



Scope of Responsibilities

Steve Pastor

Senior Vice President, Global Supply
Chain & Ports/Rail Logistics

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Steve is the National Leader in the United States for corporate, industrial real estate, supply chain, ports and rail logistics that he created. He is the National Industrial Chairperson for the NAI Global Logistics & Ports/Rail Practice Group, which represents companies operating within the industrial sector on a local, regional and national basis. Steve's straight forward approach and out of the box methodology creates winning solutions for his clients. He is one of the most sought after experts/consultants in the industry. He is known for his ability to analyze difficult challenges for his clients and provide quantifiable, creative solutions for them.

His expertise includes:

- Strategic Planning • Consulting for Class One Railroads • Real Estate Acquisition • Real Estate Disposition • Build-to-Suit • Development Services • Network Strategy • Mergers & Acquisitions • Site Selection • Market Research • Portfolio Review

Steve currently represents three Class One Railroads (Norfolk Southern (NS), Kansas City Southern (KCS) and (BNSF) for inland ports and port-related projects around the United States and advises them on how to create strategies for their real estate projects, which ultimately maximizes their bottom line for their real estate.

Steve's primary focus is to maximize business results and create opportunities for national corporations by evaluating their real estate assets and portfolios that leverage the supply chain. He assists clients with strategic planning for all of their real estate. He has an uncanny ability to juggle multiple market projects for national accounts by successfully integrating the best qualified teams to serve the specific projects assigned.

He published numerous articles and has been quoted in In Bound Logistics Magazine, Site Selection and the JOC. He is a sought after speaker on national and international emerging trends impacting the industrial ports/rail and logistic real estate. He is also highly regarded as a national leader.

Background & Experience

Professional Highlights:

Steve has served as the National Chairperson for the Industrial Council for NAI Global since 2015. He is responsible for content for NAI Global's annual convention and in 2024, organized a fireside chat with Ross Perot, Jr., who is the Chairman for Hillwood, a Development Company he founded in 1988. He also serves as the Industrial Chairperson for the NAI Global Conference. One of his many responsibilities includes coordinating monthly logistics calls for all the firms throughout the NAI Global network across the United States.

Professional Affiliations & Designations

Professional Affiliations and Designations:

IWLA (International Warehouse Logistics Association)

IOREBA (Industrial Office Real Estate Brokers Association)

NACORE (National Assoc. Corporate Real Estate Executives)

NAIOP (National Association of Industrial Office Parks)

CSCMP (Council of Supply Chain Management Professional)

RAILTRENDS (Attendee at Annual Conference)

Educational Background

Fairleigh Dickinson University, Bachelor of Science in Business

Significant Transactions

- Over 1,300,000 SF in a 12 Building Pension Fund Portfolio
- 443,803 SF Kuehne & Nagel Inc.
- 414,543 SF Industrial Lease Renewal, Ontario, CA
- 340,900 SF Central Pet
- 293,350 SF Industrial Lease, Hutchins, TX
- 265,000 SF Industrial Sale, El Reno County, OK
- 259,369 SF Cooper Electric Supply Company
- 251,177 SF Investment Sale, Jersey City, NJ
- 220,707 SF Industrial Lease Renewal, Eastvale, CA
- 154,830 SF Pactiv/Reynolds Corp.
- 180,000 SF R. Siskind & Companies
- 119,264 SF Sale/Leaseback, Mahwah, NJ
- 106,950 SF Investment Sale, Eatontown, NJ
- 90,000 SF R. Siskind & Companies
- 86,000 SF Piscataway, NJ
- 48,400 SF Harris County, TX
- 33,000 SF Carlstadt, NJ
- 32,250 SF El Reno, OK
- 19.5 Acres, Staten Island, NY
- National Retail Systems (multiple transactions)
- Norfolk Southern (multiple transactions)
- Kansas City Southern (multiple transactions)