



INDUCOR
REAL ESTATE SOLUTIONS

ADDING VALUE TO YOUR BUSINESS THROUGH REAL ESTATE.

OUR TEAM



Chris Saunders, B.Comm
Managing Partner

Direct: 403.630.8781
chris@inducor.com

Chris Saunders is President, Managing Partner and co-founder of Inducor Real Estate Solutions Inc., an industrial real estate services firm providing acquisition, disposition, outsource, facility expansion, and lease extension services.

A former Vice President & Partner with an international real estate firm, he obtained a Bachelor of Commerce degree from the University of Calgary in 1993 with a major in marketing. After gaining valuable experience with a major pension fund advisory firm while earning his degree, Chris pursued the brokerage side of the industry where he has had exposure to Calgary's industrial market with two international firms.

Considered one of the top performing industrial associates in Calgary, Chris brings an in-depth knowledge of market conditions, trends, strategic direction, and financial analysis to each client circumstance. Chris has contributed to over 1,000 lease and sale transactions since 1992.

Chris was a founding executive member of the National Association of Industrial and Office Properties (NAIOP) in Calgary in 2002, coordinated a national industrial team initiative for over five years, and is a member of SCL (The Calgary Logistics Forum).

Career Highlights

- 2007 Lecturer at the 2nd Annual Calgary Commercial Leasing Course
- 2004/2005 International Awards of Excellence – Top Professional – North America, Calgary, with national real estate firm
- 2001 International Awards of Excellence: Top Producer – North America, Calgary, with national real estate firm
- 2000 International Awards of Excellence: Top Producer – North America, Calgary, with national real estate firm

Partial Current and Past Client List

Advance Kamak Distribution Centres Ltd.	Concord Transportation Inc.	Kuehne & Nagel Ltd.	Sleeman Breweries
Agellan Capital Partners Inc.	Court of Queens Bench of Alberta	Logisticsolve Inc.	Sleep Country Canada
Alcatel Canada Inc.	Crown Cork & Seal	lyreco (Canada) Inc.	The City of Calgary
AMS Canada	CWS Logistics Ltd.	Nippon Express Canada Ltd.	USI-AGI Prairies Inc.
Andlauer Transportation Services Inc.	Direct Distribution Services	Parker Hannifin (Canada) Inc.	Wolseley Canada Inc.
Andres Wines (Alberta) Ltd.	Evans Consoles Inc.	Pennzoil-Quaker State International	WAM Development Group
BristolMyers Squibb Canada Co.	Exel Canada Ltd.	PBB Global Logistics	
Canada Safeway Limited	Forzani Group Ltd.	Rona Inc.	
Canadian Alliance Terminals, Inc.	Direct Integrated Transportation	Rubbermaid United Parcel Service	
Canadian Tire Corporation, Limited	GESCO Industries Inc.	Shell Canada	
CanXpress	Grand & Toy	Siemens Canada Limited	
Citium Properties Inc.	Hospitals of Ontario Pension Plan	Signature Fans & Lighting	

403.279.8885: **PHONE**

403.720.3557: **FAX**

www.inducor.com: **WEB**

Suite 200, 4351 104th Avenue SE Calgary, AB T2C 5C6: **OFFICE**



INDUCOR
REAL ESTATE SOLUTIONS

OUR TEAM

Sid Smith is a Partner and co-founder of Inducor Real Estate Solutions Inc. A former Vice President & Partner with an international real estate firm, Sid Smith started his career in 1989 and has diversified level of experience in various facets of commercial real estate. Having worked as the Calgary leasing manager with a prominent Landlord firm, he intimately understands the Landlord’s perspective when completing a transaction. Starting at Royal LePage in 1993 as Marketing and Research Coordinator, Sid was responsible for the overall operation of the research department including all tenant, vacancy and building inventory databases, along with all statistical and financial analysis. He was also charged with the rebuilding of the Industrial vacancy, inventory and tenant databases which allowed him to gain valuable insight into the Calgary Industrial market, and as such, Sid focuses his efforts on Industrial sales and leasing in the Calgary industrial market.

Partial Current and Past Client List

Active Marble & Tile	Dafoe Trucking	Rosedale Transportation
Alberta Marble	Enerflex	Smed International
Alberta Treasury Branches	Ensign Drilling	Super Save Disposal
Alggin Heating Supplies	Fleet Brake Parts & Service	Thyssen Krupp Elevator
All New Manufacturing	Freightliner Canada	Triangle Steel
Airstate Ltd.	Gienow Building Products	Trotter & Morton
Baramy Investments	Harley Davidson of Alberta	Two Bills Transportation
Big Rock Brewery	Highland Business Parks	Universal Telephone Vanguard Aviation
Boss Lubricants	Iron Mountain	Vermeer Sales & Service
Calac Trucking	Jade Stone	Western Asset Management
Calgary Masonry Supplies	Jarvis Industries	Western Warehouse Const.
Calibre Coatings	Petrobuild Industries	Westland Distributors
Clarica Life Insurance	Pfizer Canada – Animal Health	
Command Drilling	Pollard Equipment	
Conematic Heating Supplies	Precision Mounting Tech	
CP Rail	Pro-body Auto Parts	
CREIT	Qualico Developments	

D.C. (Sid) Smith

Partner

Direct: 403.680.1767

sids@inducor.com





INDUCOR
REAL ESTATE SOLUTIONS

ADDING VALUE TO YOUR BUSINESS THROUGH REAL ESTATE.

OUR TEAM



Sean Bradley

Partner

Direct: 403.607.8635

seanb@inducor.com

Sean Bradley is a Partner and co-founder of Inducor Real Estate Solutions Inc. Sean specializes in marketing industrial properties for sale and lease in calgary and surrounding areas. His market knowledge, service excellence and accountability have resulted in his role as a trusted advisor to clients. He is on the Board of Directors for Crowchild Hockey Association and is President of Foothills Properties Inc , a local real estate investment group. After gaining valuable experience with major international companies including Labatt and Bacardi, as well as experience working for smaller private companies, he has focused his efforts on the calgary industrial market

Sean provides creative solutions to the challenging real estate requirements of his corporate clients to allow them to focus on their core business activities. His entrepreneurial and professional work in partnership with his clients have made him a great asset to the inducor real estate solutions team.

Partial Current and Past Cleint List:

Airgas Airstate Ltd.	Allied seismic	Bentall Real Estate	Barramy Investments
Caliber Group of Companies	Culligan of Canada	Danone Canada	Direct Cash Income Trust
Dynamex	Greyhound Courier Express	hartco corporation,	ING
Krupp Elevator	Matrix Orbital,	Super Save Group	Thyssentorbram
Standard Life	Sunlife Financial		



Romania Leo, B.A.

Associate

Direct: 403.203.6783

romanial@inducor.com

Romania Leo is an Associate of Inducor Real Estate Solutions Inc. Romania has a bachelor’s degree in Communications, and her real estate career started at Re/Max Central as a residential realtor. Her passion for real estate then led her to work for an international commercial real estate firm, where she started as a Marketing and Research Coordinator, then onto the role of a sales assistant specializing in industrial sales and leasing. Her experience includes marketing, preparing comparative market nnalyses for clients, researching and preparing real estate reports, preparing offers, coordination of sales activity, and most important of all, ensuring customer satisfaction.



Kristine Emery, RPA

Executive Assistant

Direct: 403.203.6777

kristinee@inducor.com

Kristine Emery brings valuable experience to Inducor Real Estate Solutions Inc. She has been a certified Real Property Administrator since 1993, and her experience includes developing and collaborating on the decentralization of the property management department Ontario to Alberta, analysing and reorganizing property management departments, controlling tenant portfolio in excess of 1,500,000 square feet, appeaing tax assessments, and managing and administering a real estate portfolio for a large convenience store chain in Canada, where she handled all aspects of property and financial management including lease enforcement.

403. 279. 8885: **PHONE**

403. 720. 3557: **FAX**

www.inducor.com: **WEB**

Suite 200, 4351 104th Avenue SE Calgary, AB T2C 5C6: **OFFICE**