



### Becknell Delivers Seven Build-to-Suits for TRW Automotive: One Enduring Partnership

In 1998, TRW secured a contract to supply front-end modules to Chrysler's Toledo, Ohio plant. The contract required just-in-time delivery and no existing buildings were available that could meet TRW's needs. The only alternative was a build-to-suit, but TRW would not sign a lease longer than the length of their 5-year contract with Chrysler.

Becknell was the only developer that proposed a 5-year lease term in a competitive bid situation. Becknell's CEO and President, Dan Harrington, believed in Chrysler's TRW contract, but more importantly, believed in the functionality of the building should another tenant need to occupy the property. The 61,400 square foot project was completed on time and on budget and was Becknell's first build-to-suit for TRW Automotive.

To date, Becknell has partnered on seven additional build-to-suit transactions for TRW totaling nearly 700,000 square feet:

- Garrett, Indiana—100,500 square feet constructed in 2000
- Rome, New York—130,100 square feet constructed in 2001
- Romeo, Michigan—2 buildings totaling 101,200 square feet constructed in 2006
- Ontario, Canada—86,000 square feet constructed in 2006
- Lafayette, Indiana—176,300 square feet constructed in 2008
- Ontario, Canada—107,200 square feet constructed in 2015

**In Summary:** Over nearly two decades, the partnership between Becknell Industrial and TRW Automotive demonstrated the value of trust, collaboration, and a shared commitment to solving complex real estate challenges. What began with a single build-to-suit project evolved into eight successful developments totaling more than 700,000 square feet, all delivered to support TRW's operational goals. This long-standing relationship highlights how strategic partnerships can drive consistent results, create long-term value, and lay the groundwork for continued success.