



Daiwa Can Company

Seeking a facility that could meet massive electrical needs for its first U.S. plant, one of Japan's largest can manufacturers found a solution that got big power — and cost-savings — flowing into their operation.

The Challenge

As Tokyo-based Daiwa Can was still finalizing a joint venture that would launch its first American operation, the manufacturer needed a production facility that not only could accommodate its proprietary metal-stamping technology, but also deliver the kind of megawatt power such equipment requires.

Our Approach

Mindful of Daiwa's desire to maintain a low profile during its JV talks, First Industrial quietly researched sites in northern Illinois and, drawing on its local market knowledge, recommended a site in Batavia — one of only four communities in the region that own a private electric utility and can thus offer power at a deep discount.

As it worked to secure permits and perform other tasks while maintaining Daiwa's anonymity, First Industrial developed a 236,000 sf. manufacturing facility that Daiwa's new subsidiary, DS Containers, Inc., will use to make containers out of laminated steel — the first facility of its kind in the U.S.

The Outcome

By working closely with an experienced real estate partner that knew the local market, Daiwa Can was able to secure a major economic and competitive advantage in accessing a private power supply that could mean a recurring double-digit savings in annual operating expenses for the company.

Development

Acquisition
Multi-Market
Sale Leaseback



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