

## SUCCESS STORY

# MESSER TRUCK AND VAN: NAVIGATING GROWTH WITH STRATEGIC REAL ESTATE SOLUTIONS

### TRANSACTION PROFILE

**Transaction Type:** Lease

**Building Type:** Warehouse

**Size:** ±21,950 SF



6700 Schrock Court  
Columbus, OH 43229

*“Matt and the Industrial Property Team have been invaluable partners in our growth journey. Four years ago, they helped us find and lease our very first space in Columbus. Now, they’ve guided us through the exciting process of doubling our size and securing a freestanding building for our operations. Their expertise was especially evident when navigating a complex lease buyout with our existing landlord, making what could have been a daunting process seamless and stress-free. We couldn’t have done it without their dedication and professionalism!”*

- Jeffrey Messer, President/Owner



### Project Overview

Messer Truck and Van’s rapid growth created an urgent need for a larger, more strategically located facility—yet they were still bound by a multi-year lease at their existing site. Tasked with finding a new space that could support continued expansion while simultaneously creating an exit strategy from the current lease, the NAI Ohio Equities Industrial Property Team (IPT) navigated a complex assignment requiring market insight, negotiation expertise, and creative problem-solving.

### Challenges & Solutions

- **Challenge:** Messer Truck and Van experienced rapid growth, outgrowing their Columbus, Ohio, facility in just two years. However, they faced a significant hurdle: three years remained on their existing lease, limiting their ability to expand and adapt to their evolving operational needs. The challenge required a creative approach to both site selection and lease restructuring.
- **Solution:** The IPT tackled the assignment with a dual-track strategy: identify a new facility that could accommodate Messer’s continued growth and provide strategic advantages like visibility and accessibility, and simultaneously market the current property for lease to create a viable exit strategy from the existing lease obligations.

### Execution

Despite initial challenges in identifying a suitable facility, the IPT remained persistent, balancing an ongoing property search with active marketing of Messer’s existing location. Their efforts culminated in securing a new lease at 6700 Schrock Court, a site offering ample space and prime freeway exposure to support future growth. In parallel, the team negotiated a lease buyout and completed a direct deal with a new tenant for the original facility, enabling Messer to exit their lease obligations and transition smoothly into their new space.

### Outcome

Messer Truck and Van successfully relocated to a facility that better aligned with their growth trajectory and operational goals. The strategic lease exit and new site selection not only eliminated financial strain but also positioned the company for continued expansion in a centralized, high-visibility location.