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O'Hara of Coldwell Banker Commercial NRT sells 11.47 acres for \$2 million to Mercantile Development, Inc.

November 19, 2021 - Connecticut



10 Waterview Drive - Shelton, CT

Shelton, CT Chris O'Hara, senior vice president of Coldwell Banker Commercial NRT Inc. completed the sale of 11.47 acres at 10 Waterview Dr. for \$2 million to accommodate the expansion needs of Mercantile Development, Inc. (MDI). The new facility will accommodate 150,000 s/f of warehouse and manufacturing space.

MDI manufactures a complete range of PRO-SERIES nonwoven wiping products that are designed for use in critical cleaning applications in workplaces worldwide. Family owned and operated for three generations, the company is a WBENC-Certified Women's Business Enterprise and has an ISO 9001:2015 certified Quality Management System. After moving their corporate headquarters and manufacturing operations to Shelton 25 years ago with new construction at 10 Waterview Dr., MDI now has plans for a second custom facility to accommodate ongoing growth and diversification.

"It's hard to believe we've already outgrown our 2010 facility addition," said Lucia Furman, MDI's president. "We are very pleased with the professional team at CBC that negotiated this deal which kicks off our long-term expansion plans and also benefits our neighbors at Pitney Bowes and the city of Shelton."

Pitney Bowes sold the excess parcel and continues to maintain a service and operations facility in

Shelton. Pitney Bowes is a global technology company providing commerce solutions that power billions of transactions. Clients around the world, including 90% of the Fortune 500, rely on the accuracy and precision delivered by Pitney Bowes solutions, analytics, and APIs in the areas of ecommerce fulfillment, shipping and returns; cross-border ecommerce; office mailing and shipping; presort services; and financing.

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