



LIDD
REAL ESTATE
INTELLIGENCE

LIDD REAL ESTATE
Industrial real estate experts
and supply chain engineers.

www.LIDDRealEstate.ca



We are industrial
real estate experts
and supply chain
engineers.

Our platform aligns
your leasing and
facility needs with
distribution center
performance and IT
optimization.

We help you make
better decisions
about your supply
chain infrastructure.

THE LIDD DIFFERENCE

OLD SCHOOL BROKERAGE

Siloed Approach

Brokerages know about real estate, but they may be at a loss when it comes to designing the interior of a distribution center, commissioning a completed facility or implementing supply chain software. To find those services you'd have to bring in multiple service providers.

You've Seen One, You've Seen Them All

Not all 100,000 square foot buildings are created equal. Poor building choices can often lead to long-term operating penalties, which in turn far outweigh any benefit gained from a sharply negotiated lease agreement.

"Your Landlord Is Also My Client..."

Commercial real estate is an old school industry ripe with conflicts of interest. The group pitching you today could be the same group representing your landlord tomorrow.

Captive Tenant

As an industrial user the physical components of your facility are not easily recreated. Your landlord views you as a captive tenant unlikely to relocate. You have little leverage for negotiating and are bound to the high end of market rents.

Sell It and Forget It

You sign a lease for a 5-10 year term and your real estate requirements are settled for the foreseeable future. Your real estate agent drops off a bottle of wine and checks in to say hello every December.

The Bait & Switch

Your lease is coming up for renewal and real estate agents with big titles and slick marketing materials are vying for your business. Once you select a firm, however, you never see the senior agents again.

LIDD REAL ESTATE

From Strategy to Implementation

We seamlessly integrate brokerage, design and implementation under one roof. We view your assets – **Facilities, Equipment and IT** – as a unified infrastructure and believe that the strength of your operation depends on their combined performance.

Supply Chain Infrastructure Experts

We are supply chain infrastructure specialists and can show you how every detail – from column spacing to dock door configuration – ultimately affects the success of your facility investment.

Tenant-Only Representation

LIDD's real estate practice is entirely dedicated to representing tenants and users of space. We never work on behalf of landlords and never take listings.

Fact-Based Negotiation

To win a lease negotiation, your knowledge must be rooted in facts and data. Our engineering team calculates the CapEx required to relocate, and our design team creates true relocation alternatives. Armed with the facts, you can demonstrate that you are not a captive tenant and improve your chances of securing a more favourable lease.

Continued Support

We don't call you once every five years to see if there is another deal to complete. We are there to support you for the duration of your facility commitments, including performing the fine tuning on layout and design to keep your operations humming.

Principal Involvement

We ensure principal-level management is active on every account. We are dedicated to the success of the assignment.

OUR INDUSTRIAL REAL ESTATE SERVICES



Lease renewal & Restructuring

- Lease review
- Market scan
- Evaluation of alternatives
- Strategic negotiations



Site Selection & Acquisition

- Needs analysis
- Lease vs. purchase
- Transaction management
- Building design and implementation



Long-Term Planning

- Portfolio management and review
- Facility disposition
- Sale and leaseback

OUR SUPPLY CHAIN SERVICES



Facility Engineering

- Distribution center sizing & design
- Slotting analysis
- Capacity and productivity optimization
- Project commissioning of new facilities and expansions



Supply Chain Optimization

- Multi-site network studies
- E-commerce / omni-channel distribution
- Transportation resource analysis



Information Technology

- Selection of WMS, MES, TMS and ERP software
- Integration and optimization of systems
- Ongoing support

GET IN TOUCH WITH LIDD



Let's figure out if there's a way we can help you solve a problem or reach a goal.

▶ (416) 548-8659
▶ RealEstate@LIDD.ca



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**Capital Is Precious.
Make Better Decisions.**

LIDD Toronto Brokerage Inc.

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