

American Cold Storage  
 Frialsa Frigorificos S.A. de C.V.  
 Great Lakes Cold Storage  
 Henningsen Cold Storage Co.  
 Imperial Freezer Services, LLC  
 Merchants Terminal Corp.  
 NOCS  
 Trenton Cold Storage, Inc.  
 U.S. Growers Cold Storage, Inc.

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# The World Group Outlook



Your Alternative Refrigerated Logistics Network

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## Featured Member



**GREAT LAKES COLD STORAGE**  
 1.800.248.9600  
 FAX 1.440.248.4315  
 Locations: Ohio and Pennsylvania  
 Contacts: Pat Gorbett, [pgorbett@glcsinc.com](mailto:pgorbett@glcsinc.com)

Great Lakes Cold Storage is a full service third party logistics provider, with nearly 9 million cubic feet of fully convertible refrigerated and frozen space. We tailor our services to each customer's needs including cross docking, import/export, blast freezing, pool consolidation, rail service, and much more. Our LTL Consolidation Program is anchored by our own truck fleet, which provides our customers with dependable and on time service. This same truck fleet provides dependable shuttle service, which means our customers make one call for all their logistical needs.

Sister company, Great Lakes Cold Logistics, is a full-service freight distribution company specializing in refrigerated, asset-based transportation services to the retail, food service and manufacturing industries. We create transportation solutions for our customers and offer the broadest services and technologies in the industry. Our service is our only product. Our commitment to customer service is second to none.

Locations: 2 in Ohio and Pennsylvania



Contact:  
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**American Cold Storage**  
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**Trenton Cold Storage, Inc.**  
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**NOCS**  
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**Frialsa Frigorificos**  
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**Merchants Terminal Corporation**  
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**U.S. Growers Cold Storage, Inc.**  
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 Ralph Newton, [rnewton@usgrowers.com](mailto:rnewton@usgrowers.com)



**Henningsen Cold Storage Co.**  
 1.800.791.2653(COLD)  
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 Locations: 11 in Idaho, North Dakota, Oklahoma, Oregon, Pennsylvania and Washington  
 Contact: Tony Lucarelli, [tony.lucarelli@henningsen.com](mailto:tony.lucarelli@henningsen.com)

## Frialsa Upgrades WMS

Frialsa has initiated a major warehouse management system changeover, placing the company in a more competitive position and confirming its leadership throughout Mexico.

The new WMS, called '3PL', is designed to facilitate the specific customers that typically contract third party logistic services. The new system offers enhanced inventory control and provides extended communication capabilities, allowing customers to 'self-serve' information when desired.

With 3PL, Frialsa will also achieve internal efficiencies, such as

improved automated billing, detailed labor productivity control, paperless files and Web/EDI access capabilities, among others.



Frialsa's WMS is a key component of a corporate IT strategy that involves the recent renewal of other systems, such as the ERP, CRM and a Balanced Score Card application that tracks the company's ongoing Key Performance Indicators.

## Royal Thailand Delegation Tours U.S. Growers

U.S. Growers Cold Storage recently hosted a delegation from Royal Thailand's Public Warehouse Organization (PWO). The PWO is a state enterprise under the Ministry of Commerce established in 1955 with the objective of assisting producers, especially those in the agriculture sector, in the domestic storage of agricultural commodities and consumer products for both domestic and foreign markets, and the exporting and importing of product to and from Thailand.

Members of PWO, along with Chantira Vivatrat from the Thai Trade Center USA, toured several U.S. Growers Cold Storage facilities in Los Angeles during their "business study tour" of the West Coast. They were especially interested in third party logistic providers and the role of the PRW's in the U.S.

Impressed with the facilities and the operations of U.S. Growers Cold Storage, they extended an offer to visit their facilities in Thailand in the near future.

Photo: Ralph Newton, Operations Manager U.S. Growers Cold Storage (center left), was on hand to answer questions and guide delegation members during their business study tour of the U.S. Cold Storage operations.



Storage (center left), was on hand to answer questions and guide delegation members during their business study tour of the U.S. Cold Storage operations.

## Imperial Makes WMS Change to Accellos



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WMS puts the information you need at your fingertips. Get the information you need when you need it. Contact Imperial Freezer Services today to put the power of dedicated people and state of the art technology to work for your logistics needs.

## Ortega to Supervisor at U.S. Growers



U.S. Growers Cold Storage announces the promotion of Ricardo Ortega to Warehouse Supervisor at our Area #1 facility, Los Angeles, Ca. Ricardo began his career at U.S. Growers 18 years ago as a forklift operator. Since then, Ricardo has steadily

risen through the ranks, learning the 3PL/ Cold Storage industry from the ground up.

Prior to his promotion, Ricardo had been a freezer foreman, a lead foreman and the assistant Warehouse Supervisor at Area #1, one of the company's largest facilities, and home of the corporate offices. His reputation for excellence in servicing customers and his team attitude, combined with his dedication and attention to detail, will serve him and U.S. Growers well in his new position.

## Blanchard Named President of NOCS - New Management Team In Place

New Orleans Cold Storage (NOCS) recently announced the promotion of Mark Blanchard to President, Randy Scarpero to VP of Operations and Jim Henderson as General Sales Manager.



Mark E. Blanchard, former Executive Vice President, was promoted to President and CEO of NOCS effective June 1st. A 24-year veteran of NOCS, Blanchard began his career as a sales manager and was subsequently promoted to Vice President of Sales and Marketing. He is also a member of the company's Board of Directors, the Executive Board of the International Association of Refrigerated Warehouses, past Chairman and current Executive Board member of the USA Poultry & Egg Export Council and past President of The World Group.

"NOCS is a company which I love and have poured my heart and energy into for the past 24 years," said Blanchard. "It is a tremendous honor and vote of confidence to be given the reigns of our 123-year-old company."

A Summa Cum Laude graduate of Nicholls State University, Blanchard is married to Susan Heintz Blanchard and has two children.

Randy Scarpero, a 23-year veteran of NOCS, was promoted to Vice President of Operations. In this new position he will oversee all warehouses and engineering departments at each NOCS location. Scarpero was originally hired as a forklift operator and was promoted to Assistant Manager and then to Plant Manager.



In 2005, he was promoted to Operations Manager. Currently he is an officer for the Southeast Chapter of the International Association of Refrigerated Warehouses. He has been married to Michelle Schwab Scarpero for 18 years and they have two sons.

Jim Henderson was hired as General Sales Manager in May and will be responsible for the company's overall sales and marketing efforts involving the three locations in New Orleans, Houston and Charleston, South Carolina.



Henderson has worked in transportation, logistics and international business for over 15 years, most recently as manager of Gulf/ International Sales for Consolidated Terminals and Logistics Company. He also worked with International Shipholding Corporation as

Marketing Development Manager and in various capacities at Tropical Shipping. He will be based at NOCS Corporate Headquarters in New Orleans.

A graduate of Wofford College, Henderson received his Masters of International Business Studies from the University of South Carolina, and has lived, studied and worked throughout Latin America, the Caribbean, North America and Europe. Jim is married to Angie Perreand Henderson and has 3 children.