



CASE STUDY



When leading pharmaceutical and medical supply company, Schering-Plough needed to expand its distribution facility in Atlanta, Georgia due to steady growth and an expanding product line, the company turned to Bob Burdell with Reliant Real Estate Partners, LLC.

THE CHALLENGE

Schering-Plough needed to construct a new, highly specialized, state-of-the-art distribution facility to meet growing demand and product development but they also needed to dispose of an existing facility after the transition.

OUR APPROACH

Mindful of Schering Plough's desire to construct a facility within specific location parameters, our specialized Tenant Representation and Build-to-Suit team immediately went to work, developing a project scope and identifying available land sites in the Northeast Atlanta industrial submarket. A thorough financial analysis for each developer's proposal was completed and dozens of variables were taken into consideration. The nature of Schering-Plough's inventory and security requirements added to the complexity of the transaction.

THE OUTCOME

Our team was able to identify a 10-acre site located in Duke Realty's Horizon Industrial Park. Through strategic negotiations, the design, construction and sale of a 100,000 square foot facility was negotiated and built with a significant amount of freezer cooler space to accommodate a variety of Schering products. Additionally, our team was able to quickly negotiate the sale of Schering-Plough's existing facility in Chamblee, Georgia. From start to finish the entire process took less than 10 months.

Founded in 2013 by Adam Richards, Tyler Fann and Bob Burdell, Reliant Real Estate Partners' principals have 40+ years of combined experience in the Atlanta commercial real estate industry, having been involved in all aspects of real estate ownership, brokerage, development and property management. Since 2000, Our team has been involved in more than 20 million square feet of real estate transactions totaling over \$1 billion.



TRANSACTION HIGHLIGHTS

- Client: Schering-Plough (now Merck & Co., Inc. - NYSE: MRK)
- Distribution Facility
- Build-to-Suit
- Surplus Property Disposition
- Suwanee, Georgia (Metropolitan Atlanta)
- 100,000 Square Feet

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