



Pier 1 Imports

With a retailing strategy that hinges on wowing its customers with new selections each time they visit a store, the timely allocation of goods to its more than 1,200 retail outlets across North America is crucial to Pier 1 Imports.

The Challenge

When Pier 1 Imports needed a distribution center built near the Port of Tacoma (WA) — one that would also serve as a base of operations for its workforce in the Seattle area — the company sought out the development and construction management expertise of First Industrial Realty Trust.

Our Approach

Mindful of the special requirements of a retailer that typically turns over 65% of its store merchandise year to year, First Industrial's development team partnered with a highly regarded local contractor to ensure delivery of a facility equipped to handle the company's substantial distribution needs.

In addition to providing a 250,000 sf. expansion option should the company outgrow its new 450,000 sf. facility, First Industrial's team ensured that the structure would include comfortable office space, advanced systems — and numerous docking bays for an operation designed to serve 70 retail locations throughout the northwestern U.S., Alaska and western Canada.

The Outcome

With construction completed in a matter of months, Pier 1's new facility — one of seven regional distribution centers in the U.S. — enables the specialty retailer to reliably distribute to customers its trademark furnishings and gifts imported from 50 countries worldwide.

Development

Acquisition
Multi-Market
Sale Leaseback



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