



30B POST ROAD, COLONIE, NY

Summary

Pengate Handling Systems an authorized regional dealership network for the Raymond Corporation, needed a new location for their Upstate group to perform in a larger more efficient space with room for expansion.

Deal Size: 38,995 SF

Tenant: Pengate Handling Systems Inc

Landlord: The Rosenblum Companies

Broker: Daniel Slote, SIOR

Situation

Pengate Handling Systems had a local presence for 10+ years and needed a larger space. Dan worked closely with the company to identify a location that addressed their needs for office, service and training, as well as outside storage space they did not have at their previous location.

Strategy

Dan focused on understanding Pengate's core space and operational needs, identifying sites that addressed both their immediate requirements and future growth while helping them avoid another costly move in the near future.

Result

SBC was able to identify a site only a few miles from Pengate's previous location and connect the company with Rosenblum Companies at 30B Post Road. Pengate moved from 20,000+ SF into a space nearly twice the size, with significantly improved efficiencies for loading, unloading, customer service and back-office operations.

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