

Tejon Industrial Complex

Southern California Warehouse Tenant Survey

Business Challenge

Tejon Industrial Complex a division of the Tejon Ranch Company, a farming, ranching and industrial real estate developer, is the largest contiguous expanse of land under single ownership in California, with over 270,000 acres. Its 426 square miles make it larger than the City of Los Angeles and about 40% the size of Rhode Island. The Tejon Industrial Complex is located along Interstate 5, approximately 60 miles north of Los Angeles and 30 miles south of Bakersfield. Tejon Industrial Complex wanted to gain a better understanding of what Southern California warehouse tenants' day-to-day operating experiences and challenges were like at various Southern California competitive warehouse locations.

How WCL Consulting Helped

More than 35 in-person interviews were conducted of Warehouse General Managers with operations located in Los Angeles, San Bernardino, Riverside and Kern Counties. The objective was to identify the strengths and challenges of certain Southern California locations from a warehouse operations perspective. Subjects covered in the interviews included:

- Labor availability and quality
- Transportation cost and services
- Highway and rail infrastructure
- Union vs. non-union climate
- Labor force commuting distance
- Vocational training available
- Warehouse supplies and maintenance vendor availability
- Warehouse operations / residential conflicts
- Local city support services and ordinances
- Company expansion plans

The Tejon Industrial Complex used portions of the information in their marketing strategies for their industrial real estate park.