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Expansions lift DCT Industrial properties

Memphis Business Journal - by [Andy Ashby](#) Staff writer

A trio of companies have expanded in **DCT Industrial Trust**, Inc.-owned buildings in the Southeast Memphis submarket.

Mallory Alexander International Logistics, a third-party logistics company, renewed its 218,000 square foot lease and added 120,000 square feet at East Park II. The company signed a three-year lease in the building at 5405 Hickory Hill Road.

It's using the new space for additional business from multiple companies. Mallory Alexander is also moving customer service and distribution center managers into the Hickory Hill building's office space.

"We really like that space," says Neely Mallory, president of Mallory Alexander International Logistics, an operating division of **The Mallory Group**. "We found it very efficient. We really like the high ceilings and the location close to Lamar, a major truckway."

Wyatt Aiken, senior vice president with **Commercial Advisors** LLC, was the tenant representative.

Buster Baron, a vice president with **Colliers Management Services** LLC, represented DCT.

In Chickasaw Distribution Center, **HD Supply Distribution Services** expanded by 91,000 square feet and renewed its 193,000-square-foot lease at building H, also owned by DCT, to occupy the entire building at 6190 Freeport.

CB **Richard Ellis Memphis** marketing specialist Brad Murchison represented DCT. CB Richard Ellis vice president Patrick Burke was the tenant representative.

Also, **UPS** Supply Chain Services renewed its 16,800-square-foot lease in **DCT's Chickasaw Distribution Center** building A. It also expanded by 6,000 square feet in the 108,250-square-foot building at 5950 Freeport.

Murchison represented DCT; Burke and CB Richard Ellis marketing specialist Bobby Daush represented UPS.



ALAN HOWELL | MBJ

Phil Dagastino, John Tugman and Mark Jenkins at DCT's Point Business Center Building

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These leases bring the occupancy at Chickasaw buildings A and C to 96%.

In May, **Quebecor World** Logistics, the logistics arm of Quebecor World, signed a new 150,000-square-foot lease at **EastPark I. United Stationers Supply Co.** also leases space at the 888,262-square-foot building at 5300 Hickory Hill.

Mike Driscoll, industrial specialist with Colliers Wilkinson Snowden, represented Quebecor, while **Commercial Alliance Management** LLC senior vice president Mark Jenkins and senior leasing associate Phil Dagastino represented DCT.

DCT currently owns 4.3 million square feet of industrial space in the Memphis market.

"The product DCT owns in Memphis would be considered top-tier markets on anybody's scale," Jenkins says.

As a third-party owner, DCT doesn't have any employees in Memphis, but John Tugman, vice president and regional director of leasing, spends several weeks each month here.

"I may not live in Memphis, but I know the market very well and have built many relationships in the area," he says.

Tugman, who also handles Nashville and part of the Atlanta market, has been making himself known to local brokers and tenants.

"One thing that differentiates DCT and John in particular is that he's made such a diligent effort in getting to know this market and I think that's evidenced by the amount of time he spends here," Jenkins says.

DCT is primarily a Class A bulk owner of warehouse property in core markets.

It either owns, manages or is developing more than 76.9 million square feet nationally.

In Memphis, it still has 60,000 square feet of leasable space in South Point at 4800 Pleasant Hill and 84,000 square feet available at East Park 1.

DCT is also marketing space in its 885,000-square-foot Class A building in **Delta Point Business Center. Nissan North America** currently leases 413,000 square feet in the building.

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