

A HOME FOR TRUCKING COMPANIES

National TruckPorts introduces multi-tenant facilities

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PHOTOS COURTESY STUART SMITH

The poet John Donne once wrote, "No man is an island." The same often can't be said about trucking companies.

At least not until National TruckPorts created its multi-tenant trucking facilities concept. The company leases indoor maintenance and office space as well as reserved outdoor parking spaces to multiple trucking companies at the same locations. Meanwhile, it also leases to vendors that cater to trucking companies.

Similar to executive suites where small businesses rent a single office space while sharing a receptionist and office equipment, the concept enables trucking companies to open main offices or satellite locations for less of the cost than if they did it by themselves. "It just gives them an easy way to set up shop at minimal expense," said Stuart Smith, vice president of operations.

The three-year-old company currently operates two locations, one in south Dallas along Interstate 20 and one in north Dallas off Interstate 35. The south Dallas location has about 36,000 square feet with about 40 parking spaces, while the north Dallas location leases 50 parking spaces as part of its 63,000 square-foot facility.

Three trucking companies currently lease indoor spaces between the two locations, while about half of the parking lot at the north Dallas site is leased and the entire south Dallas location is leased with a waiting list. One company maintains its headquarters and main office at one of the facilities. Smith said the company will discuss building to suit and is offering leasing specials.



According to Smith, the concept works for companies that need a satellite location or drop lot and for owner-operators who just need a place to park their truck at a fenced, all-concrete parking lot that is always accessible by punch code. "We've got large national companies that run 3,000 trucks, trucking companies that maybe run 300 trucks, and guys that run and own one truck that use the parking lot," he said.

Meanwhile, five vendors that cater to trucking companies currently lease space at the facilities, including mechanics, a Qualcomm vendor, and a company that does graphics work on the sides of trailers and trucks. A truck parts store is on site, and the company is looking for a vendor to occupy a truck wash shop at the south Dallas location. "It's almost like a strip center or strip mall for trucking," Smith said.

The concept can be especially useful for owner-operators. They can park their tractor in their reserved space, leave the keys with an onsite vendor mechanic, and drive their personal vehicle home while the mechanic performs maintenance and then returns the truck to its spot. That means they can spend more time with their families and less time finding mechanics to work on their trucks. "There are a lot of different synergies that go on here," Smith said.

Smith, whose family once ran a 300-unit trucking company out of Alabama, said company officials hope to expand the unique concept throughout Texas and into the southern part of the United States. The company, which is a division of Roylton Real Estate Capital, is the only facility of its kind in the country according to Smith and they have been approached by others inquiring about joining forces or franchising. Smith said the company is open to the idea, but for now it plans to stay close to the region it knows best. ☺



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