



Tractor Supply Company

Having opened a hundred new outlets, the largest operator of retail farm stores needed to increase distribution capacity to keep up with record demand — and maintain its sterling reputation for customer service.

The Challenge

With the opening of 113 new retail stores acquired through the purchase of a competitor's assets, Tractor Supply Company looked to First Industrial Realty Trust to help quickly augment its distribution network so its loyal customers continue to get "the right stuff, in the right place, at the right time," as promised in the company slogan.

Our Approach

Having earlier developed a regional distribution center for Tractor Supply in Indiana, First Industrial well understood the company's desire for quick turnaround and flexibility, and proposed a new 320,000 sf. bulk distribution center — with 170,000 sf. of expansion space to accommodate future growth — to serve stores in TSC's rapidly growing southeastern region.

Working under a tight construction schedule hampered by tropical storm conditions and torrential rains that flooded the region, First Industrial's team went beyond the call of duty to get the new facility up and running on time and on budget for a valued, long-time tenant.

The Outcome

By partnering with a responsive real estate provider who shares its long-held belief that great customer service guarantees repeat customers, Tractor Supply tripled its distribution capacity — ensuring reliable merchandise delivery to customers in key markets in Texas, Oklahoma and Arkansas.

Development
Acquisition
Multi-Market
Sale Leaseback



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