

## THE TRATT REPORT

### Demand for Industrial Properties Continues

The explosive growth Phoenix has experienced over the past year is expected to continue through 2005 with no signs of slowing.

Demand for "industrial" type properties has grown similarly, specifically in the west and south valley areas.

It is anticipated over the course of the next 12 to 18 months, that an additional 2 Million square feet of industrial space will be brought on line at a minimum.

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*NOTHING IN THIS WORLD can take the place of persistence. Talent will not; nothing is more common than unsuccessful people with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan "press on" has solved, and always will solve, the problems of the human race.*

**By:**

**Calvin (John) Coolidge**  
**U.S. Statesman and**  
**30<sup>th</sup> President**  
**(1923 - 1929)**

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## TRATT INDUSTRIAL ACQUIRES 1.1 MILLION SQUARE FEET 1ST QUARTER 2005

Tratt Industrial recently completed the purchase of a 1.1 million square foot industrial property in Olive Branch, Mississippi, a suburb of Memphis, TN, considered a Tier 1 national distribution market. The property is currently leased long term by Williams-Sonoma, Inc. and serves as one of their main distribution centers. The seller was Hewson / DeSoto Phase I, LLC the original developer and affiliate of Hewson Development Corporation.

The project was constructed in phases beginning in 1998 and entirely completed in July, 2000. It is a state-of-the-art facility with 36 foot clear height, ESFR sprinkler, 350 foot concrete truck drive and trailer storage.

As noted by Jonathan Tratt, "this acquisition is very significant for Tratt Industrial as it marks our first venture outside of Arizona and is indicative of the type and quality of projects that we develop and look to acquire."



*Williams-Sonoma Distribution Center and Offices  
Olive Branch, Mississippi (Metropolitan Memphis, TN)*



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## TRATT INDUSTRIAL ACQUIRES 127,680 SQUARE FEET 4TH QUARTER 2004

*In October of 2004, Tratt Industrial acquired a 127,680 square foot distribution building located in the Freeport Center, southwest Phoenix. The seller was RREEF and the property was 50%*

*occupied at the time contracts were drawn. During the escrow period, Blue Line Distributing, a wholly owned company of Little Caesars Enterprises, leased 63,840 square feet.*

*Together with the existing tenant, Dietrich Industries, a wholly owned subsidiary of NYSE Worthington Industries, Inc. ("WOR"), the Freeport Center building is 100% occupied.*



FOR SALE and LEASING  
OPPORTUNITIES

Contact

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BNSF Industrial Center  
44th Avenue and Highland  
Phoenix, Arizona

DISTRIBUTION BUILDING  
139,250 S.F.

- Divisible to 30,000 S.F.
- 30' Clear Height
- Rail Served (BNSF)
- ESFR Sprinkler
- 75' Concrete Apron
- Secured Fenced Perimeter
- SRP
- Build-To-Suit Offices

Maricopa Industrial Center  
5520 W. Maricopa Street  
Phoenix, Arizona

Ideal Dead Storage Space Available  
Divisible To 7,500



**Detailed Information  
may be obtained by  
visiting us on the web at:  
www.trattindustrial.com**

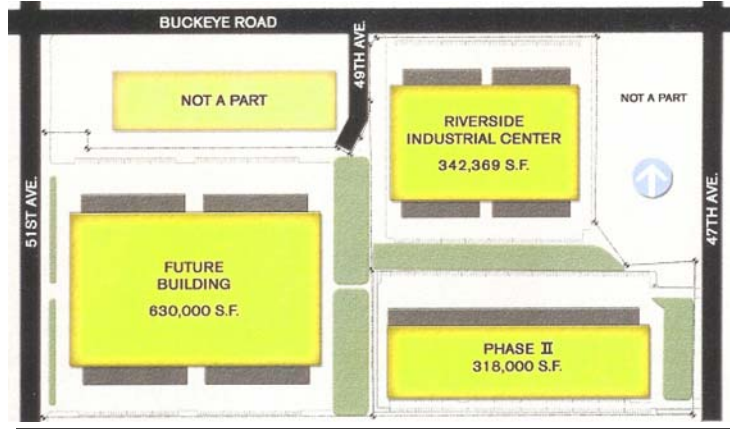
# RIVERSIDE INDUSTRIAL CENTER

STATE-OF-THE-ART CROSS DOCK FACILITY

Our first development in the 73 Acre Park will be the Riverside Industrial Center at the southeast corner of 49th Avenue and Buckeye Road in Phoenix, Arizona. The to-be-built 342,369 square foot state-of-the-art cross dock facility, sits

In the tax advantaged Riverside Tax District, which is the most economical in all of southwest Phoenix.

Riverside Industrial Center II plans are also in the works. RIC II will be 318,000 square feet at 47th Avenue south of Buckeye Road.



**Property Highlights:**

- 38% - 40% lot coverage
- Build-to-Suit Offices
- 185' Truck Court Each Side
- 75' Concrete Truck Aprons
- 30' Clear Height
- ESFR Sprinkler
- Divisible to 37,500 SF
- SRP & Riverside Tax District
- A-1 City of Phoenix Zoning
- Secured Fenced Perimeter
- 9' x 10' Dock Doors
- 12' x 14' Drive-in-Ramps
- Trailer Storage

## FREEPORT INDUSTRIAL CENTER II 48,000 S.F. DIVISIBLE TO 20,000 S.F.

This planned 48,000 square foot warehouse/distribution building is located on a 2.52 acre site within the Freeport Center, at the northeast corner of Hadley and 53rd Avenue in Phoenix, Arizona.

Plans call for 24' - 27' clear height, ESFR sprinkler, rail service and will accommodate



641 S. 53rd Avenue  
Phoenix, Arizona

two tenants. Plans have been approved by the City of Phoenix and the property can be ready for occupancy within six months.

Site plan and more details can be reviewed on our web site [www.trattindustrial.com](http://www.trattindustrial.com)

**AVAILABLE FOR  
SALE OR LEASE**

## Tratt Sponsors NAIOP's Signature Speaker Series

**Thursday, March 31, 2005**

Tratt Industrial joined with the National Association of Industrial and Office Properties, the organization known as NAIOP, to sponsor the Second Annual Signature Speaker Series held at the Arizona Biltmore Resort.

This year's signature speaker was Marvin "Buzz" Oates, an entrepreneurial pioneer in the development,

construction and management of industrial properties.

Buzz learned the value of success at a young age and has since built an umbrella of companies that now develop, build and manage industrial property assets valued at over one billion dollars.

Tratt Industrial salutes Buzz Oates and his Phoenix partner, Doug Barkdull, for their accomplishments in our market, for raising industry standards,

and for utilizing best practices.

Buzz is on the **Forbes 400** List of Richest Americans.



Jonathan Tratt, Buzz Oates and Doug Barkdull (left to right)