

CASE-IN-BRIEF

FST Logistics Expansion



CURT BERLIN, SIOR



BLAKE DECRANE



MATT OSOWSKI, SIOR



SUMMARY

FST Logistics had been considering a westward expansion for some time and initially looked at Salt Lake City as their first location west of the Mississippi River. However, after further review and discussion with current and future customers, it became clear that they needed to locate in the Dallas-Fort Worth market. The requirement was to locate a space between 300,000 – 500,000 square feet.

Having a longstanding relationship with Blake DeCrane and Curt Berlin, SIOR, of the Industrial Property Team at NAI Ohio Equities, FST engaged their services to assist in the leasing process. Blake and Curt partnered with Mark Miller, SIOR, at NAI Robert Lynn in Dallas. Working together the team identified over 80 potential spaces that could meet FST's requirements. With additional information and some labor analysis, a "short" list of 15 properties was developed.

Blake and Curt flew to Dallas with the FST team and, with Mark's scheduling prowess, were able to tour all 15 buildings in a day and a half. There were multiple excellent alternatives, and three properties were chosen for further negotiations. FST is currently a tenant of EQT/Exeter in Central Ohio, and it quickly became clear that the EQT/Exeter team wanted this deal more than the others. With a very aggressive lease proposal, the familiarity of both parties, and having an existing lease document in place, it made the process almost seamless.

"We are very happy the Industrial Property Team was able to help FST with the transaction. Having partners in over 350 Markets worldwide allows us to represent our client's best interests no matter the location," said DeCrane.

FST Logistics is very excited about this new location and the opportunities it opens for them.

TRANSACTION PROFILE

Transaction Type: Lease

Building Type: Industrial

Size: 383,930 SF

Profile: FST Logistics, Inc. is a leading provider of third-party logistics solutions and sought a new facility in the Dallas-Fort Worth area to aid in expansion of its network to better serve its customers across the U.S.

CLIENT OBJECTIVES

- Located in the Dallas-Fort Worth Market
- Space between 300,000-500,000 SF
- Temperature-Controlled Space
- Grow FST's Geographic Network of Distribution Facilities to Serve Current and Future Clients