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**Watson Land Company Closes 121,390 Square Foot Chino Expansion with Motivational Fulfillment & Logistics Services for \$2.2 Million**

*Leading 4PL firm now occupies 418,000 square feet of space in two LEED®-certified Watson facilities*

**Chino, CA – September 15, 2009** – Watson Land Company, one of Southern California's largest industrial real estate developers, has leased an additional 121,390 square feet within the Watson Commerce Center Chino to Motivational Fulfillment & Logistics Services, a leading full-service fulfillment and 4<sup>th</sup>-party logistics (4PL) services provider. Motivational, which currently occupies 297,107 square feet within an adjacent Watson Commerce Center Chino building, executed a 3-year lease beginning August 15, 2009 for a total consideration of more than \$2.2 million. The lease brings Motivational Fulfillment's total square footage to 418,000 within the Watson Commerce Center Chino.

"In 2007, Motivational expanded into a new 300,000 square foot Watson LEED building in Watson Commerce Center Chino. The operational cost savings we experienced in our first LEED building were tremendous and it made our decision to expand into another Watson LEED building extremely easy," said Geoff Landon, executive vice president at Motivational Fulfillment & Logistics Services.

The new facility is located at 6911 Bickmore Avenue in Chino, Calif. and features 32-foot warehouse clearance heights, 27 trailer storage spaces, 22 dock-high positions, concrete truck courts and abundant skylights and clerestory glass to optimize daytime lighting. The building has significant frontage on Bickmore Ave. and is in close proximity to Highways 71 and 60, Interstate 15 and the 91 freeway, as well as Ontario International Airport.

The company, a long-standing member of the Chino business community, estimates its newest distribution center will create up to 40 new jobs in the City of Chino beginning in late 2009-early 2010.

"Motivational Fulfillment's newest sustainable building is designed to reduce operating costs while increasing efficiency," said Lance Ryan, vice president of marketing and leasing for Watson Land Company. "We're pleased that the overall design and energy-saving features of our

Legacy Building Series<sup>SM</sup> have earned us a solid reputation in the Southern California industrial market – and, even more important, repeat business from a valued customer.”

Watson Commerce Center Chino is part of Watson’s Legacy Building Series, a set of highly-flexible, energy-efficient Class A industrial buildings designed and constructed in accordance with the U.S. Green Building Council’s LEED guidelines. This 60-acre master-planned center features a range of LEED-certified industrial buildings that have attracted notable companies such as Nature’s Best, a leading wholesale distributor of health and natural food products, and AEP Industries, a leading manufacturer of multi-purpose and flexible packaging films.

Motivational Fulfillment currently leases a 297,107-square-foot building within Watson Commerce Center Chino, which was the first speculative industrial building in Southern California to be awarded Gold-level LEED certification for green building performance by the U.S. Green Building Council (USGBC).

Tom Taylor, Steve Bellitti and Josh Hayes of Colliers International represented both Motivational Fulfillment and Watson Land Company.

### **Watson Land Company**

Watson Land Company’s legacy extends two centuries to the Rancho San Pedro Spanish Land Grant. Today, the company is among the largest industrial developers in the nation. For additional information, visit [www.watsonlandcompany.com](http://www.watsonlandcompany.com).

### **Motivational Fulfillment & Logistics Services**

Motivational Fulfillment and Logistics Services offers clients a complete in-house menu of services which include comprehensive fulfillment administration, inventory management, individual order processing, shipping and tracking, data management and reporting, and online access to inclusive direct response and retail distribution essentials. Our mission is to serve our direct-to-consumer and retail distribution clients and their customers with consistent, on-time fulfillment and logistics services. Our knowledgeable and tenured professionals will utilize our ever-evolving reporting and software systems to provide these services while focusing on cost-saving ways to ship, package and communicate while maintaining an integrity driven environment. For additional information, visit [www.mfals.com](http://www.mfals.com).

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