

# Market *Focus*

## Trucking Industry Optimism Appears to be Peaking.

(Toronto) -- Seventy-three per cent of the carriers who completed the OTA's third quarter 2010 Business e-Pulse Survey said they were optimistic about the trucking industry's overall prospects for the next three months -- up over 20 percentage points since the beginning of the year and its highest level since OTA began conducting the quarterly survey of its members in the third quarter of 2008. Only 2% of respondents indicated they were pessimistic. The survey was conducted electronically between July 12<sup>th</sup> and July 29<sup>th</sup>, 2010.

However, the one percentage point jump between 2Q10 and 3Q10 may be a signal that optimism in the industry has peaked. In the previous five quarters optimism had jumped from 27% to 72%.

In part, this may be fueled by ongoing concerns over the slowing pace of recovery in the United States. Only 25% of respondents said that southbound US freight volumes had improved over the past three months,

compared to 56% for intra-Ontario freight, 53% for interprovincial volumes and 50% for northbound US freight. 15% of respondents -- at least four times the proportion of any of the other freight corridors -- said that southbound US volumes had actually decreased.

Still, the sentiments about US freight volumes must be looked at in perspective. While the outlook is weaker than that of the Ontario and Canadian markets, the results do reflect a significant improvement compared to 2008 and 2009.

Overall, in all markets combined, 63% of the carriers said that volumes were up compared to a year ago. 47% reported growth in excess of 5%. It all depends on what lanes you operate in and who your customers are [...].

Source: Ontario Trucking Association

### FEATURED LISTING



#### RARE CROSSDOCK FACILITY HIGHWAY FRONTAGE

OAKVILLE, ON

- 13,000 sq. ft. on 5.6 acres
- 24 truck level shipping doors
- 1 drive in / 1 freight door
- Quick highway access to QEW and Hwy. 403
- Yard is fully secured and graveled
- Rare purchase opportunity

#### IDEAL FOR LOGISTICS COMPANIES REQUIRING CRANES



NEW TECUMSETH, ON Hwy. 400 / Hwy. 9

- 57,344 sq. ft. precast facility
- 24' clear height
- Cranes throughout
- **\$0.00 / sq. ft. (net) for first year!**
- Over 5 acres of extra land

#### LOGISTICS WAREHOUSE SHORT AND LONG TERM DEALS



McLAUGHLIN ROAD  
 MISSISSAUGA, ON

- 164,164 sq. ft. divisible to 10,000 sq.ft.
- Excellent highway 401 access
- 30' clear height
- 36' x 40' bay size

#### ECONOMICAL DISTRIBUTION / LOGISTICS WAREHOUSE



BRAMPTON, ON









- 50,451 - 196,496 sq. ft. available
- 24' clear height
- 30' x 40' bay size
- Economical net rent & TMI
- Minimal Office

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GLOBAL DISTRIBUTION AND LOGISTICS SOLUTIONS TEAM

# Available *properties*

<p><b>WAREHOUSE WITH EXTRA LAND FOR OUTSIDE STORAGE</b></p>  <p><b>FOR LEASE</b></p> <p>BARRIE, ON</p> <ul style="list-style-type: none"> <li>19,708 sq. ft. with just over an acre of extra land</li> <li>10% functional office component</li> <li>1 TL / 1 DI door</li> <li><b>VERY LOW NET RENT</b></li> </ul>	<p><b>UNIQUE REPAIR FACILITY MAJOR PRICE REDUCTION</b></p>  <p><b>FOR LEASE</b></p> <p>UNION ST., TORONTO</p> <ul style="list-style-type: none"> <li>18,600 sq. ft. on <b>1.8 acres</b></li> <li>4 oversized drive-in doors</li> <li>Clear span body shop with spray booth included</li> <li>Large fenced / partially paved yard for outside storage</li> </ul>	<p><b>RARE TRUCK SALES / REPAIR FACILITY MISSISSAUGA, ON</b></p>  <p><b>FOR LEASE</b></p> <p><b>9 TRUCK SERVICE BAYS</b> 585 Southdown Road</p> <ul style="list-style-type: none"> <li>24,919 sq. ft. on 2.76 acres</li> <li>Fenced / paved / lit yard</li> <li>Functional office on 2 levels</li> <li>Ample land for outside storage</li> <li>Full-length drive-thru pit bay</li> </ul>	<p><b>TRANSPORT YARD / OUTSIDE STORAGE FACILITY</b></p>  <p><b>FOR LEASE</b></p> <p>MISSISSAUGA, ON</p> <ul style="list-style-type: none"> <li>1.42 acre lot zoned for outside storage</li> <li>1,200 sq. ft. office building</li> <li>Truck plug-ins on-site</li> <li>Video surveillance included</li> <li>Bonus 600 sq. ft. garage / storage facility included</li> </ul>
<p><b>RARE OUTSIDE STORAGE LAND FRONTING ON HWY. 401</b></p>  <p><b>FOR SALE</b></p> <p>LONDON, ON</p> <ul style="list-style-type: none"> <li>10.85 acres of outside storage land suitable for "transportation terminal"</li> <li>Over 930' fronting onto 401</li> <li>Excellent highway access and exposure</li> <li>Multiple repair facilities on-site</li> </ul>	<p><b>EXCELLENT CROSSDOCK SPACE AVAILABLE</b></p>  <p><b>FOR LEASE</b></p> <p>MISSISSAUGA, ON</p> <ul style="list-style-type: none"> <li>12 truck-level crossdock doors</li> <li>90 trailer parking positions</li> <li>3,000 sq. ft. of office space</li> <li>Truck repair and fueling services available on-site</li> <li>Prime Mississauga location</li> </ul>	<p><b>PRIME OUTSIDE STORAGE OPPORTUNITY</b></p>  <p><b>FOR LEASE</b></p> <p>MAJOR MACKENZIE, VAUGHAN</p> <ul style="list-style-type: none"> <li>Up to 4 acres of M2 "outside storage" land available</li> <li>Directly across from Vaughan intermodal yard</li> <li>Fully fenced, lighted, gated &amp; graveled</li> </ul>	<p><b>TRANSPORTATION TERMINAL AVAILABLE</b></p>  <p><b>FOR SALE</b></p> <p>ST. CATHERINES, ON</p> <ul style="list-style-type: none"> <li>20,000 sq. ft. on 4.5 acres</li> <li>1,500 sq. ft. of office space</li> <li>4 truck-level doors</li> <li>Highway frontage opportunity</li> <li>Secured / graveled yard</li> <li>Ample trailer parking</li> </ul>

## GLOBAL DISTRIBUTION AND LOGISTICS SOLUTIONS - TEAM MEMBERS



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