

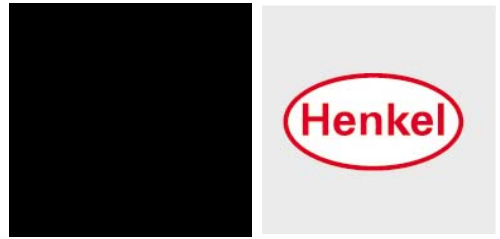
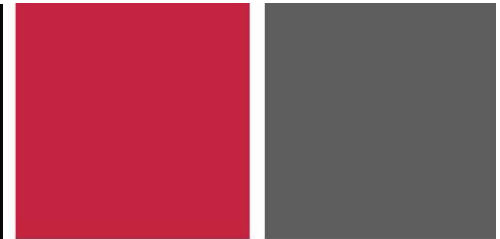
NAI Global Logistics Group Delivers Real Estate Solutions to Henkel Consumer Adhesives

Avon, Ohio based Manco, Inc., a Henkel Group Company, signed a build-to-suit-for-lease transaction for a 220,000 SF regional conversion and distribution facility in Oklahoma City, Oklahoma with the assistance of NAI Global Logistics. Daniel P. Leahy, Managing Director of NAI Global Logistics represented Manco in the transaction along with NAI Global affiliate broker, Bob Weaver, CCIM, RECS, of NAI Harrison Levy Company, Oklahoma City.

NAI Global Logistics was retained to provide site selection services including the evaluation of economic incentives, labor availability, work ethic, transportation access, and community culture. Three cities -- Dallas, Tulsa and Oklahoma City -- were shortlisted, because they are fundamentally identical from a logistics perspective. The NAI Global Logistics team logged many travel hours to Avon to thoroughly understand the company, its culture and its real estate requirements and to Dallas, Tulsa and Oklahoma City to tour sites and properties and negotiate with local groups.

“We selected Oklahoma City for our distribution center for two reasons: (1) the site was economical and (2) the community culture was open and warm. The Chamber of Commerce made us feel right at home from day one,” said Gene Obrock, Manco’s Vice President of Operations. Manco’s 14.7-acre site is located within The North Gate Commerce Park, a new 90-acre mixed-use business park being developed by Oklahoma City-based Premier Assets, Inc., on 3,000 linear feet of frontage on I-35 at Hefner Road on the north side of the city. The new cross-dock facility will house a converting/repackaging center where products from domestic and foreign manufacturers arrive to be repackaged and converted into custom retail case packs, then shipped to customers such as Wal-Mart, Home Depot, Ace Hardware, Tru-Serve, Loew’s, Costco Wholesale, and Price Club.

The new Henkel building has poured-in-place, tilt-up concrete construction, a 28’ clear-height ceiling, 26 docks and approximately 7,000 SF of office space on the main and mezzanine levels. The crème-colored building, which features a dark green band in Manco’s corporate color was ready for occupancy in October 2000. Manco develops and markets a broad array of imaginative products for the home, school and office under the Duck® and Loctite® brands, and in Canada through LaPage™ brand, a division of Henkel Canada Corporation.



“The NAI brokers have an honest, professional approach, add considerable value to our organization and are able to execute every type of assignment we give them. They really strive to go the extra mile for us.”

A reciprocal trust was established from the very beginning. The commitment and dedication of the NAI team to understand our company, its culture and our real estate requirements are invaluable to the successful completion of each assignment.”

Gene E. Obrock
Vice President
Operations

