



Staples, Inc.

Looking to strike an unusual BTS/sale deal on the development of a major new distribution center, the nation's leading office supplies superstore retailer got what it needed — an obliging developer willing to deliver the goods.

The Challenge

When fast-growing Staples, Inc. sought to partner with a developer flexible enough to accommodate its wishes to build — and subsequently buy — an expandable 400,000 sf. fulfillment facility to be constructed in the Atlanta market, the company retained First Industrial Realty Trust.

Our Approach

In response to Staples' need for a regional distribution center that would serve as its direct-ship hub in the Southeast, First Industrial's team structured a deal to develop a state-of-the-art facility in an industrial park just outside Atlanta and, upon completion, would offer the retailer the flexibility to buy or lease the facility as it wished.

Working hand-in-glove with Staples' people, First Industrial expedited the environmental impact approval process and, with a site already secured, set about the fast-track construction of a distribution center designed to process thousands of office product orders a day and run nonstop 5 days a week.

The Outcome

By coming together with a real estate provider that not only understood its needs but was willing to do whatever it took to meet them, Staples' decision to own rather than lease its new distribution center was made hassle-free — fulfilling both the company's expectations and its customers' orders as well.

Development

Acquisition
Multi-Market
Sale Leaseback



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