

Ledge work could delay project by a year

Ledge

Continued From Page C1

monwealth of Independent States, former Soviet states from Armenia to Uzbekistan. Highland Forwarding also ships to and from China.

"We have a number of Russian-speaking staff here in the office," said Maly, who is originally from Prague in the Czech Republic.

"We go deep on knowledge and expertise," he said. "We are competing against some very large firms." Competitors include the Panalpina group, DHL and others.

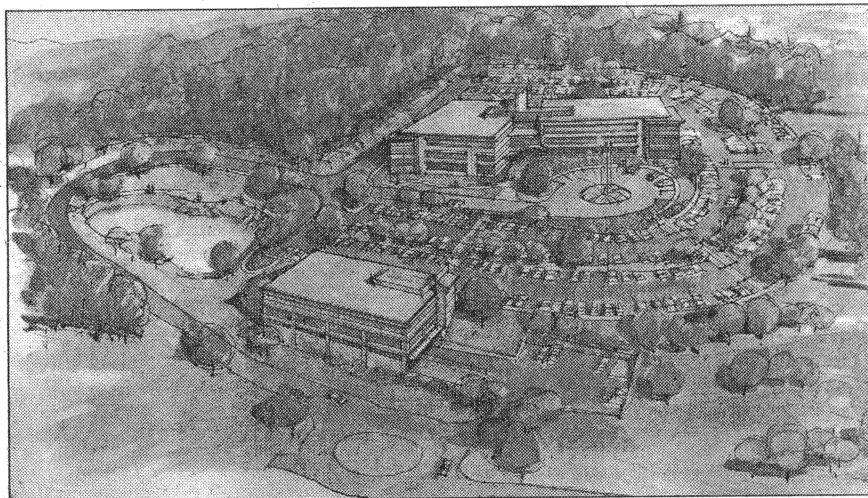
"We're building for the future," Maly said. "I think the Manchester area is going to be a great market, long term," Maly said.

"We're starting with a small building which will serve our purposes," he said.

Construction of the 36,000-square-foot building is expected to begin next year and be completed in 2012.

Initially, Maly plans to lease out one floor of the three in the first building. It will also include the firm's first warehouse.

Highland Forwarding focuses on shipments from 100



Artist's rendering of a completed Falling Water Office Park in Londonderry.

COURTESY

pounds up to large machines used in the mining, oil and gas industries.

"We do shipments all over the world," he said. "Imports from China are big."

Highland Forwarding participates in two global networks, WCA and IFLN, which give it coverage worldwide through more than 5,000 partners.

"The way we compete with all these big guys is through old-fashioned customer service," Maly said. People get frustrated dealing with the big companies. A single shipment transaction may be handled by five people at a large company.

"With us, you own the whole process, the person does it

from A to Z," said Maly, who first settled in Atlanta after coming to the U.S. in 1988 as a Czech refugee.

Maly has a bachelor's degree in import-export and an MBA from Georgia State University in international business.

"For me it's exciting to be able to create 15 jobs in New Hampshire, coming from another country as an immigrant," he said. "It's a good feeling."

Highland Forwarding actually added three jobs during the recession in the last two years, about 25 percent growth, he said. Growth was driven by increasing imports from China, and demand from Russia for American products.

"We hire very well-educated people," he said. "Most have master's degrees, bachelor's at a minimum, which is a much higher standard than our competition." Typically, degrees are in business or international business. "Often we end up as consultants to our clients," he said.

"Hopefully over the next 10 to 15 years, we will grow into

the rest of the building," he said.

"We're really hoping that the Manchester airport can take off more on the international side than it has," he said. "We'll be ready when hopefully they'll get a direct flight to Europe one day."

A planned second building of 84,000 square feet is an investment opportunity when market demand supports it, he said. Grubb & Ellis/Coldstream Real Estate Advisors Inc. has been selected as exclusive leasing agent for Falling Water Office Park.

"The completion of the new airport access road in 2012 will be the catalyst for development of the remaining land on the south side of airport," said Dan Scanlon of Grubb & Ellis/Coldstream Real Estate Advisors Inc.

Plans have been approved to build both buildings, with two separate phases for the larger building.

On the Net:
www.highlandforwarding.com