



## INDUSTRIAL REAL ESTATE SPECIALISTS

BROKERAGE  
TENANT REPRESENTATION  
PROPERTY MANAGEMENT  
ACQUISITIONS

"LAREM is able to put deals together. They really know the market and do a great job of setting realistic expectations for both the landlord and the tenant – which makes both sides happy."

*Kirk Johnson, Watson Land Company*

**LAREM** was established for a singular purpose: to focus solely on providing superior industrial real estate services to clients. Our decision to specialize in industrial real estate grew out of decades of experience, helping companies find optimum facilities for their operations and assisting real estate owners with the operation, maintenance and marketing of their properties.

# BROKERAGE TEAM PROFILE

In their combined 50 plus years as industrial real estate brokers, Jay, Ed and Wes have closed over 2,500 lease and sales transactions. Put this knowledge to work for your company, not only to find appropriate properties but also to counsel you during the selection process and to negotiate the best possible terms for your transaction. Our team will provide you with the best representation in the industry.

## A partial list of clients the team represents includes:

Calko Transport Company	Mariak Industries
Carmenita Corporate Center	NACA Logistics
Command Logistic Services	NewAge Electronics/SYNNEX
Costco Wholesale Corporation	North Carson Industrial Center
FMI International	Price Transfer
Imperial CFS	Qual-Pro Corporation
Lakeshore Learning Materials	T-Bro Distribution



**Jay Jasaitis, Principal**    Direct 310.436.6487    [jjasaitis@lareminc.com](mailto:jjasaitis@lareminc.com)

Jay possesses more than 25 years of industrial real estate experience, which he exploits to his clients' advantage when advising them about their brokerage, acquisitions, property management and investment needs. His extensive industry expertise provides LAREM clients with the knowledge and foresight to successfully navigate their way through any type of industrial real estate transaction. Jay also plays an active role in bolstering LAREM's property portfolio, calling on his keen eye and front-line savvy to build value and variety into its offerings.

### **Business and Trade Affiliations**

- American Industrial Real Estate Association (AIR)
- National Association of Industrial and Office Properties (NAIOP)
- Rancho Dominguez Property Owners Association
- Los Angeles Board of Harbor Commissioners
- Local Municipality City Councils

### **Education**

B.S., Business Management, Boston University



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# BROKERAGE TEAM PROFILE



**Ed Whittmore, Principal**    Direct 310.436.6482    [ewhittmore@lareminc.com](mailto:ewhittmore@lareminc.com)

Ed focuses exclusively on all areas of industrial real estate brokerage, investments and property management. A recognized expert in tenant representation and leasing, he represents clients in a wide range of industries from trucking, logistics and warehouse/distribution to light assembly and manufacturing. For more than two decades, Ed has successfully executed more than 1,000 transactions, representing tenants, owner-users, landlords and investors. His extensive expertise includes leasing, sales and acquisitions, investment analysis and property administration. In addition, he plays an integral role in the expansion of LAREM's property portfolio, capitalizing on his ability to size up opportunities and create value in every property we acquire.

#### **Business and Trade Affiliations**

American Industrial Real Estate Association (AIR)  
National Association of Industrial and Office Properties (NAIOP)  
Rancho Dominguez Property Owners Association  
Los Angeles Board of Harbor Commissioners  
Local Municipality City Councils

#### **Education**

B.S., Real Estate Finance, University of Southern California

“Because of their knowledge of the market and perseverance in pushing our deal forward, we were able to increase our productivity and minimize our operational expenses.”

*David Shane, Qual-Pro Corporation*



**Wesley Babi, Associate**    Direct 310.436.6481    [wbabi@lareminc.com](mailto:wbabi@lareminc.com)

Wesley employs his industrial real estate and entrepreneurial business knowledge to meticulously analyze his clients' needs and execute a precise plan for meeting those needs. His client-centric approach is defined by his focus on his clients' best interest and commitment to achieving their bottom line objectives. Wesley represents tenants, landlords and investors, specializing in the greater Los Angeles industrial market.

#### **Business and Trade Affiliations**

American Industrial Real Estate Association (AIR)  
Certified Commercial Investment Member (CCIM Candidate)  
National Association of Industrial and Office Properties (NAIOP)  
Los Angeles Board of Harbor Commissioners  
Local Municipality City Councils

#### **Education**

B.S., University of Southern California – Marshall School of Business, Lloyd Greif Center for Entrepreneurial Studies



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# REPRESENTATIVE LIST OF COMPLETED TRANSACTIONS



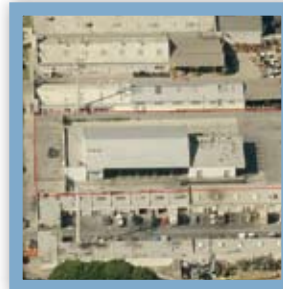
**Owner/User Acquisition**  
18510 S. Figueroa Street  
Carson  
54,758 SF  
LAREM represented the buyer  
Qual-Pro Corporation



**7 Year Lease Transaction**  
300-400 Westmont Drive  
San Pedro  
924,807 SF  
LAREM represented the tenant  
FMI International



**5 Year Lease Transaction**  
2988 E. Ana Street  
Rancho Dominguez  
85,042 SF  
LAREM represented the landlord  
Bukewihge Family Trust



**Value Added Land Acquisition**  
2605 E. 67th Street  
Long Beach  
45,000 SF  
LAREM represented the buyer,  
managed the redevelopment, and  
brokered the long-term lease-up



**15 Year Lease Transaction**  
12530 S. Prairie Avenue  
Hawthorne  
127,845 SF  
LAREM represented the tenant  
Costco Wholesale Corporation



**5 Year Lease Transaction**  
2335 E. Pacifica Place  
Rancho Dominguez  
340,372 SF  
LAREM represented the tenant  
Command Logistic Services



**Owner/User Acquisition**  
575 W. Manville Street  
Compton  
83,316 SF  
LAREM represented the buyer  
Mariak Industries



**5 Year Lease Transaction**  
4001 Gantz Road  
Grove City, Ohio  
178,912 SF  
LAREM represented the tenant  
NewAge Electronics/SYNNEX  
Corporation



**3 Year Lease Transaction**  
14330 Carmenita Road  
Norwalk  
35,977 SF  
LAREM represented the landlord  
Carmenita Corporate Center



**5 Year Lease Transaction**  
2155 S. Excise Avenue  
Ontario  
230,000 SF  
LAREM represented the tenant  
T-Bro Distribution



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LAREM's professional brokerage advisors know and understand the facility and location requirements of users of industrial real estate.

## We focus on the following industrial property types:

- Warehouse and distribution
- Manufacturing and light assembly
- Logistics and freight forwarding
- Multi-tenant industrial parks
- Land for outside storage or development

We represent a wide range of clients: from tenants to owner-users to investors. And, in serving their individual needs, we devote the time necessary to gain a comprehensive picture of their short- and long-term goals and property criteria. We then leverage this knowledge to identify appropriate opportunities - whether lease, acquisition or disposition – and successfully execute the transaction.

## Our services include:

**Tenant Representation** – We help clients identify a location, define necessary amenities and determine long-term potential for their warehousing/distribution, manufacturing, and freight-forwarding facilities.

**Landlord Representation** – LAREM professionals possess the strategic insights and brick-and-mortar expertise to make a property more “sale-able” to potential tenants or buyers.

**Property Acquisition** – In helping investment clients acquire real estate, we look for equity opportunities with value-add potential that can be converted into optimal financial returns.

**Property Disposition** – We achieve maximum value for your property by positioning and marketing it to the most qualified buyers.

**Property Leasing** – LAREM works with building owners, investors and asset/property managers to develop leasing strategies that enhance a property’s value. We understand the importance of creating the right occupancy mix and employ a variety of innovative marketing strategies to attract prospective tenants and expedite the lease-up of vacant space.

To learn more about our expertise in industrial real estate brokerage, please visit [lareminc.com](http://lareminc.com).

“After acquiring a multi-tenant industrial park eight years ago, we interviewed numerous industrial brokerage firms before hiring LAREM as our leasing agent. We made the right decision. LAREM's marketing savvy and negotiating skills have kept our property fully occupied and its value has been steadily rising.

*Bob Johnson, Carmenita Corporate Center*



## TENANT REPRESENTATION

Looking for the ideal property? LAREM brings comprehensive market knowledge and years of transactional experience in major U.S. industrial markets to bear in helping clients launch or expand their operations.

We begin our site procurement process by gaining a keen understanding of our client's business goals and property requirements. In our search for the right location and type of facility, we take into account features that will affect the client's business needs. Those can include facility throughput, staging capacity, assembly line flow, proximity to workforce, convenience to distribution channels, utility expenditures, and licensing and permitting requirements.

### As your advisor, we:

- Conduct comprehensive due diligence to gain a clear understanding of your business goals and real estate needs
- Analyze your budget and operations requirements
- Conduct a detailed property evaluation and selection
- Develop a lease versus buy comparison
- Manage the transaction process — from initial proposal to negotiations to lease/sale execution
- Confirm premises are in accordance with final lease documents or escrow instructions

Once we identify the ideal property, we employ our proven analysis, valuation and negotiation skills to determine the most favorable financial terms for our client. Through every step of the procurement process we tailor our approach to meet each client's unique transaction needs.

To learn more about our tenant representation services, please visit [larem.com](http://larem.com).

“Our freight-forwarding business was taking off, and we needed facilities that accommodated us in the present, while also providing room for future growth. LAREM not only found us the ideal site, they also negotiated three adjacent property leases so we could expand our operations without moving.”

*Rick Lorenzen, Price Transfer*



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# PROPERTY MANAGEMENT

Our property management service is driven by our clients' business goals. As a result, we are committed to managing your property as if it were our own — efficiently and cost-effectively while maximizing its investment value.

As property owners ourselves, LAREM professionals have first-hand experience dealing with cost variances and income expectations. We appreciate that maintenance – in addition to the site's amenities and location – is vital to a positive first impression. With more than 20 years of property maintenance and refurbishment experience, we also understand that optimal facility functioning leads to tenant longevity. Therefore, we have a proven network of architects, engineers and contractors from which we draw to ensure properties under our care operate smoothly.

At LAREM we pride ourselves on high rates of tenant retention and devote the time and attention essential to keeping properties fully leased. By communicating regularly with existing tenants, we are able to keep ownership apprised of any property improvements necessary to maximize occupancy levels. We employ comprehensive property management software to deliver the critical financial and property operations reporting information clients need to meet their business goals.

## Our services include:

- Customized financial reports
- Building maintenance
- Tenant service
- Marketing of vacancies
- Property and cost management
- Long-term planning

To learn more about our attention to detail in managing properties,

“Our property continues to outperform. From expert marketing to quality maintenance and financial reporting, your attention to detail continues to exceed our expectations.”

*Bill Dedes, Cutting Edge Productions*



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# ACQUISITIONS

The art of uncovering properties with potential requires an astute professional with a solid knowledge of the market.

At LAREM, we search for, preview and select quality industrial opportunities that are both on the market and unlisted properties potentially for sale. Our innate abilities to see beyond the obvious allow us to find opportunities that escape less sophisticated investors. To build a profitable portfolio, it is necessary to hone in on acquisition opportunities that make sense. Whether it be an industrial park, a single tenant facility, or an obsolete building with redevelopment potential, LAREM's detailed due diligence and stringent quality criteria ensure that purchase decisions are made wisely so owners and investors can obtain the highest monetary return.

## Our Services Include:

- Definition of needs and identification of appropriate investment properties
- Analysis of market conditions and financial considerations
- Negotiation and structuring of investment

## And, if an asset requires development, we advise on:

- Planning, design and development
- Site reviews and due diligence
- Entitlements at all levels of government
- Environmental reviews and remediation
- Land acquisition
- Construction management
- Tenant occupancy coordination

To learn more about how our advisors can help with asset acquisitions, visit us at [lareminc.com](http://lareminc.com).

“I'd heard about LAREM's ability to spot industrial properties with significant upside potential and contracted them when I was searching for an investment. Their property management and leasing expertise allowed them to strictly adhere to the investment pro-forma, yielding returns that exceeded our projections.”

*Chet Pipkin, Belkin International, Inc.*



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