



Industrial Division

Richard Bowers & Co.'s Industrial Division is well staffed to serve industrial real estate requirements for tenant and landlord representation, dispositions and investments. We have completed numerous industrial assignments including build-to-suits, building sales, leases and subleases throughout metropolitan Atlanta, many of which exceed 100,000 square feet.

Our excellent working relationships with Atlanta industrial developers and brokerage community, as well as with trade organizations, such as the Metro Atlanta Chamber of Commerce, Georgia Department of Industry and Trade, Georgia Power Co., and MEAG, allow us to negotiate and structure transactions and to facilitate our clients' logistical requirements.

Service Model

Market Positioning:

We will work with each property owner to design marketing strategies that will position and distinguish the property from others in their competitive landscape. We will position the asset relative to the owner's investment goals and current conditions in the market.

Staging:

Recommendations regarding improvements necessary to show leasable space will be provided.

Target Marketing:

Our brokers will pursue the most qualified tenants for the space available.

Brokerage Network:

Our broker network provides us with substantial reach in the market to solicit showings. We implement fresh and competitive broker incentive programs so brokers think of your property first when planning tours with potential tenants.

Listing Services & Marketing Resources:

Our brokers subscribe to leading commercial listing services to advertise your property. Regular listing updates are performed to ensure that your asset's inventory profile is continuously updated and accurate.

Our in-house Marketing Department will customize and design property flyers, e-mail campaigns and various other marketing collateral.

Comps & Market Analysis:

Your representative is supported by a full-service Marketing and Research Department and will provide reports with timely data on comparables and other applicable market statistics.

Offer Review & Analysis:

Our team understands the fundamentals in lease negotiations and can assist in reviewing all offers. Their expertise will guarantee that the best possible terms are agreed upon.

Clients Represented

Advanced Components
All Strong USA
Specialist, Inc.
American Cancer Society
Business Software, Inc.
Cooper-Atlanta, Inc.
CME Wire & Cable, Inc.
DH Supply
Drive Medical
ExtraKare, LLC
Ikon Office Solutions
JW Outfitters
Logmatix
Meritex Enterprises, Inc.
National Museum of Patriotism
Panache
PeopleSoft Inc.
Petersen Aluminum
Prosys Information Systems
Skyline Southeast, Inc.
Touchstone
Utah State Retirement System