

# INDUSTRIAL REPRESENTATION PROGRAM FOR OCTANORM USA, INC.



## **OCTANORM USA PURCHASES MANUFACTURING PLANT**

Octanorm USA Purchased a manufacturing plant in Austell, Georgia. The company is a subsidiary of Octanorm Vertiebs GmbH of Germany. Octanorm is a designer of convention exhibits and a manufacturer of aluminum structural for exhibit booth construction.

With eight other manufacturing sites worldwide, Octanorm entered the United States in 1989 from its Canadian company to establish two operations in North America. Initial manufacturing was done in a leased facility, and the goal of the privately held company was to own its manufacturing facility as in other locations.

A 15,100 square foot facility was in financial default with the Development Authority of Cobb County, Georgia. Having been built for a masonry construction company, the plant was ideally suited for Octanorm USA's needs.

**McShane Realty Partners, Inc.**

Mike McShane of McShane Realty Partners, Inc. assisted in the site requirements, performed a survey of available properties, and negotiated the purchase of the property. He bid the winning bid "on the courthouse steps" on behalf of the principals of Octanorm Vertiebs GmbH.

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