

Success Story

R & D Machine, Inc.

The Client

R & D Machine is a leading manufacturer of food processing equipment for companies such as Frito-Lay. In order to create better efficiencies, they wanted to consolidate into one large facility they could own, while maintaining a suitable location for their employees and customers. Complicating the situation, R&D Machine already owned three existing facilities, plus an additional piece of land, which all needed to be sold.

The Challenge

The dynamics of the Dallas/Fort Worth market and an extremely limited supply of industrial properties for sale made this a very difficult challenge. Further limiting their options were their stringent requirements such as locating a 60K to 80K square foot facility with good clear height, heavy power, extensive parking and a 100% air-conditioned warehouse. Additionally, the purchase of their new facility had to be done in conjunction with the sale of their four properties.

The Solution

After a thorough search, NAI Robert Lynn located a facility that met all of R&D Machine's requirements, and then some. While the facility was larger than initially required (130,000 sf), the price was negotiated to roughly half the asking price, which kept it well within their target budget. Concurrently, NAI Robert Lynn identified four purchasers to procure the three properties and parcel of land, which funded 60% of R&D Machine's new facility.

Transaction Summary

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| • Address
3443 Morse, Dallas, TX | • Size
132,428 SF |
| • Submarket
South Dallas | • Transaction Type
Sale |
| • Industry
Manufacturing/Distribution | • Property Owner
R & D Machine, Inc. |