

Toysmith

## TOYSMITH

New Headquarters and Distribution Center Built-to-Suit to Deliver Play, Fun and Discovery Every Day



### Client Need

Toysmith, a worldwide toy importer with distribution in over 50 countries, had doubled in size and had outgrown its warehouse in Kent. Toysmith's brokers Rex Noffsinger and Andrew Hitchcock of Colliers International suggested The Benaroya Company as the perfect partner to execute the turn-key development of a new build-to-suit distribution facility and headquarters to meet Toysmith's immediate and long-term needs.

### Solution

The Benaroya Company owned a very desirable site in Sumner and was in for permit to build on spec. Instead Toysmith had us build the new 264,000 SF warehouse/distribution building with 34,000 SF of office for their ownership per our original design.

### Challenges

We had quoted a price to Toysmith before the City of Sumner surprised us with an unanticipated \$864,000 additional charge for off-site improvements. We assured Toysmith we would honor the price we had quoted. Fortunately, the fee to the city was later reduced a bit.

### Results

The project was finished on time and at the agreed upon price. Since moving into its new expanded facility, Toysmith has received numerous industry awards including Vendor of the Year, Best Customer Service, Best Marketing, World Trade Globe Award and Astra Best Toy Award.