



**TENANT REPRESENTATION**  
**National Haul - Pompano Beach, FL**

**SERVICES**

Strategic Relocation Planning (SRP) is a system designed by The Conte Team. This system was used to benefit Nationwide Haul to provide lease alternatives which would allow for the storage and repair of semi tractor trailers.

**SITUATION/PROCESS**

- National Haul was operating out of several unconnected locations which was cause for concern on several fronts. They wanted an economical location which would not only serve as their Corporate Head Quarters but also a repair and storage facility.
- The primary goal was to deliver a new location with outside storage, a vehicle repair facility and respectable office space to house the company's ten employees.
- An extensive multi-county property search was conducted. Some of the properties toured were not officially on the market but fit the requirement quite well. A short list of properties were quickly highlighted.
- A detailed Request For Proposal was created, approved and delivered to the two most viable landlords. Each round of responses were analyzed and then re-negotiated. After a several rounds of negotiations, one landlord and location surfaced as the most desirable.

**RESULTS**

The Conte Team quarterbacked the implementation of the SRP to create Real Market Leverage for National Haul and ultimately a great building which achieved all of the stated goals. Additionally, the cost structure, security and efficiency was enhanced by saving the company over 18% on their bottom line.

**- REFERENCES AVAILABLE UPON REQUEST -**

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

