

Development that Differentiates – USA

LARGER FACILITY IN THE RIGHT LOCATION FOR DISTRIBUTION AND EMPLOYEES



Customer: SanMar Apparel

A leading supplier of retail and private apparel and accessory brands, supplying to screen printers, embroiderers, promotional products distributors, athletic dealers, industrial launderers and more

Location: Irving, Texas, near Dallas/Fort Worth
Building Type: Build-to-suit
Size: 580,000 square feet

Customer Needs

- A new, larger distribution center in the Dallas/Fort
- Worth metropolplex to support the company's one-day delivery service across 11 central states
- Maintain key strategic shipping hub in national distribution network
- Replace existing facility with a location convenient for current employees
- Company-owned (not leased) facility
- State-of-the-art facility to provide expanded order fulfillment and shipping functions

Key Features

- 105 percent increase in size from the previous warehouse occupied
- New center includes state-of-the-art "inside the box" operations to create greater efficiency in SanMar's supply chain
- Expanded order fulfillment and shipping functions for customers

The Solution

Seattle-based SanMar Apparel serves a massive percentage of the U.S. market with next-day or second-day shipping, with six large distribution centers nationwide. When customer demand exceeded the capacity of their facility in Coppell, Texas, SanMar turned to Prologis.

Prologis had already delivered a state-of-the-art distribution center for SanMar in Cincinnati, Ohio (770,000 square feet). Moreover, Prologis was able to develop this Texas facility concurrently with another new SanMar distribution center in Jacksonville, Florida (642,000 square feet), providing a single point of contact for both projects—design through development and move-in.

Prologis' dedicated project team, already experienced in designing and building for the company's specific needs, worked under the direction of SanMar's vice president, Jordan Lott.

"We were excited to provide [our employees] with a better location," said Lott. "After narrowing our search down to five separate parcels of land, we mapped out where our employees live and saw one of the 30-acre plots sitting right in the middle.

"SanMar offers the deepest on-hand inventory in the promotional products industry," Lott continued. "So building a warehouse of this size in a centrally located hub is continued evidence of our commitment to serve our customers with the product they need when they need it."