

# The World Group Outlook



## We Are Your IARW | WFLO

Active participation in the IARW/WFLO keeps World Group members in the forefront of regulations, technology and processes.

### ■ Trenton Cold Storage



Ian Miller, Trenton Cold Storage IT Manager, chairs the IARW's Technology Committee, and recently coordinated the WFLO's first post-institute IT Module at the University of Oklahoma. Ian headed an outstanding faculty of five instructors who covered such topics as EDI, RF, Data Analysis, Bar-coding, Labor Productivity, RFID, Voice Technologies and Customer Access. Based on a business school model, the course ran for an intense twenty-four hour period. Following interactive and lively presentations and lectures, the students were offered the challenge of solving a 'real-life' case study and then presenting their findings to the faculty. Participants came from Holland, Belgium, Mexico, Canada and the US and though none had an IT background, their enthusiasm, teamwork and unique in-depth approaches to the problem left the faculty deeply impressed.

### ■ Great Lakes Cold Storage

Actively involved since 1997, management of Great Lakes Cold Storage (GLCS) finds the IARW and WFLO to be tremendous assets with respect to the knowledge base available at a moment's notice. The 1999 Risk Management Plans and Process Safety Management law is an excellent example. In 2002, a colleague of company president Patrick Gorbett was fined by the EPA for not having an RMP & PSM in place. He asked Pat "How did you find out about that law?" Pat explained how the IARW had helped make that valuable information common knowledge in the industry.

All senior officials of GLCS have graduated from The Institute (WFLO) and all management team members have either graduated or are planning to attend. Ideas obtained through The Institute are continually implemented into the company's daily work processes. Patrick Gorbett has served in all three chairs of the Great Lakes Chapter of the IARW and the national level for the IARW. Kevin Gorbett is currently the Chairman of the Great Lakes Chapter of the IARW.

### ■ Imperial Freezer Services



Chuck McCarthy, VP of Operations at Imperial Freezer Services, was appointed to the WFLO Board of Directors in 2005, continuing a 20 year involvement with the IARW. Chuck is enthused about his role with the WFLO and looks forward to the challenge of continuing the strong and progressive leadership provided by both the IARW and the WFLO.

### ■ Angelo Antoci Chairs WFLO

Angelo Antoci, president of U.S. Growers Cold Storage, Inc., Los Angeles, California, is the 2005-06 chairman of the Board of Governors of the World Food Logistics Organization (WFLO).



As the volunteer chairman, Antoci leads the WFLO in its mission to help feed the world's growing population safely and efficiently through the use of refrigeration technology.

"WFLO works to build 'cold chains' in developing nations so that perishable food is preserved from the point of harvest all the way to the point where it reaches consumers," said Antoci. "For many years WFLO has worked with nations in Eastern Europe, Asia, Africa, and South America to share knowledge and help train cold chain workers on the proper handling, storage, and distribution of perishable foods. In this coming year WFLO will extend its programs to even more countries and benefit thousands of people around the world."

## The White House Gives Mark a Call

It's one of those moments when you remember exactly where you were when it happened.

See page 3 for more details on Mark Blanchard's soon to be famous phone call.

*"The International Association Of Refrigerated Warehouses offers the full package of industry benefits and services critical to successful refrigerated warehousing; including training, insurance, government affairs, benchmarking and networking. With its partners, the World Food Logistics Organization (WFLO) and the International Refrigerated Transportation Association (IRTA), IARW brings together the global cold chain and its many resources. It has been my pleasure to serve on all three boards, chair several committees and teach at the WFLO Institute in Norman, Oklahoma."*



**Mike Henningsen**  
Henningsen Cold Storage

**■ Ronald D. Anderson Sr. Joins Great Lakes Cold Storage As Sales and Marketing Manager**



Ron joined Great Lakes Cold Storage last fall as Sales and Marketing Manager working out of the Corporate Office in Solon, Ohio. Ron is responsible for working with existing accounts as well as coordinating the efforts of the company's national sales team.

Ron has been involved in distribution for fifteen years, most recently as plant manager for a cold storage competitor in Ohio. He was presented with the Facility of the Year Award after the distribution center had undergone two expansions in his three years with the company. Ron's experience in distribution began with a national cold storage and distribution company, including plant superintendent, operations manager, plant manager and general manager. He was involved as a team leader for all start-up operations as well as nurturing the Six Sigma culture as a Black Belt in the Six Sigma program.

Ron served as a Bradley Fighting Vehicle Operator during Desert Storm, where he was awarded several accommodations for bravery. He is currently a member of the IARW and is pleased to be associated with the World Group.

**■ Henningsen Hires Hitchcock As Safety and Regulatory Manager**



Sandie Hitchcock has been named Safety and Regulatory Manager for Henningsen Cold Storage Co. She will be based at the company headquarters in Hillsboro, Oregon.

In her new role, Sandie will be involved in managing the company's eight warehouse safety programs, safety training for all associates, as well as company-wide OSHA safety compliance. Sandie will also manage the company's regulatory compliance with various local, county, state and federal agencies.

Ms. Hitchcock was formerly President of SafeTrax, a specialist of OSHA and EPA regulatory compliance programs marketed to companies that do not have the resources to hire on-site personnel. Prior to joining SafeTrax, Sandie was Mayor and Chief of Police for Escalante City, UT, and was a Detective Sergeant with Utah County. She brings over 20 years of safety and regulatory experience to the company.

**■ 58th Annual International Poultry Expo Held January, 2006, Atlanta, Georgia**

World Group members HCS (Doug Martin & Tony Lucarelli), NOCS (Mark Blanchard & Angie Molenaar), ACS (Dave Collins), & Imperial Freezers (Brian Davis & Chuck McCarthy) hosted the annual reception on Thursday evening at the Hyatt Regency in Atlanta. It was a who's who in of the poultry industry. The world's largest tradeshow for the poultry and egg industry drew 18,019 attendees from 49 states, Puerto Rico, the District of Columbia, and 93 countries. Thirty one of the top 32 broiler companies in the United States were represented; all top 10 U.S. turkey companies, and 39 of the top egg companies with 1 million layers or more.

**■ The Merchant Commitment**



At IARW's 2006 Annual convention, MTC's VP of Operations Ken Johnson will be inducted as the Chairman of the IARW's World Food Logistics Organization...(WFLO). Johnson has served as Vice Chairman for the past year and as Treasurer during 2004. Ken is a past Chairman of the North Atlantic Chapter of the IARW and is also the current Chairman of the Warehousing and Logistics committee of AFFI (American Frozen Foods Institute). Ken follows in his father Roy Johnson's footsteps as an active member of the IARW. During Roy Johnson's presidency of MTC, he was Chairman of both the IARW's Board of Directors and the WFLO Board of Governors.

According to Ken Johnson, "The importance of being involved in our company's industry organizations cannot be underestimated. Our customers rely on us to handle, store and distribute their products, which is a task that should not be taken lightly. I use these organizations to help keep my finger on the pulse of our industry and this helps me assure our customers that their products are well cared for in a safe and professional manner."

**■ Spreng Appointed General Manager of MLogistics®**



Ernie Ferguson, Vice President of Sales, Merchants Terminal Corporation, announced today the appointment of Joshua E. Spreng as General Manager of their transportation affiliate, MLogistics®.

Spreng is a graduate of Towson University and has a comprehensive background in logistics. He grew up in the industry working with his father's business, Expedited Services located in Hagerstown, MD. Spreng will manage all operational aspects for the company. MLogistics® offers the east coast's most comprehensive 3PL temperature controlled LTL consolidation program, servicing 38 states with weekly scheduled on-time deliveries.

"We are looking forward to having Josh as a part of our team. Our customers have demanded a comprehensive service offering and MLogistics® is our latest effort to meet our goal of becoming our customers' logistics department," said Ferguson.

**Imperial Receives 9<sup>th</sup> Consecutive Superior Rating**



Richard Heldreth, Dock Foreman (left)  
Clayton Brown, Operations Manager (right)

Congratulations to Clayton Brown, Operations Manager at Imperial Freezer Services, and his staff for a job well done. Imperial received a Superior rating, AIB's highest rating, during a surprise sanitation audit conducted on February 14, 2006. Imperial received a Superior rating from the AIB for the 9<sup>th</sup> consecutive year.

**NOCS: Sailing Again in New Orleans**

It has been a long tug, but NOCS is sailing again in New Orleans, at least figuratively speaking. On January 25<sup>th</sup>, almost 5 months to the day that the Port of New Orleans was hit by Hurricane Katrina, NOCS welcomed the return of break bulk loading with their first vessel at their dockside complex at the Jourdan Road Terminal.



NOCS actually returned to the business of blast freezing fresh poultry in the Crescent City in early December with their revitalized warehouse operations at the 60,000 square foot Alvar St. freezer.

Now, with the initial phase of Jourdan Rd. warehouse reconstruction completed allowing for additional blast freezing and storage space, NOCS is well on its way to rebuilding the 160,000 square foot complex.

Once again, the compressors are humming in the engine rooms, and the tractor-trailers are idling at the truck docks of NOCS in New Orleans, as they work tirelessly to recapture the seamless, full-service warehousing, transportation, and stevedoring operations for which NOCS has become known throughout the international shipping community.

It's still 1-800-STA-COLD for NOCS...and they are back!



**“Mark, the White House is on Line One.”**



The call came shortly after a Federal Government employee interviewed Mark Blanchard regarding his experience with the aftermath of Hurricane Katrina. The person on the phone announced, “Mr. Blanchard, this is the White House calling...to see if you would be interested in participating in a Round Table discussion with the President of the United States tomorrow.”

Of course, Mark was ecstatic and told the caller he would be honored to participate. President Bush came to New Orleans on January 12<sup>th</sup>, 2006, to have a round table discussion with four small business people from New Orleans. After an opening statement by President Bush which allowed for media coverage, the media were escorted from the room and a private meeting of twelve people began thereafter. In attendance were President George W. Bush, Louisiana's Lieutenant Governor Mitch Landrieu; New Orleans Mayor Ray Nagin; Honorable Donald Powell, the federal coordinator for the Gulf coast recovery; Louisiana Congressmen Richard Baker, Charles Melancon and Rodney Alexander. The group also included Mark Blanchard and three other small business representatives. The purpose of the meeting was to give the four small business representatives the opportunity to convey to the President their successes and struggles in their businesses in dealing with Hurricane Katrina and its aftermath. The three other small business representatives included a radiator shop owner, an OB/GYN doctor and a praline manufacturer. Each of the four speakers made their case with the President, during which time the President was extremely engaging and inquisitive and offered suggestions and support of all of the issues presented.

At the end of the approximate 1-1/2 hour meeting, President Bush took personal pictures with each of the four business people at which time Mark had a couple of minutes to converse one-on-one with the President. The highlight of this conversation was when Mark told the President that his youngest son, Chris, who is 19, had worked in President Bush's re-election campaign and had driven four times in the President's motorcade during visits to Louisiana after the hurricane and that he aspires to one day be the President of the United States. The President then asked an aide for a card, asked Mark for his son's name and, then, signed a 3x5 Presidential card upon which was inscribed, “To Chris, Go for it! Best wishes, George W. Bush.”

## Here We Grow

From Potatoes to Poultry, World Group Members Remain Close To The First Link In the Food Chain.

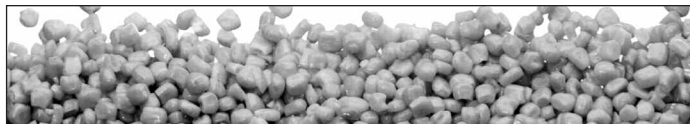
### ■ Imperial Freezer Services

North Carolina is a big producer of poultry and pork products, with Imperial active with both the chicken and turkey industry. Chicken is especially important, with 4 poultry plants within 25 miles of the company's Sanford location. "We serve the chicken industry for exporting and for domestic distribution of processed items," said Brian Davis, VP of Finance. "Turkey plants to the east also keep us busy with blast freezing, packing and exporting, as well as distribution for seasonal demand. Pork production is a major industry in North Carolina. Smithfield Packing Company, the world's largest pork producer, has a very large plant 60 miles to the east of us in Tar Heel."

### ■ Merchants Terminal Corporation

The Delmarva Peninsula, the major agricultural region of Delaware, Maryland and Virginia, has been a part of Merchants' business plan since the early 1900s. Located near the Atlantic Ocean, the rich farmlands and temperate climate offer ideal growing conditions for many vegetables. In recent years, an expansion of the poultry industry has brought additional opportunities for temperature controlled logistics.

Located near the Port of Baltimore and adjacent to interstate 95, all three of Merchants' distribution centers are strategically located to provide cost effective domestic and international



logistics services. Additionally, through their transportation affiliate MLogistics®, Merchants offers one of the few LTL consolidation programs that also offers port access. "We offer a unique opportunity for customers importing goods into the east coast," says Merchants' VP of Sales, Ernie Ferguson. "There are very few companies that operate port facilities and also offer a comprehensive LTL consolidation program. We currently serve 38 states weekly and hope to add the remainder of the lower 48 by the end of the year."

### ■ Henningsen Cold Storage

The Pacific Northwest offers an abundance of fruits and vegetables. From juicy strawberries, to sweet corn to tasty green beans, cranberries and Washington apples...not to mention Oregon potatoes...Yes potatoes, many people don't realize that eastern Oregon grows a significant amount of potatoes that you probably have in your freezer right now.

Henningsen Cold Storage supports a wide range of agriculture industries in Oregon, Washington and Idaho as business partners with the leading names in food processing. Henningsen also has a great group of people who call North Dakota home. North Dakota is also known for potatoes. The HCS Grand Forks logistics center supports one of the biggest potato processors in the Midwest, and the company ships all over the country to many of the biggest names in casual dining.