

Inducor scores coup with Airdrie sales order

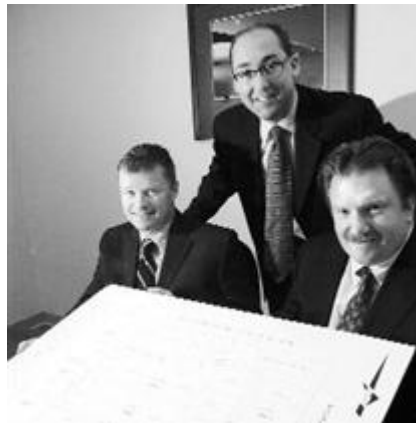
David Parker
Calgary Herald

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It's exactly a year ago that I announced Jake Louie, president and CEO of CitiLand Group of Companies, was planning to develop Gateway Commerce Centre on a 22-hectare parcel of land in Airdrie. It's now ready to market and he has awarded the task of selling its 27 industrial lots to Inducor Real Estate Solutions.

It's a coup for the new company, which was formed just two months ago by partners Chris Saunders, Sid Smith and Sean Bradley, to focus exclusively on industrial real estate.

The CitiLand project stretches east from the Queen Elizabeth II Highway on the north side of the city. It will include office/retail and 400 residential units facing Main Street on an additional 4.4 hectares of its land north of Veterans Boulevard and abutting the



CREDIT: Leah Hennel, Calgary Herald
From left, Sean Bradley, Chris Saunders and Sid Smith of Inducor Real Estate Solutions have just been awarded the job of selling lots for the Gateway project in Airdrie.

Superstore and Canadian Tire stores, which will be put on the market shortly.

Inducor managing partner Saunders says Gateway is the largest parcel of fully serviced, subdivided and zoned land available for purchase in Calgary and surrounding area.

The location gives immediate access to the north/south highway and is within minutes of the Stoney Trail ring road and Calgary International Airport.

The fact Airdrie does not impose a business tax and has a reputation for shorter permit approvals should also be attractive to companies not needing to settle in Calgary.

It's going to be a busy area as a 450,000-square-foot Costco distribution centre is planned directly across the east side of the highway.

Inducor's portfolio has also been increased with a listing to sell the 36,435-square-foot Canalog Proplate building in Foothills Industrial Park. It offers two-storey office space and a fully equipped manufacturing plant with dock and drive-in loading, and direct exposure to Barlow Trail S.

Also for sale, or lease, is a 20,000-square-foot newly constructed building on one hectare of land on Wrangler Road in the M.D. of Rocky View. And among the properties it has for lease is a single-tenant 4,000-square-foot building on 34th Avenue S.E. in North Manchester and the Hanover Commerce Centre on 61st Avenue S.E.

Saunders says fully serviced land values have increased

150 per cent over the past three years and believes they will continue to rise. So he expects submarkets such as Airdrie and Balzac will greatly benefit from Calgary land constraints.

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After 21 years with the Ontario Science Centre, most recently as director of visitor experience, Jennifer Martin has moved to Calgary to join the Telus World of Science as vice-president of programs and operations.

A highly regarded member of the science centre community and a frequent presenter at international conferences, Martin comes at an exciting time, with plans for building Calgary's new facility -- Canada's first new science centre in more than a decade -- well underway. It is scheduled to open in 2011 on land north of the Calgary Zoo.

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Tom Short has been appointed to the position of president of Rare Method Interactive, following the resignation of founder and CEO Roger Jewitt. Short has been a key member of the management team over the past four years since his former agency, Idea Machine, was acquired by Rare Method.

Additional appointments include James Waddock as COO and Nick Noronha as CFO.

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Another German designer kitchen maker, Poggenpohl, opened a shop in Calgary earlier this week, just south of IKEA in Deerfoot Meadows. It's Germany's oldest furniture company and the world's oldest kitchen brand.

Sole proprietor of the almost 2,000-square-foot Calgary store is Mark Danson, formerly a part owner of Element Cabinet, who has been planning with Poggenpohl for the past two years to bring its products to Alberta.

The Calgary store boasts five fully appointed kitchens and more than 60 finishes to choose from. Purchasers can make use of the stores in-house custom designers, but all manufacturing will be done in Germany.

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Seems as if there's always plenty of good news emanating from the Calgary International Airport, so I expect next Thursday's National Association of Industrial and Office Properties breakfast meeting at the Avison Young Club in the Pengrowth Saddledome will be very positive.

Speakers are Stephan Poirier, vice-president of business development, and Reg Johnston, director of business development/logistics, who will report on cargo and logistics and the ongoing development plans for the airport and ancillary lands.

Also attending will be Brian Partington, the airport's new director of land development who took over that role from Mike Cunnington when he retired at the end of last month.

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Tourism Calgary is off to a good start for 2008. In association with industry partners, it

has confirmed 10 citywide conventions that represent approximately 65,000 delegates, 37,000 room nights and a whopping \$9.8 million in economic benefits.

David Parker appears Tuesday, Thursday and Friday. He can be reached at 830-4622 or e-mail info@davidparker.ca.

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