



CASE STUDY

Facility Expansion, and Growth Optimization



Company Industry

Industrial Manufacturing

Headquarters

Cleveland, Ohio

Company Size

300-400 Employees

Products

Rigging, Lifting, and Safety

ARK'S SOLUTION



Ark performed an on-site visit to the current location for a hands-on review of material flow, inventory, facility layout & feedback from associates about operating issues.

Ark reviewed sales data, production capacity, inventory projections, and numerous other variables to formulate what the projected growth would mean for the operations space utilization. Ark then incorporated the warehouse characteristics from the preferred available locations to recommend the appropriate size facility for success.

THE SITUATION:

A growing industrial manufacturing organization with multiple production and distribution locations across the US and Mexico was planning on expanding their footprint in a major US city.

The company was looking for industrial space where they could set up their warehousing, operations, and fulfillment. The question they needed to answer was this: how much space will they need for inventory, production, and offices if they plan to grow sales, output capacity, and staff in the next 10 years?

Results:

The analysis revealed that the company needed 25,000 **less** square feet than they were in negotiations to lease. At \$4.50 per square foot, over the intended 10 year lease, Ark saved the organization over **\$1.1 million** over the life of that lease.

Ark also helped negotiate right of first refusal on **future expansion** at the same site.