

The World Group Outlook



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Standing(l-r): Michael Villaneuva, Ralph Newton, Andrew Garcia, Hector Ampudia, Manual Gomez, Robert Gillespie, Jack Rodriguez and Angelo Antoci. Seated(l-r): John Wilson, Delia Noriega, Carolyn Dibrell, Blanca Flores, Jose Mireles and Luis Mireles.

■ U. S. Growers 20 Year Club Party

U. S. Growers recently honored its longtime employees at their Annual 20 Year Club Dinner Party. All personnel with 20 years or more of service, and their guests were invited to an evening of fine dining and musical entertainment at the Wyndam Gardens Hotel in the City of Commerce, California. This year's inductees raised the total club membership to 21 members.

President Angelo Antoci welcomed each new member to "the club" with a special gift in recognition of their dedication to U.S. Growers over the years. He encouraged each of the members to come forward, to be applauded by their friends and co-workers, and to share a few words about their time with the company. There were many good stories told throughout the evening and many, many, more laughs.

■ IARW Committees

Seven of the World Group member companies participated in the 2006 IARW Assembly of Committees in Washington DC, July 29-August 1, 2006. Ken Johnson, of Merchants Terminal Corporation and current World Food Logistics Organization Chairman, chaired the IARW Operations Committee. Ian Miller, of Trenton Cold Storage Ltd., chaired the IARW Technology Committee, and Brian Davis, of Imperial Freezer Services, chaired the IARW Insurance & Warehouse Law Committee. Representatives from Henningsen Cold Storage, US Growers Cold Storage, NOCS, and American Cold Storage also learned about the recent trends and challenges in the industry.

■ IARW Chapters Merge

The Great Lakes and Missouri Valley Chapters of the IARW have merged to form the Heartland Chapter. Kevin Gorbett of Great Lakes Cold Storage co-chaired the 1st annual meeting of this new chapter in late August. The meeting featured an executive panel of John Tippmann Sr., Thomas Newell, and Mike Henningsen Jr. They discussed "Changes in the Industry." Attendees were all enthused to have these industry leaders all in one room to share their experiences and thoughts.

■ Save-A-Lot Picks Portland. . . and Henningsen



Portland will become the Northwest distribution hub for Save-A-Lot, a chain of just-the-basic grocery stores that typically operates in lower-income neighborhoods. A newcomer to the Northwest market, Save-A-Lot will also open stores in Portland and Milwaukee, and in Pasco and Tacoma, Wash. Henningsen Cold Storage's Forest Grove, Oregon operation will be providing dedicated perishable (frozen/cooler) space and handling services for Save-A-Lot. Save-A-Lot's grand opening into the Pacific Northwest is slated for September 20, 2006. By using Henningsen's space & services, it allowed Save-A-Lot to reduce its initial capital investment into this new market. It also affords the necessary flexibility to accommodate Save-A-Lot's expected growth in the market.

"This is a great opportunity for Henningsen to offer expanded services at our Forest Grove operation," says Executive Vice President, Tony Lucarelli. "As the Pacific Northwest retail & foodservice market grows, this location will offer an excellent solution and economies of distribution and warehousing for Save-A-Lot, their suppliers and other potential retail and foodservice companies desiring to grow in the region."

The division of Supervalu expects to open 25 to 30 stores in the region in the next 12 months, eventually reaching 100 locations.



The newest member of The World Group, Frialsa Frigorificos continues to build its warehousing and logistics infrastructure.

South of the Border: Frialsa Frigorificos Expands Tulu

Frialsa Frigorificos recently completed an expansion in the company's Tula warehouse. The expansion consisted of 550,000 cu. ft., adding 2500 extra pallet spaces and bringing the total capacity of that warehouse to 6000 pallet positions. The company's logistics division, Frialsa Logistica, added 4 new mid size trucks. Frialsa Logistica provides LTL and dedicated refrigerated service to Frialsa's customers, covering 140 cities and 1300 weekly stops throughout Mexico, with DSD service to supermarkets, hotels and restaurants.



Marie Sullivan Joins TCS

Marie Sullivan joined Trenton Cold Storage in February 2006 as Manager, Human Resources. Marie has over 20 years experience in foodservice and retail prior to joining TCS. Most recently, Marie spent 13 years at Laura Secord. She joined the retailer as District Manager, Toronto and was promoted to General Manager, Laura Secord Hallmark stores (a joint venture between Laura Secord and Hallmark Cards) in 1999. In 2003, Marie became Regional Director, Central and Western Canada overseeing the operation of 96 stores from Toronto to British Columbia. Marie attended Ryerson University in the Bachelor of Applied Arts program, Hospitality and Tourism Management and is currently working towards her CHRP (Certified Human Resources Professional) designation. Marie's strong operational background and her knowledge of the labor markets in Ontario and Alberta make her a strong addition to the Human Resources team.

Bohr to New Position at HGS

We are pleased to announce that John Bohr has accepted the position of Director of Warehouse Services for our Kent, Washington operation.

John was previously Director of Warehouse Services at our Stilwell, Oklahoma operation. John has been with the company for almost 15 years. John started as a warehouseman in Twin Falls, Idaho working his way to Day Shift Supervisor. In 2000, John transferred to Stilwell, Oklahoma and was promoted to Warehouse Superintendent, then, to Director of Warehouse Services.

Two New at TCS Alberta

TCS Alberta, our warehouse located in Edmonton Alberta, has gained much success since the transfer there of a 9 year TCS Trenton veteran, Jamie Brown. Jamie relocated his family to Alberta to manage the facility and bring the Trenton spirit and heritage to Alberta. Jamie brings with him, many years of experience as a Warehouse Operator, Shift



Jamie Brown (left) and Nick Denman (right) are two new faces at TCS Alberta.

Supervisor, and Day Foreman with TCS operations in Ontario. In addition to Jamie, TCS Alberta has gained the skill of Nick Denman, originally from England, and more recently an Edmontonian. Although new to the PRW business, Nick has years of experience managing and training people, and has made a great contribution as Assistant Manager. Combined, the two have inspired their team to work smart, efficient and together!

DeRuyscher Joins American as VP Sales and Marketing



Robert J. DeRuyscher joined American Cold Storage as Vice President, Sales and Marketing on June 12, 2006. Bob is a graduate from Michigan State University. For the past 8 years, Bob has directed both sales and operations within a 3PL environment with AmeriCold Logistics and Mallory Alexander International

Logistics. Bob's previous background includes operation management with Plush Pippin (A Nabisco Company), Edward Baking Company, Mrs. Smith Frozen Foods (A Kellogg Company) and the Kellogg Company. Bob is looking forward to working with the World Group as we together look at new business opportunities.

Flores Promoted to U.S. Growers Office Manager



U.S. Growers is pleased to announce the promotion of Blanca Flores to Office Manager. Ms. Flores has excelled in her many capacities over the years at U.S. Growers, most recently as Order Desk Supervisor and Assistant Customer Service Manager. She joins our management team with an excellent reputation for taking care of our customer's needs above and beyond

their highest expectations.

World Group Members Gather for Annual Meeting

The World Group Annual meeting was held in Portland, Oregon, August 9-13, 2006. The informal event gave members the opportunity to review the upcoming business for 2007, tour Henningsen Cold Storage's Portland, OR operation, and enjoy sights and scenes of the great Pacific Northwest.

Brian Davis, Imperial Freezer Services; Kevin Gorbett, Great Lakes Cold Storage, and Ken Johnson, Merchants Terminal Services, all agreed to continue on as President, Vice President/Secretary & Treasurer, respectively.



A social evening of friends and family at the home of Mike Henningsen.



“One of our objectives is to gain insight into operational process and procedures that will help us better function as independent businesses,” said Group President Brian Davis. “Our main purpose is and always has been, however, an open dialogue between all nine members on how we, as independent warehouses, can assist each other’s customers in our specific region.”

“We firmly believe a group of closely owned and operated companies offer customers far greater value in terms of service and regional expertise compared to the bureaucracy of a national chain. It’s our goal to communicate that message.”

-World Group President Brian Davis



Mike Henningsen, President, Henningsen Cold Storage, and Sam Bradshaw, President, American Cold Storage.

Help Us Be More Efficient

Help us be more efficient. Our goal is to bring you World Group news and current events via email. Even though we may have your e-mail address on file, please help us ensure accurate records by sending us an e-mail with “World Group” in the subject line.

e-mail
or
fax

Send the e-mail to tom@murdochmarketing.com.

or

Fill out and fax this form to 616.392.5978.

Company	<input type="text"/>
Name	<input type="text"/>
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Calendar of Events

September

- September 6-8,** Expo Alimentos, Monterrey, NL Mexico; www.expoalimentos.com.mx
- September 7-8,** Stagnito's New Products Conference, Drake Hotel, Chicago, IL; www.stagnito.com
- September 8-10,** Philadelphia Candy Show, Atlantic City, NJ; www.phillycandyshow.com
- September 11-14,** American Wholesale Marketers Assoc. Distribution Summit, Las Vegas, NV; www.awmanet.org
- September 12-14,** FISA (Food Ingredients South America 2006), Sao Paulo, Brazil; www.fisa.com.br
- September 12-14,** HBA Global Expo, New York, NY; www.hbaexpo.com
- September 13-15,** IARW North and South Pacific Chapter Meeting, Coeur d'Alene Resort, Coeur d'Alene, Idaho, USA
- September 14-17,** North American Meat Processors Association's (NAMP) 64th Annual Convention, Hawaii; www.namp.com
- September 14-17,** Frozen & Refrigerated Association of the NorthEast, 51st Annual Conference & Convention, Ogunquit, ME, www.frane.org
- September 20-22,** IARW North Atlantic Chapter Meeting, Auberge Saint-Antoine, Quebec City, Canada
- September 25-28,** American Frozen Food Institute's Government Action Summit, Washington, D.C.; www.affi.com

October

- October 2,** IARW European Council Meeting, Hyatt Regency Hotel, Charles de Gaulle Airport, Paris, France
- October 3-6,** International Bottled Water Association (IBWA), Las Vegas, Nevada
- October 3-9,** IBA World of Baking, Munich, Germany; www.iba.de
- October 4-6,** American Meat Institute Innovation Showcase Convention, Hollywood, FL; www.meatami.com
- October 4-7,** Natural Products Expo East, Baltimore, MD; www.expoeast.com
- October 7-8,** Vancouver Sweets Expo, Vancouver, British Columbia, Canada; www.sweetsexpo.ca
- October 7-11,** National Frozen & Refrigerated Foods Convention, Orlando, FL; www.nfraweb.org
- October 7-11,** National Grocers Association's Executive Management Conference, Indian Wells, CA; www.nationalgrocers.org
- October 8-11,** NACS (National Association of Convenience Stores) Annual Meeting & Exposition, Las Vegas, NV; www.nacsonline.com
- October 10-12,** Nightclub & Bar Food & Beverage Show, Atlantic City, NJ; www.nightclub.com
- October 14-19,** IARW-WFLO Boards Meetings, Latin American Cold Chain Summit, and SW Chapter Meeting, JW Marriott Cancun Resort, Cancun, Mexico
- October 20-23,** IDF World Dairy Congress, Shanghai, China; www.idf2006shcn.com
- October 23-25,** InterBev, Sands Expo Center, Las Vegas, NV; www.interbev.com, NAMA National Expo, Orlando, FL; www.vending.org
- October 29-Nov. 2,** PACK EXPO International, Chicago, IL; www.packexpo.com
- October 29-Nov. 2,** Process EXPO, Chicago, IL; www.foodprocessingmachinery.com