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FOR IMMEDIATE RELEASE

CAMSO USA INC. SIGNS NEW LEASE FOR LARGEST U.S. WAREHOUSE

CHICAGO, IL (August 5, 2020) - David Liebman, SIOR, JD, Managing Broker of Merit Partners, Inc., is pleased to announce that Camso USA, Inc., a subsidiary of Michelin, has signed a new 252,208 square foot lease for its largest U.S. warehouse, located at 24601 S. Bradley Street in Channahon, IL. The company is relocating from a previous warehouse location in Joliet, IL.

Camso, one of North America's largest manufacturers and distributors of rubber tires and tracks for off-the-road vehicles and construction equipment, selected the site not only for its location and labor needs, but also to meet Michelin's high standards for warehouse facilities. Liebman introduced them to the new state-of-the-art warehouse building due to its upscale image, functional layout and 36' clear ceiling height, among other features. Camso expects to move into the property in September 2020, following completion of extensive tenant improvements. The building owner, Crow Holdings Industrial (CHI), was represented by brokers Sean Henrick, SIOR, and Jason West, SIOR, of Cushman & Wakefield. CHI's Matt Kurucz, Managing Director, was ownership's leader in the transaction.

"This one year-old speculative building meets Michelin's standards, including a lease with incentives in excess of \$1.1M in monetary benefits to the tenant," says Liebman. "It allowed Camso to relocate from a functionally obsolete space to a new state-of-the-art distribution center."

From an initial list of twenty-two prospective properties submitted by Liebman, the search quickly narrowed to a short list of three properties. LOI's were submitted on all three properties, followed by in-depth negotiations with those landlords until the Channahon property emerged as the winning candidate.

Baldwin Hickey, Camso's Warehouse and Transport Director for the Americas, commented on the process: "As we met and started to work together, I quickly respected and agreed with David's judgement, and came to rely on him throughout the whole process. It went very well and was surprisingly easy to work with this building owner. In past warehouse deals I've had some really nasty run-ins with a few landlords. This deal was the opposite: the landlord was so open, transparent and easy to work with." Liebman agreed, noting that "Without the incredibly cooperative and forward-thinking efforts of Matt Kurucz of CHI, builder Arco/Murray Construction Company and the Cushman & Wakefield team, this deal would never have been completed."



About David Liebman, SIOR, JD, and Merit Partners, LLC

A commercial real estate broker exclusively representing industrial property tenants, buyers and occupiers, David Liebman offers companies a full-service approach to industrial and office transactions, real estate strategy, planning, site selection, and facility needs. Bringing more than 30 years' experience to business owners, he specializes in both straightforward and highly specialized and complex requirements, bringing a creative, client-centered approach, focused on creating higher-than-normal value for business owners. A leader in the commercial real estate brokerage community, Liebman is a longtime member of the elite brokerage network, Society of Industrial and Office Realtors (SIOR), and is a former National Board Member, Speaker of the Chapter Leadership Council, and President of both the SIOR Chicago Chapter and the Chicago-area based Association of Industrial Real Estate Brokers (AIRE). For more information, visit www.meritre.com/brokerage.

About Camso

Camso, the Road Free company, is a world leader in the design, manufacturing, and distribution of off-road tires, wheels, rubber tracks and undercarriage systems to serve the material handling, construction, agricultural and powersports industries. It employs more than 7,500 dedicated employees who place 100% of their effort on 11% of the global tire and track market; the off-the-road market. It operates advanced R&D centers and manufacturing plants in North and South America, Europe and Asia. Camso is a supplier to leading original equipment manufacturers (OEM) and distributes its products in the replacement market through its global distribution network.

About Crow Holdings Industrial

Crow Holdings Industrial is one of the nation's largest industrial developers with properties in key markets across the United States. They invest alongside their partners through various fund and venture structures to develop properties ranging from multi-building commerce parks to infill, last mile logistics facilities. The company takes a strategic and targeted approach to building state-of-the-art logistics spaces for today and tomorrow.

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