

# The World Group Outlook

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## World Group History: From Here To There

# U.S. GROWERS COLD STORAGE, INC.

## THEN and NOW

Were it not for the 1948 fire that completely destroyed Arthur Taub's cold storage warehouse in Dinuba, California, U.S. Growers Cold Storage Inc. might have never been.

Rather than rebuild the Dinuba facility, Arthur surveyed cities throughout California looking for unique business opportunities. After several months of research, Arthur concluded that there was a definite need for cold storage services, specifically designed to service the California produce farmers in the Los Angeles area.

Established in October 1950, U.S. Growers & Shippers new state-of-the-art facility featured: 400,000 cubic feet of refrigerated and frozen storage space; a 135 foot long loading dock with thirteen truck positions and seven rail car sidings; all dedicated to the produce industry. The cost to build this facility...\$250,000.

In addition to the produce-friendly building features, all employees had backgrounds in the produce industry. Arthur and his staff prided themselves in providing fast and efficient service for produce merchants.

However, as the years went by, meat packers and slaughterhouse facilities began to dominate the Vernon (Los Angeles) area, creating greater demand for additional cold storage space. By the 1960's, Taub realized that the name "U.S. Growers & Shippers" didn't reflect the type of business he was now conducting. The name U.S. Growers, however, was synonymous with service, so Arthur changed the name to what is now U.S. Growers Cold Storage, Inc.

U.S. Growers Cold Storage, Inc. went from a single 400,000 cubic foot facility in 1950 to its present eight facilities totaling over 16,000,000 cubic feet. U.S. Growers Cold Storage, Inc is now one of the largest cold storage providers in Los Angeles.

U.S. Growers Cold Storage, Inc. would never have been, were it not for the vision and determination of the late Arthur Taub. What began as a fire that could have destroyed his career is now a thriving service organization beyond Arthur's most ambitious dreams. Today, U.S. Growers Cold Storage, Inc. is a privately held family owned business.



U. S. GROWERS COLD STORAGE INC.



# History: From Here To There

## World Group

### TRENTON COLD STORAGE INC.

#### From Apples To Consolidation

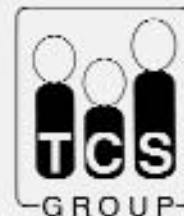
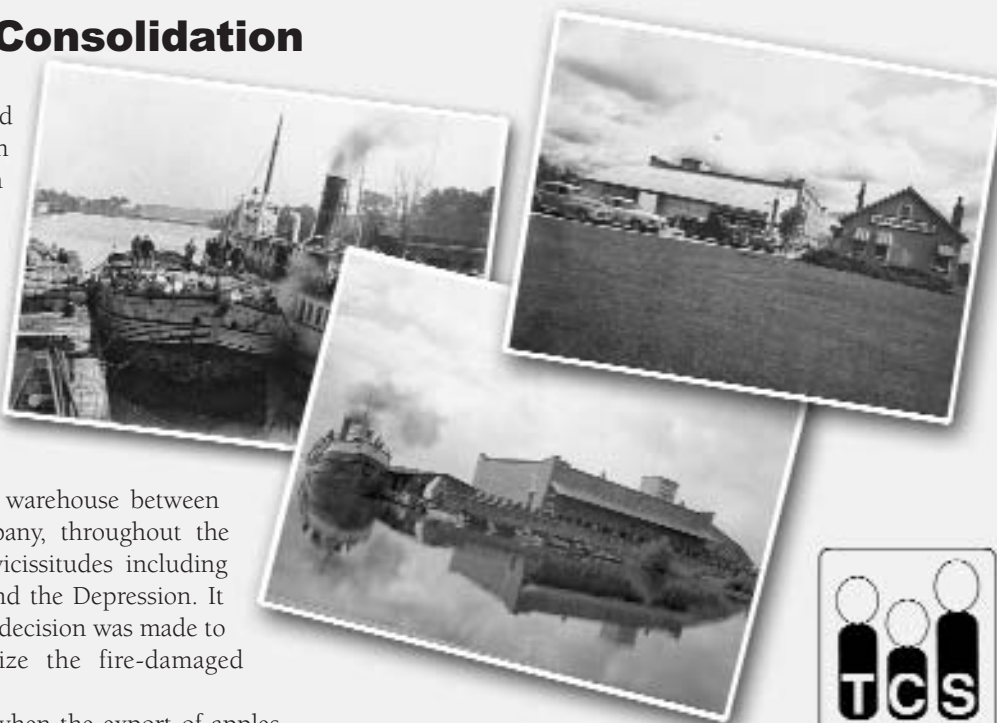
Trenton Cold Storage was founded in 1902 by the first Eben James, an immigrant from England. While in Ontario purchasing apples for export to Great Britain, he conceived the idea of building a cold storage facility where apples could be packed and preserved until they were shipped overseas. This facility was originally known as The Apple and Produce Cold Storage and Forwarding Company Ltd. and was the first refrigerated warehouse between Toronto and Montreal. The company, throughout the years, faced and survived many vicissitudes including two world wars, two major fires and the Depression. It was during the Depression that the decision was made to completely rebuild and reorganize the fire-damaged building.

During the Second World War, when the export of apples was no longer possible, the plant was converted, as part of the war effort, to an egg storage facility where eggs were broken, processed and taken to the Canadian Doughnut Company to be dried and then shipped overseas.

At the end of the Second World War, the purchase, sale and storage of apples was no longer a viable business. In 1949, the company founder died and his son, also named Eben, then in his early twenties, was left to head the family business. Eben James II, assisted by his brother M.F. (Babe) James, took the company into the then new field of freezing and storing vegetables.

Today, Eben James III is President and the company services the complex logistics needs of food manufacturers and producers across North America and operates Canada's largest freight pooling and consolidation program. Recent expansions in Trenton and Edmonton have increased TCS's space to nearly 20,000,000 cubic feet, one of the largest privately owned PRW's in Canada.

TCS is an active member of the WFLO (World Food Logistics Organization) and the IARW (International Association of Refrigerated Warehouses), with several officers holding key positions.



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**“BATTER UP”****MTC has Long Been A Home Run Hitter**

Founded in 1928, Merchants Terminal Corporation has been a central investment of the Hoffberger family. In Baltimore's business history, the Hoffbergers have been involved in everything from oil and ice to beer and baseball.

The first Hoffbergers arrived in Baltimore in 1882, immigrants from what is now Poland. Charles Hoffberger founded the family's first business, an ice company, distributing block ice to the immigrant communities in Baltimore. In addition to Merchants Terminal, the family business grew over the next century with the addition of many new companies, such as Pompeian Olive Oil, the National Brewing Company, and the Baltimore Orioles.

Now in its sixth generation in Baltimore, the family has pared down its business identity, focusing on just a few closely held entities, and continues to address Baltimore's civic concerns. Using the generosity of their forefathers as an example, the Hoffbergers today are greatly respected philanthropists concentrating their energies on hospitals, universities, education and the arts.

Harry Halpert, great-great grandson of Charles Hoffberger, joined the family business in 1992 and now serves as President of Merchants Terminal and its parent company, Hoffberger Holdings, Inc.

**Helps Launch Third Party Logistics**

Merchants Terminal Corporation was a third party logistics company decades before the phrase was "coined". Founded in 1928, the company built its first cold storage warehouse, an eleven-story facility that it operated until 1989.

Also during 1928, Merchants acquired the Baltimore Transfer Company as a joint venture with the Pennsylvania Railroad to offer rail-truck transportation services to its customers. Two years later Merchants acquired Motor Freight Express, operating

terminals in Lancaster, Harrisburg, Reading, and Johnstown, PA. Baltimore Transfer and Motor Freight Express were merged shortly before World War II and were owned by Merchants until the late 1970s.

Following its roots as one of the country's first third party logistics provider, Merchants has come full circle. Today, Merchants is a partner with the Union Pacific and CSX railroads in their ExpressLane program offering transcontinental rail-truck logistics services for temperature controlled products

though Merchants' Jessup, MD distribution center. Additionally in 2003, Merchants established a transportation subsidiary, MLogistics®, to offer LTL consolidation and full truckload management. Harry Halpert explains that a lot can be learned from his company's origins, "Today, our goal is to be considered an essential division of our customer because we deliver a full range of logistics services including warehousing, transportation, port drayage, and information technology."



## TCS Focuses on Customer Development

### WIN/WIN Relations Goal of New Team

Long time TCS employees Sue Millington and Greg Callaghan bring high level of expertise in the new positions as Customer Development Managers.

Sue Millington joined the team at Trenton Cold Storage almost 9 years ago, spending 8 of those years as Customer Service Manager. During that time, Sue worked closely with the Customer Service Team to refine and develop processes, and cross-functionally train each team member with the ultimate goal to provide superior customer service. Recently promoted to Manager, Customer Development, Sue brings knowledge of customer specific needs with a keen attention to detail to the position. While retaining some responsibility for Customer Service, Sue's focus is on customer retention, building and maintaining WIN/WIN relationships and developing opportunities within the existing customer base at TCS.

Greg Callaghan joined Trenton Cold Storage in 1989 as a warehouse operator working on the warehouse floor. During the next 15 years, Greg progressed through the warehouse operations group, first as a shift supervisor, then as a warehouse manager and finally as Warehouse Operations Manager, overseeing all of the TCS warehouses. With his recent promotion to Manager of Customer Development, Greg brings with him a vast array of warehouse knowledge and a keen sense of what it takes to get the job done. The ability to bring this knowledge to prospective customers helps to accurately and completely tailor a service package that will fit individual customers needs, whether large or small.



*Sue Millington, Customer Development Manager, TCS*



*Greg Callaghan, Customer Development Manager, TCS*



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