



ALAN HOWELL | MBJ

Wade Glenn will manage National Drayage Services' new Memphis terminal.

Sun Coast aligns with NDS

Local terminal could gain more Northeast business

BY ANDY ASHBY

After several years of expanding its operations across the Southeast, National Drayage Services LLC is opening its first terminal in its hometown of Memphis.

National Drayage Services LLC
Intermodal transportation services
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The non-asset based motor carrier is partnering with Sun Coast Carriers, Inc., and its parent company, The DeHart Group LLC, which will operate under the National Drayage Services banner.

National Drayage, which specializes in international containerized freight, provides cash flow, state and U.S. transportation department compliance, operating systems, accounts receivable management, insurance and other services for intermodal trucking agents.

"A lot of time and energy went into finding the right fit in Memphis," says National Drayage president Christopher Moore. "We had to be careful because this is home."

The move allows Tom DeHart, president and chief executive officer of The DeHart Group, and his wife, Sandra DeHart, to step back from the business.

"It's a win-win from my standpoint because I'm 67 and been in this crazy business for a while," Tom DeHart says.

His sons aren't interested in continuing in the intermodal part of the company. DeHart Group's business interests include operations such as DeHart Insurance Group, Minglewood Hall, TCB Concerts and Convoy Services LLC.

Sun Coast Carriers' terminal and operations sit on 18 acres at 1046 Arkansas near Downtown.

"I feel like we're in a good location," DeHart says. "I don't want to lose it, but I don't want to keep fighting off the hordes in this economy, with fuel going up and the new insurance benefits coming in. It's a young man's game."

Wade Glenn, who's been in the intermodal industry for more than 25 years, is currently director of trans-

portation for Sun Coast Carriers. He will continue managing the Downtown terminal.

Services will be provided by current personnel and drivers to ensure a smooth transition and customers will continue receiving the same level of service.

By joining the National Drayage Services partnership network, Sun Coast Carriers is positioning itself for long-term growth in a tough economy, according to Glenn.

"I've never seen it like it has been the past year," Glenn says. "We're quoting more, which is promising and means that people are trying to ship. A lot of our competition has gone by the wayside, but we've held

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Tom DeHart
The DeHart Group LLC

on, and I think there are going to be some more which will go away."

Memphis-based National Drayage Services started its first location in Savannah, Ga., in 2008. It has since added two locations in Charleston, S.C., one in Charlotte and one in Jacksonville, Fla.

National Drayage is also working to secure contracts with agents in Dallas, several other cities across the Southeast, and in port cities such as New York and Los Angeles.

The Memphis operation will have a positive impact on the overall company, according to Moore. It grows National Drayage Services' network, which could lead to the Memphis and East Coast operations providing business opportunities for each other, he says.