



Written By

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## Welcome Note

Welcome to the latest edition of SPACE Industrial for 2018, which showcases our premium listings across the country, feature editorials and our latest market reports.

It has been an exciting year to date for the Knight Frank Industrial business, with a number of key transactions finalised across all markets. In Brisbane, we finalised Mitre 10's new 31,000 sqm distribution centre; completed a 12,104 sqm lease in Dexus' Industrial Estate, Larapinta to Mainfreight; and sold two facilities in Hemmant with a combined GLA of 20,410 sqm for \$26,125,000.

In Melbourne, on behalf of Goodman, we leased a 9,522 sqm industrial facility at 7 Chifley Drive, Mentone to Pharmaceutical Packaging Professionals.

Our Sydney team negotiated the sale 12.89 ha development site at 44 Clunies Ross Street, Greystanes for \$61,100,000, while our Perth team leased a 14,379 sqm transport facility at 841 Abernethy Road, Forrestfield to CTI Logistics.

We continue to focus on hiring and nurturing the best talent in the market. We are delighted to have recruited two new directors to our Melbourne team, Marco Sandrin and Brent Glassford, and two new recruits to our Western Sydney team – Matthew Pizzonia and David Brush – as well as David McPhillips to our Brisbane team.

In this edition, we turn the spotlight on the importance of transportation innovation in the logistics space, with a focus on two infrastructure projects changing the logistics landscape – [Qube's Moorebank Logistics Park](#), Australia's largest freight infrastructure project in South-West Sydney, and South-East Queensland's \$5.4 billion [Cross River Rail project](#), which will solidify Brisbane's standing as a new world city and improve connectivity.

In our [Q&A section](#), Western Australia's Scott Bailey discusses knowing your local market, understanding your clients' needs and his '3-3-6' rule for marketing a property. We also [interview a number of our operatives](#) and share insights into the nuances and challenges facing our colleagues across the key interstate markets.

Back by popular demand to our publication is our crossword puzzle '[Industriaword](#)' – find the hidden word for your chance to win a Knight Frank Industrial toolkit.

I invite you to [contact any of our national operatives](#) who will happily respond to your enquiry or connect you with your local expert. When you interact with a Knight Frank professional, you are connecting with more than one person, or one group – you are connecting with an entire global Knight Frank team.

As always, we trust you will enjoy our latest edition of SPACE Industrial.

Yours sincerely,

**Tim Armstrong**

Partner, Head of Industrial, Australia