

Success Story



D&H Distributing

The Client

D&H is one of America's oldest & largest wholesale products distributors with an impressive history. D&H distributed the first color television, the first home computer, even the very first gaming system. Because of D&H's multi-divisional capability, the company can put resellers in touch with many product categories. As consumers begin looking for a one-stop resource for products and expertise, D&H can offer products and solutions from each one of these converging technologies and the expertise to show how it can all work together seamlessly.

The Challenge

D&H needed a larger facility to expand distribution capabilities. However, the company still had several years remaining on its current lease and needed to dispose of the current lease liabilities. In addition, D&H desired an expansion option in the new facility to provide further growth options.

The Solution

The market was thoroughly researched to determine all of D&H's options. Over 20 alternatives were evaluated to provide the best economic solution. Significant free rent was negotiated at D&H's new facility to subsidize rent at the former facility. The former facility was also subleased to another tenant to relieve D&H of burdensome rental payments on a building that D&H was no longer occupying. An expansion option was included in D&H's new lease and was exercised when D&H needed more space.

Transaction Summary

- **Address**
600 Freeport Pkwy, Coppell, TX
- **Size**
100,214 SF to 154,038 SF
- **Submarket**
Las Colinas
- **Transaction Type**
Lease
- **Industry**
Electronics Distribution
- **Property Owner**
Duke Realty