



Smurfit-Stone Container

As part of a plan to downsize and slash costs by more than half a billion dollars, North America's largest packaging producer sold a vacant building to unlock capital, improve efficiencies and put it one step closer to boxing out the competition.

The Challenge

Undertaking a three-year consolidation aimed at closing up to 20 percent of its plants, Smurfit-Stone Container Corp., a perennial Fortune 500 company and the industry's leading producer of paper-based packaging, turned to First Industrial Realty Trust to monetize a surplus asset in a market it planned to exit.

Our Approach

Since Smurfit-Stone desired to complete the sale by a specific date — and the property had already gone unsold for a year in the Medley submarket of Miami — speed of closing was paramount. First Industrial purchased the 142,000 s.f. building in an all-cash transaction with no financing contingencies, taking an unwanted facility off the company's books and freeing up needed capital at a time of protracted turmoil in the credit markets.

Smurfit-Stone's transaction was executed smoothly due to First Industrial's ability to buy "all things industrial" — even an empty and unused building — along with ready access to capital that ensured certainty of closing regardless of market conditions.

The Outcome

Working with a provider known for its track record of delivering decisive closings and a willingness to invest in vacant properties, Smurfit-Stone achieved a quick sale of its asset and continued on a path of transformation designed to improve its competitive position in a rapidly changing manufacturing landscape.

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Multi-Market
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