

NAI Global Logistics Furnishes Results for IKEA

When home furnishings giant IKEA began to look for solutions to their Western U.S. distribution needs, they had a lot to consider. Importing 99% of their products through the port of Long Beach, they needed to locate a site with competitive drayage to their warehouse as well as find an environment that could support their rapidly expanding workforce. The outbound transportation component covered an area from San Diego, California to Vancouver, British Columbia. That is when they tapped the resources of NAI for help.

Seeking first to understand IKEA's needs, Tony Beatty and Eric Powers of NAI Global Logistics teamed up to assist them in an extensive search for the best location. According to Eric Powers, "we conducted a mileage study to determine the equilibrium point of possible locations taking into account long-term growth plans. The next step was to study the labor markets; stability and availability factors as well as wage rates were evaluated. The final phase took into consideration construction and land costs as well as community and fees". Taking all these into consideration, NAI Global Logistics was able to negotiate on IKEA's behalf a location that will save IKEA millions of dollars both in the initial development and in long-term operating initiatives.

Truly understanding the needs of the client is more than just a feel good phrase, it is an essential part of providing the best service in the industry.

NAI Global Logistics is more than a global real estate brokerage, we understand the needs of logisticians today and deliver on those needs.

