

# The World Group Outlook

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## World Group History: From Here To There

# THE HENNINGSEN STORY:

## From Ice To Oysters To HTS



Michael E. Henningesen, Jr.

Henningesen Cold Storage Co. was originally founded in 1923 as Northwestern Ice and Cold Storage, when Waldemar F. Henningesen, Sr., an immigrant from Denmark, purchased an ice business in Portland, Oregon. Eventually, Waldemar's sons, Walter and Paul, would come to run the company.

During the next forty years, the company expanded its cold storage operations into seven locations throughout the Pacific Northwest. In 1963, the company changed its name to Henningesen Enterprises, Inc. During the period of 1963 to 1973, Henningesen Enterprises, Inc. sold the Paragon Packing Co. plants, and continued to operate its oyster business and cold storage facility in Tacoma, Washington.

A new Henningesen Cold Storage Co. emerged in 1973 under the management of the family's third generation, Michael E. Henningesen, Sr., grandson of the founder. Throughout the late 1980's Paul Jr. and Mike Jr. joined the company with Mike's brother, Chris, following in 1991. Under their direction, the company continued to expand: a new, state-of-the-industry warehouse was built in Twin Falls, Idaho in 1978; Richland, Washington warehouse opened in 1982. In 1993, Henningesen Cold Storage Co. expanded for the first time outside the Pacific Northwest with a new warehouse in Stilwell, Oklahoma.

In 1996, the company opened its second operation in the Portland metropolitan area. Growing customer demands in the upper midwest prompted Henningesen to build a new warehouse in Grand Forks, North Dakota in 1999. In 1999, the reins of the company passed to the fourth generation of Henningsens. Mike Jr. was named President. In 2004, the

company launched Henningesen Transportation Services, a new division of the company. In 2005, the company entered the Seattle, Washington, market.

Today, Henningesen Cold Storage Co. offers over 37 million cubic feet of temperature controlled warehousing services, third party logistics and transportation management.



**HENNINGESEN**  
COLD STORAGE CO.

# News

## World Group

### Great Lakes Promotes Transloading

#### Pat Gorbett Believes Transloading Is The Preferred East Coast Approach

“Great Lakes Cold Storage representatives recently returned from the Western Frozen Food Convention in San Francisco, California. Many western food producers are interested in rail service to the east coast. The railroads, however, are often reluctant to send their cars into the east coast because they lose track of them for 4 to 6 weeks, which increases the cost. At the WFFC many producers realized the advantages of shipping by rail to our Solon, Ohio facility and then trucking the product to the east coast. Solon is a suburb of Cleveland, Ohio, which was recently recognized as the number one “Most Logistics-Friendly City” in the country by Logistics Today magazine. The customer still enjoys the transportation savings of shipping by rail and can take advantage of the fact that most eastern cities can be reached from Cleveland overnight. This has become a tremendous advantage for our company.”

### MLogistics® Expands Service Offering

Baltimore, MD – Merchants Terminal Corporation, through its transportation subsidiary MLogistics®, announced expansion of its less-than-truckload (LTL) pool consolidation program effective February 21, 2005. MLogistics® has added 9 states to the program, bringing the service area to 25 states. Merchants now offers LTL consolidation services with guaranteed freight rates and weekly scheduled on-time deliveries to AL, AR, CA, CT, FL, GA, IA, IL, IN, KY, LA, MA, MD, MO, MS, NC, NJ, NY, OH, PA, SC, TN, TX, VA and WI.

MLogistics® is Merchants’ latest service offering, focusing on the goal of becoming their customers’ logistics department. MLogistics® effectively distributes Merchants’ customers’ product throughout the Eastern United States. To learn how MLogistics® can add value to your supply chain, please contact Ernie Ferguson at 540-992-2136 or via email at [info@merchantsterminal.com](mailto:info@merchantsterminal.com).

### Trenton Promotes Two

TCS is pleased to announce the appointment of two senior members to the new created positions of “Manager, Customer Development”. Sue Millington and Greg Callaghan, with over 24 years of service to the company in Customer Service and Warehouse Management, are embarking on new duties developing relationships with both existing and potential customers.

### Henningsen Opens Operation In Seattle, Washington Area

(Seattle, Wash.) February 1, 2005 – In a move to strengthen its position as a leading third party logistics provider, Oregon-based Henningsen Cold Storage Co. announces the opening of its newest cold storage operation in Kent, Washington, a suburb of Seattle.

Strategically located near I-5, between Seattle and Tacoma, the Kent facility offers both frozen and refrigerated storage space and services for local, regional, national and international customers. The fully-racked facility has 14 truck doors with a refrigerated loading/unloading dock.

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— Michael E. Henningsen, Jr.

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“Our long-standing reputation of excellence, high standards of service and providing quality solutions for our customers is important in helping set the pace for our growth in the future,” says company Chairman and President, Michael E. Henningsen, Jr. “We’re pleased to expand our offerings to the Seattle area marketplace.”

The 1,000,000 cubic feet Kent facility is the eighth location in Henningsen’s nationwide network and brings the company’s total capacity to 37 million cubic feet.

“Our expansion gives us the opportunity to work closer with some of our current customers and help grow the core aspects of our business, providing third party logistics, transportation, and temperature controlled warehousing services,” says Tony Lucarelli, Executive Vice President of Sales and Marketing for Henningsen.

Henningsen Cold Storage Co. and Henningsen Transportation Services is an 82-year-old, fourth generation family business. The company currently operates cold storage warehouse facilities in Portland and Forest Grove, Oregon; Richland, Washington; Twin Falls, Idaho; Stilwell, Oklahoma; Grand Forks, North Dakota; and Scranton, Pennsylvania. For more information, contact Tony Lucarelli, Doug Martin or Bob Lawyer at 1-800-791-2653 (COLD).

## World Group History: From Here To There

**IMPERIAL FREEZER SERVICES:****Short On History, Long On Service**

The idea for Imperial Freezer Services was formulated in 1995 to service the poultry industry in central North Carolina. Four partners came together to form Imperial: Sam Wornom and George Perkins as investors, Chuck McCarthy

as vice president of operations and Brian Davis as vice president of finance. Land was purchased in late 1995 in Sanford, North Carolina. The Stellar Group out of Jacksonville, Florida, was awarded a construction contract in early 1996. Imperial accepted the first inbound load of product on November 6, 1996.

*“We have always seen our local ownership and on-site owner/managers as a major strength of our company.”*

— Chuck McCarthy

The original building consisted of a freezer of approximately 63,000 square feet offering storage of 0 to -10F degrees. Imperial began an expansion immediately after the initial construction was completed. In 1997, Imperial opened an additional 27,000 square feet of convertible storage offering storage of 35F to -10F degrees. In 2001, the company added an additional 35,000 square feet of convertible storage. Currently Imperial operates 125,000 square feet of public cold storage space.

Blast freezing has always been a major component of the business. The facility has 5 blast freezing super cells, capable of freezing product down to 0 F degrees in 24 hours. Imperial also provides 48 hour blast freezing in standard blast cells and 72 hour room freezing.

“We have always seen our local ownership and on-site owner/managers as a major strength of our company,” says Chuck. “We understand the demands of food safety, product quality and cus-

tom service that exist in the cold storage industry. We have focused on treating all of our customer relationships as partnerships. We strive to achieve this partnership by committing ourselves to 100% accuracy 100% of the time. We combine our commitment to accuracy with excellent customer service in order to handle our customer’s products exactly like they would.”

“We have engaged the AIB to audit our facility each year since 1997. We have always received an AIB superior rating, the AIB’s highest rating for sanitation. All of our inventory and refrigeration services are fully computerized. Our warehouse is monitored 24 hours a day to protect the quality and integrity of the products we store.”

Imperial offers a full array of professional warehousing services, with a USDA inspector onsite, offering USDA exporting on a daily basis. Imperial handles all export documentation, stamping and labeling requirements, and can ship by truck, train or container. Cross docking is also available from truck or rail car to container or inventory to container loading.



## An Evening With The Stars

World Group members hosted an evening of fine dining during AFFI's recent Western Frozen Food Convention. The event was held at the top of the historic Fairmont Hotel on Nob Hill, offering a 360-degree view of the city of San Francisco. The event was themed "Bring Your Hearts to San Francisco." All the stars turned out; a tribute was paid to passing World Group friend and President Craig Kitchener.



*Doug Martin (Henningesen CS) & Jeanette Munyon (AIB)*



*David Moore, Jim & Tom Madden (Rite Stuff Foods)*



*Brian Davis (Imperial Freezers) World Group President*



*Mike & Margaret Townsend (Townsend Farms)*



*Stan & Fern Boigon (Western Waffle) are flanked by Shar & Dick Bogard (Cherry Central Cooperative).*



*Mike Amos (Peak Foods) & Peter Cranston (The Perimeter Group)*



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