



The **MERICLE** Message

A QUARTERLY PUBLICATION FROM MERICLE COMMERCIAL REAL ESTATE SERVICES

2005 Vol. 11 Issue 20

Mericle's pre-constructed building gives tortilla manufacturer 18-month lead

One of the world's largest manufacturers of corn flour and tortillas will be up and running 18 months ahead of schedule because of a Mericle spec building.

Mission Foods, a division of Gruma Corp., Irving, TX, purchased Mericle's 110,000 sf building on 10.48 acres of KOZ-approved land in the Crestwood Industrial Park, Wright Township, Mountain Top, Pa. They are planning to start production May 1 and begin supplying grocery stores, food service companies, and restaurants along the East Coast. Gruma also has operations in the United States, Mexico, Central America, Venezuela and Europe.



Mission Foods President and CEO Jairo Senise with Pennsylvania Governor Edward Rendell.

Photo Credit: Curtis Salonick

The company hopes to create 232 new jobs at this facility within three years with an approximate \$33 million investment in the community.

"The building is another example of the speculative construction that has been the primary focus of our company," said Robert Mericle, President of Mericle Commercial Real Estate Services. "This project provided the community with a strategic advantage that has resulted in attracting a first-class company like Gruma Corp."

Among the partners who helped to make the project possible are the Commonwealth of Pennsylvania, (Pennsylvania Governor Edward Rendell, the Governor's Action Team, and the Department of Community and Economic Development), Wright Township Supervisors, the Crestwood School District, The Greater Wilkes-Barre Chamber of Business and Industry, Corporate Realty Advisors of Dallas, Tx., and CB Richard Ellis, Allentown, PA, the Luzerne County Board of Commissioners, and the Luzerne County Office of Community Development.



*13-17 Elmwood Road
Crestwood Industrial Park
Mountain Top, PA*



Mericle Partners to Develop Jessup Small Business Center

Mericle Commercial Real Estate Services will make a substantial capital investment within Lackawanna County by constructing a 140,000 sf speculative flex building on 23 acres of land in the 130-acre Jessup Small Business Center. The announcement was made recently by Sen. Robert J. Mellow, Robert K. Mericle, president of Mericle Commercial Real Estate Services, and the Scranton Lackawanna Industrial Building Company.



Lewis Sebia, COO, Mericle Commercial Real Estate Services, reveals the company's plans for a speculative flex building.

Construction will begin in Spring 2005 with potential occupancy in Summer 2005. Mericle owns and leases more than 351,000 square feet of property in Lackawanna County.

"Building speculative property has been our focus," said Mr. Mericle. "This project is the continuation of a partnership and will provide the community with a strategic advantage that will enable it to effectively compete for more job-creating projects."

Photo: The Greater Scranton Chamber of Commerce.

Mericle Launches Corporate Services Group

Mericle Commercial Real Estate Services' new Corporate Services Group draws on the company's assets as Northeastern and Central Pennsylvania's largest full-service real estate company to serve as a single source provider for corporate real estate needs.



Heading the operation as Vice President is Dan Walsh. Mericle Corporate Services Group, as a dedicated corporate real estate team, offers such comprehensive services as real estate sale and leasing, land use analysis and acquisition, financial incentive facilitation, real estate tax audits, site selection and trailer storage.

As a vertically-integrated company with Development, Brokerage, Construction and Logistics divisions, Mericle Commercial Real Estate Services has access to the resources that would help to address such business challenges with a minimum of effort and maximum savings.

For a business analysis or more information about Mericle Corporate Services, contact Dan Walsh at (570) 823-1100 or email dwalsh@mericle.com.

Exciting New Features on Redesigned mericle.com

When we redesigned our company website, mericle.com, our aim was to become more "user friendly" and to provide faster solutions to your business challenges. The new look, organization, and tools we offer you on Mericle.com allow easy access to information on our services, from site selection to financing to construction. A detailed catalogue of available properties puts the answers and options you want just a few clicks away.

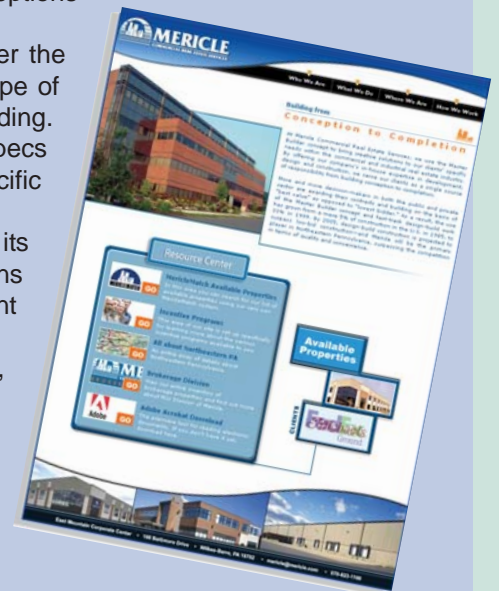
The Mericle Match is our own program which gives users more control over the properties they choose to view by entering very specific criteria. Sort by the type of property, county, square footage, or the name and location of a particular building. Search results are presented first together with PDF files of the property specs including floor plans, site plans, a customizable proposal, maps and other specific property information.

The Brokerage Division pages highlight available properties and services in its Resource Center. You can also link to the LoopNet Property Search, PDF versions of updated property inventory, demographics, listing contracts and the convenient Development Property Search.

The website also provides an overview of the company's Development, Brokerage, Construction, Property Management and Logistics divisions as well as the Corporate Services Group.

"About NEPA" is the key to getting to know the region, with facts about workforce and labor, cost benefits of relocating to the area, accessibility and quality of life, plus links to three other Northeastern Pennsylvania related websites: Work and Play in Northeast PA, Rail-Trail Council of Northeastern PA, and the NEPA Directory.

Case studies under "How We Work" illustrate how Mericle helped solve various challenges faced by other companies. Take some time to view our impressive client list, too.



Try out the new www.mericle.com soon!





BROKERAGE DIVISION

Featured Properties



Route 115, Bear Creek

Former 7,919 sq. ft. nursing home on 9.53 acres. Zoned for residential dev. Potential for doctors' office. **\$600,000/Bob Frodsham**



Crn. 4th and Lake Ave., Gouldsboro

30,600 sq.ft. industrial facility; dock doors; 17'high ceilings, parking. **Sale Price \$999,900 or Lease for \$3.20 sf/NNN/Pat Guzzy**



351 5th St., Northumberland

100,000+ sq. ft. warehouse facility with offices. Ideal for local firm in need of warehousing. **\$1,400,000/Don Cortese**



6465 No. Rt. 220 Highway, Linden

One story commercial building in new condition. Two drive-in doors. Great location! **\$485,000/Doug Keiper**



350 Second St., Plains

37,000 sq. ft. industrial facility on 2.54+/- acres. Four tailgate and one drive-in door. Building in excellent condition. **\$1,300,000/John Rokosz**



311 N. Main St., Jersey Shore

Restored Victorian restaurant/tavern/ bed and breakfast with off street parking. A must see! **\$995,000/Steve Thaler**



1490 San Souci Pkwy, Hanover Twp.

Outstanding and well maintained multi-use building. Adjacent lot also available. **\$695,000/Ron Koslosky**



303 Schoolhouse Road, Danville

Former nursing home on 7.8 acres. Conveniently located near Geisinger Medical Cntr. **\$750,000/Sherry Whitmire**



300 Streibeigh Lane, Montoursville

Large manufacturing & warehouse facility; 13+ loading docks, 35' high ceilings. **\$2,800,000/Jeff Bower**



2nd and Walnut St., Mifflinburg

A combination of apartments, retail and office space. A one of a kind investment! **\$1,200,000/John Brindger**



Route 307 at I-380, Moscow

High volume, gas/convenience store/deli. Ideal location on Rt. 307. Turnkey operation. **Reduced to \$700,000/Dave Daris**

National Exposure **TCN WORLDWIDE**

With our affiliation with TCN, Mericle has the same tools and resources as our larger national competitors have. This means you can keep your business local, and still have the world.

Visit all properties for sale or lease at www.mericle.com/brokerage



On the Record



SOLD! The former L.B. Smith Co. highway equipment sales and service complex located at 1146 Highway 315 Plains Twp., was sold to 315 Realty Corp. Inc. The new owners plan to use the 30,000 sq. ft. building situated on 6.9 acres as a mixed-use facility; and offer portions of it "For Lease" to office, retail, sales, service and warehousing users. This property sold for **\$837,500.00 Listing/Selling Agent was Dave Daris**



SOLD! "Tuggy's" former 8,000 sq. ft. restaurant/lounge on approximately 11+ acres situated at the junction of Rt. 339 and Exit 242 of I-80 Mifflinville. Russell and Dawn Gillespie recently sold the property to Love's Travel Stops and County Stores, Inc., based in Oklahoma. The new owners plan construction of the new travel plaza to begin in early Spring of 2005. This property sold for **\$1,200,000. Listing Agent: Sherry Whitmire; Selling Agent: Pat Guzzy**



SOLD! This 1.68 acre former car dealership located at 435 River Avenue in Williamsport, PA was purchased by E.V.B., LLX. The new owners plan to open a car dealership called Auto Express in this 21,592 sq. ft. building. This Williamsport area, Lycoming County property sold for **\$890,000. Listing Agent was Doug Keiper.**



SOLD! This eight-unit motel, with separate four-unit apartment building located at 16 Brimmer Avenue, Watsonstown, PA was purchased by George A. Hutchinson Development Co. The new owner plans to renovate and open a Family Dollar Store along with a Movie Gallery. This property sold for **\$344,000. Listing Agent was Jeff Bower.**

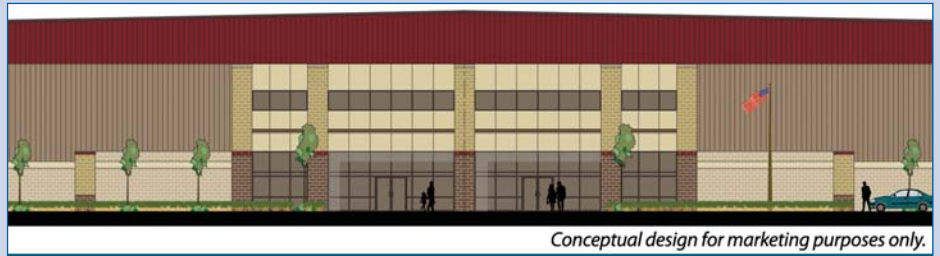


SOLD! This 4 unit professional office bldg. located at 210 N. State St., Clarks Summit purchased by Northeastern Investor Associates. Existing tenants are a dental office and physical therapy center. Several upgrades are planned by the new owners. The property sold for **\$750,000. Listing Agent was Bob Frodsham. Selling Agent was Pat Guzzy**



Fast-track construction keeps new project on target

Mericle's superior fast-track construction and construction management services have kept the new 416,000 sf multi-use building at Parcel 63, Green Mountain Road, Humboldt Industrial Park, East Union Township in Schuylkill County, PA, on time for completion.



This **tax-free**, investment-grade building with state-of-the-art features is perfectly situated for a distribution center along the I-81 corridor. With expansion and subdivision capabilities, the building will be ready for occupancy by the second quarter of 2005.

Call 570.823.1100 today for more details on this KOZ-Approved project.

Quarterly Quote

“He who controls the past commands the future. He who commands the future, conquers the past.”
—George Orwell

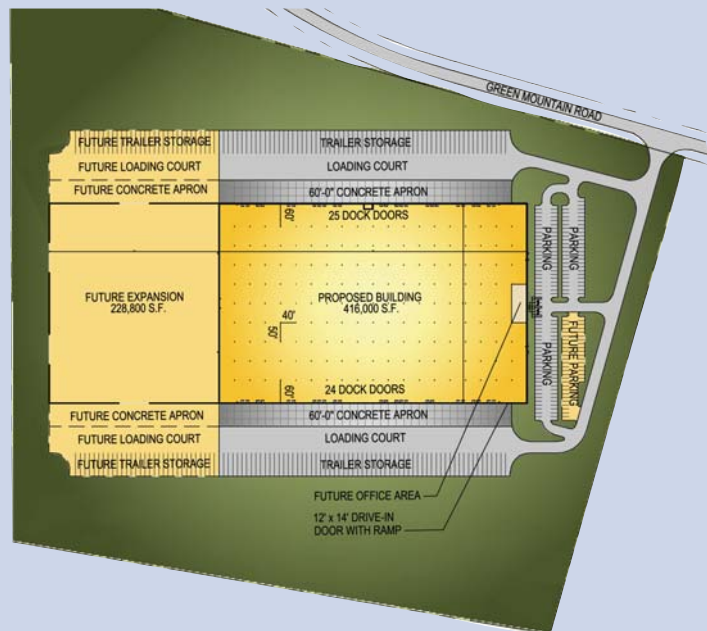


The Mericle Message is a quarterly publication from Mericle Commercial Real Estate Services. Inquiries may be directed to Mericle Commercial Real Estate Services, East Mountain Corp. Center 100 Baltimore Drive, Wilkes-Barre, PA 18702.

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