

# Case Study

## National Corporate Services



**W**oods Equipment Company manufactures top quality attachments and genuine replacement parts for the agricultural, landscape, and light construction markets.

## Woods Equipment Company

### Challenge

- Woods Equipment Company decided to relocate their Richmond, VA distribution center to Nashville, TN where they had existing operations.
- Both leases expired within six months and there was no available contiguous space in Nashville so a complete relocation was required.

### Solution

- Steve Schwegman and Brian Seitz partnered with the best local real estate firm and conducted a thorough inspection of the Nashville market.
- Using market leverage and a proven negotiating strategy, they were able to negotiate a lease that reduced their real estate overhead by over 30% while gaining operational efficiencies by operating in one market.

Total Savings: \$510,000 / 30.4%

