

# Tenant Representation



## CASE STUDY



### CLIENT

Forms Distribution Corp.  
d/b/a Materialogic



### ASSIGNMENT OVERVIEW

- Renegotiate office/warehouse lease representing 344,419 square feet

### CHALLENGES

- Unresponsive Landlord unwilling to consider any concessions
- Tenant's lease obligation in excess of two years
- Nature of Tenant's business requires ability to flex in and out of the space

### RESULT

- Immediate rent reduction of \$405,671 for the first year of lease
- Locked in fixed rents and operating expenses for a long term
- Overall improvement to Materialogic bottom line of \$3,958,566 over a new five (5) year lease term as compared to first landlord's proposal

## SANSONE GROUP INDUSTRIAL TEAM

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