

# The Flat Floor Advantage

## Measurable Returns from Flat and Level Concrete Floors

### Benefits for Warehouse Owners

Installing and upgrading concrete floors to conform to specific floor flatness and levelness profiles, such as ASTM E1155 and TR-34, can provide quantifiable business advantages, including attracting and retaining tenants while enhancing the overall value of the space.

#### Increased Revenue and Savings

Facilities with highly precise floor conditions to support automation provide significant opportunities for increased revenue and overall savings:

- Boosts operational efficiency and space optimization, which translates to higher revenue per square foot.
- Requires less maintenance work, reduces dust accumulation, and contributes to a healthier work environment while lowering overall costs.

#### Longer Lease Durations

Tenants who make significant investments in automation are more likely to commit to longer leases to take advantage of those improvements, which helps create a more stable rental stream and increases property value.

#### Increased Demand for Modern Logistics Space<sup>1</sup>

The demand for logistics space that accommodates automation is outpacing supply, indicating that there is a strong market for facilities that can support advanced logistics operations.

#### Higher Tenant Retention Rates

Facilities that support automation see higher tenant retention. In addition, tenants prefer to expand within existing spaces rather than relocate, reducing downtime and relocation costs.

### Your Strategic Advantage

By upgrading warehouse floors to conform to exacting flatness specifications, you can:

- Attract high-value tenants and companies seeking automation-ready facilities.
- Reduce vacancy rates through longer lease commitments and higher tenant retention.
- Command premium rents due to enhanced facility capabilities.
- Enhance asset value by aligning properties with current and future logistics trends.

Investing in ultra flat concrete floors positions you to capitalize on the growing demand for automation-compatible logistics spaces, ensuring a competitive advantage and sustained revenue growth.

### Our Innovative Technology

RoboFlat transforms the concrete floor flatness testing process for robotic warehouses and facilities with:

- Cloud-based processing for easy access and speedy results.
- Support for leading floor standards, including ASTM E1155, TR-34, and Custom.
- Advanced visualization and reports to optimize quality control and keep projects on schedule.

## Benefits for Manufacturing and Industrial Facilities

For properties that aren't large warehouses, including small industrial, flexible, or last-mile distribution facilities, there are still clear benefits to investing in super flat floors. While these properties may not house full scale automation or high-bay racking, the benefits align with market trends and tenant needs in several meaningful ways:

### Potential Rental Premiums<sup>2</sup>

Properties with modernized features, including super flat floors, can command rental premiums over comparable spaces without upgrades. Tenants in sectors such as light manufacturing, e-commerce, and R&D value the operational efficiencies and safety benefits of super flat floors, making them willing to pay higher rent for these features.

### Occupancy Rates and Tenant Retention

Enhancements like super flat floors contribute to higher tenant satisfaction, reducing turnover and vacancy periods, and maintaining or improving occupancy rates.

### Reduced Maintenance and Operational Costs

- **Equipment Longevity:** Flat and level floors minimize wear and tear on tenants' equipment, such as forklifts and carts, leading to lower maintenance costs.
- **Operational Efficiency:** Smooth flooring facilitates faster movement within the facility, improving overall productivity for tenants.



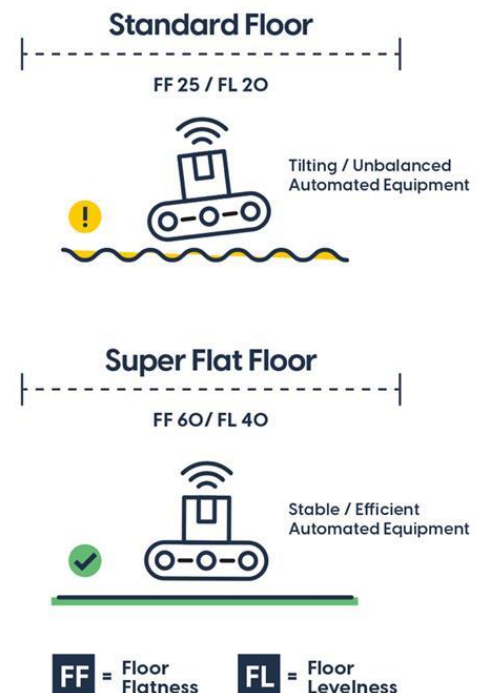
### Strategic Advantage

Investing in super flat floors will:

- Enhance marketability by appealing to a broader range of tenants seeking modern, efficient facilities.
- Support premium pricing due to added value.
- Improve asset performance by contributing to sustained high occupancy and tenant satisfaction.

You can strengthen your competitive position in the manufacturing and industrial real estate market, particularly in urban infill locations where demand for high-quality small-format spaces is growing.

### Standard vs Super Flat Concrete



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