

## Two more buildings plotted for Tulsa's Greenhill Distribution Center

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American Tire Distributors hopes to start actual construction in March on its planned center, with a finishing date in July. (Rip Stell)

TULSA – Two other industrial buildings should soon go up alongside the planned American Tire Distributors warehouse at north Tulsa's Greenhill Distribution Center.

"So we will have a potential 350,000 square feet of buildings under construction this year," said CB Richard Ellis of Oklahoma industrial broker Bob Pielsticker, who has worked a decade to get Greenhill off the ground. He also handled the American Tire lease. "It's a great kickoff to the park."

Fleming Building Co. of Catoosa is already at work clearing ground for the 127,556-square-foot ATD distribution center. Ron Sinclair, senior vice president of marketing for Huntersville, N.C.-based American Tire Distributors, said that 4243 N. Garnett Rd. facility should open in July with a staff of 25, serving the tire needs of independent dealers, car dealerships and some company-owned tire stores in and around Tulsa.

Industrial Developers and Investors of Tulsa is the actual developer of the 7.4-acre lot and building ATD will lease. Having paid \$870,000 for the land, IDI hired Fleming to raise the structure.

Pielsticker said they were able to modify and expand existing building plans to meet ATD's needs. Under the Oklahoma Department of Commerce "Site Ready" certification program, the 72-acre Greenhill park offers preapproved 110,000-square-foot building plans as a way to help incoming firms get facilities up and running as quickly as possible.

Pielsticker just signed a deal to sell another four Greenhill acres just south of the ATD site for \$517,000. While he could not announce the tenant, Pielsticker said local investors will hire Fleming to build a 50,000-square-foot building for that undisclosed company to enter by November.

Pielsticker said a third possible Greenhill tenant is under negotiation. While he could not release its identity, Pielsticker said the project would accommodate another building the size of the ATD center.

It all represents a satisfying turn for the broker, who with Trammell Crow saw and pursued the potential for a four-phase, 490-acre industrial park just off U.S. Highway 169 and state highway 266, within a few miles of the Interstate 244 interchange, Tulsa International Airport and the Tulsa Port of Catoosa.

"After working on this development for 10 years, to have three buildings, three build-to-suits, in 2012, it's very exciting and it validates the industrial park," Pielsticker said in a telephone interview Friday. "Hopefully we'll continue to see more activity."

With the park still in its first two developmental phases, these three deals should leave Greenhill with a 13-acre frontage lot and a 22-acre interior lot.

"Hopefully we'll continue to grow the park into phase three," said Pielsticker. "It won't be Trammell Crow Company, but we're talking to some other developers."