

- Client:** **TC Mirafi Division**
(Subsidiary of TenCate USA Inc.)
- Project:** Manufacturing/distribution facility site selection and incentive negotiations
- Location:** Pendergrass, GA
- Objective:** Find a rail-served site along the Interstate 85 corridor between Atlanta and Charlotte, large enough to accommodate a 365,000 square foot facility for fiber extrusion and production of non-woven geotextile fabric, and for the divisional headquarters.
- Challenges:** In order to meet production requirements, sustain revenue growth, and avoid service interruptions, the facility had to be up and running within one year. The region's rough topography and limited number of rail-served industrial sites made the search for a suitable site challenging. A minimum of 30 acres of immediately buildable area was needed, with all utilities in industrial quantities in place. A favorable operating environment was critical. TC Mirafi Division's manufacturing process required heavy power consumption, so the availability of a reliable, low cost power provider was paramount. A simultaneous analysis of labor, taxes, wages, utility costs, and logistics was required to identify the location that minimized these cost variables.
- Solution:** WISERsm (Walker Industrial Site Evaluation Review), Walker's site selection optimization model and extensive database of available buildings, was used to identify and compare all viable location options. The project's high capital investment, heavy electricity load, and well-paying jobs set the stage for very effective incentive negotiations.

- Value Added:** Significant reductions in power costs were negotiated, and the electricity provider agreed to locate two high capacity generators onsite for the exclusive use of our client, at no cost.



Infrastructure grants were secured to defray site development costs. Negotiations with the rail carrier resulted in construction of a spur to the plant at no cost to the client.

The Walker Way works best