

---

# CRAIN'S

NEW YORK BUSINESS

---



## DEAL OF THE WEEK

November 18, 2002

### A Solomonic split

By [Shira Boss](#)

Special to Crainsny.com

November 18, 2002-- Large spaces suitable for manufacturing companies can be tricky to find in the city.

Even so, when the former Kentile Flooring Co. building went on the market as a 500,000 square-footer in Park Slope, it sat without a taker for months.

"Nobody could quite match the price," says John Maltz of brokerage company Greiner-Maltz. The owner, window shade company Achim Distributors, was giving up the space to consolidate.

But broker David Junik of Greiner-Maltz was determined. He studied the building, which borders the Gowanus Canal, and discovered a way to separate a chunk so it could be marketed as two lower-priced properties.

The split created one space of 400,000 square feet, which was snapped up by Regal Home Collection, a maker of draperies. The smaller space, 95,000 square feet, is now home to Architectural Grille, a company that makes high-end decorative grilles.

Their combined purchase price was \$20 million in separate deals that closed within a month of each other.

#### **THE DEAL**

**Who:** Architectural Grille, and Regal Home Collection

**What:** Purchase of "Kentile Flooring" building

**How big:** 495,000 square feet, divided into 400,000 and 95,000

**Where:** 58 Second Avenue in Park Slope, Brooklyn

**How much:** \$20 million

**Seller:** Achim Distributors

**Broker for seller and buyers:** David Junik of Greiner-Maltz