



## HIGHLIGHTS

- Multi-Tenant Distribution Center
- 86,500 square feet
- Seamless Transition/  
Timely Results
- Meeting FDA Standards



## DEAL STORY

The longest standing economic driver on the Delmarva Peninsula, the poultry industry, has paved the way for a multitude of businesses to establish and grow. Zoetis, an international leader in animal pharmaceuticals that is focused on the health and well-being of the flock, established a manufacturing center in the City of Salisbury in 2011 through a series of mergers and acquisitions led by their parent company, Pfizer. Recently, they made the decision to expand their business locally, working with Gillis Gilkerson to further their distribution operations in the City.

In April, 2017, Gillis Gilkerson purchased 511 Naylor Mill Road, formerly First State Packaging. South Moon Under, an upscale casual shopping destination now boasting 28 locations (and counting), occupied 25,000 square feet for e-commerce and distribution and the remaining 60,000 square feet sat vacant. There was work to be done but the location and space met the needs and requirements of the pharmaceutical giant alongside the bustling retailer. Gillis Gilkerson had the property, the vision and the resources to make it happen.

“When we purchased 511 Naylor Mill, South Moon Under was in a newly renovated space, but the remainder of the building came with a deferred maintenance backlog,” said Joey Gilkerson, Principal with Gillis Gilkerson. “We transformed it into an energy efficient space meeting both the latest FDA guidelines and the corporate standards of Zoetis.”

“Gillis Gilkerson has made our company’s transition to a new facility in Salisbury, MD effortless and accommodating,” said Kyle Wheatley, Zoetis, distribution center site lead / manager. “Their team has provided us with timely results that have allowed our operations to function seamlessly. From Day 1 – Gillis Gilkerson’s team has re-assured us that we made the right choice when considering our property options by continuously setting the bar high. Their level of customer service and willingness to make themselves available to us is above reproach. We are very appreciative that they have been so eager to bring our project to life as we couldn’t have done it without their help.”

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