



## Libbey Inc.

To handle increased product flow following a manufacturing realignment, North America's leading producer of glass tableware significantly expanded its southern distribution operation — and set the table for continued growth.

### The Challenge

After closing its California manufacturing facility to increase efficiencies and moving production to its other U.S. glass tableware plants in Louisiana and Ohio, Libbey Inc. worked with First Industrial Realty Trust to help it expand the capacity of the company's key Shreveport, La., distribution hub to keep pace with stepped-up production.

### Our Approach

Playing a key role in the project, First Industrial implemented a build-to-suit solution that involved a complicated bond financing and a consolidation of five existing warehouses in and around Shreveport into a single, state-of-the-art distribution center located along the region's I-20 corridor, a critical transportation link to key markets throughout the south.

Building in considerable flexibility to accommodate future growth, First Industrial developed a 646,000 sf. bulk distribution facility on a 90-acre site featuring improved warehouse management systems and an expansion option that gave Libbey up to nearly 1.2 million sf. of space if needed.

### The Outcome

The new distribution center enabled Libbey to eliminate outmoded facilities, realize tax savings, and increase capacity by more than 50 percent — up to 200 percent if fully expanded — ensuring the most recognized brand name in glassware would continue to provide unparalleled service to its customers.

#### Development

Acquisition  
Multi-Market  
Sale Leaseback



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