



4920 Monroe Street  
Toledo, Ohio 43623

## Quick Facts

- Advance Auto Parts
- 12,500 SF
- Hub store servicing the region

## Challenge

Advance Auto Parts was seeking an opportunity that would allow them to significantly improve their presence in the Great Toledo trade area. A general plan was to identify a location and building that would allow them to offer retail services while at the same time act as a hub for same day delivery to area stores. The hub location would carry a large assortment of products not typically kept as inventory in stores due to space limitations. By offering same day store pick up, Advance Auto hoped to gain customers that required unique or specialty items.

## Solution

A targeted geographical area that was centrally located relative to existing stores was defined and a search was initiated for 10,000-15,000 SF structures. The building required truck docks, high ceiling common in warehouses but also needed to be located along a retail corridor with signage, parking, and accessibility.

Nine opportunities were evaluated and considered. After a property tour, this list was reduced to three and a letter of intent was submitted on the preferred location.

## Benefit

Successful lease negotiations resulted in Advance Auto Parts securing their first hub location in northwest Ohio. Area store managers will be trained on how customer requests should be handled to ensure awareness of same day delivery. Advance Auto Parts is forecasting an increase in sales across the region as they are now better able to provide customers with what they need in a timely manner.

