

Industrial Real Estate Services

Representative Clients/Customers:

- ◆ Amoco Oil
- ◆ Bank of America
- ◆ Brown & Williamson Tobacco
- ◆ Cavalier Telephone
- ◆ Cost Plus
- ◆ Curbell Plastics
- ◆ Diebold
- ◆ Dominion Resources
- ◆ Federal Mogul
- ◆ Filtrona (Bunzl)
- ◆ Great Western Chemical
- ◆ Honeywell
- ◆ Liberty Property Trust
- ◆ Norandex
- ◆ Reynolds & Reynolds
- ◆ Sonic Air
- ◆ Southern States Cooperative
- ◆ Stanley Works
- ◆ U.S. Filter
- ◆ Verizon
- ◆ Virginia Natural Gas

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Grubb & Ellis | Harrison & Bates' Industrial Brokerage Team includes (top row) Stuart Cary, SIOR, Andrew Ferguson, (bottom row) Jason Hetherington, SIOR, Bill Mattox, SIOR and David Williams, SIOR, CCIM. Combined experience in excess of 70 years!



The industrial brokerage team specializes in all facets of industrial real estate locally, as well as regionally and nationally, through our affiliation with Grubb & Ellis and individuals memberships in the Society of Industrial & Office Realtors. If you have an asset or requirement that could benefit from aggressive, comprehensive, state-of-the-art real estate service, we are eager to talk to you. Let us introduce you to the next level of real estate service.

Services Provided Include:

- ◆ Acquisition/Disposition Services
- ◆ Buyer/Tenant Representation
- ◆ Feasibility Studies
- ◆ Highest & Best Use/Alternate Use Studies
- ◆ Investment Analysis
- ◆ Lease Review for Owners & Tenants
- ◆ Lease Vs. Own Analysis
- ◆ Marketing Plans & Services
- ◆ Opinions of Value
- ◆ Project Management
- ◆ Sales-Leasebacks
- ◆ Site & Facility Selection
- ◆ Space Analysis for Tenants
- ◆ Strategic Real Estate Planning
- ◆ Tax Deferred Exchanges
- ◆ Tenant Retention