



# The MERICLE Message

A QUARTERLY PUBLICATION FROM MERICLE COMMERCIAL REAL ESTATE SERVICES

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## MERICLE LANDS MAJOR BUILD-TO SUIT PROJECT: NATIONAL COMPANY IS NEW ANCHOR TENANT FOR CENTERPOINT WEST

Mericle Commercial Real Estate Services has broken ground in CenterPoint Commerce & Trade Park West, Pittston Township, Pennsylvania, for a Home Depot Rapid Deployment Center (RDC). The new 465,600 square foot distribution facility is scheduled to open next year, serving retail locations throughout the Northeast.

The Home Depot is expected to employ approximately 350 workers at the new center, which will include approximately 18,622 SF of office space and 170 dock doors. The 50.85 acre-site will allow for parking of 240 cars and 431 trailers.

Bob Besecker coordinated the project for Mericle. The Home Depot was represented by Bill Wolf of CB Richard Ellis' Allentown office and Tony Kepano of CB Richard Ellis' Atlanta office. Mericle will lease the building to The Home Depot.

Governor's Action Team Regional Director Steve Yokimishyn worked with Governor Ed Rendell and Action Team State Director Mike Rossman to craft an incentive package for the company.

"We are thrilled to have a company of The Home Depot's stature as our anchor tenant in CenterPoint West," said Besecker.

Mericle began developing CenterPoint West and the neighboring CenterPoint Commerce & Trade Park East in the fall of 2005. The Home Depot facility will be the 18th building constructed in CenterPoint East and West, pushing the total square feet developed by Mericle beyond five million. More than 2,000 people work in the parks.

Besecker said the assistance received from local and state leaders has been critical to CenterPoint's tremendous success. "CenterPoint is a great example of a winning public-private partnership," said Besecker.

Real estate taxes on the The Home Depot building will be abated 100% for 10 years via the Local Economic Revitalization Tax Assistance (LERTA) program. All new buildings constructed in CenterPoint are LERTA-eligible. The LERTA program was approved for CenterPoint by Pittston and Jenkins Township, the Pittston Area School District and Luzerne County.



# BENCO DENTAL TO RELOCATE CORPORATE HEADQUARTERS TO CENTERPOINT COMMERCE & TRADE PARK EAST

Mericle's speculative building program is helping another major Northeastern Pennsylvania employer grow its business locally.

Benco Dental ([www.benco.com](http://www.benco.com)) will open its new corporate headquarters in CenterPoint Commerce & Trade Park East later this year, when its custom fit-out is completed by Mericle. The facility at 289-299 CenterPoint Boulevard in Jenkins Township will allow Benco to combine its corporate offices and main warehouse and is expected to be fully functional by November or December 2009, according to Lou Mangino, Benco's VP of Operations.

The building will have a total usable area of 272,800 square feet, making it "the largest dental equipment showroom in North America, with 24 operatories of dental equipment from all major vendors in all standard configurations," according to Benco President Chuck Cohen. The facility will feature two stories of office space and new benefits for associates that include closer parking, a quiet room, modern break rooms, and, in the future, a gym.

Currently, Benco's two local facilities combine for approximately 164,000 square feet. The additional space and use of technology in the new headquarters will make warehouse operations more efficient, with more than 1.25 miles of zone-routed conveyor and a system that will remove trash boxes and move outbound packages directly onto trucks. The new warehouse will also have enough room to store Benco's entire inventory and eliminate the need for associates to double-handle products.

The new location, about nine miles north of Benco's current headquarters in Wilkes-Barre, was chosen for several reasons, according to Benco officials. CenterPoint offers convenient access to Interstates 81, 476, 380, 84, 80 and the Wilkes-Barre/Scranton International Airport. It is closer to UPS and FedEx centers, giving Benco the opportunity to take advantage of the latest available pickup times. The business park is also a central location for current employees, enabling Benco to attract new employees from the Scranton and Allentown areas. In addition, CenterPoint offers substantial tax benefits.

The building, originally 217,000 square feet, was recently constructed on speculation by Mericle, who is custom designing and remodeling various portions of the facility to accommodate Benco. The work includes the construction of all offices, a mezzanine, a new front façade, as well as the expansion of power, doors, and parking, and installation of the warehouse equipment. More than 400 associates will work from the new facility, which has enough space to accommodate 10 years of growth.

Mericle Vice President Jim Hilsher coordinated the project for the company. "Benco is one of Northeastern Pennsylvania's premier employers, said Hilsher. We are pleased the company selected our new CenterPoint facility for its world headquarters."

# SAFELITE AUTOGLASS SIGNS LEASE IN CENTERPOINT COMMERCE & TRADE PARK EAST

Mericle Commercial Real Estate Services has announced that Safelite AutoGlass® has leased the newly-constructed spec building at 175 CenterPoint Boulevard in Jenkins Township near Pittston. The 44,800 square foot facility was completed in February, and it will serve as one of the largest Safelite warehouses in the United States.

“Based on the growth of our business it was important to open this facility in the Scranton/Wilkes-Barre area to better serve our customers,” said Randy Randolph, vice president of quality assurance and retail support for Belron® US, the parent company of Safelite AutoGlass®. “The considerable space will allow us to offer expanded inventory.”

The new Safelite building was constructed by Mericle on five acres and has many customized features to accommodate Safelite’s vehicle glass repair and replacement operations. Safelite was represented in the transaction by Joseph McDermott and Vincent Ranalli of CB Richard Ellis, while Mericle Commercial Real Estate Services, the developer of CenterPoint, was represented in-house by Jim Hilsher.

The location opened for business at the end of April.

Safelite AutoGlass®, founded in 1947, is the nation’s leading provider of vehicle glass repair and replacement services, providing mobile



service to more than 95 percent of the U.S. population in all 50 states. A subsidiary of Columbus, Ohio-based Belron® US, Safelite AutoGlass® serves more than 3.7 million customers each year through its company-owned operations. For more information, visit [safelite.com](http://safelite.com).

## ALL ABOUT DANCE EXPANDS INTO MERICLE BUILDING

One of the nation’s largest and fastest growing suppliers of discount dancewear has expanded its business into a Mericle building in the borough of Forty Fort.

All About Dance, formerly located on Pierce Street in Kingston, has moved its headquarters to the Cross Valley West Professional Center at 180 Welles Street, just off Exit 4 of the Cross Valley Expressway.

All About Dance has leased 25,000 SF that is a mix of retail, showroom, distribution and office space. The company’s Internet/catalog division generates hundreds of daily shipments to customers around the globe using state-of-the-art distribution technology, while the All About Dance retail store offers an unlimited selection of dancewear at 25% off retail prices everyday.

According to the company’s partners - Alice Ellman, Chris Nash, and Joe Ellman - local customers who visit the new location will have access to the company’s great Internet and catalog prices and selection, without incurring any shipping costs.

Mericle renovated the huge former A&P warehouse and office complex

into a modern office and industrial center. Mericle has modernized the entire complex and most recently installed new energy efficient industrial lighting and re-painted the warehouse section. The industrial area has just over 200,000 SF for lease.

The building’s office area includes tenants such as Candy’s Place, The Brace Place, Northeast Eye Institute, Valley ENT and numerous other companies and offers suites ranging from 1,000 SF to 20,000 SF.

Mericle Vice President Jim Hilsher, who coordinated the All About Dance project, said, “the company is a great example of a home-grown success story. We are thrilled that Alice, Chris and Joe have decided to continue their growth right here in Northeast PA in one of our buildings.”

Ellman said “we experienced record-breaking growth in 2008, and are committed to the local area for many years to come.”

The transaction was brokered by Joseph O’Connor of O’Connor Real Estate.



# IT'S A DONE DEAL!

## A SYNOPSIS OF RECENT DEALS DONE BY MERICLE



### NORSTAR NETWORKS

**WHAT:**  
Leased 5,800 SF  
**WHERE:**  
CenterPoint Commerce & Trade Park East  
**WHY:**  
Relocation  
**WHO:**  
Jim Hilsher of Mericle



### GEISINGER OUTPATIENT SPECIALTY SERVICES

**WHAT:**  
Leased 41,300 SF  
**WHERE:**  
East Mountain Corporate Center  
**WHY:**  
Expansion & efficiency gains from previous location  
**WHO:**  
Geisinger specialty practices group heads & Geisinger facility planning staff, Bill Jones of Mericle



### SAFELITE AUTOGLASS

**WHAT:**  
Leased 44,800 SF  
**WHERE:**  
CenterPoint Commerce & Trade Park East  
**WHY:**  
Improved location & inventory expansion  
**WHO:**  
Joseph McDermott & Vincent Ranalli of CB Richard Ellis, Jim Hilsher of Mericle



### FACTORY DIRECT

**WHAT:**  
Leased 18,083 SF  
**WHERE:**  
CenterPoint Commerce & Trade Park East  
**WHY:**  
Relocation & expansion  
**WHO:**  
Jim Hilsher of Mericle



### PENGATE HANDLING SYSTEMS

**WHAT:**  
Leased 4,100 SF  
**WHERE:**  
Grimes Industrial Park  
**WHY:**  
Expansion  
**WHO:**  
Pat Guzzy of Mericle Brokerage & Bill Jones of Mericle



### TABACOS USA

**WHAT:**  
Leased 21,085 SF  
**WHERE:**  
CenterPoint Commerce & Trade Park East  
**WHY:**  
Relocation & expansion  
**WHO:**  
Dan Walsh of Mericle



### ALL ABOUT DANCE

**WHAT:**  
Leased 25,000 SF  
**WHERE:**  
Cross Valley Professional Building  
**WHY:**  
Expansion & relocation  
**WHO:**  
Joe O'Connor of O'Connor Real Estate & Jim Hilsher of Mericle



### FEDEX GROUND

**WHAT:**  
Leased an additional 29,788 SF  
**WHERE:**  
CenterPoint Commerce & Trade Park East  
**WHY:**  
Expansion of existing facility  
**WHO:**  
Kirk Bittel, Fisher & Company, Jim Hilsher of Mericle



### W.W. WILLIAMS

**WHAT:**  
Leased 10,000 SF  
**WHERE:**  
Mid Valley Industrial Park  
**WHY:**  
New location  
**WHO:**  
Dan Weaver of NAI Mertz & Jim Hilsher of Mericle



### BAKER HUGHES OIL FIELD OPERATIONS, INC.

**WHAT:**  
Sale of 36,000 SF facility on 3.14 Acres  
**WHERE:**  
Crestwood Industrial Park  
**WHY:**  
New location  
**WHO:**  
Pat Guzzy of Mericle Brokerage & Jim Hilsher of Mericle



### ALUMI-GUARD

**WHAT:**  
Leased 6,015 SF  
**WHERE:**  
Mid Valley Industrial Park  
**WHY:**  
New facility to serve Northeast U.S.  
**WHO:**  
Dan Walsh of Mericle



### COMMUNICATION TEST DESIGN, INC. (CTDI)

**WHAT:**  
Leased 25,200 SF  
**WHERE:**  
CenterPoint Commerce & Trade Park East  
**WHY:**  
Relocation & expansion  
**WHO:**  
Bob Besecker of Mericle



### GEISINGER PARTNERS IN PEDIATRICS — FORTY FORT

**WHAT:**  
Leased 5,100 SF  
**WHERE:**  
Cross Valley Professional Bldg.  
**WHY:**  
Expansion  
**WHO:**  
Dr. Michael Ryan & Geisinger facility planning staff, Bill Jones of Mericle.



### NEW HORIZONS COMPUTER LEARNING CENTER

**WHAT:**  
Leased 9,000 SF  
**WHERE:**  
CenterPoint Commerce & Trade Park East  
**WHY:**  
Expansion & relocation  
**WHO:**  
Jim Hilsher of Mericle



### BENCO DENTAL SUPPLY

**WHAT:**  
Sale of 217,000 SF facility on 14.35 Acres  
**WHERE:**  
CenterPoint Commerce & Trade Park East  
**WHY:**  
Consolidation & expansion of operations  
**WHO:**  
Birchland Development Company & Jim Hilsher of Mericle



### WOLBERT & MASTER, INC.

**WHAT:**  
Leased 5,016 SF  
**WHERE:**  
Mid Valley Industrial Park  
**WHY:**  
New facility to serve Northeast U.S.  
**WHO:**  
Ellen Raineri of Hinerfeld Realty, Jim Hilsher of Mericle



# MERICLE MAKES A DIFFERENCE

## *Spadi Park*

Spadi Park in Jenkins Township received some much needed cosmetic restoration thanks to volunteers of Mericle Commercial Real Estate Services. Dozens of Mericle employees donated their time as part of the company's "Mericle Makes a Difference" program to revamp the approximately 9.8-acre park. The makeover included installing of new benches, bleachers, and basketball hoops, landscaping the t-ball field, and painting the jungle gyms. Township supervisor Joe Zelonis expressed how delighted he was with the progress. "As everybody knows, money is tight these days and it is a blessing that Mericle stepped up with their 'Lending a Hand Program.' They know it is not only all about business. It is about the human element. It's about the kids. It's about the people in the township."

## *Candy's Place Rainbow Walk*

Candy's Place, a center for cancer wellness, held its 12<sup>th</sup> Annual Rainbow Walk in commemoration of Candy's birthday and to serve as a reminder that life is worth living. More than 500 people united to raise more than \$31,000 to benefit cancer patients in Luzerne County. Mericle Commercial Real Estate Services contributed more than 30 walkers and donors.



## *VFW Fishing Derby*

Dozens of young fishermen enjoyed a unique recreation opportunity on the opening day of trout season this year. The "stocking of the pond" in the Hanover Industrial Estates has become a traditional event since it began in 2002. In a collaborative effort, Hanover Township American Legion Post #609 and Mericle Commercial Real Estate Services organized this outdoor adventure for community children. The trout were actively biting and many young fishermen enjoyed a day of plentiful catches.







## GEISINGER MOVES DEPARTMENTS INTO MERICLE OFFICE FACILITY

Geisinger Wyoming Valley has relocated several medical and surgical specialties into a new Mericle-constructed spec office building at 675 Baltimore Drive in East Mountain Corporate Center.

The new, single-story, 41,434 square foot building is just one mile from Geisinger's main hospital campus and offers more spacious waiting and exam rooms, as well as more convenient parking. A total of 10 departments have moved into the new location. These departments include Bariatric Surgery, Dermatology/MOHS Surgery, Plastic Surgery, GI Nutrition, Endocrinology, Infusion, General Internal Medicine, Rheumatology, Optometry & Ophthalmology/Eyewear Center, and ENT/Audiology.

The new office building was the fourth constructed in East Mountain Corporate Center by Mericle and construction is now wrapping up on a 5th office building at 660 Baltimore Drive. At 24,208 square feet, the new spec building can accommodate tenants needing as small as 4,000 square feet. Altogether, Mericle has developed more than 200,000 square feet of Class A office space in the park.

Bill Jones coordinated the project for Mericle.





# MERICLE'S BROKERAGE DIVISION

mericle.com



**COMMERCIAL  
WILKES-BARRE - 32,060 SF**  
Former lumber yard situated on 7.33 acres with 32,060 SF of office/showroom/warehouse space + 19,160 SF outdoor storage buildings. Quality space at below market rates.  
**Contact Dan Naylor.  
570.823.1100**



**INDUSTRIAL  
BERWICK - 124,000 +/- SF**  
Complex situated on 6.2 acres featuring 12'-20' ceilings. The flexible design makes it suitable for manufacturing, industrial and warehouse uses.  
**\$450,000 ... Dave Daris  
570.823.1100**



**INDUSTRIAL  
BLOOMSBURG - 56,500 SF**  
Well-maintained facility situated on a 4.22 acre parcel featuring public utilities, gas fuel, 16'-20' ceiling heights.  
**\$1,540,000 ... John Rokosz  
570.823.1100**



**INDUSTRIAL  
ELYSBURG - 264,000 SF**  
Light industrial building on 117.16 acres, featuring 7,680 SF of office space, 10 loading docks, 2 drive-in doors, 18' ceilings and 32' x 40' column spacing.  
**\$2,500,000 ... Jeff Bower or Don Cortese  
570.323.1100**



**INDUSTRIAL  
WILKES-BARRE - 60,000 SF**  
Warehouse with 3 docks, 1 drive-in door, 12' ceilings situated on 1/2 acre lot. Easy access to Interstate Highway. **Priced to sell at only \$139,000.**  
**Contact Ron Koslosky.  
570.823.1100**



**WAREHOUSE  
WYOMING - 5,000 SF - 70,000 SF**  
Available space for immediate occupancy at West Side location. 100% sprinkler coverage, 12' - 14' ceiling heights and ample truck/trailer parking.  
**\$2.50/SF ... Dave Daris  
570.823.1100**



**INDUSTRIAL / INVESTMENT  
SWOYERSVILLE - 62,203 SF**  
Two-story industrial building situated on 3.38 acre site in a great location. Fully occupied with 4 tenants and a net income of \$49,000. Rail accessible. Excellent for owner user or investor. Motivated Seller.  
**Contact Al Guari.  
570.823.1100**



**WAREHOUSE  
MILTON - 132,345 SF**  
**Sale/Lease:** Consisting of 5 buildings on 14 acres: 4 - buildings 100% occupied; 1 - 30,000 SF whse. with 3 overhead doors-dock high, is available for lease.  
**Contact Doug Keiper.  
570.323.1100**



**INDUSTRIAL  
THROOP - 21,800 SF**  
Distribution facility located in Keystone Industrial Park. Situated on 3.11 acres, this single-story structure features 9,250 SF of office and 12,550 SF of warehouse space. Ceilings are 25' high in warehouse, with 2 loading docks and 1 drive-in door.  
**\$1,625,000 ... Steve Barrouk  
570.823.1100**



**WAREHOUSE  
MONTROUSVILLE - 341,815 SF**  
Light industrial facility situated on 15.5 acres, featuring 6,000 SF of office space, 13+ loading docks and up to 35' ceiling heights. Parking for 300.  
**\$2,950,000 ... Doug Keiper or LeRoy Stoltzfus  
570.323.1100**



East Mountain Corporate Center  
100 Baltimore Drive  
Wilkes-Barre, PA 18702  
570.823.1100 • mericle.com

## *This Issue's* FEATURED PROPERTIES



**TAX-FREE  
THROUGH 2017!**

**2 North Park Drive** is a new, tax-free 410,000 SF rail-available industrial facility situated on 41.03 acres in Hazle Township, Luzerne County in Humboldt Industrial Park North. The building can be expanded to 606,800 SF and features 31'-10" to 36'-6" ceiling clear height, 46 loading doors, one drive-in door, an ESFR fire protection system, energy-efficient lighting and provisions for future floor-level rail dock doors. The building is located along S.R. 924, just 1.5 miles west of Exit 143 of Interstate 81 and 10 miles from the I-80/81 Interchange. See *virtual tour on home page of [www.mericle.com](http://www.mericle.com)*. For more information, call Dan Walsh or Bill Jones at 570.823.1100.

**240-258 Armstrong Road** is a new, 92,400 SF facility situated on 6.82 acres in Jenkins Township, in CenterPoint Commerce & Trade Park East. The building can be subdivided to 20,000 SF and features 29'-10" to 34'-2" ceiling clear height, 14 loading doors, one drive-in door, an ESFR fire protection system, and energy-efficient lighting. The space can be subdivided to handle various types of users from light manufacturing to warehouse and distribution. CenterPoint is just ½ mile to I-81 and I-476 and is minutes from I-80, I-84 and I-380. CenterPoint also has Foreign Trade Zone status, which offers great flexibility and significant savings for companies depending on international trade. For more information, call 570.823.1100.



**10-YEAR, 100% REAL ESTATE  
TAX ABATEMENT ON  
IMPROVEMENTS!**