

Success Story

Forbo Linoleum, Inc.

The Client

Forbo is a leading producer of flooring systems, chemical bonds and adhesives, as well as power transmission and conveyor belt solutions. The company employs some 5,800 people and has an international network of 30 production companies with distribution, and 40 sales organizations in a total of 33 countries. Forbo is the world leader in linoleum with a market share of some 60%. Production and marketing of linoleum-made floor coverings and related products.

The Challenge

Tenant wanted an updated office and warehouse space, and desired to reduce rental expenses.

The Solution

NAI Robert Lynn began an elaborate Request for Proposal process with the existing landlord as well as several other landlord's in the submarket. After a few months of building competition among the other landlord's, NAI Robert Lynn was able to secure a below market renewal rate for Forbo which was substantially below the landlord's original offer. Among the incentives to stay were initial rental abatements and landlord upgrading the existing lighting in the warehouse area.

Transaction Summary

- **Address**
11240 Grader Street
- **Size**
42,000 SF
- **Submarket**
Northeast Dallas/Garland
- **Transaction Type**
Lease
- **Industry**
Distribution
- **Property Owner**
TIAA - CREF