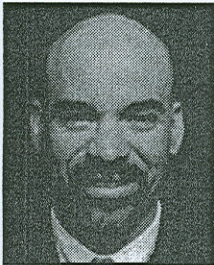


FOR NANZ CO. WITH THE HELP OF LAW OFFICE OF MARK CUTHBERTSON

# Attivissimo of Greiner-Maltz completes \$4.5 million transaction

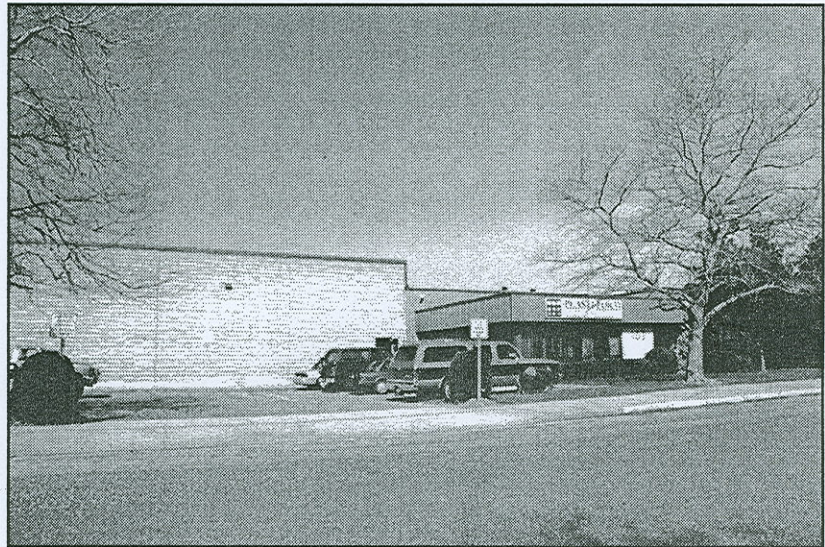
**DEER PARK, NY** A manufacturer of high quality door hardware is thriving, and expanding. On the heels



**Tom  
Attivissimo**

of signing a deal in London for an additional retail location the Nanz Company relocated its manufacturing facility from Brooklyn to Deer Park, Long Island. Tom Attivissimo, CCIM and senior managing director of Greiner Maltz of Long Island who transacted the deal for Nanz said, "Companies lose about 10% of floor space on each floor in loft buildings, so moving from a three story 25,000 s/f to a one story 40,000 s/f facility is over 100% expansion.

This move allows Nanz to compete and be profitable with the help of the Town of Babylon Economic Development benefits and the employee training programs at Suffolk Community College. The Town of Babylon's incentives for manufacturing attracted Nanz from Brooklyn to come to 105 East



Industry Court.

Thanks to the economic development team at the Town of Babylon headed by Bob Strickoff and John Lomabardo director of education at SCC, Nanz was able to overcome tremendous hurdles that are inherent in manufacturing on Long Island. A company like Nanz from outside the Long Island market would find it very difficult to successfully marshal a transaction of this magnitude in short order if it were not for precise coordination of many complex variables. "Orchestration is the key," said Attivissimo. If not

for precise orchestration the transaction collapses and 200 hundred employees stay in Brooklyn and Nanz settles for mediocrity instead of bringing the company to a new level of growth.

Attivissimo had help in orchestrating the Nanz deal with the IDA, expertise of the Law Office of Mark Cuthbertson. Attivissimo acknowledges this deal may not have happened without Cuthbertson's help. The total transaction with machinery, renovations and building, was over \$4.5 million.