

## TQW to Work with China Vitamins

TQW recently started working with China Vitamins, LLC, an importer of vitamin additives for animal feed. China Vitamins was established in 1998 as a partner of Zhejiang NHU Co., Ltd., and is a leading provider of bulk vitamins and nutritional products in North America. TQW is handling inbound containers of bulk packaged vitamins E, D3, and AD3, and shipping these products to China Vitamins' customers in this region.

Zhejiang NHU Co., Ltd., is headquartered in Xinchang Zhejiang Province, China, and has four production facilities within the country. China Vitamins' US headquarters is located in Bedminster, New Jersey. With a commitment to the highest standards of quality and safety, China Vitamins meets all FDA and any other government requirements. They have a state-level technology center, a National Postdoctoral R & D Center, and have developed numerous support programs. In addition, they have obtained 64 patent licenses.

We look forward to working with China Vitamins! Learn more about the company by visiting [chinavitamins-llc.com](http://chinavitamins-llc.com).



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## Agracel Completes New Facility for ZF North America in South Carolina



In July of 2015, Agracel was selected by ZF, one of the top three automotive suppliers worldwide, as the developer for a 100,000 sf facility in Laurens County, South Carolina. The project included the purchase and up-fit of a 50,000 sf shell building

located in the Owings Industrial Park, and expansion of the building by 50,000 sf. The new facility houses both manufacturing and warehousing operations, allowing ZF North America to increase its current capacity. With an annual capacity of 1.2 million transmissions, ZF North America Gray Court is the manufacturing site of the 8-speed automatic transmission, as well as the world's first 9-speed automatic transmission. Agracel and project partners joined ZF leadership to commemorate the opening of the facility on April 1, 2016.



"ZF has been a pleasure to work with, as have all of our design team members, led by THS Constructors," stated Kyle Edney, Agracel's Development Director in the Southeast. "Given the significant challenges our team encountered with weather during construction, to deliver this project on-time and under budget is a great accomplishment by our partners."

ZF Friedrichshafen AG, the parent company to ZF North America, is a global leader in driveline and chassis technology as well as active and passive safety technology. The company, which acquired TRW Automotive on May 15, 2015, is represented by 230 locations in some 40 countries.

ZF's North American region has been, and continues to be, one of the most successful for the company. The North American market generates 18 percent of ZF's sales, and the region's sales increased by 48 percent in 2012. This success is a result of ZF's investment in the region. Most recently, the company invested \$350 million and provided approximately 1,200 new jobs at the aforementioned Gray Court, South Carolina manufacturing facility.

ZF North America now has 43 locations in the region, 29 of which are in the U.S., 11 in Mexico and three in Canada. From these locations close to international customers, ZF supplies them

with an ever-broader range of products. In the automotive sector, this product portfolio comprises axle drives and complete front and rear axle systems, automatic passenger car transmissions, as well as active and passive safety systems.

We are extremely pleased to add ZF North America to our growing list of clients in the Carolinas. To learn more visit [www.zf.com](http://www.zf.com)



# Community Profile: Brookhaven, Mississippi

Brookhaven, Mississippi is the epitome of progressiveness and responsiveness. When the team from Agracel first began our dialogue with Garrick Combs and the Brookhaven- Lincoln County Economic Development Alliance we were immediately impressed by their Pro-Business attitude and willingness for the entire community to work towards a common goal.

Brookhaven is located on Interstate 55 less than one-hour south of Jackson, Mississippi and two hours north of New Orleans, Louisiana. This community also serves as a hub for Southwest, Mississippi in terms of retail, medical, and industrial activity. Brookhaven is home to more than two dozen manufactures and distribution centers including a 1 million sf Walmart Distribution Center, a 350,000 sf facility for McLane Southern and a 250,000 sf facility for Delphi Automotive. Brookhaven is also home to Rex Lumber, Georgia Pacific, American Railcar, and many others.

Most recently, American Railcar constructed a new railcar maintenance facility on 26 acres and McClane Southern added 20,000 sf of new cold storage space. Brookhaven is home to two industrial parks. The 1,000 acre Brookhaven Industrial Park is virtually full. The second park is the 400 acre Linbrook Business Park located just off of exit 40 of I-55.

The Linbrook Business Park is a new development completed jointly by the city and the county. All utilities are present including a new 1-million-gallon water storage facility, new wastewater treatment, natural gas, electricity, and gigabit fiber optics.

Agracel and the Brookhaven-Lincoln County Economic Development Alliance are partnering to construct a



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## Midwest Acoust-A-Fiber

The automotive sector continues to be a key market for Agracel. That fact was further solidified earlier this year with the addition of Midwest Acoust-A-Fiber to our portfolio. Located in Delaware, Ohio, Midwest Acoust-A-Fiber is our fourth project in the Buckeye State.

Midwest Acoust-A-Fiber, founded in 1979, is a leading manufacturer of fiber engineered composites, including sound and heat shields for the automotive industry in North America. As a Tier 1 supplier to OEM's and a Tier 2 supplier to several leading Tier 1 companies, Midwest Acoust-A-Fiber strives to define its customers' product requirements and specifications and develop acoustical and/or thermal solutions to meet their particular needs.

Midwest Acoust-A-Fiber has thirteen patented products and processes (two in the open office industry, one in the appliance industry and four in the transportation industry).

As Midwest Acoust-A-Fiber continues to grow, CEO Herve Bocher reached out to Agracel to assist the company in their effort to consolidate, as well as expand their existing manufacturing space in Delaware. To aid in the company's growth plan, Agracel entered into an agreement with Midwest Acoust-A-Fiber to purchase their existing 87,529 sf facility and construct a 40,000 sf expansion to accommodate their needs. In return, Midwest Acoust-A-Fiber will lease back the facility on a long term agreement.

Todd Thoman, Director of Development for Agracel, commented, "We worked in the past with Mr. Bocher on a build-to-suit/leaseback project in Alabama and are thrilled to work with him again with this project." The Midwest Acoust-A-Fiber project and the opportunity to work with Herve Bocher again is a testament to the value of developing long-lasting relationships in industrial development.

Learn more about the company at [www.acoust-a-fiber.com](http://www.acoust-a-fiber.com).

## Key-Market Indicators for Agracel

We try to stay abreast of the ever changing indicators of industrial market health. With so many metrics out there, we have whittled the list down to three that we try to keep a close eye on: the ISM Manufacturing Index, Manufacturing Capacity Utilization, and Manufacturing Labor Productivity. Here is a brief review of what these indicators mean and, in italics, why they are important to us:

**ISM Manufacturing Index** - is an index based on surveys of more than 300 manufacturing firms by the Institute of Supply Management. The ISM Manufacturing Index monitors employment, production inventories, new orders and supplier deliveries. A reading above 50 percent indicates that the manufac-

turing economy is generally expanding; below 50 percent indicates that it is generally declining. *At Agracel, we generally look at the ISM Manufacturing Index as an indicator of potential activity we might find in the marketplace. When the index is on the rise, the possibility of expansion activity and new construction increases.* ([instituteforsupplymanagement.org](http://instituteforsupplymanagement.org))



**Manufacturing Capacity Utilization** - refers to the amount of available manufacturing space that is currently being utilized. In times of manufacturing growth, this number increases; in times of declining, this number declines. *The importance of the number to Agracel is, when the number is growing, we typically have more build-to-suit and expansion opportunities; When the*

## Covering Your World

Traci Wilson has recently joined Agracel as the Business Support Manager for our Southeast Office



in Spartanburg, South Carolina. Traci will be tasked with performing a wide range of administrative and office support activities for our Southeast Development Staff. Prior to joining Agracel, Traci spent the last 13 years as the Football Operations/Office Manager for Wofford College Athletics. She has a BS in Marketing/Management from the University of South Carolina and is married with two children. Welcome, Traci!

Agracel welcomes Joseph Schultz to the team at our home office in Effingham, Illinois. As our CAD Technician,



Joe will be charged with assisting the development team with producing conceptual property layouts and 3D drawings. Joe has a Bachelor of Arts degree from Monmouth College and studied CAD and design at ITT Technical Institute. Welcome aboard, Joe!

Eddie Crittendon recently took on the role of CEO of McNairy County (TN) Economic Development and Chamber of Commerce. In addition, Eddie recently graduated from the Tennessee Valley Authority Rural Leadership Institute. Congratulations, Eddie!



Jasper, Alabama



Lebanon, Ohio

## Agracel Purchases Two VisTech Manufacturing Facilities

Agracel is pleased to announce our latest acquisition of two VisTech manufacturing facilities. Lebanon, Ohio is the home of a 122,960 sf manufacturing operation which VisTech has occupied since 2013. The Lebanon building sits on 8.85 acres. The facility in Jasper, Alabama which VisTech has occupied since 2011 is 60,000 sf and sits on 10.48 acres. We have signed long term lease agreements with the company on both properties.

VisTech is an automotive supplier, supplying interior trim and acoustical products. Established in 2003, VisTech is setting new standards as a comprehensive, full-service manufacturing organization serving the automotive industry. VisTech is rapidly establishing itself as an industry leader by focusing on the needs of the customer in a very dynamic and demanding industry. VisTech prides itself in working with customers in continually finding ways to meet or exceed customer needs while offering ideas to reduce cost and

improve quality. They provide outstanding value in their products and services leading to total customer satisfaction. Vistech operates four plants, with two of those plants being the facilities we purchased, in addition to locations in San Antonio, Texas and Stratford, Ontario, Canada. The company headquarters is located in Modesto, California. All of their plants are strategically located near customers and close to major freeways and airports to eliminate time wasted in transport.



We are thrilled to add VisTech to our client list! To learn more about the company visit them at [www.vistechmfg.com](http://www.vistechmfg.com).

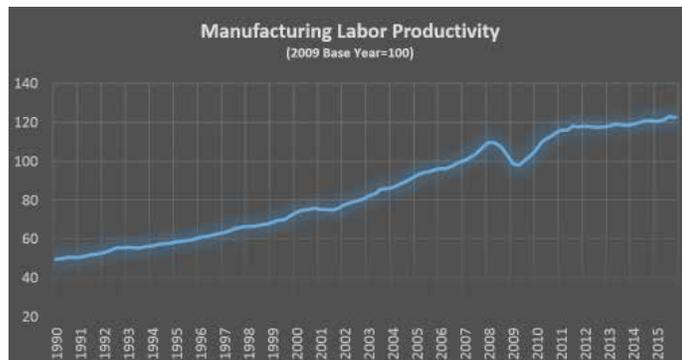
Justin Mohrig with Kwekel Companies facilitated the transaction.

*number is declining, we generally see more opportunities to purchase existing buildings. (Federal Reserve)*

**Manufacturing Labor Productivity** - relates output to the labor hours used in the production of that output. Over the long run, productivity growth is the economic factor that has the potential to lead to improved living standards for the participants of an economy—in the form of higher consumption of goods and services. With growth in labor productivity, an economy is able to produce increasingly more goods and services for the same amount of work. *Again, if the production of goods is increased, then more space is needed to keep up with demand; therefore, building expansions or new facilities may be necessary.* (Bureau of Labor Statistics)

Of course, these are only indicators, and unforeseen event can always throw a wrench in the best

laid plans, i.e. 9/11, interest rate hike, sudden oil price change, etc. But, they do provide a bit of a roadmap to what we may see ahead.



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## Agracel's Mission Statement

*To be the premier provider of development services to Agurb® communities, facilitating and retaining manufacturing and hi-tech jobs, resulting in a strong portfolio of buildings, thus creating long-term value for our stakeholders.*

## Find Us On



Agracel, Inc.  
P.O. Box 1107  
Effingham, IL 62401

Presort  
Standard  
U.S. Postage  
PAID  
Permit #19  
Heyworth, IL

## Community Profile continued

new 54,000 sf speculative facility in the Linbrook Business Park.

According to Justyn Dixon, Agracel's Regional Director of Business Development, "A combination of great things made this the perfect spot to build our third speculative facility in Mississippi. Brookhaven's location is ideal given the ease of access to I-55, I-10, and I-20. Garrick's knowledge of the programs offered by the State of Mississippi was extremely valuable. In addition, the community leader's progressive nature spoke volumes to us. It is rare to see a community with 100% of its leadership all pulling in the same direction for the greater good."

## Agracel Acquires Two Morton Facilities

**Morton Industries Holdings, LLC is a new company with a long history.** The company was formed to reacquire Morton Industries LLC, comprised of three legacy Midwestern fabricated tubing companies – Morton Welding Company, Inc., Bradley Services, Inc. and Peoria Tube Forming Corp. This acquisition makes it a leading manufacturer of high quality Fabricated Tube Assemblies for prestigious Off-Highway Original Equipment Manufacturers (OEM's), including Caterpillar, John Deere, and Komatsu.

As part of the acquisition, Morton Industries Holdings, LLC CEO Bill Morton asked that Agracel be involved due to our past relationship. Agracel first did business with Bill in 1998 on a build to suit development project in North Carolina for a

new manufacturing plant supplying OEM's. Now in 2016, we are again working with Bill and his team on this new venture.

Agracel has purchased two facilities in Morton, Illinois, leasing the properties back under long term lease agreements. The first, a 225,000 SF facility on 23 acres, will be leased to Morton Industries. The second building is a 154,000 SF facility which will be leased to the Bradley Services' operation. Approximately 400 workers are employed between the two plants.

We are pleased to be working with Bill Morton again and look forward to our continuing relationship. Visit [www.mortonind.com](http://www.mortonind.com) to learn more about Morton Industries, LLC.

