

## Logistics Firm Leases 300,000-SF Green Building

By Bob Howard  
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**CHINO, CA** – Motivational Fulfillment & Logistics Services has signed a four-year, \$7.5-million lease for a 300,000-sf LEED-certified industrial building owned and developed by Los Angeles-based Watson Land Co. The tenant's new space is in the Watson Commerce Center Chino at 6810 Bickmore Ave.



Shortly after settling into its new 390,000-sf headquarters and distribution center in Chino, Motivational Fulfillment & Logistics Services leased this additional building to accommodate the company's retail distribution program. The company's retail division specializes in distribution, logistics support and value-added services for chains that include Wal-Mart, Target, Best Buy, Costco, Sam's Club, QVC Lowe's, Home Depot and numerous others.

Geoff Landon, executive vice president for 30-year-old Motivational Fulfillment & Logistics Services, says that with the addition of the Watson facility, Motivational Fulfillment will become one of the largest full service, value added fulfillment and logistics companies in the country. The warehouse and distribution facility also provides 4,500 sf of office space.

Motivational Fulfillment's new building will be next door to the 400,000-sf Nature's Best building, notes Lance Ryan, vice president of marketing and leasing for Watson Land Co. Both Watson Land Co. and Motivational Fulfillment were represented by Thomas Taylor, Steven Bellitti and Josh Hayes of Colliers International.

In another recently signed industrial lease in the region, H&E Equipment Services has signed a 20-year, \$7.7-million deal for an approximate 4.3-acre parcel with pending improvements in Fontana, according to Alan Pekarcik, senior vice president at the Irvine office of Voit Commercial Brokerage. The property is located at 9318 Redwood Ave., close to the Interstate 10 and 15 freeways. The site will be developed with an approximate 20,000-sf steel building for storage and servicing of H&E Equipment Services LLC's equipment rentals.

H&E is one of the nation's largest providers of construction rentals, parts sales, services and remanufacturing. The company was represented by Pekarcik and Dan Vittone of Voit's Irvine office as well as Jack Faris of Voit's Anaheim Metro office. Landlord Hudson Ontario Properties represented itself.