

Manco signs deal for OKC facility

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Manco, developer and marketer of a broad array of products for the home, school and office under the Duck, Loctite and Lapage brands, has signed a build-to-suit-for-lease transaction for a 154,000- square-foot regional conversion and distribution facility in Oklahoma City, which will create about 140 jobs for the metro.

Manco's 14.7-acre site is located within The North Gate Commerce Park, a 90-acre mixed-use business park being developed by Oklahoma City-based Premier Assets on 3,000 linear feet of frontage on Interstate 35 at Hefner Road.

"From this location, we are only one mile south of I-35 to the Turner Turnpike into Tulsa," noted Gene E. Obrock, Manco's vice president of operations.

Richard Tannenbaum, owner of the park development company, said the Manco building has poured-in-place, tilt-up concrete construction, a 28-foot clear-height ceiling, 26 docks and about 7,000 square feet of office space on the main and mezzanine levels. The crme-colored building, which features a dark green band in Manco's corporate color, is scheduled for occupancy in September. Providing design services was architect Pascal Aughtry with Blackledge and Associates of Oklahoma 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 packages, then shipped to customers such as Wal-Mart, Home Depot, Ace Hardware, Tru- Serve, Loew's, Costco Wholesale and Price Club.

Executive Vice President Gerard J. Keating and Vice President Daniel P. Leahy of NAI Hiffman's Logistics Group represented Manco in the transaction, along with co-broker Bob Weaver of the NAI Harrison Levy Co.

NAI Hiffman 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 short-listed because they are fundamentally identical from a logistics perspective. NAI Hiffman is one of Chicago's largest and most active commercial real estate firms and the Chicago area representative for New America International, the industry's largest global

partnership of real estate service-providers, comprised of 3,000 brokers in 230 firms serving more than 300 markets worldwide.

"Dan and Gerard were honest, helpful, added considerable value and didn't flinch no matter what we asked of them," Obrock said. "They really jumped through hoops for us. There was trust on both sides from the beginning."

The NAI Hiffman team logged many travel hours to Avon, Ohio, headquarters of Manco, 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: one, the site was economical, and two, the community culture was open and warm. The Chamber of Commerce made us feel right at home from day one," Obrock explained.

Manco is noted for its motivated work force and its family-like corporate culture. Employees are referred to as "partners" -- they are invited to weekly executive growth meetings. The company also maintains Manco University at corporate headquarters in its commitment to education. Manco is also extremely active in its local communities, contributing time, money and resources to many worth causes.

"Over the last 25 years, Manco has grown at an average rate of 17 percent per year. We have always worked diligently to maintain our open, sharing and trusting culture as we add new people. We perceive Oklahoma City as a community we can do business with on a handshake," said Obrock, whose company he said has done just that many times, with many companies, for many years.

Manco is a subsidiary of the Henkel Group of Dusseldorf, Germany, a world leader in adhesives, surface technologies, specialty chemicals and industrial hygiene.

In 1999 Henkel achieved sales worth \$11.4 billion and employed 56,300 people in 70 countries. Manco's sales totaled \$234 million last year.

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