

SUMMER 2009

PERSPECTIVES

PROJECT MANAGEMENT UPDATE

Stimulus Dollars, Our Pursuits

PJM STAYS ON THE HORSE

To Win Major Canada Project

WORDS *of* WISDOM

Frequently Asked Questions

CBRE
CB RICHARD ELLIS

BIENVENIDO! CBRE PJM in Mexico in the Spotlight

What should our CBRE Global team members know about CBRE PJM in Mexico?

CBRE Mexico PJM has served the Mexican market for more than five years offering Project Management as well as Owner's Representation services. The field of Project Management in Mexico is relatively new and even though CBRE PJM operations in Mexico started not long ago, our team has managed high profile industrial-type projects, such as the largest distribution center in Latin America for Kuhene Nagel. It is important to mention that, being in a developing country, the construction sector in Mexico is complicated to manage. However, CBRE Mexico has leverage with the main general contractors, designers, engineering firms, furniture, cabling suppliers and other providers that have allowed our clients to take advantage of such relationships- obtaining

better deals, high-end solutions, high-quality construction, products and on-time deliveries.

CBRE Mexico PJM has presence in Mexico's main cities: Guadalajara, Monterrey and Mexico City. From there, our team has managed projects throughout the country. Our leadership team is in close contact with Martha Bayer, PJM Senior Managing Director to liaise with US and Other region based GCS clients. Martha ensures that we are aware-of and leveraging PJM Platform tools for the benefit of our clients.

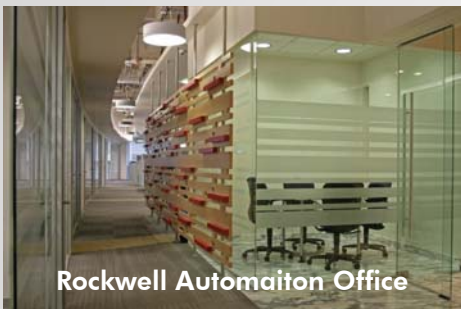
Our team is a vibrant and active Department, among which there are three LEED Accredited Professionals. Our fully bilingual team takes the client through the project with complete understanding of their needs- and the ability to explain the existing cultural differences within Mexico.



Who should our PJM Global team members contact first if their clients have work in Mexico?

They should contact me! Sergio Panero, Director Project Management at phone (52) 55 5284 3290 or cell (52) 55 4340 0756, sergio.panero@cbre.com.mx

Recent major projects from CBRE Mexico



Rockwell Automation Office

1. Daimler Financial Services Corporate Office (118,360 sf), acting as owner's representative
2. TYCO Manufacturing Center (215,200 sqft), acting as project manager
3. Bank of Nova Scotia Trading Floor and Office (43,040 sqft), acting as project manager
4. Interamerican Development Bank (17,216 sqft), acting as project manager
5. Kuehne Nagel Distribution Center (1,054,480 sqft), acting as project manager
6. Google Office (10,760 sqft), acting as project manager (Ed. Note: see Perspectives Spring 2009 issue for article and pictures)
7. Navteq Leon Office (17,216 sqft), acting as project manager
8. Avaya Office (33,356 sqft), acting as project manager
9. Parque Lindavista Mall (1,721,600 sqft), acting as construction manager
10. Banco del Bajío Office (53,800 sqft), acting as construction manager
11. Jafra Office (30,128 sqft), acting as construction manager
12. Rockwell Automation Office (17,216 sqft), acting as project manager
13. Latin Panel – WPP Office (11,836 sqft), acting as project manager
14. Grupo Danhos Building for Corporate Offices (75,686 sqft) acting as owner's representative