

# 3PL Advisory Practice

## Integrated Real Estate Services Tailored to 3PL's

Unlike most real estate brokers, our team is not focused on securing another transaction. We lead with value to earn our clients' trust over the long term.



### Qualified Leads for your Warehouse

By providing our 3PL clients with free, qualified leads based on capabilities, we enable and fuel their growth. SWA has a network of partnerships and retailers that produce consistent and quality warehousing leads.



### Supply Chain Ecosystem

As a valued SWA 3PL customer, you'll leverage over three decades of robust supply chain relationships. From trusted racking solutions and preferred suppliers to an extensive nationwide network of 3PL partners, your business will tap into our extensive web of industry connections.



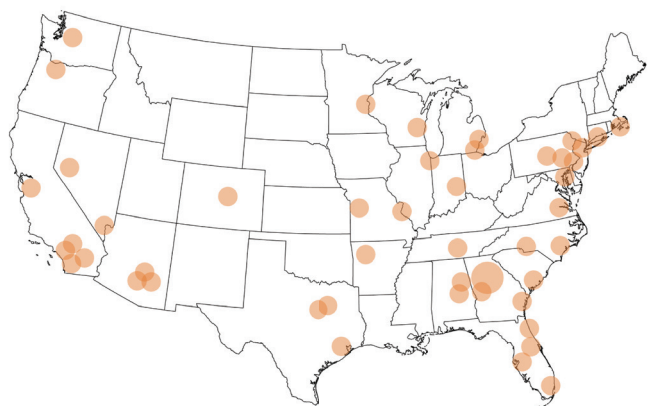
### No Conflicts

Most industrial brokers represent both landlords and tenants, often in the same transaction. At SWA, we only represent tenants – and offer our clients unbiased counsel.



### National Reach

Clients have trusted SWA in more than 100 markets around the U.S. Our team of advisors can help you grow from coast to coast.



|                      |                        |
|----------------------|------------------------|
| 27<br>States         | 90<br>Markets          |
| 130+<br>Clients      | 288<br>Transactions    |
| 8.1M+<br>Square Feet | \$892M<br>Total Volume |

## Integrated Industrial Capabilities

SWA's Integrated Industrial Team can provide a full suite of services for your company's real estate needs:

- Tenant Representation
- 3PL Advisory
- Site Selection
- Labor Analytics
- Network Optimization
- Transportation & Drayage Analysis
- Parcel Analysis (Parcel, LTL, Inbound)
- Incentives Negotiation
- Corporate Portfolio Management

## Case Study

"We are committed to delivering exceptional service by optimizing the seamless delivery of products and want to be near high-volume container terminals in America. We are grateful to Scotland Wright Associates for their invaluable assistance in securing space for our 3PL services in highly competitive markets."



**Scott O'Halloran**

404.771.2063

[sohalloran@scotlandwright.com](mailto:sohalloran@scotlandwright.com)



**Barrett Atkins**

678.477.8775

[barrett@scotlandwright.com](mailto:barrett@scotlandwright.com)

