



OVERVIEW

- Jasper, AL
- Acquisition/Expansion/Leaseback
- 53,000 SF spec facility, expanded to 103,500 SF facility
- Heiche Surface Technologies – global manufacturer specializing in the chemical surface treatment of metal parts used in the automotive, machinery, and electronics industries.

“Agracel is a tremendous asset to have on your side. As a development partner, they make the entire construction process seamless. We were very pleased to have Agracel become involved at the beginning of our project and assist with developing a plan to meet our production timeline. Having their expertise in the construction and upfit of the facility ultimately led to our partnership. We look forward to our continued relationship in the future.”

Dr. Christoph Klocke
Chief Operating Officer
Heiche US Surface Technologies (AL) LLC

“Successful economic development requires teamwork and Agracel is a critical part of the Walker County team. Agracel has been our go-to partner when working projects that are interested in build-out or build-to-suit/lease back deals. Every project is unique, and timelines seem to be getting shorter and shorter. Agracel’s team adapts, and structures proposals tailored for each project.

Working with Agracel has helped us develop project winning deals in a timely manner that not only meet, but exceed the requirements of the projects. The landing of the Heiche project in Walker County is a perfect example of how partnering with Agracel wins projects.”

David Knight
Executive Director
Walker County Development Authority

CLIENT CHALLENGE

German-based Heiche Surface Technologies was founded in 1965 and operates facilities in Germany, Hungary, and Poland, as well as a U.S. operation in Spartanburg, South Carolina. Heiche had a desire to invest and expand its U.S. manufacturing footprint to strengthen its position in the U.S. market, which included state-of-the-art equipment for processes such as passivation (cleaning with silicate layers) and etching passivation (titanium conversion coating), geared towards the auto industry.

With a tight timeline and contracts in place to provide components to its customers, which include OEMs and other automotive suppliers, Heiche required a very tight timeframe to complete construction and begin production. After an initial meeting with Heiche representatives, Walker County Development Authority Executive Director David Knight brought Agracel in to review the project details.

AGRACEL'S APPROACH

- Two facilities were under consideration for the Heiche project, but due to Agracel’s willingness to assist with the building upfit, the Jasper speculative facility became the easy choice, meeting both the production timeline necessary and the location to Heiche’s customer, OEM Mercedes Benz US International in Vance, Alabama, just outside of Birmingham.
- Agracel presented a clear path forward from design to completion, that included value-added engineering opportunities to minimize costs.
- The team understood the critical timing of equipment delivery and worked diligently to ensure construction activities allowed for zero setbacks.
- Because the project began with an existing spec building, meeting the deadline set by Heiche was attainable.
- Agracel offered multiple leasing options to Heiche allowing them to choose the best terms for their operational strategy.

VALUE ADDED RESULTS

Agracel delivered as promised allowing production to begin just as the timeline demanded.

Heiche was provided a market lease rate and term that worked in tandem with the company’s long-term goals.