

# Low Transportation Costs Prove to be Right Package for International Paper

NAI Global Logistics announced the execution of a build-to-suit for lease of a 430,500 SF regional distribution center in Fort Worth, Texas by International Paper Company. International Paper will occupy 307,500 SF of the building which will be used for warehousing of roll stock and other paper products that will be distributed throughout the southwest. The balance of the building can be used for warehousing or the overflow needs of IP. IP took possession of the space in July 2004.

The project was initially to find an existing facility where International paper could quickly consolidate its Dallas-Fort Worth warehousing requirement. After extensive meetings with the IP project team and reviewing all of the existing possibilities, it was determined that a build-to-suit was the only way to fulfill all of the requirements of the project. The major issue was the need to have a building that had true dual rail access. This issue quickly narrowed the focus to the Railhead Industrial Park in Fort Worth, which is rail-served by the Burlington Northern Santa Fe and Union Pacific railroads. The savings incurred by having dual rail was the major reason to locate to Railhead. The project took almost a year from the start to the lease signing.

***Bob A. Lordi, Manager of Real Estate for International Paper said, "Jerry Alexander of NAI Global Logistics and his team took a very complex set of requirements with a short time frame and delivered IP with a value-added solution in our real estate needs in Dallas-Fort Worth".***

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