



## Exel Logistics

Looking to add sizable space to operations in a key market, the world's leading provider of supply chain management solutions found the answer in the redevelopment of a vacant property — without paying exorbitant freight.

### The Challenge

When fast-growing Exel Logistics was in need of a large distribution space to expand its operation in Harrisburg, Pa., the global company known for delivering innovative freight management solutions looked to First Industrial Realty Trust to deliver a cost-effective warehousing solution.

### Our Approach

Active in the local market, First Industrial was aware that truck-trailer maker Fruehauf was selling a large manufacturing plant in the area, which included three buildings totaling 775,000 sf. of space, along with 100 undeveloped acres — an ideal property for Exel located near the Harrisburg Airport.

First Industrial's team acquired the asset from Fruehauf at a cost-conscious price and redeveloped the three existing structures into distribution facilities, which in turn were leased to Exel at low cost. Later, three new warehouse facilities were added to the site, bringing the total available warehouse space to 1.5 million sf.

### The Outcome

Through the economical redevelopment of an obsolete manufacturing plant and excess land originally owned by the U.S. Air Force, Exel Logistics was provided with the substantial new operating space it required to better serve its corporate customers — at an attractively low rent.

#### Development

Acquisition  
Multi-Market  
Sale Leaseback

For more information call (312) 344-4300.



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