

Q3

AN ENDURING **CULTURE**

59

YEARS OF COLLABORATION

Now in our sixth decade, The Klabin Company/CORFAC International is ranked among the top commercial real estate companies based in Los Angeles. With clients around the world, we specialize in industrial, office, investment and development services. We combine cutting-edge research and analysis with years of experience to closely follow ever-changing market dynamics and ensure the best possible value for our clients. Our stable of knowledgeable real estate professionals are committed to helping every client succeed. Several of our agents hold the prestigious Society of Industrial and Office Realtors (SIOR) designation and some are past presidents of the influential organization. The Klabin Company is a founding firm of CORFAC International, which provides a global platform for our clients.





AN ENDURING CULTURE

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HOT TOPICS

1 PPE

The recent surge in PPE related leases seems to have plateaued and many of the short term deals will end in Q1 2021.

2 PROP 15

The November ballot measure to overturn property tax protections for commercial properties looms large on both tenants and owners.

3 SHORT TERM REQUIREMENTS

Uncertainty has driven demand for short term leases.

4 RETURNS

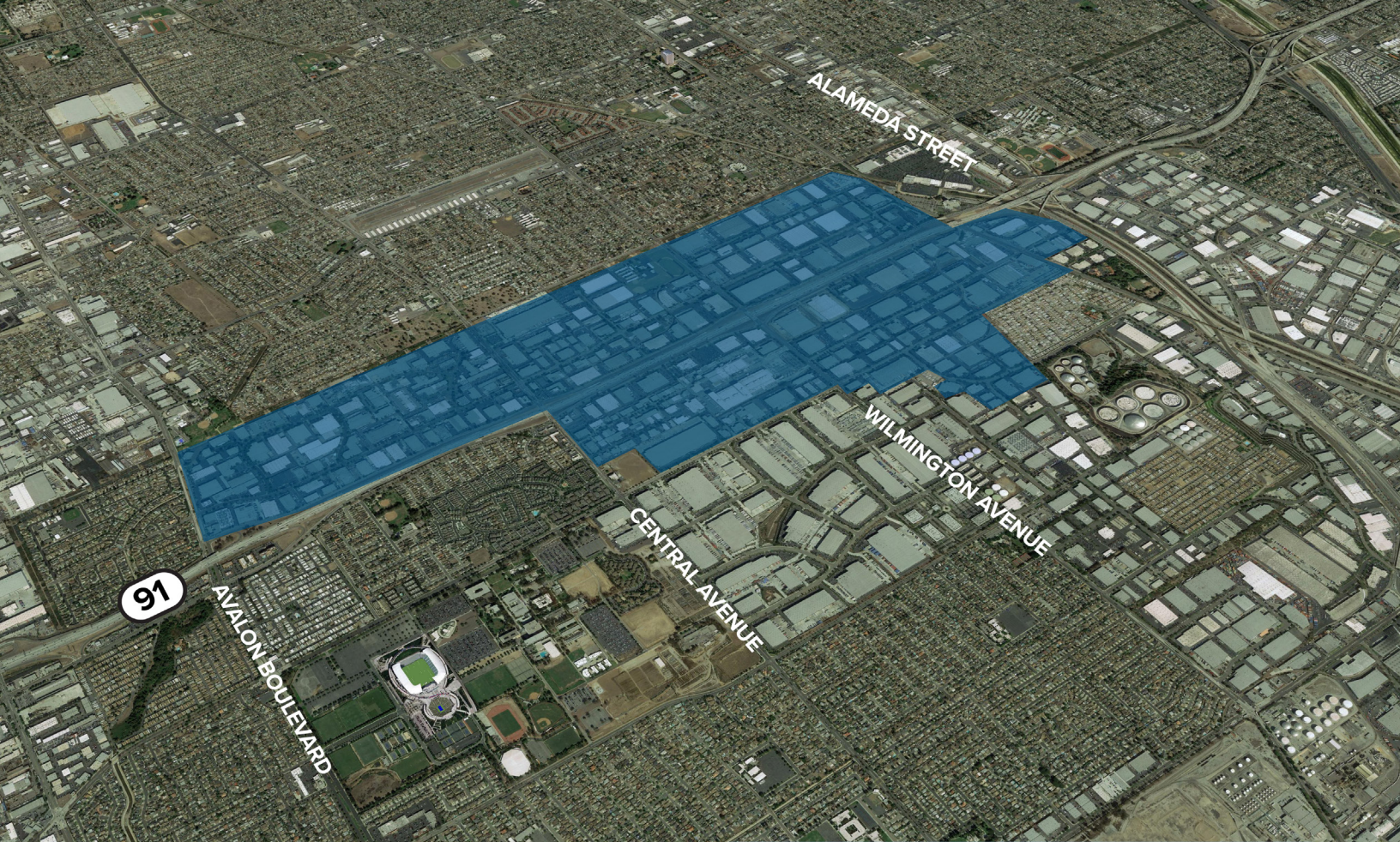
Last mile has dominated the conversation for sometime, but processing returns will be the next challenge for e-Commerce.

5 NON-TRANSPORATION USERS LESS PRICE SENSITIVE

As non-port related industrial users move south, they are less price sensitive and may dislocate transportation/port related users.

ACTIVE INDUSTRIES

- ↑ E-Commerce
- ↑ Retail Goods
- ↑ Cold Storage
- ↑ Food & Beverage
- ↑ Construction Services
- ↑ Third Party Logistics
- Technology
- Manufacturing
- ↑ Trucking
- ↓ PPE



SUB-MARKET SPOTLIGHT:

91 CORRIDOR

Largely developed in the 1970's, this prime industrial area contains attractive concrete tilt-up buildings, the majority of which are functional, Class B facilities. Stretching over Carson and partially in Compton, the properties are within master-planned industrial parks and reap the rewards from being in this homogeneous environment. Vacancy has hovered between 1% and 2% for the past three years, consistent with the entire South Bay market. There is no developable land in the area and, thus far, the existing building inventory has not warranted demolition to pave the way for Class A development. 45% of the square footage within the 91 Corridor is institutionally owned while 27% are owner-users.



HOT TOPICS IN 91 CORRIDOR:

- *TJ Maxx Campus*
- *General Mills Sale*
- *Interest from West LA and LAX Area Companies*

AN ENDURING *CULTURE*

BY: FRANK J.H. SCHULZ, SIOR
MANAGING PRINCIPAL

We recently updated our website and took a moment to think about what it means to be part of The Klabin Company, and most importantly, what makes us different. For many years we have used the tagline “A Tradition of Trust” as a means of conveying that our clients come first, no matter what. But as I thought about it, many of our competitors subscribe to the same high standards of excellence that we do at Klabin. I know this first-hand because I’m fortunate enough to work with trustworthy clients, competitors and friends daily! So, what does separate us from our competitors, and why do we succeed as a privately-owned small business?

An Enduring Culture. We are built on the principles of an open and enduring culture. This open and cooperative environment results in exponential results for our clients. We strongly believe that $2+2=5$ and that no one person is more important than the greater good.

Many of us, myself included, tend to focus on what brings us immediate pleasure rather than long term happiness. Currently in this state of quarantine, I wonder how many of us started with lofty goals, such as: I am going to finish that book, or am I going to get into shape. I am determined to continue to develop an enduring culture that will carry our company for the next generation. We work hard everyday to develop leaders within the company and provide opportunities for collaboration within the office. We do not compete, we share. I hold the belief that if we succeed, I succeed.

I get to work with people I like, and I truly enjoy coming to work. The past several months have been difficult for social, people-pleasing personalities such as myself. I have learned to find peace in knowing that I can’t control everything and while I would love to tell you that I am at a point where I only worry about the things I can control, I can only say that I’m working on it...just ask my wife!

Looking forward, there will undoubtedly be uncertainties in the world, but I know that the stability of The Klabin Company is not one of them. In order to be true to our conscience, we have not altered any forms of compensation to our employees, nor taken any government assistance, and have found ways to give back by supporting local youth throughout the crisis.

I am excited for what is to come. 🇺🇸



LEASE INTELLIGENCE



100 W VICTORIA ST.
LONG BEACH, CA

LEASE COMPARABLE

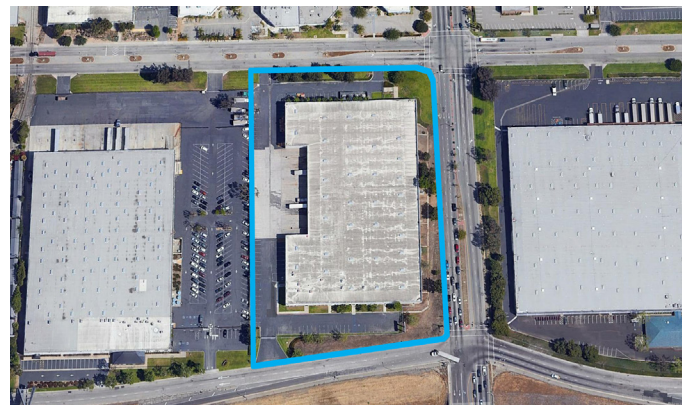
TENANT	Junction Ventures
LANDLORD	CenterPoint Properties
SIZE	188,049 SF
TERM	60 Months
START RATE	\$.875 NET
RENT ADJUSTMENT	3% Annual Increases



20500 ALAMEDA ST.
CARSON, CA

LEASE COMPARABLE

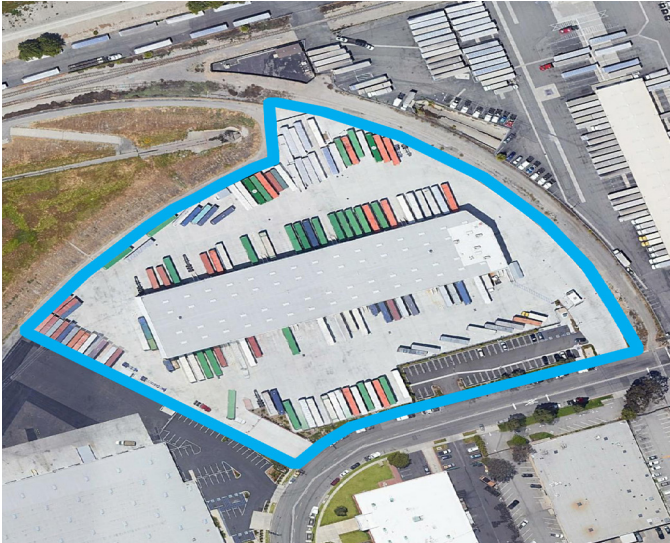
TENANT	Quick Pick Express
LESSOR	CenterPoint Properties
SIZE	147,390 SF
TERM	62 Months
START RATE	\$.99 NET
RENT ADJUSTMENT	3% Annual Increases



801 ARTESIA BLVD.
COMPTON, CA

LEASE COMPARABLE

TENANT	Lucasfilm
LANDLORD	Prologis
SIZE	120,000 SF
TERM	36 Months
START RATE	\$.88 NET
RENT ADJUSTMENT	3% Annual Increases



19067 S REYES AVE.
RANCHO DOMINGUEZ, CA

LEASE COMPARABLE

TENANT	Pacifica Trucks
LANDLORD	First Industrial
SIZE	63,450 SF
TERM	91 Months
START RATE	\$2.546 NET
RENT ADJUSTMENT	3% Annual Increases



1355-1365 W STORM PKWY.
TORRANCE, CA

LEASE COMPARABLE

TENANT	Sports Research Corp.
LANDLORD	Storm Properties, Inc.
SIZE	48,586 SF
TERM	62 Months
START RATE	\$1.10 NET
RENT ADJUSTMENT	3% Annual Increases

RENTAL RATES

10,000 SF – 50,000 SF

CLASS A
\$1.00 - \$1.25 N PSF

CLASS B
90¢ - \$1.00 N PSF

CLASS C
80¢ - 90¢ N PSF

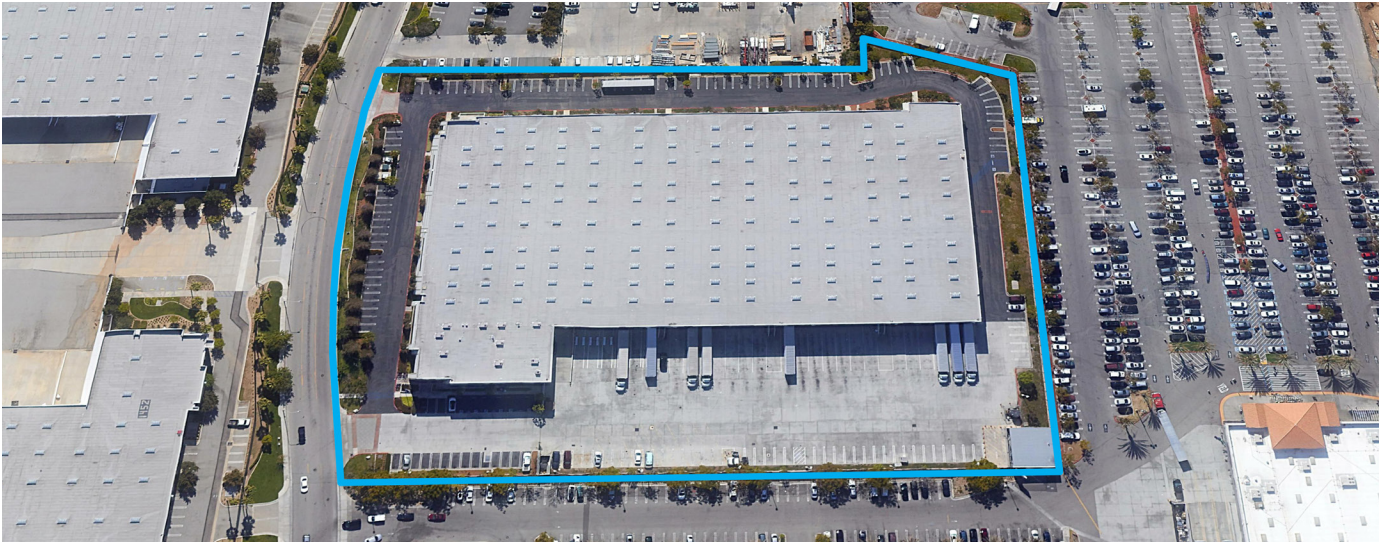
50,000+ SF

CLASS A
\$1.00 - \$1.10 N PSF

CLASS B
75¢ - 90¢ N PSF

CLASS C
70¢ - 75¢ N PSF

SALE INTELLIGENCE



1451 W KNOX ST.
TORRANCE, CA

SALE COMPARABLE

BUYER	Black Creek Group
SELLER	The Boeing Company
SIZE	146,830 SF
SALE PRICE	\$301.23 PSF

NOTES: 100% Leased at 4% CAP.

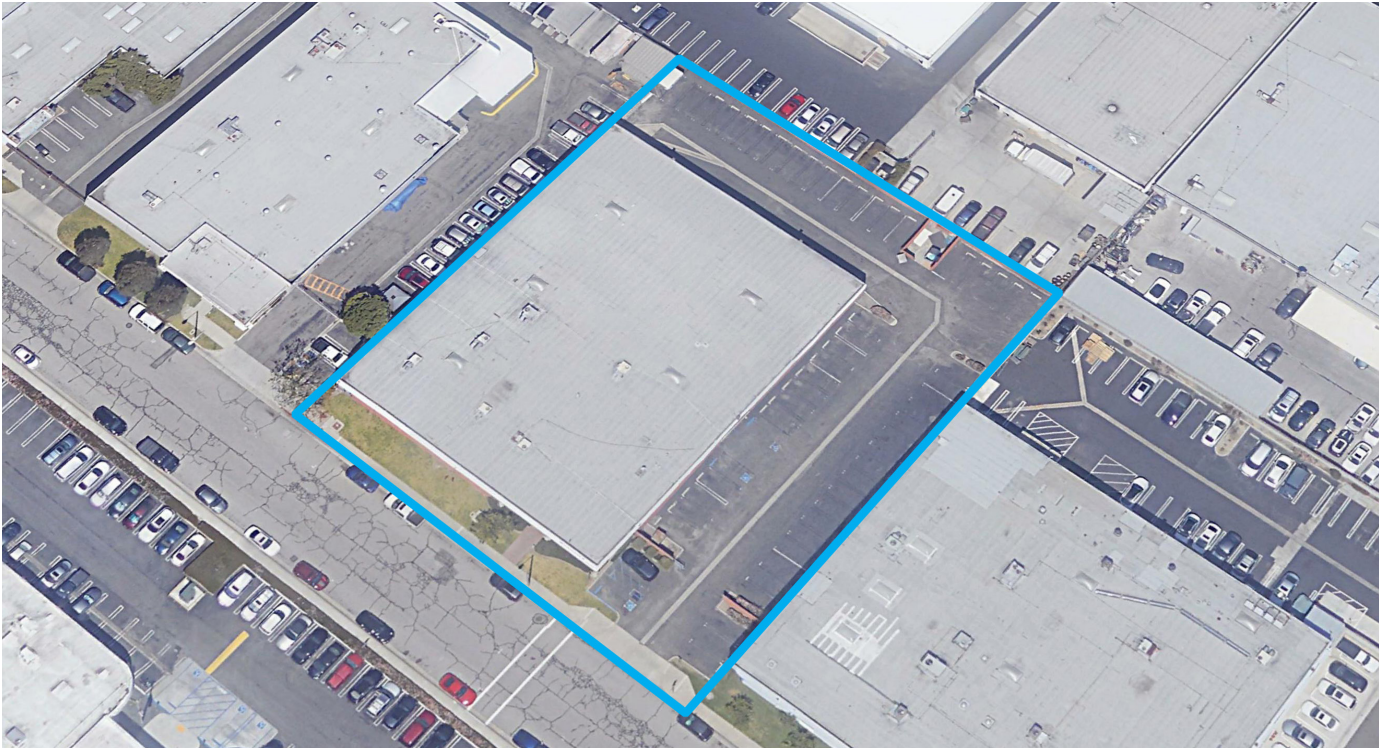


14702 S MAPLE AVE.
GARDENA, CA

SALE COMPARABLE

BUYER	CenterPoint
SELLER	Nygaard
SIZE	131,880 SF
SALE PRICE	\$232.79 PSF

NOTES: Off market transaction.



3051 FUJITA ST.
TORRANCE, CA

SALE COMPARABLE

BUYER Emax Laboratories

SELLER Mesmer Properties

SIZE 21,856 SF

SALE PRICE \$254.85 PSF

NOTES: Owner user.

SALE PRICING

USER RATES

User sale prices are turbulent

Torrance:

\$250+ PSF

Rancho Dominguez/Carson/
Compton/Long Beach:

\$200+ PSF

CAPITALIZATION RATES

Abundance of institutional capital driving pricing

Superior Credit & Quality:

Sub 4%

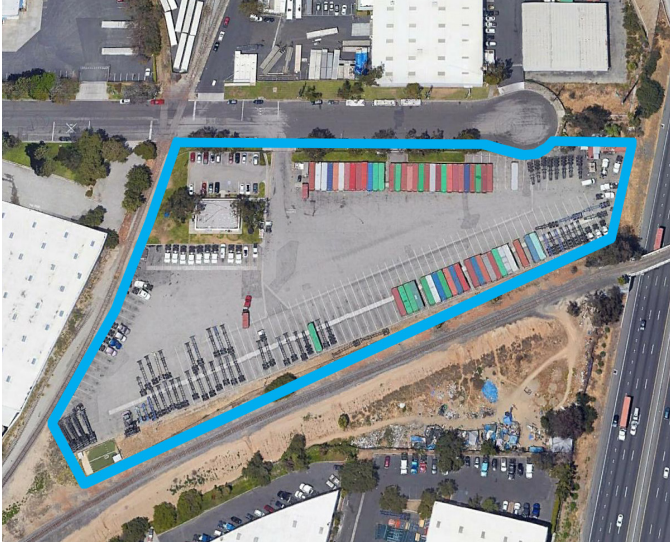
Good Credit & Quality:

4.5% - 4.75%

Stabilized Development:

Sub 5%

LAND VALUES

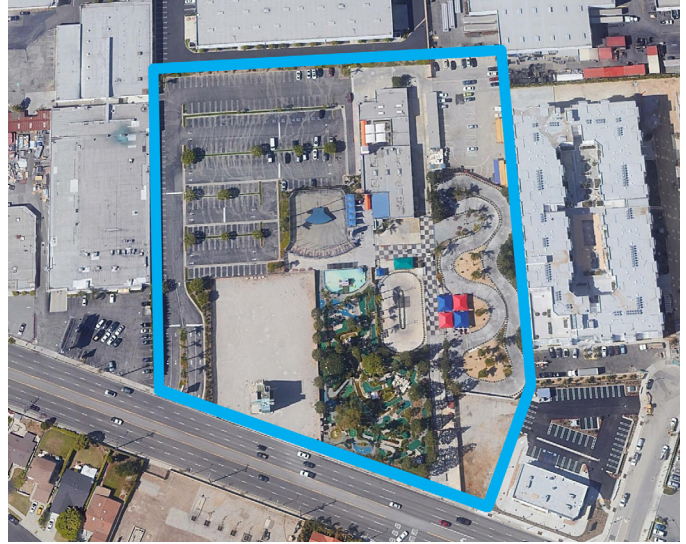


1450 E DOMINGUEZ ST.
LONG BEACH, CA

LAND LEASE COMPARABLE

TENANT	Pacifica Trucks
LANDLORD	Alere
SIZE	4.82 Acres
START RATE	\$.45 NET

NOTES: Renewal.



1355 SEPULVEDA BLVD.
TORRANCE, CA

LAND SALE COMPARABLE

BUYER	Bridge Development
SELLER	Georgia Classens Living Trust
SIZE	7.41 Acres
SALE PRICE	\$25,000,000/ \$77.50 PSF

NOTES: Buyer to build an approx. 160,000 SF building.

CURRENT LAND VALUES

Land Values near **\$80 PSF**

Surface use lease rates are above **40¢ PSF NNN**

HISTORIC LAND VALUES

2015 Land Values: **\$35 PSF**

2015 Surface Lease Rates: **25¢ PSF**

2010 Land Values: **\$20 PSF**

2010 Surface Lease Rates: **15¢ PSF NET**

2005 Land Values: **\$30 PSF**

2005 Surface Lease Rates: **20¢ PSF NET**

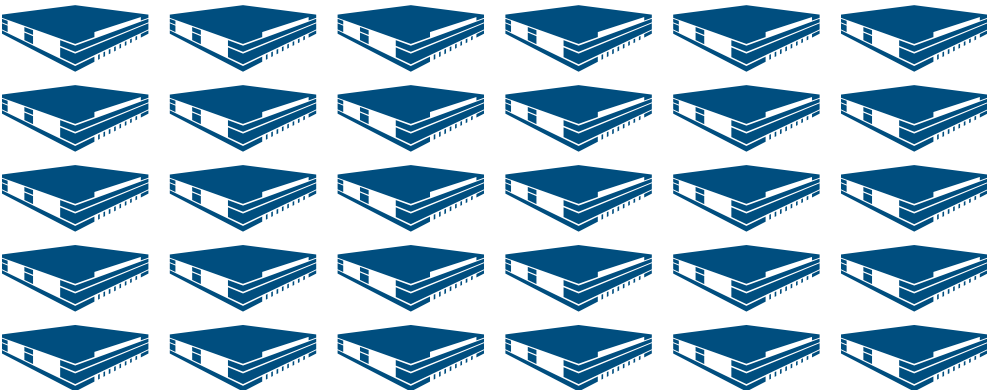


SOUTH BAY 100

The South Bay 100 is updated monthly by personally verifying the availability, timing, and expenses for each property. It's our goal to provide real time information for marketed, off market, and future availabilities. We hope you find value in our detailed report.

OCTOBER 2020 SB100 BY THE NUMBERS

30 EXISTING BUILDINGS OF 100,000 SF OR LARGER



CLASS A
ASKING RATE
\$1.10*

CLASS B
ASKING RATE
\$.92*

EIGHT VACANT BUILDINGS

25

12 CLASS

16 CLASS

2 CLASS

A

B

C

DIRECT
LEASE
DEALS

OVER 1.4 MILLION SF PLANNED

OCTOBER 2020 SOUTH BAY 100 REPORT

EXISTING BUILDINGS

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
1	550 Artesia Blvd., Compton Pacific Drayage Services-Sublessor (4/20) Occupied	98,380	11,000	24'	.60/3000	TBD	8	\$1.00 G	N/A	Sublease available, 1-5 years. Class B.
2	450 W Apra St., Compton Prudential (1/20) Occupied	98,699	5,100	21'	.45/3000	130'	11	\$.74 N	\$.28	Distribution space. Price reduced. Class B.
3	19145 Gramercy Pl., Torrance IDI Logistics (2/20) Vacant	102,279	20,000	24'	.35/4000	120'+	6	TBD	TBD	Corporate HQ/distribution/manufacturing building. Undergoing complete refurbishment. Class B.
4	4180 W 190th St., Torrance CenterPoint (7/20) Occupied	105,436	25,748	26'	.60/2000	Varies	14	TBD	\$.23	Portion of a larger building. Shared yard. Class B.
5	19500 S Vermont Ave., Torrance Prudential (9/20) Occupied	113,262	11,690	22'	ESFR	135'	18	TBD	\$.205	High image distribution building. Available 4/1/21. Class B.
6	16325 S Avalon Blvd., Carson Prologis (6/20) Occupied	115,138	TBD	32'	ESFR	240'	14	\$1.10 N	\$.30	Warehouse/distribution building. Class A.
7	20250 S Alameda St., Rancho Dominguez CenterPoint (9/20) Occupied	115,376	TBD	22'	Yes	Varies	46	TBD	\$.23	Transportation building. Extra land. Class B.
8	3040 E Ana St., Rancho Dominguez Onestop Internet-Sublessor (11/19) Occupied	115,814	21,395	24'	Yes	Varies	15	\$.70 G	N/A	Sublease through 10/1/23. Class B.
9	19900 S Vermont Ave., Torrance IDS (2/20) Occupied	122,655	22,000	30'	ESFR	120'	25	\$1.10 N	\$.18	Corporate HQ/ distribution building. Class A.
10	2015 W 190th St., Torrance JP Morgan (9/19) Vacant	127,740	88,000	13'-21'	Yes	Varies	0	TBD	N/A	Freeway frontage. Office building with 40,000 SF warehouse for sale. Class B.
11	4001 Worsham Ave., Long Beach JP Morgan (6/16) Vacant	138,177	13,535	32'	Yes	140'	14	TBD	\$.25	New development. Large secured yard. Class A.
12	18291 Santa Fe Ave., Compton First Industrial (2/20) Occupied	141,100	10,000	32'	ESFR	120'-150'	28	\$1.09 N	\$.23	Large yard. Signalized entry. Also available for sublease at \$115/SF G through 8/31/22. Class A.
13	2820-2828 Butler Ave., Lynwood Private (6/18) Occupied	142,751	13,000	12'-22'	Yes	Varies	8	\$120.49	N/A	Short term leases in place. Older manufacturing buildings. Class C.
14	921 W Artesia Blvd., Compton DHL-Sublessor (3/20) Occupied	143,937	14,729	24'	Yes	130'-170'	14	\$.99 N	\$.15	Large yard. Sublease through 06/30/23. Class B.
15	2301 E Pacifica Pl., Rancho Dominguez Rexford Industrial (7/20) Occupied	144,920	6,828	30'	.60/3000	Varies	13	\$.89 N	\$.28	Part of an industrial park. Shared yard. Class B.
16	22600 Bonita St., Carson Watson Land Company (8/20) Occupied	147,500	6,546	14'-18'	Yes	125'	5	TBD	\$.08	Overweight corridor. Available 2/1/21. Class B.
17	15650-15700 S Avalon Blvd., Compton Rexford Industrial (8/20) Vacant	166,088	10,262	16'-27'	Yes	Varies	18	\$.80 N	\$.20	Divisible to 98,259 SF and 67,829 SF. Class B.
18	21950 Arnold Center Rd., Carson Watson Land Company (9/20) Occupied	185,629	24,596	30'	ESFR	135'	39	\$1.05 N	\$.175	Corporate headquarters/distribution building. Available 5/1/21. Class A.
19	507-531 Euclid and 430 & 546 E Carlin Ave., Compton Brennan Investment (9/20) Occupied	166,953	3,758	16'-30'	Yes	Varies	26	\$.80 G	N/A	Multiple buildings. Class B.
20	538 Crenshaw Blvd., Torrance Black Creek (5/20) Occupied	174,361	10,000	30'	ESFR	120'	25	TBD	TBD	Corporate HQ/distribution building. Available 1/1/21. Class A.
21	1421 Charles Willard St. & 1420 Victoria St., Carson The Carson Companies (5/20) Occupied	181,815	16,160	32'	ESFR	182'	35	\$1.10 N	\$.15	Warehouse distribution building. Available 2/1/21. Class A.

OCTOBER 2020 SOUTH BAY 100 REPORT

EXISTING BUILDINGS

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
22	2201 E Carson St., Carson Sony-Sublessor (6/20) Occupied	195,150	2,684	22'	ESFR	Varies	31	\$1.05 G	N/A	Sublease through 2/14/22. Class B.
23	4000 Redondo Beach Ave., Redondo Beach AEW (2/20) Occupied	236,134	51,166	23'	Yes	120'+	50	\$1.20 N	\$.27	Distribution building. Class B.
24	18620 Harmon Ave., Carson Watson Land Company (4/20) Occupied	242,900	22,823	32'	ESFR	135'	46	TBD	\$184	Distribution building. Available 2/1/21. Class A.
25	2711 E Dominguez St., Carson Eastgroup (9/20) Occupied	261,550	23,839	24'	Yes	Varies	46	TBD	TBD	Distribution building with large yard. Available 2/1/21. Class B.
26	588 Crenshaw Blvd., Torrance Link (8/19) Occupied	265,418	15,000	42'	ESFR	185'	40	\$1.07 N	\$18	High clearance warehouse/distribution building. Available 12/1/20. Class A.
27	19270 S Western Ave., Torrance DWS (6/20) Vacant	370,641	18,091	30'	ESFR	180'	49	\$.99 N	\$13	Distribution building. Class A.
28	2422 E Sepulveda Blvd., Wilmington Toll-Sublessor (1/20) Vacant	400,000	TBD	14'	Yes	Varies	158	\$1.98 G	N/A	Sublease through 8/1/29. Divisible. Offered as 3PL contract. Class C.
29	2401 E Wardlow Rd., Parcel B, Long Beach Goodman (5/20) Vacant	463,521	TBD	40'	Yes	Varies	14	TBD	TBD	Aerospace manufacturing building with tarmac access. Class A.
30	2400 E Wardlow Rd., Parcel C&D, Long Beach Goodman (6/20) Vacant	868,406	TBD	50'-80'	Yes	Varies	TBD	TBD	TBD	Aerospace manufacturing building with tarmac access. Class A.

UNDER CONSTRUCTION

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
1	333 W Gardena Blvd., Gardena Clarion (9/20)	145,840	5,500	36'	ESFR	144'	25	TBD	TBD	Estimated completion Q2 2021.
2	19681 Pacific Gateway Dr., Los Angeles Black Creek (1/20)	227,000	BTS	36'	ESFR	185'	TBD	TBD	TBD	Estimated completion Q1 2021.
3	13344 S Main St., Los Angeles Duke (10/18)	290,303	11,932	36'	ESFR	185'	32	TBD	TBD	Estimated completion Q3 2020.
4	2400 E Artesia Blvd., Long Beach Bridge Development (5/20)	415,160	BTS	36'	ESFR	185'	53	TBD	TBD	Estimated completion Q1 2021.

PLANNED

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
1	14220 S Main St., Los Angeles Bridge Development (6/20)	100,528	10,610	32'	ESFR	137'	12	TBD	TBD	Planned. Estimated completion Q2 2021.
2	Prairie Ave., Torrance Kearny (8/19)	100,530	BTS	36'	ESFR	TBD	TBD	TBD	TBD	Planned. Estimated completion Q2 2021.
3	159 Rosecrans Ave., Los Angeles Bridge Development (6/20)	107,733	10,000	32'	ESFR	138'	14	TBD	TBD	Planned. Estimated completion Q2 2021
4	Glenn Curtiss St., & Wilmington Ave., Carson Prologis (3/17)	120,540	BTS	32'	ESFR	135'	17	TBD	TBD	Planned. Estimated completion Q4 2022.
5	1055 Sandhill Ave., Carson Rexford Industrial (6/20)	126,013	6,626	32'	ESFR	135'	TBD	TBD	TBD	Planned. Estimated completion Q4 2021.
6	20850 S Normandie Ave., Torrance Bridge Development (3/18)	203,877	TBD	36'	ESFR	178'	21	TBD	TBD	Planned. Estimated completion Q2 2021.
7	Prairie Ave., Torrance Kearny (8/19)	307,000	BTS	36'	ESFR	TBD	TBD	TBD	TBD	Planned. Estimated completion Q4 2021.
8	Glenn Curtiss St. & Wilmington Ave., Carson Prologis (3/17)	318,126	BTS	32'	ESFR	185'	43	TBD	TBD	Planned. Estimated completion Q4 2022.

TKC IN THE NEWS



SPORTS RESEARCH CORP. RELOCATES COMPANY HEADQUARTERS TO STORM BUSINESS PARK IN TORRANCE

The Klabin Company Negotiates Five-Year Lease Transaction for 48,586 Square Feet on Behalf of Storm Properties, Inc.


The Klabin Company/CORFAC International today announced it negotiated a five-year lease on behalf of Storm Properties, Inc. at the Storm Business Park in Torrance, Calif. The tenant is Sports Research Corp., which is expanding and relocating its international distribution center from Wilmington to the new space in Torrance.

The Klabin Company's Courtney Bell and Matthew Stringfellow, SIOR, represented Storm Properties in the five-year lease transaction for 48,586 square feet of space valued at almost \$3.5 million. The industrial building is located at 1355-1365 W. Storm Parkway in Torrance. Sports Research was represented by Jim Abbott, Jr. of Realty Advisory Group, Inc.

Founded in 1980, Sports Research (SR®) is a family-owned and operated company dedicated to providing the highest quality health and wellness products that complement healthy lifestyles and enhance overall well-being. Its trademarked supplements are made with proven ingredients and it sells only the most heavily researched, scientifically sound products. Sports Research's signature line of workout products, Sweet Sweat, are now exported to 53 countries around the world and are used by amateur and professional athletes in bodybuilding, boxing, football, mixed martial arts, track and field, and other sports to substantially improve circulation, energy and sweating. Only the purest natural ingredients are used in all of Sports Research's liquid softgel supplements and vitamins, delivering the maximum benefits for wellness, health and balance.

Sports Research will utilize 1355-1365 W. Storm Parkway as its key distribution center for customers around the globe. Built in 2009, this concrete tilt-up building features six dock-high positions, a spacious warehouse with 30' clear height and refurbished offices.

"This property was on the market for both direct and sublease," said Bell. "When Sports Research emerged as the tenant, the Landlord terminated the existing lease, with 11 months remaining, in favor of the new lease. Therefore, we were able to finalize this transaction so that the property had zero downtime or vacancy."

Storm Business Park is a premier, master-planned business park encompassing approximately 500,000 square feet of industrial and corporate office facilities. This 40-acre site includes Class A industrial buildings that can accommodate tenants from 3,000 to 70,000 square feet. Located in Torrance, one and a half miles from the 110 freeway (10 minutes from ports of Los Angeles & Long Beach, and 15 minutes from LAX) Storm Business Park is designed to meet the needs of a wide range of industries, including warehousing, manufacturing, R&D, transportation, logistics and corporate services. 

**THE KLABIN
COMPANY
BROKER
SPOTLIGHT:
MATT
STRINGFELLOW, SIOR**



The success of The Klabin Company is largely defined by its people; those who embrace the firm's enduring culture of collaboration and the value of client relationships. No one embodies these qualities more than Matt Stringfellow, SIOR, who serves as Principal and Partner and has been one of the top producing members of the team since he joined the firm in 2003. In his position, he maintains a key role in guiding the growth of the company, with a focus on widening its footprint on a regional and national level.

Matt places a huge emphasis on maintaining the entrepreneurial spirit of the privately owned Klabin Company, which he believes starts with those who comprise the team. With that in mind, he has been instrumental in bringing in and mentoring the right people to make them successful.

"In the past several years, our business has seen a shift to brokers operating as teams rather than lone wolves," said Matt. "There is a real benefit in having the ability to play off each other's strengths and market knowledge. This is something we excel at here at Klabin, and it allows us to not only compete with the larger brokerages but outperform them in our markets."

As a broker, Matt has built longstanding relationships with premier institutional property owners, representing best-in-class clients locally, statewide and nationally. Over the course of his career, Matt has finalized transactions totaling more than 16 million square feet of space. Even during the uncertain times of the pandemic, Matt has been there for his clients. In August, he finalized three lease transactions totaling almost 150,000 square feet of prime South Bay industrial space in Torrance and Gardena. For all three transactions, Matt, in representing the Landlord, was able to deliver a credit tenant at asking or above asking rate with little or no downtime or vacancy. *Continue reading about Matt at Klabin.com/news.*

** For more of the most recent news and press releases at The Klabin Company, visit www.klabin.com/news.*

TKC IN THE NEWS

CORFAC INTERNATIONAL HONORS FRANK SCHULZ III OF THE KLABIN COMPANY WITH THOMAS B. HAYES, JR. AWARD

Frank Schulz, SIOR, recognized for his sharing of innovative and creative ideas relevant to commercial real estate brokerage with CORFAC's international network of professionals.

The Klabin Company/CORFAC International today announced that Managing Principal Frank Schulz III, SIOR, has been honored as the 2020 recipient of the Thomas B. Hayes, Jr. Award from CORFAC International. Schulz was recognized for his sharing of innovative and creative ideas relevant to commercial real estate brokerage with CORFAC's international network of professionals.

Historically awarded in recognition of technology innovation and sharing of best practices, the Thomas B. Hayes Jr. Award was expanded in 2012 to include all creativity and innovation within CORFAC. Nominees have shared innovative and creative ideas relevant to commercial real estate brokerage with the entire network.

The award was established in 2003 to honor the late Tom Hayes, who as a Principal of Integrated Corporate Property Services/CORFAC International, was consistently on the cutting edge of technology and routinely shared his knowledge with CORFAC colleagues. CORFAC International is comprised of privately held entrepreneurial firms with expertise in office, industrial and retail brokerage, tenant and landlord representation, investment sales, multifamily, self-storage, acquisitions and dispositions, property management and corporate services.

"For Frank to receive this award has special meaning to me," said David A. Prior, Senior Managing Principal for The Klabin Company. "I had the honor of knowing Tom Hayes. He was innovative, gracious, likeable and very successful in our business. I hope this puts the world on notice that Frank is the real deal, and I am proud to have him as a Partner."

At The Klabin Company, Schulz oversees the vision, future direction and growth of the firm. Named to Real Estate Forum's "50 Under 40" list of CRE's rising stars in 2018, he has spent his entire career, which began in 2004, at Klabin. He rose to the position of Managing Principal by the time he was just 34 years old due in large part to his ability to forge long-standing relationships with some of the most recognizable businesses in the Los Angeles area. He has finalized multiple transactions in excess of \$40 million and is a two-time winner of the SIOR Largest Transaction Award. *Continue reading more at Klabin.com/news**



THE KLABIN COMPANY REPRESENTS FIRST INDUSTRIAL REALTY TRUST IN SECURING TENANT FOR STATE-OF-THE-ART TRANSLOADING BUILDING IN RANCHO DOMINGUEZ

The long-term lease transaction for 120-foot-wide-facility with 67 dock-high doors and levelers is valued at more than \$15.6 million.

Signifying the ongoing strength of the industrial market in the Los Angeles region, The Klabin Company/CORFAC International today announced it represented First Industrial Realty Trust, Inc. (NYSE: FR) in the lease of its state-of-the-art, 120-foot-wide transloading building at 19067 Reyes Avenue in Rancho Dominguez, Calif. The Klabin Company's Frank Schulz III, SIOR, Todd Taugner, SIOR, Mike Ouellette and Nick Buss represented First Industrial in the transaction for 63,450 square space valued at more than \$15.6 million.

Built in 2015 by First Industrial, the property is recognized as the first-of-its-kind and premier transloading facility in this prime Los Angeles industrial submarket. The concrete tilt-up building features 67 dock-high doors with dock levelers, 147 parking spaces for trailers/containers, 30' minimum clear height and a fully fenced, concrete yard.

The tenant is Pacifica Trucks, one of the leading logistics companies in the western U.S. Pacifica provides dynamic and innovative transportation services in drayage, local and regional deliveries and container storage.

"We are proud to represent First Industrial Realty Trust, a best in class owner of industrial real estate," said Schulz. "This building is a testament to First Industrial's keen foresight as a developer, as it saw the need for a modern transloading facility in this part of Rancho Dominguez five years ago. It completed this leading-edge property with top-rate amenities that suit the needs of Pacifica Trucks perfectly." 

* For more of the most recent news and press releases at The Klabin Company, visit www.klabin.com/news.

OUR STRENGTH / OUR PEOPLE

At the Klabin Company, the strength of our company stems from the strength of our people. We employ a highly respected team of real estate professionals who share our core values along with personal values of trust and hard work. In a world dominated by evolving technology, we never forget the human element.

We understand longstanding personal relationships, forged over decades of service, provide the key element in generating solutions or completing transactions. In a business based on brick and mortar, it's these strong human relationships that provide the most crucial bond to every deal.



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