

Is there growth in the manufacturing and industrial sector?

Tuesday 4 December 2012, DTZ, Old Broad Street, London EC2N 2BQ



This Knowledge Exchange early morning seminar was organised by CoreNet UK Chapter's Manufacturing and Industrial Group, led by **Harry Cole of Charmasson Management Consultants Ltd** who introduced the session. M&I frequently calls for a different look at CRE than a typical office based portfolio would require, and logistics, location strategy, surplus property disposition and environmental remediation are just a few of the topics that the M&I Group is addressing



In this case the subject was growth and how to deal with it; the venue was provided by DTZ in their City of London office and DTZ's **Simon Lloyd** facilitated a lively interactive session. Our two speakers were set to explore a number of key emerging themes and identify trends, driving growth and exploring the creation of hubs jointly with suppliers.



First speaker **Jonathan Turner**, Honeywell, Global Real Estate Director for EMEA and India, described his part in this giant global corporation with its diverse range of technologies, from life saving equipment to turbo chargers. He discussed the varying requirements across his region, from established bases in Western Europe, to emerging areas from Eastern Europe to the Middle East & Africa, as well as China. Core to Global Real Estate's success for Honeywell in enabling growth has been delivering transformation across the global portfolio, driving productivity within the existing footprint and supporting expansion in the emerging regions.



We then broke for coffee before returning to our tables to hear from **John Burgess**, director of Global Corporate Real Estate for Carefusion, a relatively new company having been spun out of Cardinal Health in 2009. John explained the history and intent of Carefusion - working closely with customers in hospitals & pharmacies to provide medical systems and procedural solutions that



increase safety and lower the cost of healthcare. With an increased focus outside the US, the company is expanding its global reach, particularly in South America. Transaction management is truly global, project management is getting there but facilities management is still largely operations led, especially outside the US. While go-to-market strategies are still highly differentiated, and driven to some extent by local regulations, the way forward looks to integrated centres of excellence to drive growth..



All Knowledge Exchange seminars, being deliberately smaller events, allow for plenty of questions and answers and this session did not disappoint.