NAI Robert Lynn Closes 600,000-Square-Foot Expansion Deal for Sherwin-Williams’ New Distribution Facility in Waco

Broker’s cold call to company turned into 28-year history of deals

DALLAS/WACO, Texas – March 28, 2016 – NAI Robert Lynn recently represented the Sherwin-Williams Company in its plans to construct a new state-of-the-art, 600,000-square-foot distribution facility on a 46-acre site at the Waco International Aviation Park in Waco, Texas. The expansion will increase Sherwin-Williams’ presence in North Texas, enabling the company to retain 264 permanent, full-time positions with room for additional growth.

Sherwin-Williams is one of the world’s leading companies engaged in the manufacture, distribution and sale of coatings and related products to professional, industrial, commercial and retail customers. The company, which currently occupies a 440,000 square-foot facility in Waco is planning to invest $39 million including a 49-acre land acquisition.

The company chose to remain in Waco because of an attractive incentive plan offered by the City of Waco. Another key element in its decision to stay is the company enjoys being deeply entrenched in the Waco community. When Sherwin-Williams began plans for its expansion it turned to NAI Robert Lynn due to the company’s established history of success with the Dallas-based commercial brokerage firm.

“We have a longstanding, 28-year relationship with Sherwin-Williams and are excited to have the opportunity to continue to represent this market-leading company in its expansion in North Texas,” said Tom Lynn, president of NAI Robert Lynn Office Division. “I did my first big deal with Sherwin-Williams in 1988 that all started with a cold call and has since resulted in more than 150 transactions with the company. NAI Robert Lynn is proud to still be a key player in Sherwin-Williams’ success.”

NAI Robert Lynn ensures clients receive the latest and most comprehensive information at all times. Sherwin-Williams established its first Waco distribution facility in 1989 with the help of Lynn and the NAI Robert Lynn team.
About NAI Robert Lynn

NAI Robert Lynn specializes in providing commercial brokerage and consulting services including tenant representation and owner representation for office, industrial and retail properties, property management, investment sales and purchases. The company has been ranked in the top five of the Costar ranking of Dallas/Fort Worth (DFW) brokerage firms based on commercial square footage leased every year since the rankings began. NAI Robert Lynn has been providing its clients with superior service and market knowledge of the DFW area for 54 years. This is evidenced by the 2015 results, closing 866 transactions totaling more than 27 million square feet, and managing more than 6 million square feet of commercial properties. To learn more, visit www.robertlynn.com

###