

CASE STUDY

TENANT REPRESENTATION

2017

**Client**

Rocanda Enterprise Ltd.

**Location**

Leduc, AB

**Outcome**

5 year lease

SCENARIO

Rocanda Enterprises Ltd. have served the North American oil and gas markets with solvents and specialty chemicals for over 25 years. While feeling first-hand the hit the energy sector took in late 2014, by mid-2016 the market was under repair and the timing was right for Andrew Romocki, President of Rocanda Enterprises Ltd. to establish a physical presence in Leduc Business Park. This location would help to better serve the Western Canadian market.

STRATEGY

Romocki engaged the Lizotte Industrial team of Richard Lizotte, Harris Pipella and Jim McKinnon and outlined in detail what they required. After initially touring properties in the 5,000 Sq.Ft range, it was quickly realized that 5,000 Sq.Ft would not suffice for the anticipated future growth and a new plan was established:

- 10,000 to 15,000 SF warehouse
- small office component
- drive through bay
- demised bay for chemical workspace
- Multi-functional yard- must accommodate 53' and Super B trucks as well as house storage and mixing tanks

Through detailed analysis and Lizotte and Associates market research capabilities a comprehensive list of properties through Leduc and Nisku were presented and toured. Lizotte and Associates and Romocki assessed the properties and agreed on moving forward with an Offer to Lease for 6707-39 Street, Leduc, AB.

“The team at Lizotte and Associates assessed our needs and guided us through the site selection until we decided on a 15,000 SF office/warehouse on 2 Acres. Lizotte’s team represented our interests in the lease negotiation and with a minimum of fuss coordinated the lease – allowing us to focus on our business whilst Lizotte did what they do best – professionally represent their client’s interests.”

-Romocki

SUCCESS

By September 2016 Lizotte and Associates had negotiated on behalf of Rocanda Enterprises Ltd. a 5 year lease commencing November 2016 located at 6707 39 Street, Leduc – a 14,750 Sq.Ft building located on 2 Acres in the Leduc Business Park.

As a result of the smooth and transparent process and Lizotte and Associates ability to efficiently handle all administrative requirements during the fall of 2016, Rocanda and Lizotte and Associates partnered together again in October 2017 to negotiate and lease an additional neighboring 30,000 Sq.Ft. The success of 2016 was replicated in 2017 and Lizotte and Associates are proud to be a part of Rocanda’s continued growth, from 0 to 45,000 Sq.Ft in 15 months.

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