



GLOBAL LOGISTICS SOLUTIONS VOIT REAL ESTATE SERVICES



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Case Study



CHALLENGE:

With the impending expiration of a 5 year lease, Frieda's, a 51 year old produce and fruit distributor, required decision analysis support in determining the best trajectory for its long term facilities' needs. Compounding the challenge was an out-of-date cold storage area, dated material handling systems and an inefficient warehouse layout.

APPOINTMENT:

CEO, Karen Caplan, enlisted Voit GLS to provide lease and negotiation advisory services to include operational and supply chain efficiency analysis and recommendations.

ASSESSMENT:

In addition to forensic lease analysis that immediately revealed a \$48,000 operating expense overage, Voit GLS leveraged its unparalleled network and logistics expertise to comprehensively evaluate Frieda's cold chain best practices, conduct warehouse operational efficiency studies and make staffing and vendor selection recommendations.

ACCOMPLISHMENT:

Mr. Turner's expertise in logistics and supply chain management served as a catalyst for sweeping changes in operations and warehouse management. Mr. Turner participated in the interview, evaluation and selection of a new warehouse manager. Upon analyzing a Stay vs. Go proposition, Mr. Turner negotiated a new ten year lease agreement that yielded operational and leasehold savings greater than 1.8 million dollars.

CLIENT QUOTE:

"Kevin is the consummate real estate professional who helped us solve operational and logistics issues. His expertise goes well beyond his peers. His guidance has been invaluable to Frieda's"

*Jackie Kaplan Wiggins, Chief Operating Officer
Frieda's*

Voit

REAL ESTATE SERVICES

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What We Do

At Voit Global Logistics Solutions (GLS), our mission is to provide a differentiated approach to traditional commercial real estate brokerage by providing value through enterprise alignment and augmenting leaner, more efficient delivery solutions. We strive to provide supply chain-centric real estate advisory services to our clients that will minimize project cycle times and reduce overall occupancy expenses.

The Team

Kevin Turner, Greg Battersby and Matt Biggs head up the Global Logistics Solutions team at Voit — a concept that was born out of their academic project work together in the CITT Global Logistics Specialist program — a two-year advanced logistics and supply chain studies program offered through CSULB. Mr. Turner, a seasoned 25 year commercial real estate broker and Mr. Battersby, a logistics and supply chain consultant for UPS for the last decade offer facilities forecasting and strategic planning that is unique in approach and execution. Mr. Biggs specializes in the disposition and leasing of industrial and office properties. Together, they have a deep understanding of the issues that shape and drive the goods movement industry and impact global supply chains and ultimately how that impacts real estate and occupancy choices.

How We Can Help You

Whether buying or leasing a larger facility, renewing or renegotiating an existing lease, relocating or downsizing, Voit GLS clients can rely on us as their strategic forward planner, advisor, advocate and real estate specialist. As subject matter experts in global logistics and commercial real estate we are able to provide flexible and efficient real estate solutions that assess' your needs, aligns your corporate objectives and executes solutions that are qualitatively and quantitatively superior to our competitors. We invite you to review our credentials and review our case studies and speak to our clients firsthand to better understand the value of our services in terms of time savings, dollar savings and enhanced operations, net gains and better customer service metrics to their clients as a result of our expertise and guidance.



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Clients



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