



BUYER REPRESENTATION

Associated Grocers of Florida / Broward County, FL

SERVICES

Strategic Relocation Planning (SRP) is a system designed by The Conte-Lyden-Schuchts Team. This system was used for Associated Grocers of Florida to provide purchase alternatives for the consolidation of three Miami Dade locations.

SITUATION

Associated Grocers business model was changing and it required that they centralize and consolidate. With the successful development or acquisition of the “right” facility, Associated Grocers would be able to consolidate their three Florida Distribution Centers.

PROCESS

- Upon formal engagement of The Conte-Lyden-Schuchts Team, several goals and outcomes were developed. The primary goal was to deliver a value add purchase opportunity which would enhance efficiencies internally and externally to the growing South Florida customer base.
- Upon formal engagement of The Conte-Lyden-Schuchts Team, an off market opportunity was introduced to Associated Grocers Executives.
- During many strategy meetings Associated Grocers Executives were successfully prepared to acquire the former Winn Dixie Distribution Center in Pompano Beach, FL as a stocking horse.

RESULTS

The acquisition provided 779,000 square feet of freezer, cooler and dry goods warehousing and distribution facility on 51 acres. Associated Grocers of Florida successfully consolidated three bulk distribution centers into one Head Quarter location, gained significant operational efficiencies, and achieved cost savings beyond their stated goals.

- REFERENCES AVAILABLE UPON REQUEST -

The work described in this case study was performed by JC Commercial Realty Consultants references are available upon request.

