

LOS ANGELES INDUSTRIAL
BEST OF MARKETING
MATERIALS

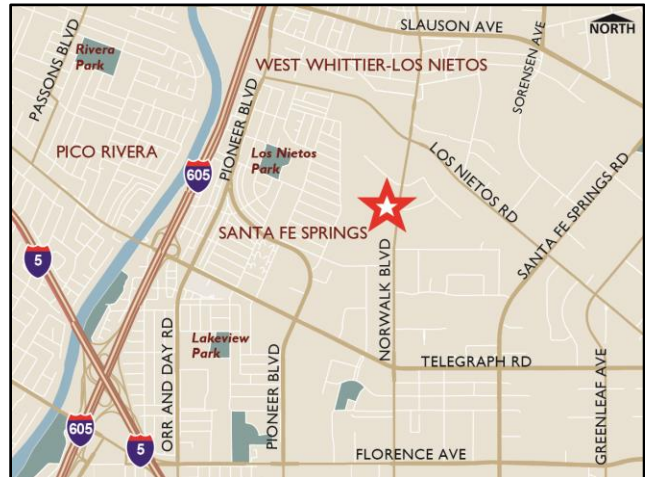


± 10.26 Acres of Surface Storage



FEATURES:

- ±10.26 Acres of surface storage
- Fully fenced and secured yard
- Single ingress/egress point to the yard
- Rectangular configuration
- ±12,000 SF two story corporate office building
- ± 26,362 SF industrial building
- UP Rail Service (possible)
- Immediate access to 605, 5, 105 & 91 Freeways



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Cushman & Wakefield of California, Inc.

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FOR SALE

13115-13133 Telegraph Road
Santa Fe Springs, California

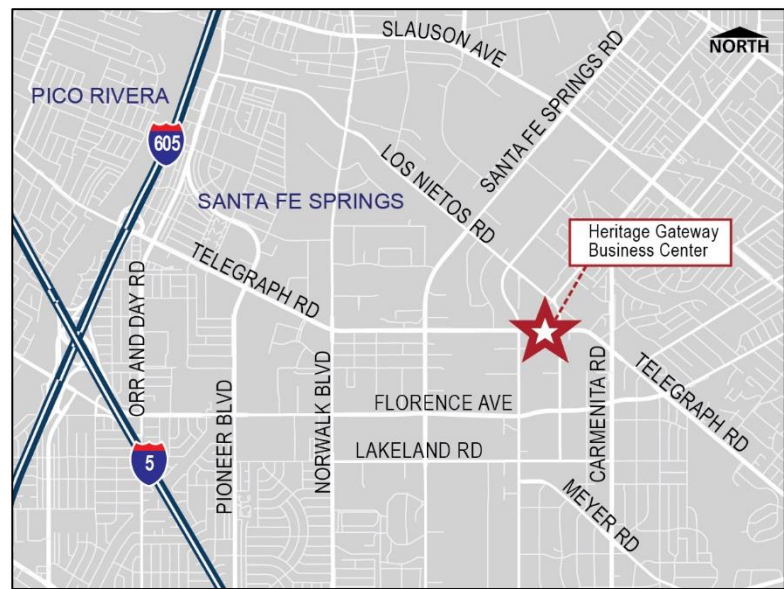
32,385 SF Industrial Facility



Property Highlights:

- 32,385 SF Industrial Facility
- Master planned Heritage Gateway Business Park
- USER Purchase Opportunity
- Excellent Sales / Service Manufacturing Facility
- Two Tenant Building / Both Leases Expire in 2016
- Built 2000, Fire Sprinklers, 20' Clearance
- Ample Electrical Service, 8 Grade Level Doors

Owned By:



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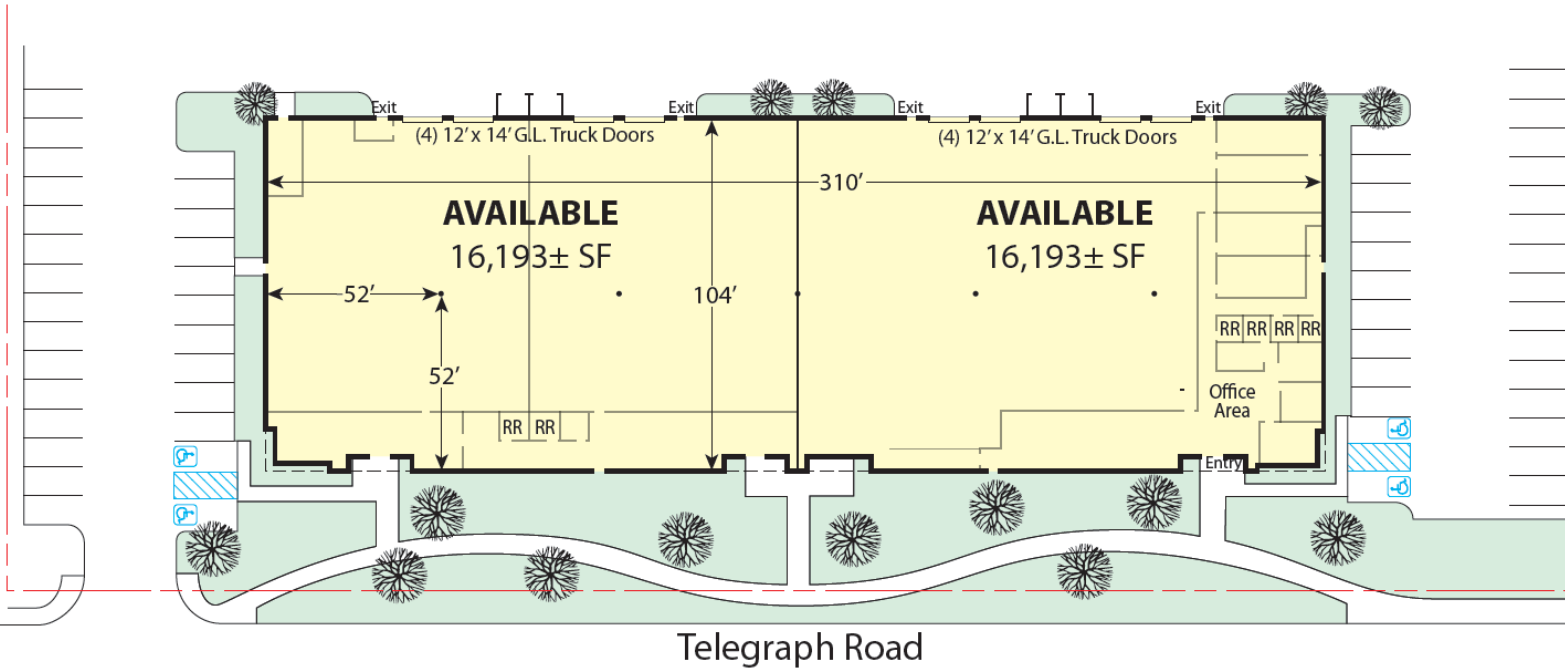
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Santa Fe Springs, California

32,385 SF Industrial Facility



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Real Estate Strategy & Capital Markets Overview

SOUTHERN CALIFORNIA INDUSTRIAL **CAPITAL MARKETS GROUP**

Jeff Chiate | Jeff Cole | Ed Hernandez | Mike Adey | Mike Foley | Chuck Berger | Ryan Bos



INTEGRATED FOCUSED INVESTMENT TEAM

THE PROPOSED INVESTMENT TEAM IS:

- Integrated (Team Partnerships).
- Teammates who have worked together on multiple assignments.
- Motivated (Team Equally Compensated).
- Specific/Complimentary Roles (Responsibility/Accountability).
- Best-in-Class Local Market Knowledge.
- Exceptional Results (over 71 MSF/\$8.2 Billion Industrial Sold).

TRANSACTION TEAM LEADERS



JEFFREY CHIATE
Executive Director

- Regional and Institutional Investors
- High Net-Worth Buyers



JEFFREY COLE
Executive Director

- Domestic Institutional Buyers
- Offshore Investors



ED HERNANDEZ
Director

- Asset Underwriting
- Personal Underwriting Support with Investors
- Marketing Coordination

CUSHMAN & WAKEFIELD CAPITAL MARKETS TEAM EXPERIENCE

NATIONAL

CALIFORNIA

SOUTHERN CALIFORNIA

TRANSACTIONS

8,514

1,409

905

VALUE

\$238 BILLION

\$35 BILLION

\$21 BILLION

MARKET EXPERTS



MIKE FOLEY
Senior Director

- Regional Mid-Countries Industrial Market Expertise



CHUCK BERGER
Director

- Regional Mid-Countries Industrial Market Expertise



RYAN BOS
Associate Director

- Regional Mid-Countries Industrial Market Expertise



BEN SCHWARTZ
Associate Director

- Real Time Debt Options
- Personal Debt Presentation to Investors

FINANCIAL ANALYST



MIKE ADEY
Senior Associate

- Financial Analysis
- Market Underwriting

MARKETING SPECIALIST

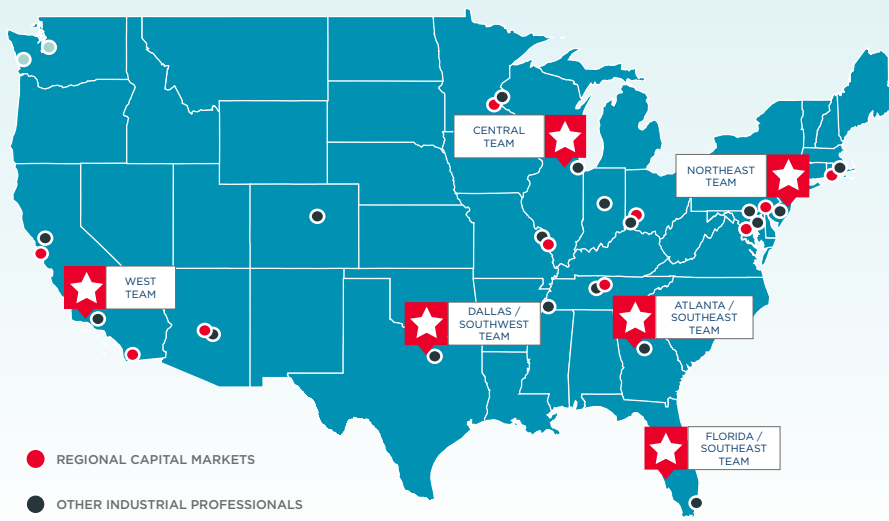


JONATHAN REAGAN
Marketing Specialist

- Marketing & Graphics
- Packaging/Reporting/Coordination

INDUSTRIAL ADVISORY GROUP TEAM OVERVIEW

Our Industrial Advisory Group (IAG) is a fully integrated, national service platform dedicated to providing best-in-class service to our clients.



21 senior industrial investment brokers

















13 key markets across the country

Led by 5 brokers in major markets

Industrial data and solutions anywhere in the country via a single contact

National leadership provides executive-level touch points

CURRENT TEAM LISTINGS - SOUTHERN CALIFORNIA

<p>1 20333 S NORMANDIE AVENUE</p>  <p>Torrance, CA 664,590 SF Seller: Farmer Bros. Co.</p>	<p>2 ALESSANDRO BUSINESS CENTER</p>  <p>Riverside, CA 582,772 SF Seller: Western Realco & Cigna</p>	<p>3 CYPRESS DISTRIBUTION CENTER</p>  <p>Cypress, CA 543,431 SF Seller: Stockbridge</p>
<p>4 SIEMPRE VIVA BUSINESS PARK</p>  <p>San Diego, CA 474,032 SF Sellers: Clarion Partners</p>	<p>5 3366 WILLOW STREET</p>  <p>Signal Hill, CA 377,740 SF Seller: Goldrich & Kest Industries</p>	<p>6 SAVI TECH CENTER</p>  <p>Yorba Linda, CA 376,808 SF Seller: Hines</p>
<p>7 FULLERTON SOUTH BUSINESS PARK</p>  <p>Fullerton, CA 361,372 SF Seller: EverWest Real Estate Partners</p>	<p>8 CALIFORNIA FOOD BUILDINGS PORTFOLIO</p>  <p>Various, CA 360,000 SF Seller: Highridge Provender</p>	<p>9 VOTAW INDUSTRIES</p>  <p>Santa Fe Springs, CA 208,167 SF Seller: Double Run, L.P.</p>
<p>10 3030 ATLANTIC</p>  <p>Vernon, CA 200,000 SF Seller: Principal</p>	<p>11 CORNERSTONE COMMERCE CENTER</p>  <p>Downey, CA 176,405 SF Seller: Rexford Industrial</p>	<p>12 CORDIA ORANGE COUNTY PORTFOLIO</p>  <p>Orange County, CA 170,447 SF Seller: Cordia Capital Management</p>
<p>13 SCENIC VIEW BUSINESS PARK</p>  <p>Poway, CA 147,848 SF Seller: Deutsche Asset Management</p>	<p>14 1650 KRAEMER BOULEVARD</p>  <p>Anaheim, CA 122,600 SF Seller: Duke Realty</p>	<p>15 8110 SORENSEN AVENUE</p>  <p>Santa Fe Springs, CA 116,544 SF Seller: Prologis</p>
<p>16 5500 S BOYLE AVENUE</p>  <p>Vernon, CA 102,400 SF Seller: Karney Management Company</p>		

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cushmanwakefield.com

FOR SALE

14113 East 183rd Street
Cerritos, CA 90703



40,006 SF Industrial Building



Property Highlights:

- Dock High Industrial Building
- Excess Land: Lot Size 90,396 SF / 2.08 Acres
- 20' Minimum Clearance Height
- 2,000 SF Office Space
- 4 Dock High Doors
- 1 Ground Level Doors
- Private Truck Court
- Less than 2 Miles to 91 and 5 Freeway



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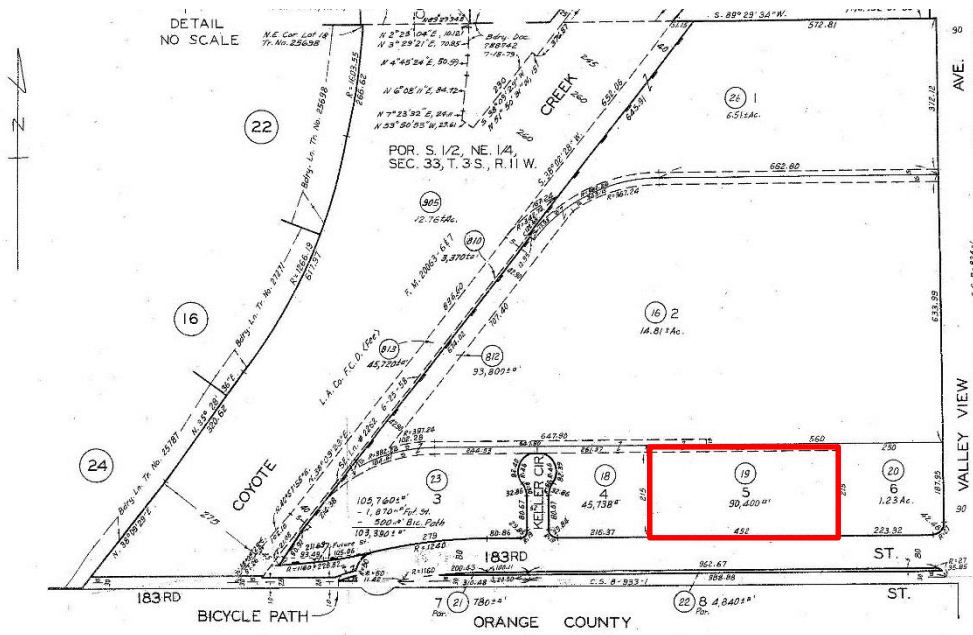
FOR SALE

14113 East 183rd Street
Cerritos, CA 90703



183rd STREET

VALLEY VIEW AVENUE



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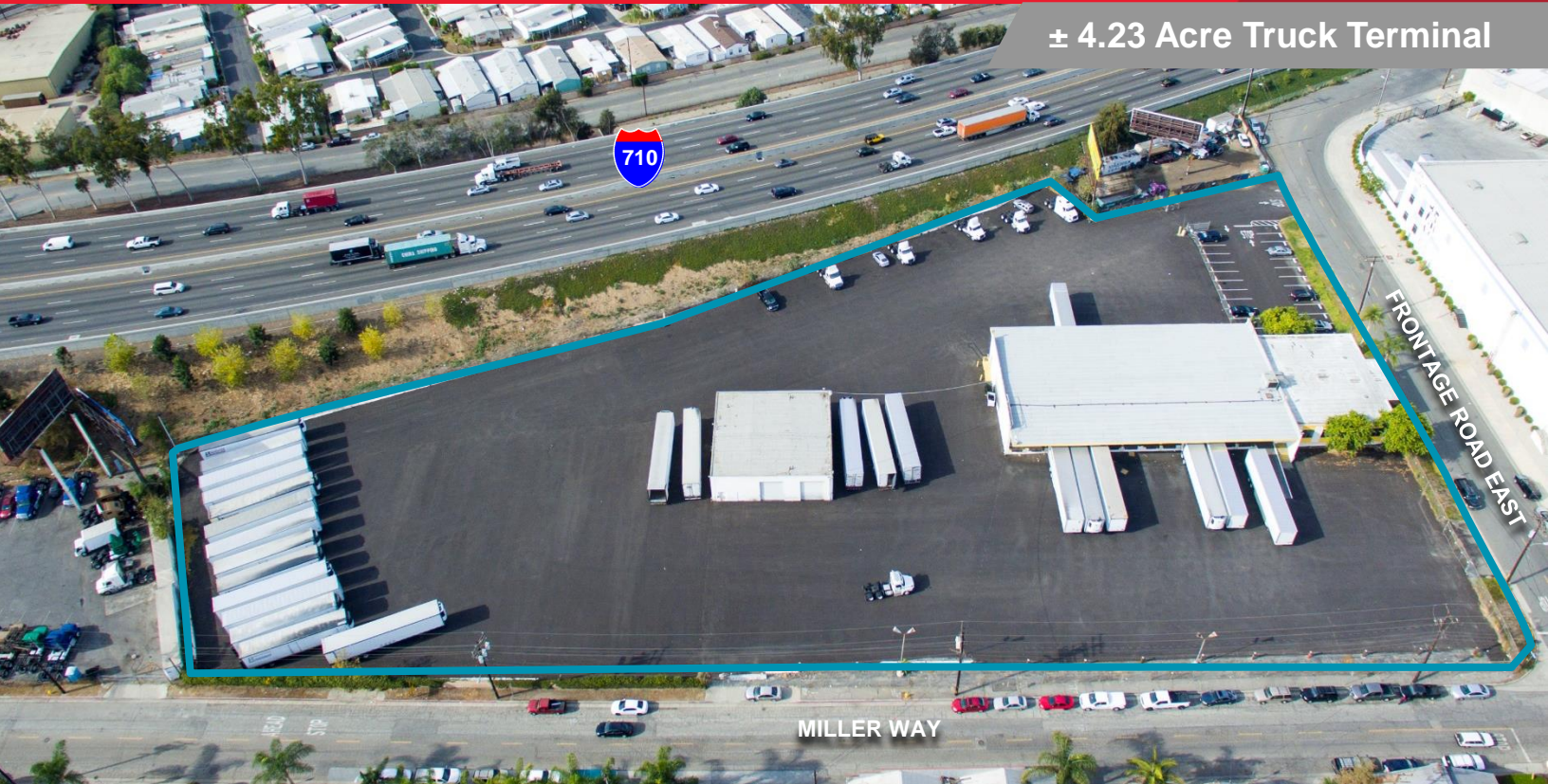
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FOR SUBLEASE

9850 Frontage Road East
South Gate, California

± 4.23 Acre Truck Terminal



Property Highlights:

- Sublease through September 1, 2021*
- Sublease all or a portion of the 4.23 Acres
- 710 Freeway Frontage
- Large, Private, Fenced Yard
- ± 10,292 SF 27 Position Cross Dock
- ± 3,726 SF Well-Appointed Offices
- ± 3,600 SF Maintenance Building
- Excellent Port and Rail Yard Access

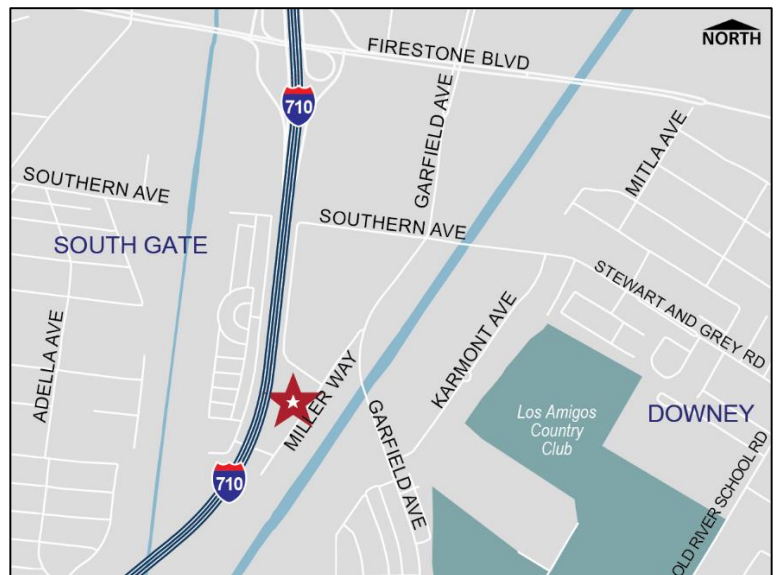
* Call regarding early termination right



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No warranty of representation, express or implied, is made as to the accuracy of the information contained herein, and same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any special listing conditions, imposed by our principals

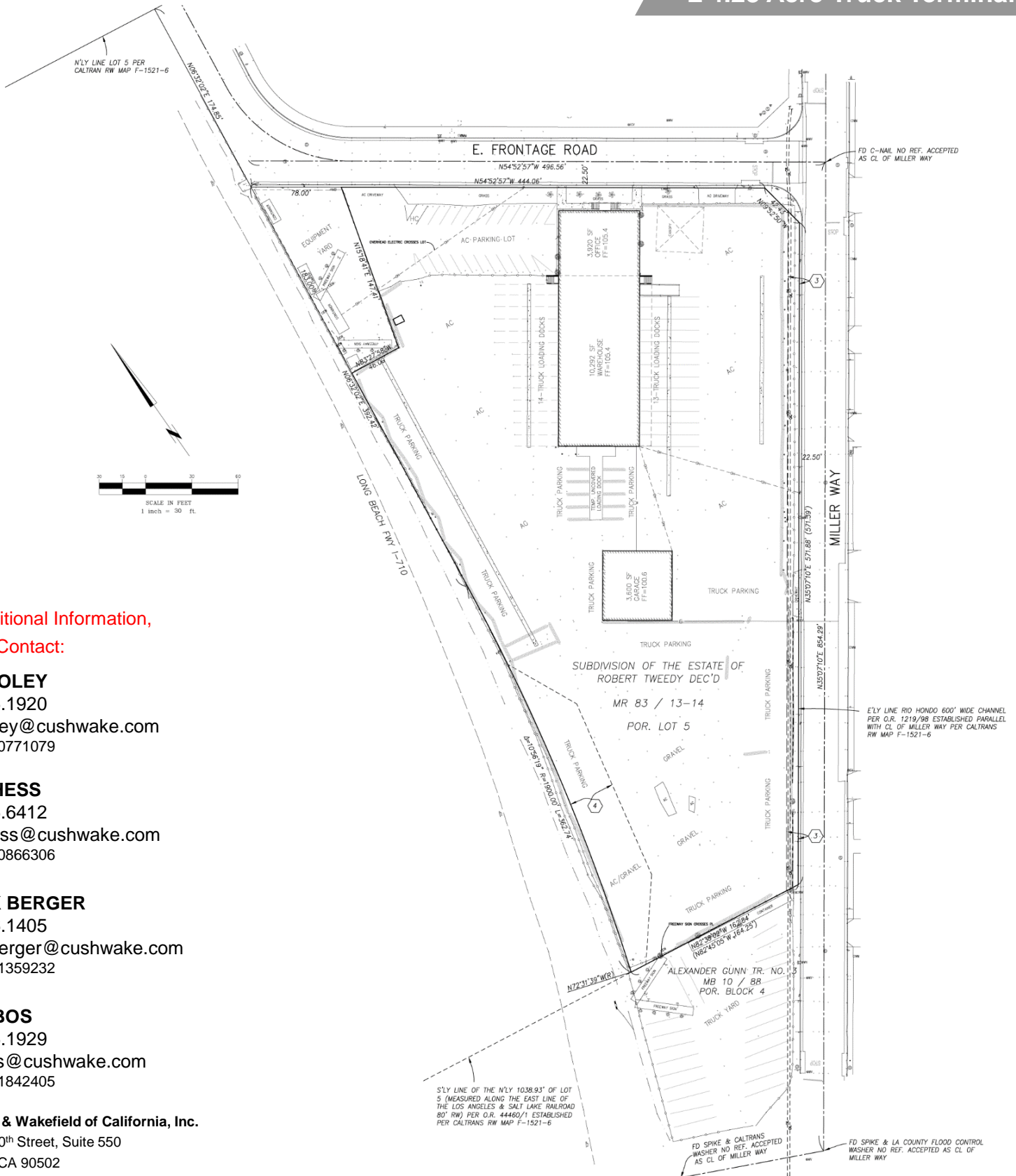


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South Gate, California

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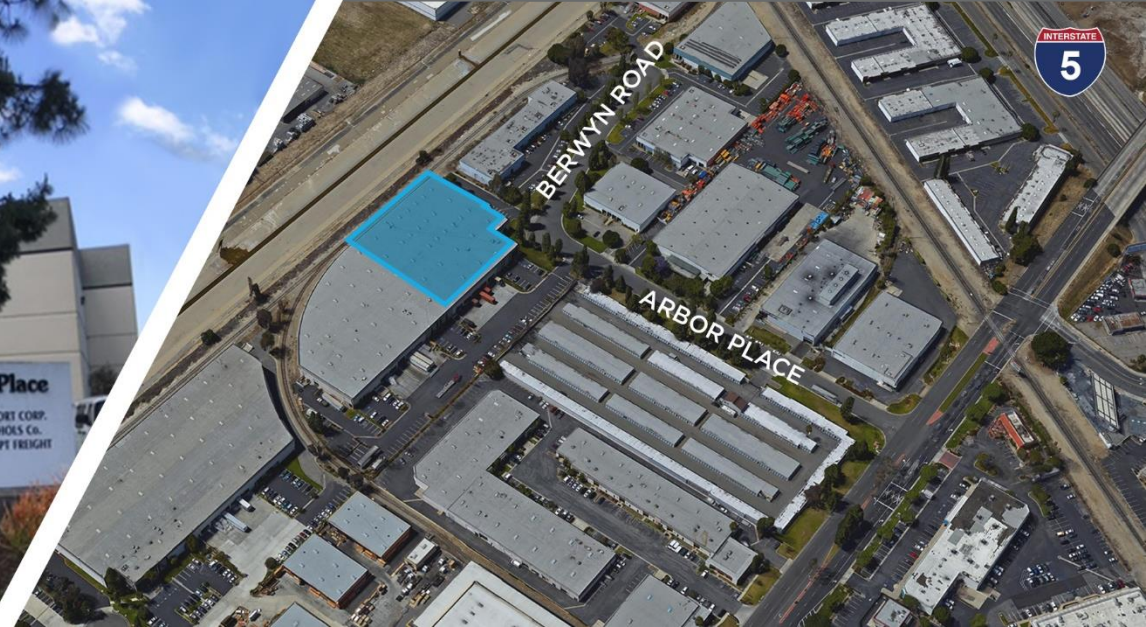
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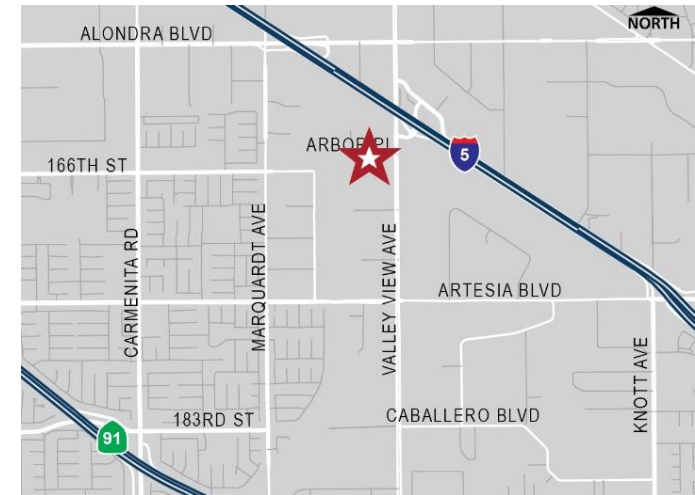
FOR LEASE
 14104 Arbor Place
 Cerritos, California

55,573 SF DISTRIBUTION WAREHOUSE



Property Highlights

- 55,573 SF Industrial Warehouse
- 6,075 SF Quality Office Space
- Immediate Access to 5 and 91 Freeways
- 8 Dock High Truck Positions
- 1 Grade Level Door
- 24' Minimum Clearance
- Fire Sprinklered .45 / 3,000 SF
- Corporate Image / End Cap
- Fenced and Gated Yard
- Located in a Master Planned Industrial Park



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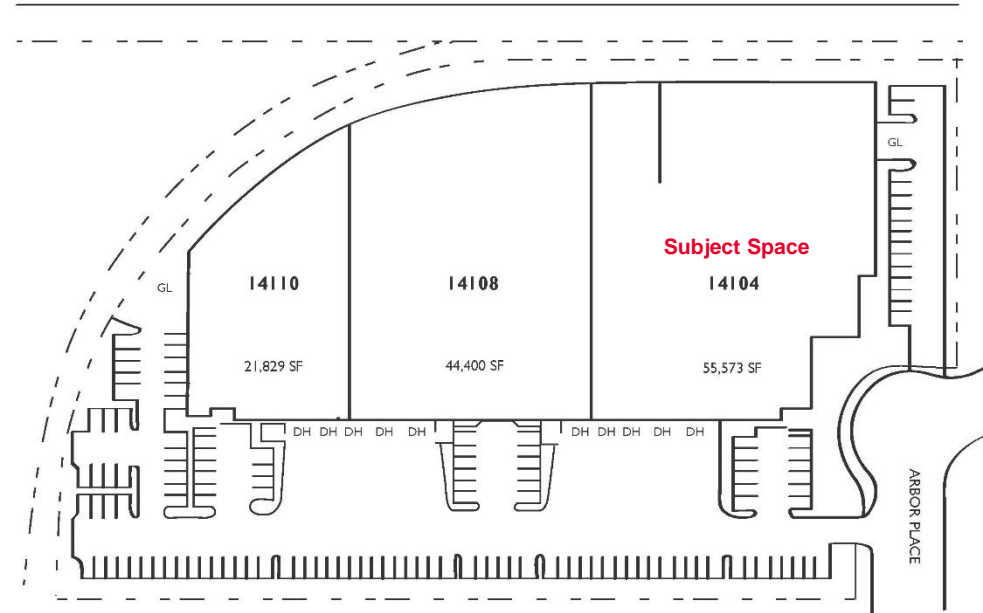
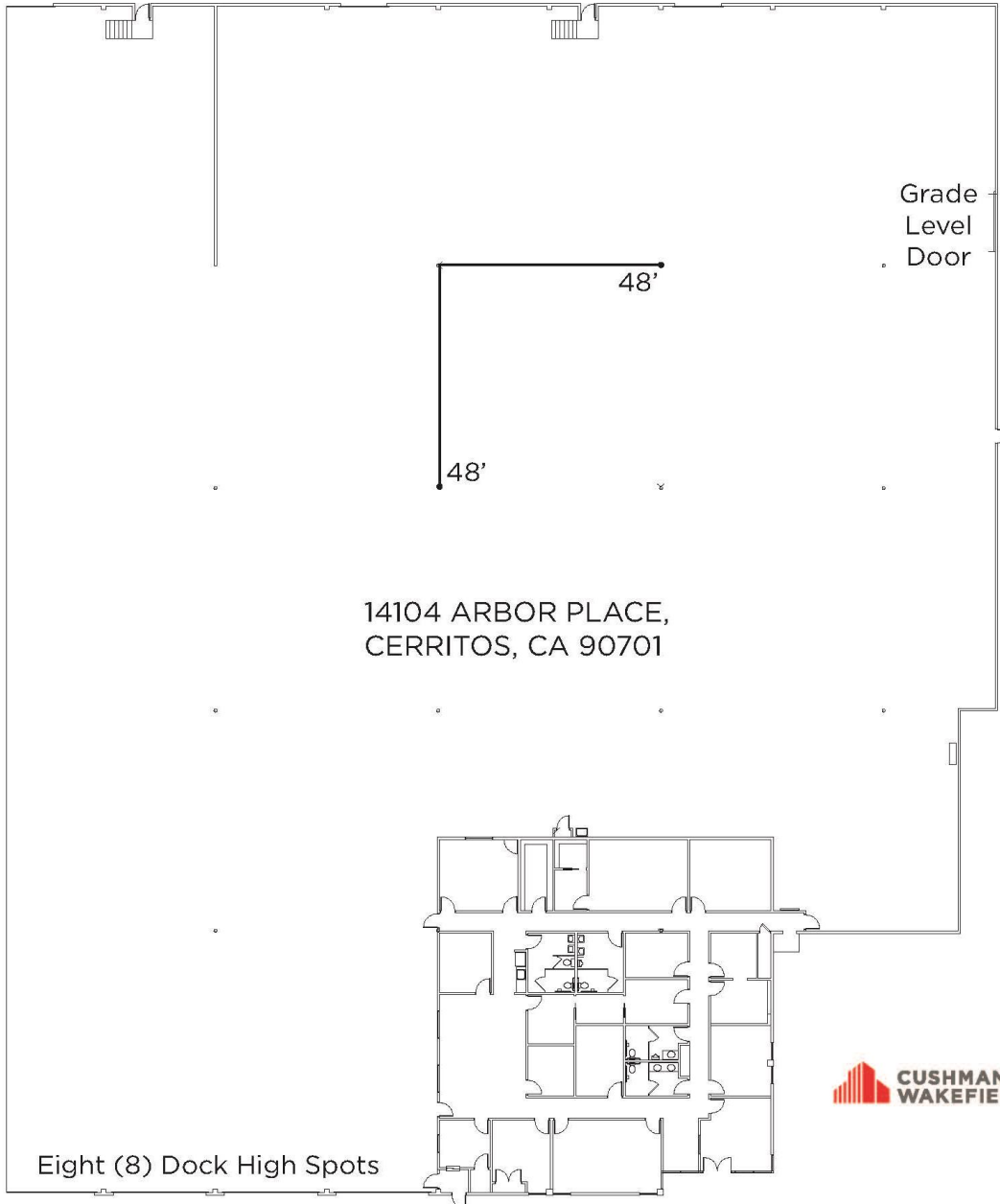
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FOR LEASE
 14104 Arbor Place
 Cerritos, California

55,573 SF DISTRIBUTION WAREHOUSE



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LOS ANGELES INDUSTRIAL SURFACE STORAGE ANNOUNCEMENT



We are pleased to announce the completion over 1,001,880 square feet of surface storage leases in Los Angeles County in 2016. If you are interested in truck/trailer storage, crossdocks, and other surface storage sites, we know the market.

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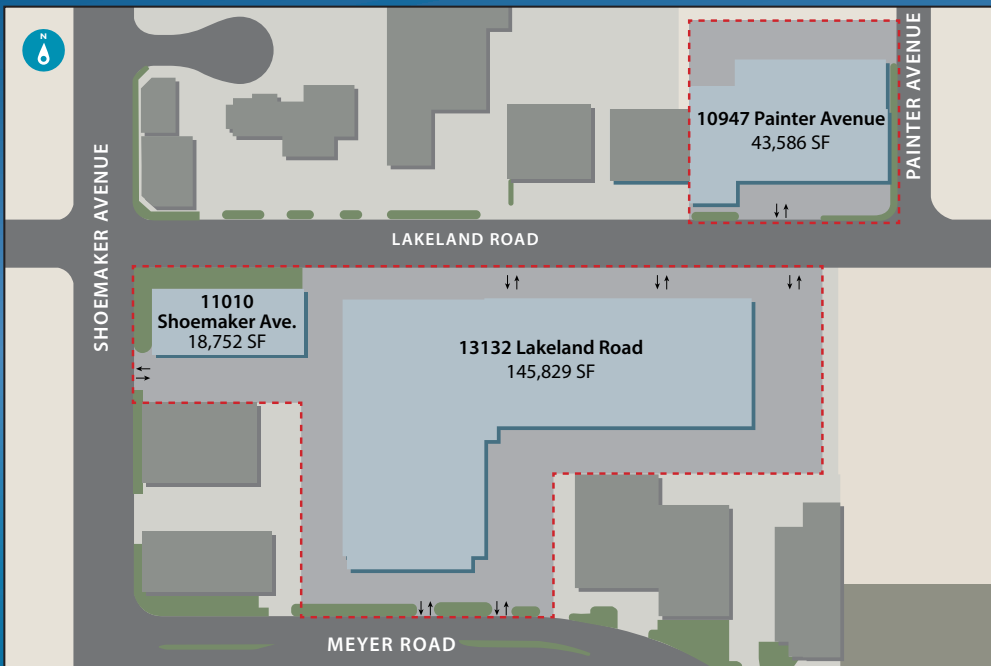
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VOTAW INDUSTRIAL PORTFOLIO

SANTA FE SPRINGS, CALIFORNIA

208,167 SQUARE FEET • 100% LEASED





VOTAW INDUSTRIAL PORTFOLIO

Cushman & Wakefield of California, Inc., is pleased to offer for sale 13132 Lakeland Road, 10947 Painter Avenue, and 11010 Shoemaker Avenue (“the Portfolio” or “Properties”). Combined, these Properties total 208,167 square feet of industrial space located in Santa Fe Springs, California. Situated on nearly nine total acres of prime infill land, the Properties are 100% occupied on a long term lease by Votaw Precision Technologies, Inc. through April, 2024.

This offering is a highly attractive opportunity to acquire three fully leased assets within the Mid-Counties submarket of Los Angeles County, one of the most desirable industrial markets in the nation.

PROPERTY HIGHLIGHTS

- **“A+” Mid-Counties Location:** The Portfolio offers an ideal industrial location 22 miles from the Ports of Los Angeles & Long Beach and Los Angeles International Airport, in addition to excellent access to the Southern California freeway system via the I-5 (2.5 miles west) and the I-605 (3 miles west).
- **Long-Term Leased:** The Properties are fully-leased through April, 2024 by Votaw Precision Technologies, Inc., a provider of equipment, services, and mission applications for the spaceflight, aerospace and defense industries since 1963.
- **Scarce Infill Product:** The offering represents a rare institutional-quality industrial Portfolio located in an infill location with significant barriers to entry and future redevelopment upside.
- **Attractive Industrial Features:** The Properties feature highly sought after fenced yard areas, excellent trailer storage capability, 16 ground level doors, 24 cranes, and over 200 parking stalls.
- **Tight Industrial Submarket:** With only 1.7% vacancy at year end 2015, the Mid-Counties industrial submarket is one of the strongest in the nation. Santa Fe Springs has a vacancy rate of less than 1% as of 4Q15.

PORTFOLIO SUMMARY

Total Square Feet.....	208,167
Office Build Out.....	± 18,586 SF
Percentage Leased.....	100%
Land Area.....	8.74 Acres
Loading Doors.....	14 GL
Clear Height.....	21’- 40’
Power.....	400-2,000 Amps

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MARKET EXPERTS

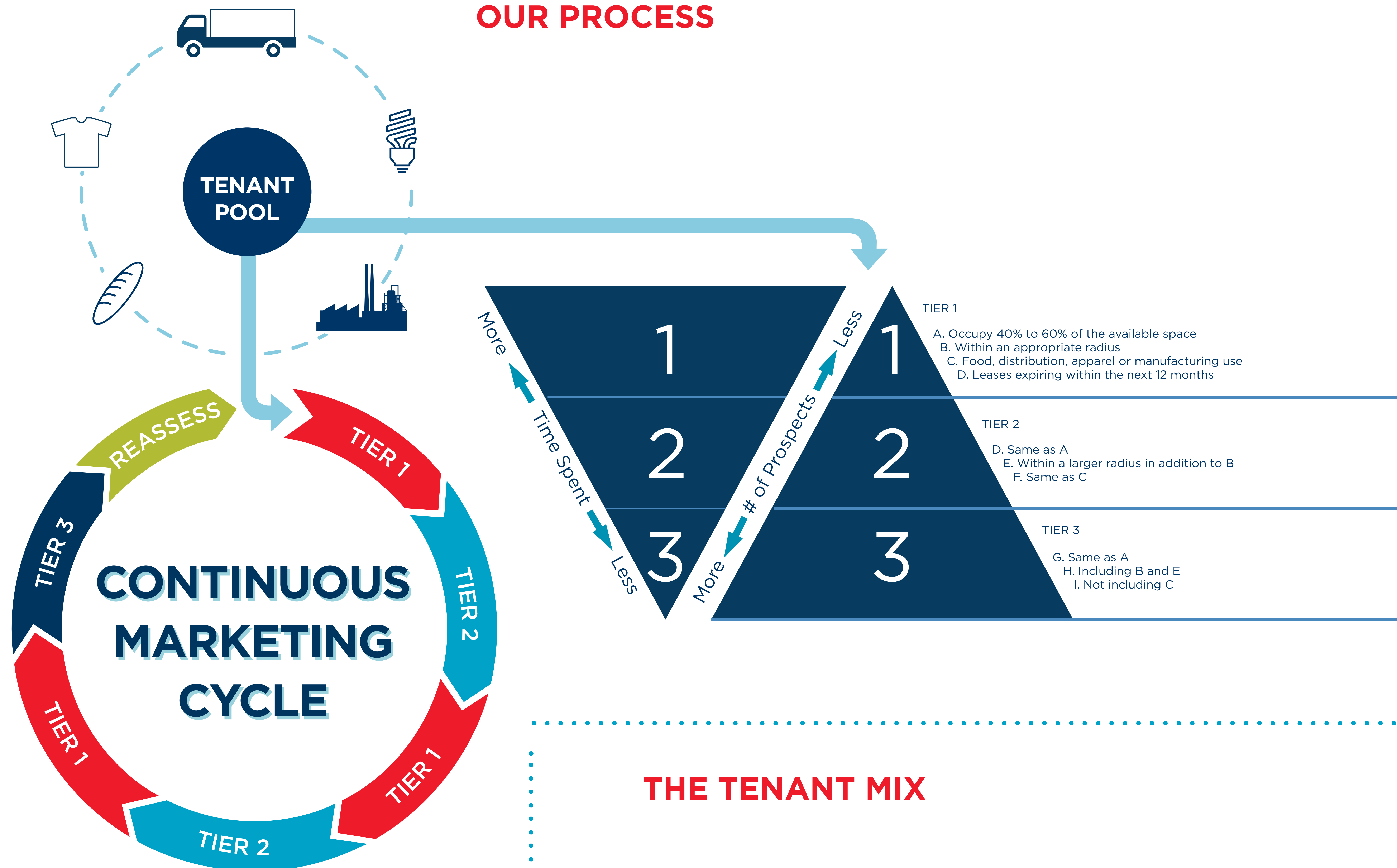
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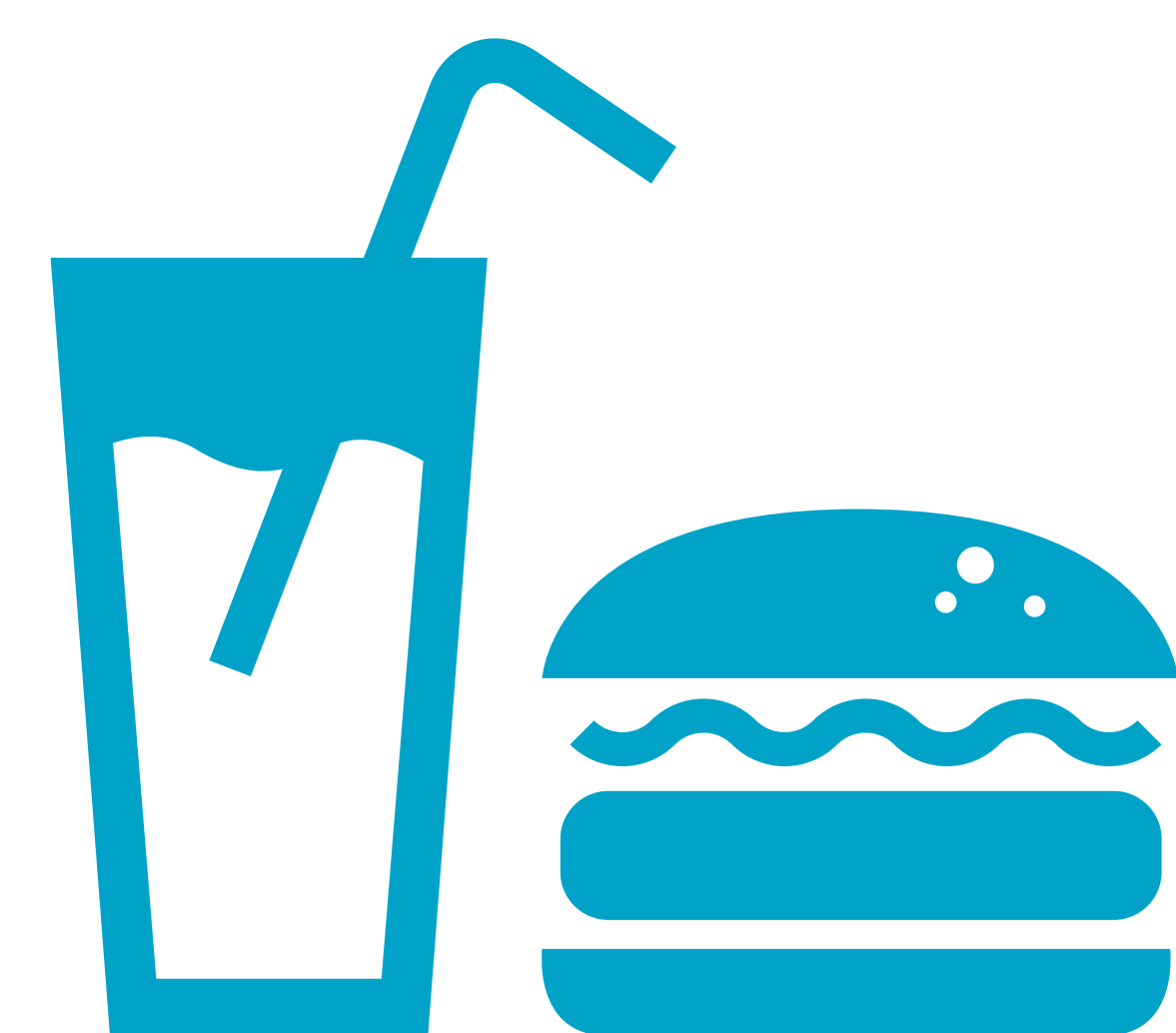
PRESENTATION OF ADDED VALUE SERVICES

OUR PROCESS



Our unique marketing process is designed to ensure the maximum results over the shortest possible time.

THE TENANT MIX



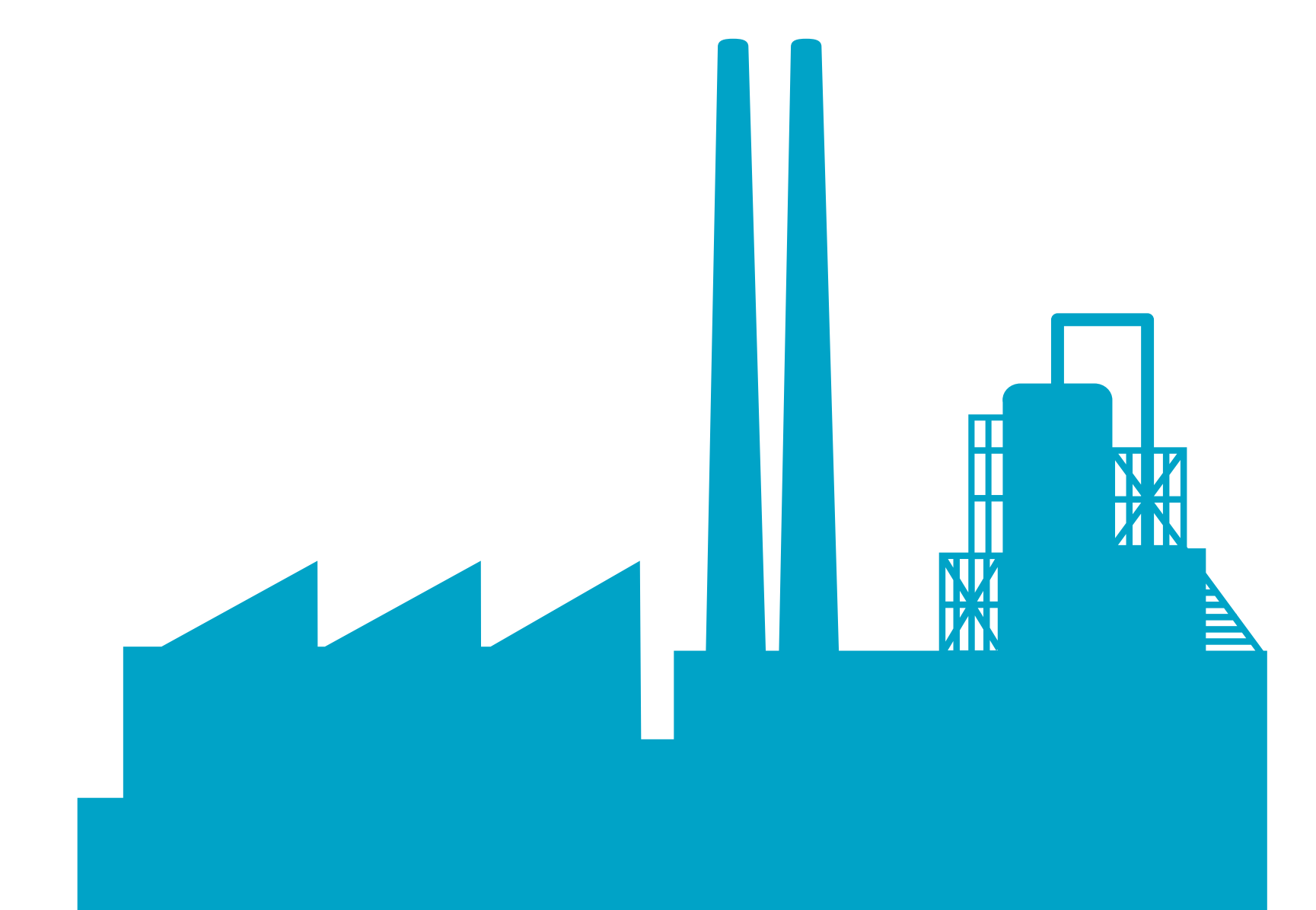
10 FOOD
522,810 SF



21 DISTRIBUTION
688,194 SF



6 APPAREL
467,396 SF



2 MANUFACTURING
34,560 SF

PROCESS SUCCESS



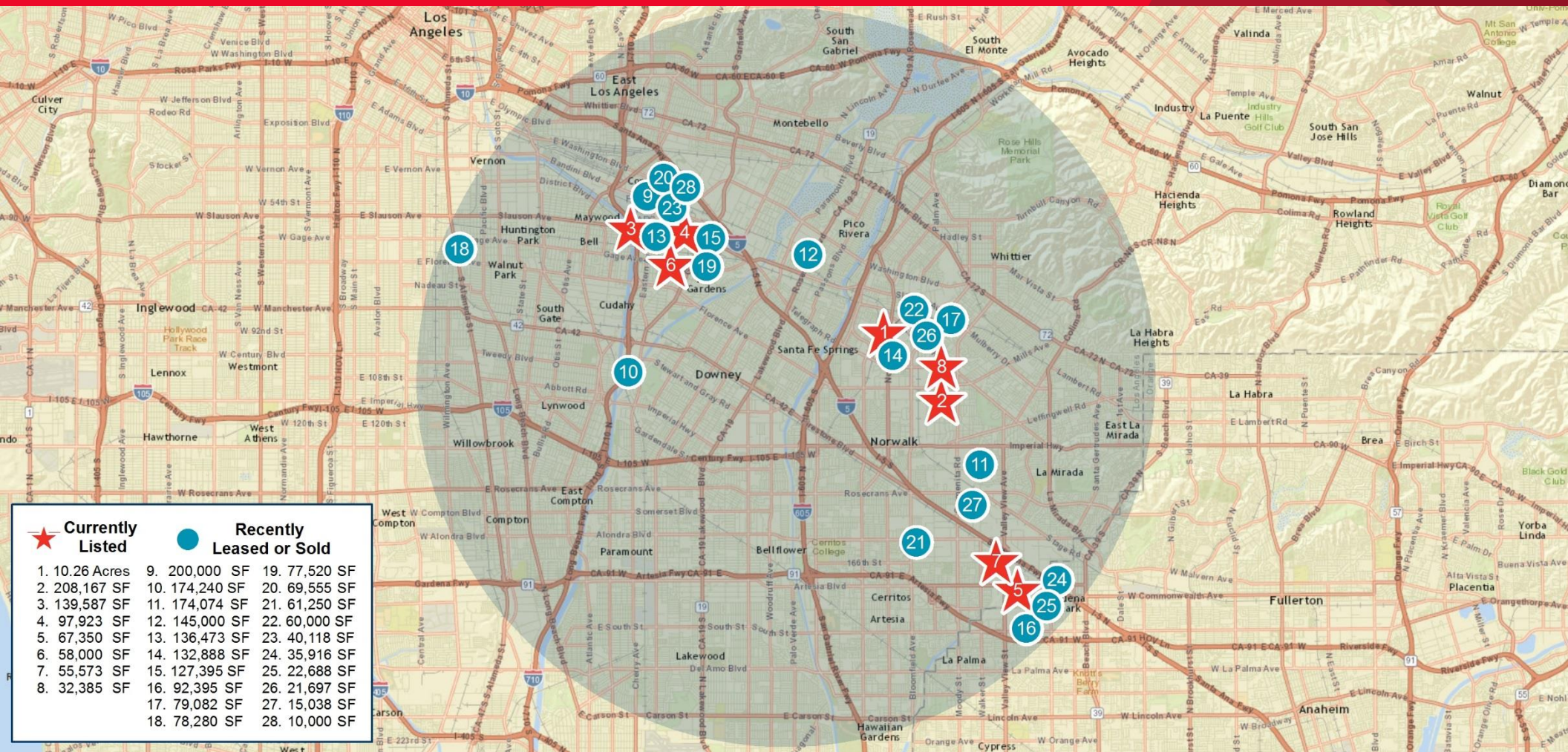
8956 Sorensen Avenue, Santa Fe Springs
60,000 SF Sale in April 2015

C&W created three tiers of prospective buyers and tenants totaling 2395 separate contacts. We sent email blasts and mailers to the eventual buyer as part of the 160 Tier 1 contacts we felt were most likely to purchase the property, even though they were located in Bell. The buyer contacted us within the first three weeks of marketing and we successfully sold the property immediately after the prior tenant vacated.



6635 Caballero Boulevard, Buena Park
92,395 SF Lease in December 2015

The eventual tenant's company was located in public warehousing in the South Bay and therefore was not part of the three tiers of 811 contacts. However, as a testament to our philosophy of leveraging other brokers to promote the property, C&W emailed 1,491 brokers on a weekly basis and the eventual tenant was represented by a South Bay broker who was on our email list promoting the property. We leased the property only a month after the prior tenant had vacated.



- Over 2 Million square feet listed, sold or leased in past year
- Position properties using the language of logistics
- Best-in class marketing materials and services
- Access to the C&W Industrial Group, the largest industrial brokerage in the world

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LOS ANGELES INDUSTRIAL TEAM

We understand real estate is only one part of your company's supply chain. Our understanding of supply chain's impact on real estate helps us understand your business more completely, allowing us to provide better real estate solutions. Your company deserves a real estate broker who knows more than just a "link" in your supply chain.

www.losangelesind.com





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Attn: Jillian Escobar

ANOTHER TERMINAL LEASED

We know transportation properties. Over 1,000,000 SF leased in the past year in Southern California alone.



9850 FRONTAGE ROAD EAST SOUTH GATE, CALIFORNIA



970 W. 190th Street, Suite 550
Torrance, CA 90502
Attn: Jillian Escobar

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