

Henningsen Selected to Manage New Transload Center



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Henningsen Cold Storage has been selected by the Port of Benton to operate a new rail Transload Center in Richland, Washington. The Port teamed up with the State of Washington, the City of Richland, and the Tri-City & Olympia Railroad to build the Center at the Horn Rapids Industrial Park located off SR 240 on Kingsgate Road.

The new temperature-controlled facility will handle increased demand for shipping products by rail across America, handling, frozen, refrigerated and dry products from a wide variety of growers and manufacturers.

The Transload Center is strategically located with dual rail access (Union Pacific and Burlington Northern Santa Fe Railway), and daily switching provided by the Tri-City & Olympia Railroad. Pacific Northwest perishable food ship-

pers will gain a location for consolidating rail shipments destined for virtually any market in the continental United States, Canada or Mexico. Henningsen's nationwide cold storage network will provide regional destination points for the shipments, and Henningsen Transportation Services will provide both inbound and final-mile delivery.

The new facility will be operational in September 2008.



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Merchants Terminal Corp.
NOCS
Trenton Cold Storage, Ltd.
U.S. Growers Cold Storage, Inc.

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Your Alternative Refrigerated Logistics Network



Frozen is Just the Tip of the Iceberg

There's more here than just ice cold... World Group members offer you a controlled pipeline for your cooler products, as well as your deep-frozen.

"How about Much More Than Frozen?"
At U.S. Growers Cold Storage, frozen

storage is just the tip of the iceberg. While some refrigerated logistic companies have a 'cooler,' U.S. Growers has a variety of optimum storage options. Temperatures range from +28° to +40° Fahrenheit and unique temperature-controlled dry storage areas for sensitive items like coffee, wines and chocolate. Combine that with 1,000 pallets of blast freeze capacity and dedicated thawing areas, U.S. Growers is always ready to prepare your product for storage or shipping - you can have your cake, freeze it, thaw it, bring it to room temperature, and eat it, too.

With eight locations, next day delivery service, close proximity to the nations two busiest ports, and industry leading customer service, U.S. Growers is your preferred choice for a refrigerated logistics service provider in Southern California.

Henningsen is also very active in handling chilled products. In addition to its extensive frozen logistics network, Henningsen Cold Storage also provides refrigerated logistics services for a wide variety of customers. Its Seattle, Washington and Portland, Oregon, locations serve the needs of dairy and beverage industry customers, while its Scranton, Pennsylvania, facility focuses on the pharmaceutical industry. Henningsen Cold Storage understands the special handling needs of pharmaceuticals and its dedicated warehouse and transportation team are at your service with solutions for you and your customers.



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Merchants Implements RedPrairie WMS



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Continuing to focus on the strategy of best in class technology, Merchant's launched phase 1 implementation of a new RedPrairie (RP) warehouse management system (WMS). Merchants installed the system at the Jessup, MD, distribution center focusing on a large distribution customer. Phase 2 is focusing on high intensity case pick accounts at the facility, with the entire facility on line by the end of the year. Merchants will implement the system at their Wilmington, DE, distribution center next and integrate into any new facilities or acquisitions.

The system focuses on optimizing every move within the distribution center with the goal of enabling agile, efficient

and lean distribution operations that deliver the perfect order. RP provides the most comprehensive task optimization technology, including directed put-away; RF scanning; equipment optimization; operator work management; non-productive time management; interleaving and the industry's only embedded 3D mapping.

According to Merchant's VP of Information Technology Dave Eden, the implementation has exceeded expectations. "Anytime you install a new system and processes, especially ones as complex as the RedPrairie WMS, you have to put in place contingency plans for issues that might arise from implementation," said Eden. "We have been planning this change for over a year and our team really took the training aspect seriously. I have to give our team an A+ for making this seamless to our customers."

"We have made a significant investment in RedPrairie with a goal to exceed our customers' expectations," says Merchant's VP of Sales Ernie Ferguson. "One of our biggest concerns is maintaining a high level of service for our customers as the complexity of their supply chains increase. RedPrairie allows us to effectively manage the flow of cases within our distribution centers while providing real time information and traceability to our customer."

Frialsa Expansions Continue; Growing Company Opens in Colombia Warehouse



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Frialsa has opened its new warehouse in the city of Colombia, Nuevo Leon on the Mexican side of the US border



Frialsa now offers 11,000 pallet positions across the border from Laredo, Texas.

with Laredo, Texas. This operation has a refrigerated dock, with cooler and cold storage services, and a capacity of 11,000 pallet positions. Frialsa is providing logistic services, including truckload and LTL, from this new facility to all of Mexico.

Expansion of the company's Cancún warehouse are expected to be completed in late May. Expansions are also underway in the Cuautitlan warehouse in Mexico City and in the Bajío warehouse (in the town of Celaya, Guanajuato), with completion in October and August (respectively).

TCS Group on the Move!



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The TCS Group has been in business since 1902... three generations of family and 106 years later, we ventured into something new. We designed a display booth, marketing material and armed ourselves with TCS "giveaways." We then took our kit on the road! Our first foray into this was

the "Ethnic and Specialty Food Show," and "All Things Organic" followed by the "Grocery Innovations Show," in Toronto. Both were three days of non-stop interaction, and observation about what is going on in the world of food innovation, marketing and distribution in Canada. The next stop for the TCS Group will be the "Bakery Showcase" in May 2008 in Toronto. We are finding the food show experiences very valuable. We've made great connections, which allows us to decipher what is most important to our clients and to infuse our culture of professionalism and caring.

Mike Hannah Retires from Great Lakes



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Mike Hannah has been a part of Great Lakes Cold Storage since its inception. Mike was the General Manager of sister facility Gateway Cold Storage until it was closed in 2006. He has been in the cold storage business for 16 years and has lent that knowledge to everyone. He has been the "Jack of all Trades" for Great Lakes. Mike has jumped in on Accounts Receivable, Sales, Operations, Human Resources, Supervision, and anywhere else he could help. His versatility and vast knowledge of the business will be sorely missed. CONGRATULATIONS MIKE!!!



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