



## Mohawk Industries, Inc.

In response to anticipated growth, the world's leading producer of flooring consolidated two outmoded facilities into one distribution center with an expansion buffer built in — ensuring its evolving space needs would be covered.

### The Challenge

As part of a corporate plan to modernize, add and expand its manufacturing and distribution capacity, fast-growing flooring maker Mohawk Industries engaged First Industrial Realty Trust to develop a new regional distribution center that could service continued strong dealer and retailer demand.

### Our Approach

Cognizant of Mohawk's operational requirements and potential need for an immediate expansion, First Industrial's team built a flexible 63,000 sf. distribution facility that included a generous buffer of additional spec space that the company could tap into — rather than be forced to build an addition to the new Lyon Township, Mich., facility after the fact, a more costly option.

Setting up the development as, in effect, a two-tenant space, with 42,000 sf. devoted to Mohawk's preliminary needs, First Industrial gave the company first rights of refusal on the additional square footage and took on the risk of leasing the remaining portion of the facility should Mohawk not require it.

### The Outcome

Unsure how much space it would require to take the place of its Ohio and Michigan carpet distribution facilities, Mohawk Industries took advantage of a flexible development plan that scaled with its needs and, as an added benefit, allowed lower lease terms — making a clean sweep of things.

#### Development

Acquisition  
Multi-Market  
Sale Leaseback



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