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Logistics & Leasing – COVID’s Breakout Product Type

MODERATOR

Hines Senior Managing Director Palmer Letzerich

PANELISTS

- JLL International Director, Industrial Brokerage, Americas Kris Bjorson
- BCI Global President and CEO René Buck
- Cushman & Wakefield Senior Managing Director Ben Conwell
- Hines Head of Logistics & Industrial, Europe Logan Smith

SUMMARY

The Industrial/Logistics sector is weathering the COVID-19 crisis comparatively well, in large part due to increased tenant demands during the pandemic. Changing retail dynamics and the shift toward e-commerce are just some of the reasons industrial investment could become even more attractive.

Our sixth forum panel discussion featured thought leaders in the sector as we discuss future implications on the world of logistics, how tenants have successfully navigated COVID-19 and what they are doing next.

[Listen to the conversation here](#)

KEY THEMES



Benjamin Conwell
Cushman & Wakefield

“ Industrial & Logistics is now about speed. Delivery continues to be compressed toward same-day. Companies will need to develop footprints in markets that weren’t being looked at previously. ”



Palmer Letzerich
Hines

“ We’re seeing larger format buildings and factors that go toward more requirements. Going beyond 1 million square feet is not rare. ”



Logan Smith
Hines

“ Europe has seen three years of e-commerce growth in about three months. We’re at the start of a secular change. ”



Kris Bjorson
JLL

“ I see more risk of buildings being empty because companies can’t solve the labor equation. How will workforce communities support the Industrial & Logistics growth? ”



René Buck
BCI Global

“ Industrial & Logistics has been one of the most resilient industry verticals. There’s a big appetite for this type of real estate. ”

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