

CASE STUDY



CLIENT: CanWel Building Materials Group Ltd
ADDRESS: 1055 West Georiga Street, Vancouver, BC
AREA SIZE: 13,313 Sq. Ft.
TERM: 3 years

THE CHALLENGE: CanWel Building Materials Group Ltd. (CanWel) is one of North America's largest distributors of building materials and home renovation products serving new home construction; home renovation and industrial market. No industry is more sensitive to economic cycles than that described above. Despite ever changing economic cycles, CanWel has experienced continued success and growth, creating constant pressure on CanWel's office requirement in Vancouver, BC.

THE SOLUTION: Since 2000, CanWel has relied heavily on the resourcefulness of Aaron Ulinder and John Megan. Charged with the responsibility to identify the least costly, most flexible deal terms the market could bare, Aaron Ulinder and John Meagn have looked beyond the obvious; seeking out latent or distressed opportunities in the interest of creating leverage in extension negotiations or bona-fide relocation alternatives. Through this resourcefulness, CanWel have benefited from single digit rental rates; flexible lease and financial terms well below industry averages for the past seventeen (17) years.