functional space as their business continued growing. The JC Commercial Team was formally engaged after several strategy meetings on how the SRP would be used to properly position them between several viable landlords.
- At the time, market conditions were turning in the Tenant's favor and we were determined to take advantage of the soft market.
- An extensive property search was conducted while simultaneously preparing a very detailed Request For Proposal which outlined all the requirements of the Tenant.
- A property tour was conducted and a short list properties was selected, the RFP finalized and sent to each of the prospective landlords.
- RFP terms were negotiated extensively with two landlords. Both landlord's fought hard to have this blue chip Tenant.
- The winning landlord delivered an extremely competitive rental rate with free rent and a "Turn-Key" build out for JDC.

RESULTS

JDC moved into their new 11,500 s.f. service facility on time with turn key office finishes, 100% air conditioned warehouse, epoxy floors with direct access to the Fort Lauderdale Executive Airport Runways. Occupancy costs on a per square foot basis went down by over 10% while cubic storage and operational efficiency increased by over 17%.

- REFERENCES AVAILABLE UPON REQUEST -

The work completed by The Conte Team was done while at CB Richard Ellis.
References are available upon request.

