

## ZOETIS

### SALISBURY, MARYLAND

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

In April 2017, Gillis Gilkerson purchased 511 Naylor Mill Road, formerly First State Packaging. South Moon Under, an upscale casual shopping destination with 28 locations, occupied 25,000 square feet of the property for e-commerce and distribution, while 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.

“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 made our company’s transition to a new facility effortless,” said Kyle Wheatley, Zoetis distribution center site lead / manager. “Their team provided us with timely results that allowed our operations to function seamlessly. Gillis Gilkerson’s team 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 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”

Zoetis has gone on to become a repeat customer of Gillis Gilkerson, relying on the firm to tackle the addition of multiple auxiliary storage buildings.



**CONTACT TYLER BARNES**

410.749.4821 | [TBARNES@GGIBUILDS.COM](mailto:TBARNES@GGIBUILDS.COM)