



OUR TEAM



Chris Saunders, B.Comm
 Managing Partner
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Chris Saunders is President, Managing Partner and founder of Inducor Real Estate Solutions, 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 prior to starting his own company in 2007.

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 1,200 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 Chapter).

Career Highlights

- Lecturer at 2006, 2007, 2008, 2009 Commercial Leases Conferences, seminars, NAIOP presentations and multiple presentations provided at NAIOP Calgary
- 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
- 1995 Rookie of the Year, Calgary, with national real estate firm
- Regular contributor of information and insight to The Calgary Herald
- Selected as one of the City of Calgary's Commercial Real Estate Advisors

Partial Current and Past Client List

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|-------------------------------------------|------------------------------------|-------------------------------------|---------------------------------------|-----------------------------|
| • Advance Kamak Distribution Centres Ltd. | • CanXpress | • Excel Canada Ltd. | • Medi - Plus Drug Stores | • Siemens Canada Limited |
| • Agellan Capital Partners Inc. | • CAT Rentals | • Forzani Group Ltd. | • Nabisco | • Signature Fans & Lighting |
| • Alcatel Canada Inc. | • Citium Properties Inc. | • GESCO Industries Inc. | • Nippon Express Canada Ltd. | • Sleeman Breweries |
| • AMS Canada | • Concord Transportation Inc. | • Grand & Toy | • Parker Hannifin (Canada) Inc. | • Sleep Country Canada |
| • Andlauer Transportation Services Inc. | • Court of Queens Bench of Alberta | • Hospitals of Ontario Pension Plan | • Pennzoil-Quaker State International | • The City of Calgary |
| • Andres Wines (Alberta) Ltd. | • Crown Cork & Seal | • Hudson's Bay Company | • PBB Global Logistics | • United Parcel Service |
| • Bristol - Myers - SQUIBB | • CWS Logistics Ltd. | • Kuehne & Nagel Ltd. | • Rona Inc. | • USI-AGI Prairies Inc. |
| • Canada Safeway Limited | • Direct Distribution Services | • Logistisolve Inc. | • Rubbermaid | • WAM Development Group |
| • Canadian Alliance Terminals, Inc. | • Direct Integrated Transportation | • Lyreco (Canada) Inc. | • Shell Canada | • Westfair Foods Ltd. |
| • Canadian Tire Corporation, Limited | • Evans Consoles Inc. | • Mark's Work Warehouse | | • Wolseley Canada Inc. |

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403. 720. 3557: **FAX**

www. inducor. com: **WEB**

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



OUR TEAM



Kelly Falconi
Associate
Direct: 403.875.1114
kellyf@inducor.com

Kelly Falconi is a very valuable asset to Inducor. Kelly has worked with Chris Saunders since 2001 and has provided supported in numerous capacities, from managing transaction files, completing required due diligence during conditional periods, managing, touring, and marketing listings, preparing documentation, and all other items required to provide our clients an exceptionally high level of service. She has assisted Chris with over 300 transactions and is very knowledgeable with the industrial sales and leasing process and market. Kelly holds a marketing certificate from SAIT. She places our clients' needs above all, is a dedicated self-starter, and an extremely motivated, dedicated and hardworking individual.



Romania Leo, B.A.
Marketing
Direct: 403.816.2308
romanian@inducor.com

Romania Leo assisted with launching Inducor Real Estate Solutions. Romania has a bachelor's degree in Communications, and she is a highly ambitious, energetic and self-motivated individual. Her real estate career was launched at Re/Max when Romania became a realtor whose experience and passion for real estate then led her to work for an international commercial real estate firm as an Associate. As a member of Inducor's industrial sales and leasing team, Romania is in charge of Inducor's marketing.

Romania brings sales and marketing experience, a professional and persevering attitude, excellent work ethic and sound dedication to maintaining high standards of customer service.



McKenzie Neal
Assistant
Direct: 403.203.6777
mckenzien@inducor.com

McKenzie Neal is the newest addition to Inducor Real Estate Solutions. She previously worked with us as a summer student and now having graduated from High School, she will be joining the team full time. With her exceptionally positive attitude, great willingness to learn new things, and always willing to tackle new challenges, she is a great addition to the company.

OUR MISSION:

To add significant value to every client's business through real estate, our team will exceed all expectations and competitors in market expertise, integrity, and service level in a form unique to our industry and consistent among all Inducor team members. Inducor's team, including Chris Saunders, Kelly Falconi, Romania Leo, and McKenzie Neal have over 35 years collective experience in creating industrial real estate solutions.

Our Team approach benefits you three ways; a consistent high-level of service, more thorough and accurate market information, and ultimately, a better result for you, our client.

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