

Case Studies

Topic: Fast-Track Construction
Client: Michaels Stores

Project: 692,273 SF Distribution Center

{slimbox align=|right| padding=|10| album=|case| title=|Mericle completed this 692,273 SF distribution center ahead of schedule for Michaels Stores.}|images/stories/portfolio_gallery/casestudies/michaels_ext.jpg{/slimbox} The Case

Michaels needed to open a new distribution center to serve its stores in the Northeast Corridor of the United States as well as its stores in Eastern Canada. After searching through seven states and 72 locations, Michaels selected a Keystone Opportunity Zone (KOZ) site in the Humboldt Industrial Park in Hazleton, PA — just minutes from the Interstate 80/81 Interchange. The building was to be steel framed, with pre-cast wall panels and 93 cross-docked loading doors.

The Catch

Michaels needed the center to be up and running before the Christmas season, when Michaels's stores sell most of their art supplies. Mericle was given just eight months to build the huge facility. Tardiness would have cost Mericle significant delay penalties.

The Outcome

Mericle moved mountains to make the deadline — literally. Moving 1.25 million cubic yards of rock, obtaining approvals from governments on both sides of a property line, and installing three miles of conveyors, the building was ready early.

The Quote

“A yeoman's job by Rob Mericle and his people—they are an absolute credit to the community. We gave them a tight schedule to complete the building and they beat the deadline.”

– Les Gardner, Vice-President of Distribution and Logistics Operations for Michaels Stores

Topic: Build-to-Suit Construction
Client: Simmons Company
Project: 214,794 SF Manufacturing & Distribution Facility

{slimbox align=|right| padding=|10| album=|case| title=|Mericle beat out more than 80 sites in three states to win the Simmons project.}|images/stories/portfolio_gallery/casestudies/simmons_wide.jpg{/slimbox} The Case

Mericle beat out more than 80 sites in three states to win the Simmons project. The company chose a 21-acre, Keystone Opportunity Expansion Zone (KOEZ) site in the Humboldt Industrial Park, near Hazleton, PA.

The Catch

The project was intense, the process was long, the timeframe was tight, and Simmons was admittedly very demanding, with very high expectations.

{slimbox align=|right| padding=|10| album=|case| title=|The exterior of the Simmons facility constructed in Humboldt Industrial Park.}|images/stories/portfolio_gallery/casestudies/simmons_front.jpg{/slimbox} The Outcome

Mericle exceeded Simmons's expectations, finding creative solutions to tough problems, and even simultaneously working on the building construction while preparing the site for the official groundbreaking that included Governor Ed Rendell.

The Quote

"It's understandable that when you're in negotiations, one side has to make money and the other side has to feel that it's getting a good value. In doing business with Mericle, both of us felt good about what we negotiated. That's the measure of a good deal."

— Victoria Horton, Simmons Company