



# Jeffrey A. Calig, CCIM

## Vice President

Jeffrey A. Calig joined NAI Daus as an Industrial Specialist and is now a Vice President concentrating on Industrial Real Estate Brokerage in the Southeast suburbs of Cleveland.

Jeffrey owns and manages a seven unit apartment building in Pittsburgh, Pennsylvania. He is also a partner in a 178 unit apartment building in Lakewood, Ohio.

Prior to joining NAI Daus Jeffrey worked for Calig Steel Drum Company in Pittsburg, Pennsylvania. He started as a supervisor and eventually became General Manager. He was instrumental in guiding Calig Steel Drum Co. to become the second steel drum company certified to the ISO 9002 quality standard. In June of 1997, Mr. Calig purchased fifty percent (50%) of the business and merged the company with North Coast Container Corp. of Cleveland.

Jeffrey then became an owner, officer and director of North Coast Calig Corp. now known as North Coast Container Corp. As Vice President of the company, his responsibilities consisted of plant management and quality assurance (ISO 9002) management. In 2001, Mr. Calig sold his share of the business and decided to concentrate full time on Industrial Real Estate.

Jeffrey started his Industrial Real Estate career with an affiliate of Prudential BCG Commercial Real Estate Services as an Industrial Specialist. Jeffrey was also the internal auditor for Prudential's ISO 9002 quality system and consulted Prudential through this process.

Since joining NAI Daus Jeffrey has been awarded the NAI Daus Top Five Producers Award in 2006, 2007, 2008, and 2009; NAI Gold Club in 2005; and CoStar's Cleveland Power Broker Award the last 4 of 5 years. In 2006, Jeffrey was designated as a Certified Commercial Investment Member (CCIM). He is also Vice President of the Twinsburg Chamber of Commerce and sits on the Twinsburg Business Partnership Committee and the Solon Business Development Committee. Jeffrey graduated with a Bachelor of Science degree in Business Administration from Ohio University.

### SIGNIFICANT TRANSACTIONS

- Represented the Step2 Company in a 98,000 SF lease to Coca-Cola and later sold the building to an investor
- Represented Key Bank in a 102,000 SF warehouse sale to Phoenix Steel Corp.
- Represented Technoform USA in a 54,000 SF 10 year industrial lease
- Represented the owner in a 195,000 SF multi-tenant industrial sale
- Represented the landlord in a 81,000 SF industrial lease in Solon, Ohio
- Represented the landlord in a 72,000 SF industrial lease in Macedonia, Ohio

### CLIENT LIST (Partial)

- ITW
- Wal-Mart
- Demag Cranes & Components Corp.
- Chelm Properties
- The Step2 Company
- Wolff Bros. Supply Inc.
- The Hertz Corporation
- Superior International
- B & B Wood Products
- Unifirst Corporation
- London Cleaners
- Fox International
- The City of Twinsburg
- Twinsburg Township
- Barudan America
- Cobra Plastics
- Jade Sterling Steel
- Edgepark Medical Supplies



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