



Tucker Rocky Distributing

To better serve customers in New England and the mid-Atlantic states, this worldwide leader in the power-sports industry consolidated warehouse operations and put its distribution of motorized vehicle parts in the fast lane.

The Challenge

With leases expiring on two distribution centers in Maryland and New York, Tucker Rocky Distributing, Inc. turned to First Industrial Realty Trust to build a new facility that would consolidate operations into a single, more strategic location — and be up and running in a matter of months.

Our Approach

First Industrial worked closely with local economic development authorities to secure a tax-incentivized piece of land along northeastern Pennsylvania's highly desirable I-81 corridor, giving the wholesaler proximity to several top U.S. markets as well as direct access to multiple transportation routes with which to more efficiently reach them.

Mindful of Tucker Rocky's need for speed given the imminent expiration of existing leases, First Industrial worked under an aggressive timetable to build a 110,000 sf. facility outside of Scranton, Pa., that combined the distribution capacity of two regional warehouses within four months' time, start to finish.

The Outcome

The accelerated construction enabled Tucker Rocky, distributor of more than 75,000 aftermarket parts for ATVs, motorcycles and snowmobiles, to improve its distribution network, reduce costs and ensure next-day transit to dealers stretching from Maine to Virginia — all without idling operations.

Development

Acquisition
Multi-Market
Sale Leaseback



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