



Ozburn-Hessey Logistics

By building a new facility that could provide a key customer with critical intermodal access to two seaports, this leading 3PL helped a client charge ahead with expanded distribution of its popular energy drinks along the East Coast.

The Challenge

With a firm six-month timetable that required construction through the winter months, Ozburn-Hessey Logistics was seeking to add a flexible, strategically located East Coast distribution campus to handle increased product for a key customer that was being shipped in from the beverage maker's plant overseas.

Our Approach

First Industrial Realty Trust identified potential sites that met OH Logistics' location and size needs, helping the company select a 30-acre parcel in Winchester, Va., within proximity to the Virginia Inland Port that could provide direct rail service from the Port of Virginia and Port of Baltimore as well as excellent truck access along I-81 for easy inbound/outbound delivery of product.

Drawing on a long-established customer relationship with OH Logistics and a thorough understanding of the flexibility that 3PLs require to meet their own customers' needs, First Industrial worked closely with OH Logistics, the contractor, T.W. Frierson, and local agencies to ensure rapid construction of a 300,000 sf. facility expandable by 50% — within a precise budget and timetable.

The Outcome

By working with an experienced developer that appreciated that a 3PL's growth is directed by the changing space requirements and geographic needs of its clientele, OH Logistics was able to accommodate its client's expansion plans and add a major facility to its industry-leading 21 million sf. network nationwide.

Development

Acquisition
Multi-Market
Sale Leaseback



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