

WATSON



WATSON LAND COMPANY

in the news

Summer of 2004



Ability Tri-Modal Expands and Adds More

Jobs in Carson



In a strategic move to expand its logistics and distribution operations, Carson head-quartered **Ability Tri-Modal Transportation Services** has leased 300,000 square feet in Watson Corporate Center. A privately owned and third generation company, **Ability Tri-Modal** focuses on third-party logistical solutions. The new facility provides **Ability Tri-Modal** the opportunity for foreign trade zone activation and is



(Left to Right): Jeff Jennison of Watson with Phil Clark, Greg Owen, Tim Mullaney and Eldon Hatfield of Ability Tri-Modal, Lance Ryan of Watson, Mike Kelso of Ability Tri-Modal & Mike Bodlovich of Watson.

in close proximity to its Carson corporate headquarters. "**Ability Tri-Modal** is a respected Los Angeles-area business with deep roots in Carson. Their strong commitment to the Carson community and diverse professional job requirements provide a wonderful opportunity to the residents of Carson," noted Kirk Johnson, Senior Vice President of Real Estate Operations, "we are excited to have them again as a valued customer." ■

"Watson Land was able to help us fulfill our requirement for additional space quickly to meet the fast paced growth of our business."

Greg Owen - Head Coach
Ability Tri-Modal

Ozburn-Hessey Joins a Legacy



When **Ozburn-Hessey Logistics (OHL)** decided to enter the Los Angeles market, they set out to find a facility ideally suited for a leading third party logistics provider. They had to look no farther than Legacy BuildingSM 207 in Watson Corporate Center. The

177,400 square foot new facility provides **OHL** the flexibility to serve its vast customer base. "**Ozburn Hessey** is a strong addition to the region. Their established business and successful track record make them a welcome addition to our portfolio." commented Lance Ryan, Vice President Marketing and Leasing of Watson Land Company. **OHL** was represented by Lewis Latimer of L2 Companies and Randy Wolcott and Doug McDowell of Proventure Commercial. ■



(Left to Right): Jeff Jennison of Watson Land with Lewis Latimer of L2 Companies, Rich Schroeder and Rick Carter of OHL, and Lance Ryan and Mike Bodlovich of Watson.

"The functionality of our Watson Legacy Building makes it ideal for a third party logistics company. The location, close to the port and major transportation corridors, also is a key to our efficient operation and smooth entry into the Los Angeles market."

John Peddie - COO
Ozburn-Hessey Logistics.

Price Transfer and Watson Team Up on a Transformation



Price Transfer Inc., a locally based distribution, transportation and logistics company has signed a long-term lease for 195,000 square feet in Watson Industrial Center South. Having amassed holdings of nearly 750,000 square feet in the South

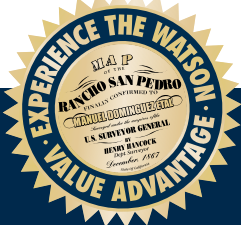
Bay, **Price Transfer** approached Watson looking for a functional facility which met the requirements of both a changing industry and U.S. Customs. Watson Land Company presented the right sized facility and a creative plan to transform the asset to meet **Price Transfer's** needs. After adding loading positions, concrete aprons, a U.S. Customs approved perimeter wall, and undertaking a lighting retrofit, Watson repositioned the facility built in 1974 to meet **Price Transfer's** long-term needs. **Price Transfer** was represented by Jay Jasaitis and Ed Whittemore of Los Angeles Real Estate Management. ■



(Left to Right): Jeff Jennison of Watson with Steve Straub and Rick Lorenzen of Price Transfer, Jay Jasaitis of LAREM, Brian Parno and Mike Bodlovich of Watson, Laurie Crandall and Bill Lorenzen of Price Transfer, Lance Ryan of Watson, David Hauser of Price Transfer and Burr Baldwin of Watson.

"Watson Land's facility is ideally located and designed to meet our growing business needs. We also have shared values in our attention to customer service. It is the hallmark for our company and a primary focus of Watson Land."

Rick Lorenzen - President
Price Transfer, Inc.



Please visit us at www.watsonlandcompany.com



LEINER
HEALTH PRODUCTS

Leiner Extends its 471,000 Sq. Ft. Commitment in Carson

~ Recent Leasing Activity ~

New Leases	Size
Ability Tri-Modal	300,000 Sq. Ft.
Price Transfer	195,014 Sq. Ft.
Ozburn-Hessey Logistics	177,400 Sq. Ft.
Daylight Transport	73,158 Sq. Ft.
ICS Broadband	72,804 Sq. Ft.
Hankyu International Transport	50,000 Sq. Ft.

Expansions	Size
FedEx <i>Valued Customer Since 1996</i>	66,265 Sq. Ft.
Impac Logistics <i>Valued Customer Since 2001</i>	66,000 Sq. Ft.
Porteous Fasteners <i>Valued Customer Since 1993</i>	39,167 Sq. Ft.

Renewals	Size
Leiner Health Products <i>Valued Customer Since 1993</i>	471,000 Sq. Ft.
Trans World Entertainment <i>Valued Customer Since 1992</i>	198,292 Sq. Ft.
Premier Transportation <i>Valued Customer Since 1998</i>	116,000 Sq. Ft.
NACA Logistics <i>Valued Customer Since 1973</i>	85,120 Sq. Ft.
ACS <i>Valued Customer Since 1984</i>	74,042 Sq. Ft.
The Pasha Group <i>Valued Customer Since 1998</i>	50,000 Sq. Ft.

Leiner Health Products recently extended its lease commitment for a two building compound in Watson Industrial Center South. The two building bridge connected facility encompasses 471,496 square feet and became **Leiner's** headquarters back in 1993. "Our Watson Land facility allows us to combine our manufacturing and distribution operations with our corporate office functions."



Leiner employs over 750 people in office and distribution operations.

The center offers a professional business environment coupled with flexible building design and great location for our employees" commented Kevin Lanigan, Executive Vice President and Corporate



(Left to Right): Jeff Jennison of Watson with Kevin Lanigan and Jack Nicoletti of Leiner, Hook McCullough, Jr. of CB Richard Ellis, Kirk Johnson of Watson, Rob Cavenah of Leiner, and Gale Bensussen, Gerry Perez and Rob Reynolds of Leiner .

"Leiner is a tremendous asset to the community. We are proud to be associated with such a first class operation that has such a strong commitment to civic causes and contributes so much to the local economy."

Jeff Jennison
Vice President / Real Estate Asset Management
Watson Land Company

General Manager, **Leiner Health Products**. Founded in 1973, **Leiner** is the largest supplier of store brand nutritional products in the United States and Canada. ■

Jerry Weeks Retires after 16 Years with Watson Land

Jerry Weeks recently announced his retirement from Watson Land Company. Jerry served as



Jerry Weeks and wife Judy seated at center.

"Jerry wore many hats for the company and was responsible for the completion of many critical projects. Watson Land Company is grateful for Jerry's commitment."

Bruce Choate -
President and CEO

Vice President of Development & Energy and played a critical role in the master development of the 440 acre Dominguez Technology Center. More recently, he assumed construction duties and was responsible for the completion of several Legacy Buildings. Jerry looks forward to spending time with his family. Look out for him surfing and playing tennis in San Clemente and at USC football games in the fall. ■

Broadband Services, Inc. Plugs into Watson Industrial South

Capitalizing on the both the growing technology related business base and growing population in Southern California, **Broadband Services, Inc.**, a major distributor of equipment to the cable industry, has signed

"California is a major communications market with five providers and millions of customers. The Watson facility allows us to run our administration and warehousing in one location that is central to serving this large customer base."

Mike Sparkman - Co-Founder and
Executive Vice President
Broadband Services, Inc.

the opportunity to establish a Metropolitan Logistics Center in the greater Los Angeles market. **Broadband** plays a key role in reducing their customers operating expenses by expertly managing complex customer equipment, inventory and capital management pro-



(Left to Right): Juan Fuenzalida and Jim Boyd of Broadband, Mike Bodlovich of Watson, Dennis Dinneen of Lee Associates and Tom Huston of Watson.

grams out of the new facility. "Communications is a growth industry with frequently changing technologies and customer preferences. **Broadband Services, Inc** is an important service provider with a solid customer base and track record," said Kirk Johnson, Senior Vice President of Real Estate Operations for Watson Land Company. ■

Hankyu Selects A Legacy Building

Founded on the principle of efficiency over 50 years ago,



Hankyu International Transport (USA), Inc., a respected global freight forwarding company, continues to improve their efficiency by leasing 50,870 square feet in Legacy BuildingSM 721 within Dominguez



Watson Legacy BuildingSM 721

Technology Center. The new facility allows **Hankyu** the ability to consolidate their accounting, marketing, sales, information technology, and warehouse functions into one facility to both increase their productivity and lower their overhead costs. **Hankyu** was founded in 1948 and was the first agent approved in Japan to provide international freight forwarding. Today **Hankyu** has more than 100 branches around the world offering global air, sea, land and logistics services. "**Hankyu** has grown and prospered for more than 50 years, keeping pace with



(Left to Right): Hankyu broker Yasushi Shiromi of Colliers Seeley with Toshiaki Nonoyama of Hankyu, Garrison Parcels of Colliers Seeley, Kazuma Tamura and Mike Gilger of Hankyu, Brian Parno of Watson, Nobuyuki Harasaki of Hankyu, and Lance Ryan and Mike Bodlovich of Watson.

"Watson Land Company provides a top-quality facility easily configured to our specifications. The modern design and systems accommodates our complex and fast-paced international operations,"

Mr. Kazuma Tamura President/Director
Hankyu International Transport (USA), Inc.

the changing marketplace of international trade. We are proud to have them as the first occupant of this newly constructed Legacy BuildingSM," said Kirk Johnson, Senior Vice President of Real Estate Operations for Watson. ■

USPS Honored by SCE



Employees of the United States Postal

Service's Los Angeles International Service Center were presented a distinguished honor by Southern California Edison for achieving and maintaining exceptional energy efficiency. The state-of-the-art

"We are so proud of the entire USPS team and their approach to facility maintenance and energy efficiency. It was nice to see how they included the entire team to celebrate this most deserving award"



(Left to Right): Burr Baldwin of Watson with John Adair of SCE, Larry White and Sam Loya of USPS, Jeff Jennison of Watson, Myra McMillan of USPS and Gail Vize of SCE.

number of skylights, clear story perimeter glass, and energy efficient heating ventilation and air conditioning equipment, the **USPS** has added energy efficient equipment and processes to the facility.

Over twenty-five key regional, operational, and facility maintenance personnel from the **USPS** along with representatives from Southern California Edison were on-hand to celebrate the honor. ■

Jeff Jennison
Vice President
Real Estate Asset Management
Watson Land Company

Legacy BuildingSM, home to 340 employees, is one of the most technologically advanced international mail processing facilities in the nation. In addition to the core construction features that included an increased

People on the Move at Watson Land Company

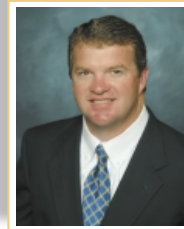
Brian Parno - Vice President of Design & Construction



Brian Parno

Brian Parno has joined Watson Land Company as Vice President of Design and Construction. He was previously Vice President with Wentz Group Construction Services and prior to that was a Vice President with Snyder Langston.

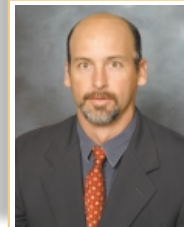
Craig Halverson - Vice President of Acquisitions



Craig Halverson

Craig Halverson has joined Watson Land Company as Vice President of Acquisitions. His industrial real estate career spans over seventeen years with expertise in marketing, development and acquisitions. He was formerly with Heitman Properties, Catellus and most recently with Opus West.

Steve Murphy - Construction Manager



Steve Murphy

Steve Murphy has joined our Construction Department as a Construction Manager. Prior to Watson, he worked for five years with Trammel Crow and five years with Norm Wilson & Sons.

Sherria Lawrence - Assistant Property Manager



Sherria Lawrence

Sherria Lawrence was recently promoted to Assistant Property Manager. In her five years in Watson's Real Estate Asset Management department, she has consistently added new responsibilities to her position. She was formerly an Executive Assistant.

Kari Stepanski - Project Assistant



Kari Stepanski

Kari Stepanski was recently hired as a Project Assistant in Watson's Construction department. Prior to joining Watson, she coordinated construction projects for Knickerbocker & Associates and worked in real estate management with LaSalle Partners, Trammel Crow and Rreef.

Summer of 2004 **WATSON** in the Community

'Focus on Carson' to Promote Jobs and Quality of Life

FocusOnCarson Focus on Carson a group representing Carson residents and business, believes that "A Strong Economy Delivers Jobs and Quality of Life," and will work to promote a strong local economy and increased job opportunities.

Local economic benefits include over \$25 million in annual business tax revenues and fees that flow to the City. These revenues support local fire and sheriff services, childcare, parks and recreation, senior and youth services, cultural programs, and other services that enhance Carson's quality of life.

With the theme, "Carson's Future: Planning for Jobs and Economic Strength", the forums attracted a broad-based audience of residents, government officials and business people with an interest in retaining and building job and business potential in Carson and preserving the local quality of life. Among the speakers were Jack Kyser, Chief Economist for the Los Angeles County Economic Development Commission (LAEDC), and Robert Gardner, Managing Director, Robert Charles Lesser & Co., whose firm was retained by the City of Carson to conduct the market demand study for the Economic Development Element of the City's General Plan.

Jim Lawson
Local Resident and active member of the Carson Chamber of Commerce



Carson to conduct the market demand study for the Economic Development Element of the City's General Plan.

According to Kyser and Gardner, the strongest local development potential lies in Carson's industrial market. "Warehousing and distribution uses should continue to hold



the strongest demand due to Carson's locational advantage to major transportation systems," said Gardner.



Leo Moore

Long time resident Leo Moore is a successful independent transportation entrepreneur in Carson, and he would like to see others achieve their economic goals. "Supporting business really comes down to helping people attain jobs and financial security," says Moore.

One of the goals of **Focus on Carson** group is to work to connect Carson residents to job and career opportunities in the local industrial sector. International trade, logistics, distribution, and manufacturing employs 44% of Carson's workforce -- 29,000 jobs and annual wages of \$658 million. ■

▶ Legislative Advocacy Program

Watson's Legislative Advocacy Focuses on Job Retention and Attraction

Recognizing that California's business competitiveness has tremendous implications on our local economy and quality of life, Watson Land Company places proactive legislative advocacy as a priority. Watson's recent efforts have centered on Workers' Compensation Reform which has been singled out as a serious concern by Watson's customers and area employers. In addition to calling and writing legislators advocating reform of the system, Watson facilitated the participation of its customers, business associates and employees in circulating petitions to qualify the Workers' Compensation Reform

and Accountability initiative for the November ballot. We salute all our customers that participated in the petition drive that aided the Governor and legislature in reaching a compromise. ■



(Left to Right): Assemblyman Kevin McCarthy, Pilar Hoyos of Watson & Assembly Speaker Fabian Nunez, at the signing of the Worker's Compensation Reform Bill.

For more information on Watson Land Company's Legislative Advocacy Program, please contact:

Pilar M. Hoyos, V.P. Public Affairs
(310) 952-6417 or
phoyos@watsonlandcompany.com

Leadership Carson 2004 – Making a Difference

Lance Ryan, Watson Land Company Vice President. Marketing and Leasing, and Maria Flores, Watson Land Company Executive Assistant Public Affairs, are among this year's 20

Leadership Carson participants which includes City Treasurer Karen Avilla; Reverend Isaac Canales of Mission Eben-Ezer Family Church; Carson Women's Club President Itelia Walker; Planning Commissioner Barbara Post; Carson Economic Development General Manager Ron Winkler; Carson Senior Planner Sheri Repp-Loadsman; R.E.I. Harbor-UCLA Medical Center Project Manager Shirley Smith; IKEA Store Manager Claudia Soto-Neira; and Carson Boys and Girls Club Executive Director Juan Guerra.



(Left to Right): Lance Ryan and Maria Flores of Watson with Dave Harvey From See's Candies.

The Carson Chamber sponsored program is designed to attract and develop a diverse group of community leaders who share a commitment to the City of Carson, an under-

standing of the City and its uniqueness, and an ability to work effectively in their capacity as professionals, citizens and volunteers. The group meets once a month to explore and become more knowledgeable about Carson's history, government, economic development, education, and community services

"Watson places a high degree of importance on employee service within the community. I have found the program and the opportunity to cultivate relationships with the other participants to be very enriching."

Lance Ryan
Vice President, Marketing & Leasing
Watson Land Company

which enhance the city and both the residential and corporate citizens who live and work in the community.

Since **Leadership Carson's** inception four years ago, Watson Land Company has provided \$3,000 in scholarship funds in order to ensure that residents, community leaders and non-profit organization representatives are able to participate in this valuable program. ■

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To learn more about our involvement and commitment in the community

please visit us at www.watsonlandcompany.com