

PROFESSIONAL PROFILE

Lane W. Bockman
CBRE Port Logistics Practice
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PARTIAL CLIENT LIST

- Benaroya Company
- OPUS Northwest L. L. C.
- RREEF
- American Port Services
- Performance Team
- NDC
- CertainTeed Corporation
- Spears Manufacturing
- McKillican International, Inc.
- NYK Logistics
- Lowe Enterprises
- Boeing Realty Corporation
- Cabot Partners
- AT & T

PROFESSIONAL EXPERIENCE

Lane Bockman's extensive experience in industrial real estate provides clients with the best solutions for their unique and individual requirements. Clients, such as NYK Logistics and OPUS Northwest, find Lane to be innovative, committed and knowledgeable regarding their properties.

QUALIFICATIONS

- Diverse transactional experience creating personal relationships with a wide variety of businesses, from manufacturing, warehousing/distribution to third-party logistics companies.
- Seattle/Tacoma representative to CBRE's Port Logistics Practice – Global Supply Chain Practice Group www.cbre.com/gscp
- Member of CB Richard Ellis Food Group
- Twenty-six years of Puget Sound industrial property knowledge, with emphasis in logistic companies' requirements.
- Property-specific market knowledge throughout the Puget Sound region and the Pacific Northwest.
- Extensive market knowledge of competing properties, including current and future availability in existing buildings.
- Analysis of and insight into tenant lease trends as well as market lease and sale comparables.
- Strong negotiator providing unique solutions to complex property and logistic issues.
- Backed by a strong team dedicated to providing the best possible service to clients.
- Involved in sale/lease of over 35 million square feet, with a transaction volume of over \$2 billion.

PROFESSIONAL AFFILIATIONS

WERC – Warehousing Education and Research Council
CSCMP – Council of Supply Chain Management Professionals
NAIOP – National Association of Industrial and Office Professionals

EDUCATION

Mr. Bockman earned a B.A. in History from the University of Washington.