

Around self storage

Trachte Reveals New Wall, Door Colors



Trachte Building Systems, based in Sun Prairie, Wisconsin, announced the addition of new standard wall and door colors.

The new wall color is Light Stone, which is a light, neutral beige. It provides a warm tone without an overly yellow appearance, and compliments many other door and trim options. (Pantone 7527 C is a close but not exact match.) With the addition of this color, owners of many buildings by other manufacturers will have the option of switching to Trachte while matching the color of their existing buildings.

The new door and trim colors are Matte Black and Patriot Red, which have become standard colors for Trachte Building Systems and its door subsidiary Trac-Rite Door. Black doors add a sophisticated touch that stands apart from the usual project. Patriot Red (Pantone equivalent of 1805 C) is a deep vibrant hue similar to the red stripes on the American flag.

The photo here shows a site in Delaware that features matte black doors with classic beige jambs and headers, plus brick accent walls.

Main Road Self Storage Expands

The owners of Main Road Self Storage, Johns Island, South Carolina, recently expanded their storage facility by adding more climate-controlled units, non-climate controlled units, and RV and boat parking spaces. They currently have 105 climate-controlled units, 144 non-climate controlled units and 37 RV/boat parking spaces. Unit sizes range from 5' x 5' to 10' x 30' in both the climate-controlled and non-climate controlled units.

Main Road Self Storage not only offers clean and safe storage for its customers, it is also a U-Haul dealer and rents out trucks and trailers. This tends to be very helpful to customers moving into the area, because they can unload their U-Haul truck and just leave it at Main Road Self Storage.

For further customer convenience, Main Road Self Storage has a fully stocked retail store with everything that customers would need for packing and moving, including boxes, packing supplies, mattress covers, etc. Customers can also bring their packages to the facility for packing and shipping via UPS.

DBCI Adds Smith, Wiggins to Team

Roll-up door manufacturer DBCI announced the promotion of sales manager Roc Hughes to general manager, the addition of Jim Smith as new sales manager, plus the appointment of Randall Wiggins as general manager for the company's new Rocky Mount, North Carolina, distribution center.

As general manager, Hughes will focus on the company's long-term vision and strategic market position.



Jim Smith

As sales manager, Smith will service key accounts, develop new markets and establish strategic partnerships throughout the U.S. He will also support DBCI's outside sales team efforts to maintain world-class customer service to its commercial and self storage customers. A graduate of Carl Sandberg College in Galesburg, Illinois, Smith comes to

DBCI with more than 23 years of experience in overhead door sales and management. He resides in Murfreesboro, Tennessee, with his wife, Arlene. They have four children and four grandchildren.



Randall Wiggins

In Rocky Mount, Wiggins will oversee all daily operations of the new facility. He joins DBCI with more than 40 years of experience in building components and metal buildings. For the past 25 years, he served as plant manager for Ceco Building Systems, a sister company of DBCI. He lives in Rocky Mount with Brenda, his wife of 40 years.

Headquartered in Douglasville, Georgia, DBCI operates production facilities in Douglasville, Texas and Arizona. The company also manages distribution partnerships in Tennessee and California.

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WWG Opens StorQuest Facility in Florida



The William Warren Group, a privately held, Santa Monica-based self storage development and operating company and owner of the StorQuest Self Storage portfolio, announced the expansion of the StorQuest brand with its first Florida acquisition. The 66,744 square foot facility is located at 2830 Manatee Ave East in Bradenton.

“The William Warren Group (WWG) has many facilities on our management platform and we always hope it will one day turn into a purchase opportunity to help expand the StorQuest brand,” said Bill Hobin, president and CEO of the William Warren Group.

In April, WWG acquired a management portfolio of 18 locations in Florida and South Carolina. The Two Rivers location was selected to become the first StorQuest location. The William Warren Group is currently working with other property owners to rebrand to StorQuest Self Storage in order to take advantage of the company’s marketing expertise and benefit from the economies of scale achieved through the operations of over 90 properties across the country.

“We’re excited about expanding the brand from a regional to a national focus,” says Tim Hobin, senior vice president of the WWG. “The Two Rivers property was a perfect fit for our first East Coast acquisition due to its high

quality of construction, high traffic location and excellent demographics.”

Talonvest Capital Arranges \$62M of Loans

Talonvest Capital, Inc., announced the successful funding of \$34.7 million in recent commercial financings and \$27.6 million of self storage loans. The eight assignments included structuring and negotiating loans for retail, industrial, office, and self storage properties.



Eric Snyder

The following self storage-related loans were closed with several life insurance companies, a commercial finance company, multiple conduit lenders, and a commercial bank using its balance sheet:

- \$4,600,000 insurance company perm loan secured by a self storage facility in Florida for Metro Self Storage
- \$6,100,000 conduit perm loan secured by a self storage facility in New York for Post Management
- \$7,500,000 insurance company perm loan secured by a self storage property in California for Storage Etc.
- \$6,375,000 conduit perm loan secured by a California self storage facility owned by Spiegel Development, Inc.
- \$2,950,000 (approximate) conduit perm loan for the acquisition of a Kentucky self storage property by Square Foot Company



Tom Sherlock

Tom Sherlock, Jim Davies and Eric Snyder of Talonvest represented the various borrowers in these negotiations, while industry veteran Laura Bogart oversaw the closings. ❖

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