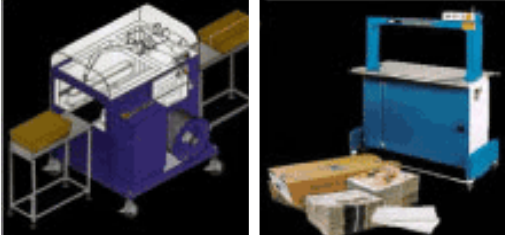


Success Story



Rusco Packaging

The Client

Rusco is a full-service distributor providing Equipment, Supplies, Replacement Parts, and timely service for: Steel Strapping, Plastic Strapping, Stretch-wrap, Shrink-wrap, Tape, Staples, Marking, Ink Jet Coding, and Labeling products. Also available are: Shrink-wrap Equipment, Pallet and Bundle handling Systems, as well as Case Erecting and sealing.

The Challenge

NAI Robert Lynn met with Rusco Packaging during a regular visit and discussed the property that was available next door. Rusco Packaging had a desire to purchase the property, but would need to sell their building first to use their current equity to finance the new property.

The Solution

NAI Robert Lynn immediately submitted the property to a number of users that were in the market for a facility similar to Rusco's facility. Dallas Pump toured the property and determined that they would be interested in the property, but could only make it work if the buyer could be secured for their existing property. We immediately submitted Dallas Pump's property to the market and GWS Welding Supplies agreed to purchase the property. All buyers were able to maximize the equity (by using tax-free exchanges) and timing to facilitate the best solution for their real estate dilemma.

Transaction Summary

- **Address**
1010 Regal Row, Dallas, TX
- **Size**
71,000 SF
- **Submarket**
Brookhollow
- **Transaction Type**
Sale
- **Industry**
Packaging
- **Property Owner**
Glazer Distribution