

ARDÉ Inc. Case Study

Both results are due to Somple's hard work, perseverance, intimate knowledge of the real estate business and his professional relationships which have evolved over the course of his career.

Requirement

Somple needed to find a flexible landlord that would understand Arde's needs and operation. Although a manufacturing company, they had a research and development group that "exploded" carbon fiber vessels when filled with water to simulate the fuel tanks of rockets and satellites being sent into outer space.

Approach

Somple's efforts included tracking the zip codes of Arde's employees, touring multiple properties in Bergen and Rockland Counties, preparing and submitting several RFP's to several property owners. The response submitted by Russo Development for 875 Washington Avenue, Carlstadt had the most appeal. Their building's appearance, quality of construction, layout and location separated them from other buildings.

With his understanding of Russo and their operation, Somple was able to complete the lease negotiations and schedule of tenant improvements as well as the design of the new space. Somple made an extra effort during the build-out. During the construction period, it was discovered the building did not have enough electrical power that Arde needed. Somple enlisted a contact at PSE&G to assist in rectifying the situation by expediting the upgrade of electrical service in the building.

Results

The Control Group moved into the entire 68,000 sf building that Arde occupied and Arde relocated to a new, modern industrial building at 875 Washington Avenue, Carlstadt and very pleased with their new home.