



## CALGARY FEDEX



Aeroterm's latest development is a bit north of our last project in Miami. CAC Canada Co. (Aeroterm) and FedEx recently signed a 20-year lease, with 2 (5 year) renewal options, for a new build-to-suit facility which is located at 24 Aero Drive in the Deerfoot South area of the Calgary International Airport. This new construction is comprised of 12,150 sq.ft. of office, 65,169 sq.ft. of warehouse, 2,572 sq.ft. of mezzanine space, and a vehicle maintenance garage for a total project size of 79,894 sq.ft. The facility is constructed on a 7 acre site and has direct airside access to a new common area aircraft parking and a de-icing ramp

to be utilized by FedEx. The site allows for 193 exterior car parking stalls of which approximately 100 will have electric block heaters.

The project's architect was Gibbs Gage and the general contractor, Elan Construction. FedEx was represented by Carlo Savoia and Joe Tibensky and GPA Architects. The aggressive project schedule began July 15th with FedEx commenced full operations in the new facility December 13, 2004. Each member of the project team was very professional, excellent to work with and we thank them for their fine work on this project.

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## NATT has New Partners

We offer our congratulations to AeroTerm's sister company, North American Truck Terminals (NATT), and CalEast Industrial Investors, LLC, (CalEast) who entered into a transaction in August 2004 for the acquisition of the North American Truck Terminal portfolio. The Portfolio consists of thirty-four truck transfer-point facilities in key hub locations throughout the United States and Canada.

Under the acquisition, NATT will continue to provide leasing, management, development and acquisition services for the portfolio, as CalEast's operating partner.

CalEast is one of the largest industrial landlords in North America. According to Managing Director of LaSalle Investment Management, Dan Witte, the truck terminal sector will complement CalEast's existing portfolio.

"We're pleased to be venturing with CalEast," said Ken Code, Founding Partner of AeroTerm and NATT. "They understand our position in the transportation real estate niche and recognize our ability to add accretive acquisitions to a larger industrial portfolio. We believe the joint venture's resources will enable us to achieve our next level of enterprise growth."

CalEast was represented in the transaction by Dan Witte, Managing Director, and John Minahan, Vice President, both of LaSalle Investment Management.

Michael L. Caprille, Executive Vice President and Partner of CB Richard Ellis represented the joint venture between North American Terminals Management (NATT) and AEW Capital Management, the sellers.



**CalEast**

"We're pleased to be venturing with CalEast," said Ken Code, Founding Partner of AeroTerm and NATT.

## Florida's Hurricane Season

The 2004 hurricane season was a rough one for most of our tenants and properties in Florida. The state was hit by four hurricanes in a 6 week period. Each hurricane left a trail of destruction and devastation in their wake; two storms, Charley and Frances, followed almost identical paths giving victims no chance to catch their breaths before they had to brace themselves again.

The AeroTerm property management team quickly followed the storms with calls to check in on our

tenants, and on-site visits to assess the storm damage so we could begin the process of repairs. Many of our tenants in Ft. Myers, Orlando and Pensacola were moved into temporary trailers while their buildings were being repaired. The buildings at all three locations were severely damaged. The damages extended from roofs and doors being ripped off (as seen to the left) to the destruction of demising walls and tenant offices. Luckily, the storms avoided our properties in Ft. Lauderdale and Miami.



We would like to give thanks to our property management team, who have worked diligently. Our buildings are restored, and we hope to move our tenants back in no later than the end of February. This is quite an accomplishment considering that even today, in most of the storm ravaged cities, you can still find a sea of blue tarps covering roofs awaiting repair.

## ACI-NA Conferences

The ACI-NA 13th Annual Conference in Houston went on without a hitch. We want to thank everyone who took time to stop in at our new booth and say hello, and we would also like to thank our Houston office for all the effort they put into the setup at the event.

ACI-NA's Air Cargo Symposium was also held at one of Aeroterm's locations, New Orleans. We held a cocktail reception on Wednesday, January 19th after the sessions, and are grateful to all who were able to attend.

Our Executive Vice President, Steve Forrer, was asked to be a guest speaker on a panel on Thursday. The topic was "What you need to know to compete, from a developer's perspective." Other important



topics at the symposium ranged from Air Cargo Security to high value growth areas. The event put on by ACI Air Cargo Subcommittee was a success. For more information on the ACI-NA air cargo subcommittee please visit: [www.aci-na.org/asp/committeeindex.asp](http://www.aci-na.org/asp/committeeindex.asp).

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## Welcome and Thank You



Once again we'd like to thank our tenants for signing with us and their continued loyalty. Our leasing team has been working hard, and here are a few of our new leases and renewals since the last newsletter.

In Fort Lauderdale, Spirit Airlines signed a new lease for 21,600 sf of warehouse and 110,940 sf of ramp for an aircraft maintenance base to serve their new Airbus fleet, CPS Human Resources leased 2,800 sf of office space to provide employment screening for the TSA, and Caribbean Sun Airlines renewed and expanded their U.S. operations center to 11,630 sf. FedEx and DHL renewed their leases in Ft. Myers. FedEx, also, renewed and expanded their sort center in Norfolk to 25,200 sf. U.S. Airways renewed their lease for their 33,360 sf regional GSE maintenance facility in Philadelphia and a 5,250 sf air cargo facility in Harrisburg. UPS renewed 9,000 sf in Harrisburg, as well as, 6,480 sf Milwaukee. In Kansas City, American Airlines renewed their 5,250 sf lease and FirstLine Transportation Security expanded its administration and employment office to 7,008 sf to support its airport terminal screening services. In Syracuse, Sensis signed a new lease for 2,400 sf of office and 6,000 sf of ramp for training and demonstration of airport surveillance sensors and information systems, and DHL signed a renewal of their 2,400 sf of space.

In Dallas, USA Carriers expanded to 3,013 sf and W.R. Zanes and Co. Renewed their 2,016 sf. New

tenants include DFW International Airport with 23,440 sf, Keystone Automotive Operations, and Wilderest Logistics Solutions dba Seko Worldwide with 17,451 sf, Dedicate Courier with 3,420 sf. In Greensmor, Gfast, G&D Transport, and Lynden Freight all renewed their leases. In New Orleans, Southwest joined us with 13,300 sf, and EGL Eagle Logistics and J.W. Allen renewed their leases. And in our Houston office's backyard, Genesis Aircraft Support expanded to 16,003 sf in Houston East Cargo, Wellington Enterprises dba Seko expanded to 7,765 sf., Cap Air Freight renewed their lease for 8,000 sf and Feinstein & Norris renewed their 5,477 sf. TransMeridian Airlines and Africa 2000 each signed new leases with us.

There has been a good deal of activity in our Canadian office, too. In Dorval, IPE Logistics, A Votre Service Transport, and Valgui Transport have signed new leases for office space while Trans Global, J. René Hévert, Bax, General Customs, Kuehne & Nagel, Eagle, Interline Freight Schenker, Dimerco, Cargolutions, and UPS renewed their office space. As far as warehouse space in Dorval, Air Canada, First Air, Air Transat AT Handlex, and Cara Operations signed new leases. Worldwide Flight Services signed a new lease for 3,936 sf in addition to the 19,694 sf they renewed. Eagle also renewed their lease of 17,320 sf of warehouse space. In Mirabel, Monnex Communications, Cargo Zone, and Handlex signed new leases. Excel Cargo expanded their lease to include 4,125 sf of warehouse space in addition to their office space. O.G. Aviation, Kébec Customs, UPS SCS and Quéllis ID Systems renewed their Mirabel office space, as well. Platinum Jet Air joins us in Calgary with 74,205 sf of space.



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## Airbus A380



Airbus unveiled its A380 in Toulouse, France on January 18th. The maiden voyage is scheduled to take place in March, with the first plane going into service in 2006.

The superjumbo passenger jet is designed to carry 555 passengers in three passenger classes. The plane will have two passenger decks and a total volume of 6045 ft<sup>3</sup>. According to the Airbus website, the plane will be

one of the most environmentally friendly planes in service. The A380 will be more fuel efficient than some cars, and will meet very strict noise pollution guidelines.

The Airbus A380F (freighter) is scheduled to go into service in 2008. This 3 deck plane will have the capacity to carry up to 150 tons of cargo.

For more information please visit [www.airbus.com](http://www.airbus.com).