

LOGISTICS LEADER:

Proposed Change Could Extend Port Hours, Reducing Daytime Road Traffic By 40 Percent

– Jon DeCesare, President, WCL Consulting

The time is now to extend port operating hours for the following reasons:

- 1/3 of all U.S. trade comes in through the two Southern California ports (4.7 million containers in 2003) - Anticipated to triple by 2025.
- Currently the majority of terminals operate 8am to 5pm with exceptions for vessel arrivals and land-bridge drayage work.
- Scarcity of land around ports.
- Southern California highway infrastructure is at capacity (i.e. Freeway: I-710, I-10, I-60, etc.). Improvements have been shelved due to lack of funds from State and Federal government and resistance from local residents.
- Truck Driver Hours of Service rules add pressure to reduce truck idling and processing time at terminal gates.
- No immediate solution to serious traffic congestion.
- Politicians are listening. State Senator Betty Karnette (D-Long Beach, District 27) and Assembly Member Alan Lowenthal (D – District 54) are poised in Sacramento to legislate a solution.

Potential solutions:

- Estimates are that a shuttle train hauling containers from piers to an inland depot would only reduce truck volume by 2% and near-dock rail yard would reduce congestion by 4%
- Extended gate hours during off peak periods would reduce daytime traffic by 40%.

“Truck traffic congestion and pollution problems and potential solutions have been discussed for many years without any action taken. Today the situation is different for finally achieving significantly extended gate hour operations at marine terminals.”

– Janice Hahn – LA Councilwoman, 15th District, San Pedro



Based on today's "800 pound gorilla" of public opinion pressure, it is clear that the extended gate hour solutions will be implemented in the near future.

FOCUS:

Introducing “The Campus” at Tejon Industrial Complex

Tejon Industrial Complex recently diversified its master plan to include a 10-building business campus ranging from 20,000 to 100,000 square feet. Low interest rates with products available for sale and costs 30% less than alternative sites are just some of the advantages available at Tejon.

“The Campus” advantages:

- Freeway exposure - 65,000 vehicles daily, including 21,000 multi-axle trucks, on Interstate 5
- Individual truck courts with minimum 120' loading area
- Private entries to each building / no common driveways

- Secured yard areas
- Individual corporate identity
- Attractive landscaping, master-planned for quality
- Ability to serve Southern & Northern California via I-5
- Eastbound access via Hwy. 58 and I-40
- Located within a large amenity base:

- Starbuck's Coffee, McDonald's, Panda Express, Best Western, Petro Travel Plaza - Iron Skillet, Wendy's, Mobil Gas, General Store

BARRY'S BYLINE

What the World's Largest 3PLs Know...

Recently, three of the world's leading 3PLs (third party logistics companies) toured our site. I wanted to share with you the most common questions asked during their site selection evaluation.

Q: “What kind of access is available to major markets?”

A: Ability to serve all of California via I-5. Also, direct access to Highway 58 for eastbound loads out to I-40 is just as important.

Q: “What are the operational efficiencies at Tejon?”

A: Petro provides a natural staging site for the trucks, which makes more efficient pick-ups and drop-offs.

Un-congested space – no housing infringement enabling businesses to operate 24/7 without local traffic and/or noise constraints.

Q: “What kind of lifestyle is available in Bakersfield?”

A: Entry-level housing from the low \$100's.

Bakersfield has great schools from K to U.

Limitless recreational activities - visit our website to see them at www.tejonranch.com.

Q: “Where are the rooftops?”

A: Immediate access to 600,000 candidates within a normal commuting distance has overwhelmed companies during the hiring process.

Applicants to Jobs ratio: IKEA 13:1, Target 20:1.

Want to know more? E-mail me at hibbard@tejonranch.com or by phone at (661) 248-9000.

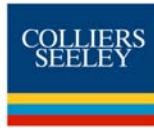
BROKER TOOLBOX

Get printable maps, brochures and photos for TIC at www.tejonranch.com and click on [Broker Toolbox](#).

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