



## XPEDX

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-- Bryce Spencer

### XPEDX Headquarters • Grand Rapids, MI • Industrial Property

International Paper is a diversified, global company with manufacturing operations in the western hemisphere, Europe, Asia, and Africa. They manufacture writing and printing paper to corrugated shipping products and building materials out of forest products. Stu Kingma - SIOR, Senior Director of Industrial Services for The Wisinski Group, represented XPEDX, a division of International Paper, on a large complex transaction in Grand Rapids, MI.

The challenge facing the client was threefold. Corporate mandated that all facilities in the region be consolidated into one. Purchasing was not an option and locating a building with a minimum 150,000 square feet with 34 foot ceiling height was a requirement. The lone problem, a building with 34 foot ceiling height was not available in the Grand Rapids market at the time.

Stu Kingma developed a strategy that would achieve all objectives. He immediately identified all industrial development sites that would meet XPEDX logistic requirements. He then created a developer RFP (request for proposals) for a build-to-suit. Seven developers participated in the process and Mr. Kingma acted as point person throughout the process from lease signing, to occupancy.

The end result was a 152,000 square foot facility to client specification for XPEDX 's - Western Michigan Operation located in the City of Kentwood, a southeastern suburb of Grand Rapids.

*“Mr. Kingma was involved in almost every single step of the process, from proposals to design to finish. I found him thorough, well informed, and persistent in his practices which proved to be instrumental in clearing away all obstacles along the way. Mr. Kingma has no difficulty maneuvering through the red tap and inter-departmental politics within our own Corporation (International Paper). We were also well represented by Stu when approaching the State and Local authorities for approval plans and securing significant tax abatements. Stu Kingma did an outstanding job representing XPEDX. I would have no hesitation using his services in the future if the need arrived.”*

— Bryce Spencer  
Administrative Manager