United States Cold Storage

THE SHIELD NEWSLETTER

The Shield 3rd Quarter 2015

National Award for USCS Covington

United States Cold Storage is proud to announce it has been awarded the 2015 National Design-Build Project/Team Award recognizing the company’s new distribution center in Covington, TN.

Completed in January 2015, this 9,010,000 cubic foot facility maintains a -20°F environment for ice cream storage and is dedicated to Unilever’s adjacent ice cream manufacturing facility.

Developed with Primus Builders Inc., Woodstock, GA, USCS Covington represents several important firsts for USCS. It is the company’s first dedicated, plant-attached facility; its first automated warehouse and its most energy efficient and sustainable operation designed according to the US Green Building Council’s Leadership in Energy & Environmental Design (LEED) program. (Covington is in consideration for official LEED Silver Certification.)

The Design-Build Institute of America (DBIA) announced its 20th annual Design-Build Project/Team Award Winners in each of nine categories. USCS Covington was one of only three honorees in the “Industrial/Process/Research” segment. Entries were recognized for exemplary collaboration and integration in design-build project delivery, the award-winning projects were evaluated by a distinguished panel of industry experts.

“To win a National Design-Build Project Team Award, projects must not only achieve budget and schedule goals, but also demonstrate advanced and innovative application of design-build best practices,” says Lisa Washington, CAE, Executive Director/CEO of DBIA. “This year’s winning projects exemplify Design-Build Done Right in their design-build process, excellence in design, and extraordinary teaming performance. The jury’s difficulty in choosing winners demonstrates how much design-build

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Covington (continued from page 1)
expertise has expanded since we started the awards program in 1996.”

Michael Lynch is Vice President of Engineering for United States Cold Storage.

“USCS is not one to shy away from trying something new and innovative,” he says. “Our newest warehouse in Covington is a testament to our company’s innovative culture and this operation has become a flagship facility to showcase many new, state-of-the-art technologies. We will consider many of these features at other USCS locations in the future.”

AUTOMATION: Covington utilizes an inbound product pallet handling system with two automated guided vehicles that can convey approximately 95 pallets per hour, 24 hours per day, seven days per week. USCS’s proprietary Warehouse Management System also directs automated storage and retrieval cranes, which move pallet loads of ice cream into staging bays for put-away.

GREEN PROFILE: Covington drives down energy cost using several energy efficient technologies including efficient LED lighting and a carbon dioxide ammonia cascade refrigeration system with glycol defrost. USCS and Primus used renewable and/or recyclable construction materials to build the facility, which also has numerous features to reduce water and increase indoor air quality.

Matt Hirsh is president of Primus Builders.

“DBIA has a national reputation for pushing the industry to improve its processes,” he adds. “The USCS Covington project team demonstrated its ability to incorporate technology, sustainability and safety on this project while delivering it on a fast-track schedule and within budget. It raises the bar for future cold storage facilities industry-wide.”

One project in each of the nine categories will be named as a National Award of Excellence winner in an awards ceremony during DBIA’s Design-Build Conference and Expo on November 3 in Denver, CO. In addition, four National Awards of Excellence will be given for Design (one for architecture and one for engineering), Process and Teaming and one project will be honored as Project of the Year.
Focus on Sustainability, Safety

After traveling for much of the spring, I had the opportunity to spend most of August at home and in our New Jersey corporate headquarters.

As I write this, our Voorhees office recently hosted US Cold’s board meeting. At this board meeting—in addition to focusing on normal board issues—we look ahead to budgeting season and the board’s expectation for the 2016 operating budget. Although 2015 has been a strong year for frozen inventory and throughput, we have a certain amount of caution related to the instability of stock markets and we’re hoping that does not trigger an economic downturn on the horizon.

In spite of uncertainty in the stock markets, US Cold Storage will continue its steady progress of growth and modernization. The board approved three new greenfield warehouses for the company as well as one major warehouse addition.

The board also continued to express its support for sustainable development and the Chairman reiterated the Swire Group’s commitment to dedicate funds for sustainable development projects that don’t meet our operating company’s financial objectives. Earlier this year, US Cold Storage received $1.3 million from the Swire Sustainable Development Fund to help build a solar farm at our Lumberton, NC, warehouse. We are also preparing another proposal for solar farms in California that will require support from the Swire Sustainable Development Fund.

In addition to the growth of our warehouse network, the US Cold Storage board also expressed support for the further growth and development of our Transportation & Logistics operations. During the board meeting, we reviewed the successful start-up of our new Covington, TN, warehouse and the benefits that automation is yielding in this new location. The board asked management to continue to explore new ways to embrace technology and automation. Our goal is to ensure that USCS maintains a leadership position in the industry.

Speaking of leadership, I am pleased to report that the Covington warehouse earned a prestigious 2015 National Design-Build Project/Team Award. Earlier this year, the Design-Build Institute of America (DBIA) announced its 20th annual Design-Build Project/Team Award Winners in each of nine categories. USCS Covington was one of only three honorees in the “Industrial/Process/Research” segment. Entries were recognized for exemplary collaboration and integration in design-build project delivery.

I want to commend the work of Mike Lynch, US Cold’s Vice President of Engineering, and his team. We also want to thank our project design-build partner, Primus Inc. This November, Mike will represent US Cold at DBIA’s Design-Build Conference and Expo in Denver, CO. There, one project in each of the nine categories will be named as a National Award of Excellence winner in an awards ceremony.

Before I close, I do want to talk about the importance of safety. We had an exceptionally good safety year last year. Unfortunately this year, we are not meeting our safety goals related to recordable, lost-time accidents. These are ones that I find particularly concerning. We always want to ensure the safety and wellbeing of our employees. I ask that we all develop a culture of safety and we’re instituting several new safety directives to reduce the incidence of accidents and injuries in the workplace. My goal is that—every day—our employees go home safely, in the same condition as when they arrived. Thank you, in advance, for doing your part.

In closing, I would like to thank all of our associates in US Cold Storage for their continued hard work, dedication and support. Most especially, I would like to thank our customers. Your continued support makes all of this possible.
They say “third time’s a charm.” Yet USCS LaVergne, TN, associates are living more than a charmed life. It was hard work, attention to detail and customer service that helped them win The Kellogg Company’s annual “Top Gun” award for supplier warehouse performance during 2014.

This is the third time in five years the Kellogg’s award has gone to LaVergne. Kellogg’s uses as many as 14 key performance indicators (KPI’s) to evaluate its seven outside supplier warehouses. The KPIs include inventory case accuracy, EDI accuracy, warehouse damage and pool schedule adherence.

“Last year, we had the opportunity to increase our partnership with Kellogg’s by taking on additional distribution lanes previously handled by the Kellogg’s Rossville facility,” notes Marlon Lucas, LaVergne Vice President and General Manager. “Winning Kellogg’s top award for the third time in the last five years is a testament to our continuing efforts to service Kellogg’s as a ‘Best-In-Class’ partner. We view the Top Gun program as an important measurement of areas we are successfully executing and areas we can focus more attention to improve service levels to all our customers.”

Visiting LaVergne this June to present the award from Kellogg’s were Holly Scott, Director of Deployment Transportation; and Becky Branstetter, Associate Director of Transportation Procurement. Holly spoke to LaVergne associates, who also were treated to a catered lunch with free t-shirts and hats. Kellogg’s also sponsors a prize raffle in which all associates receive a gift.

Holly Scott notes, “In 2014 we moved to a vendor-managed transportation management system, which drove a major process change on how we tender orders. The LaVergne team does an outstanding job managing our business. They have won the Top Gun three times because they are an extraordinary facility with wonderful employees.”

It’s here that Marlon adds a few congratulatory comments.

“It takes the combined effort of each and every employee in the facility to succeed,” he says. “All deserve to be recognized for their contributions throughout the year.”

Marlon adds, “Congratulations to Plant Superintendent Tim Greer for winning a Top Gun award in his first year after being promoted to Superintendent of LaVergne and Smyrna. I also want to commend Tim Green, our Kellogg’s Customer Service Representative for working hard to meet and exceed Kellogg’s requirements on a daily basis.”

Marlon also thanks LaVergne Office Supervisor Denise Short, who coordinated all the Top Gun celebration activities.

*Congratulations USCS LaVergne!*
Frozen seafood processor Gorton’s invites vendor-suppliers to the company’s annual Supply Chain Conference. There, Gorton’s officials discuss operations and logistics activities, share company goals and encourage key vendors.

Part of that encouragement includes awards, which recognize supply chain partners for exemplary performance during the preceding year. At this year’s June event in New Hampshire, Gorton’s Director of Distribution, Ryan Hill presented the company’s Warehouse of the Year award to USCS-Hazleton (PA).

This is Hazleton’s first time winning Gorton’s top warehouse honor. The facility outperformed seven other warehouses when evaluated across 12 performance criteria such as shipping errors, dock cuts, lot adjustments, loading and unloading times.

“Ryan and the entire team in Hazleton do a tremendous job for Gorton’s,” says Ryan Hill. “They handle the largest amount of our volume, and deal with the most complex orders and the shortest lead-times in our entire network—and take it all in stride. They really provide us with excellent service.”

He adds, “And Hazleton is a great success story as well. As a relatively new facility in our network (having moved from USCold Bethlehem), the team has worked hard to continuously improve. So it was very satisfying to see Hazleton finish in first place this year. All of the US COLD facilities do a great job and are an integral part of our supply chain, but Hazleton was able to really shine this year and took home our award.”

There to receive the award on USCS’ behalf were Ryan Horvath, Hazleton’s General Manager, Larry Alderfer, Vice President, Corporate Development & Logistics and Keith Mowery, Senior Director, Transportation & Logistics.

“Our relationship with Gorton’s continues to grow stronger,” says Ryan Horvath. “Nicole Black, Gorton’s Fulfillment Manager, has been very supportive and we worked well together through some volume spikes. It has been an exciting time and we continue to grow through the collective efforts of Gorton’s and USCS. We thank Gorton’s for their continued support and I want to recognize the efforts of our entire Hazleton team for accomplishing our goals and winning this award.”

Ryan says USCS Hazleton employees will celebrate the award later this year.

Congratulations Hazleton! ♦
Although they are unperceivable, there are gradual and continuous shifts in the ground below your feet. Scientists say this involves the movement of earth’s tectonic plates.

Likewise, it might be somewhat difficult to see shifts in USCS’ Western Region from one year to the next. Yet, from a long-term view, there are several forces — strong organic growth, expansion, retirements and succession planning — impacting USCS’ daily operations. That’s why the company recently announced four strategic appointments involving the company’s General Managers and Business Development team in its Western Region.

USCS announced two appointments earlier this year — both involving California. It promoted Chris Harrington to Area Manager-North Central Valley. In tandem, USCS promoted John Bodden III to Area Manager-Southern Central Valley.

USCS has promoted Jason Smoyer (hired in 2014) to Business Development Manager for the Western Region. Sam Spicher, Vice President, Business Development West and a 43-year industry veteran (with USCS since 2008), continues his leadership role in the region’s business development activities.

In conjunction, 35-year USCS veteran Mark Lorion, Vice President of Business Development & Marketing, will shift his attention to corporate marketing as well as continued involvement with several key strategic customer accounts.

Rod Noll, Vice President, Western Region, explains USCS’ moves.

“If you look back at the Western Region’s growth trajectory during last 10 years, you’ll see that we have grown from 36.7 million cubic feet to nearly 83.6 million cubic feet in 2015,” he says. “Although that’s impressive in growth terms, we realize that creating a culture of successful sustainability — begins with a strategic vision. These promotions allow us to continue growing relationships with our customers and ensure we continue to execute our service expectations to maintain our ‘Best-In-Class’ reputation.”

Mark adds, “Having worked in operations, management, sales and marketing with USCS for 35 years, I am proud to have been part of our growth and teamwork in the West. Our succession planning is paying off as we have recognized future key players that will continue the traditions and values that have helped in our success and stability for our customers. Sam and Jason are doing a great job with our customer relations, new business prospects and are currently involved in several big projects for growth in the region with Rod and his team. With this new young team and mentoring from our senior staff, the future looks bright and new opportunities await.”

**Business Development**

For the record, USCS’ Western Region currently includes 11 facilities including two in Nebraska, one in Utah and eight in California. The region employs more than 500 full-time associates.

Sam’s responsibilities are three-fold: to focus on regional growth, support business development at all USCS locations and support the transition from Mark Lorion to Jason as a key Western Region business development contact.

“Business development is not just about looking for new accounts,” notes Sam. “It also includes making sure we are looking to find better ways to do business with our existing accounts — not only in the Western Region, but companywide. We always are looking for a more efficient and economical solution for our customer’s business. I believe in continuous improvement and will use my experience to help Jason continued on page 7
A lexander J. Cocco has joined USCS as a Junior Quality Assurance analyst. He is responsible for testing and evaluating the legacy applications—WMS, EDI, Taskmaster, eUSCOLD and TMS. Alex works closely with the developers to ensure that changes go into production without any hidden bugs. He brings with him a degree in Networking, and two years of experience as a network engineer at Agile Networks.

“Alex is the first Quality Assurance Analyst hired specifically to join our IT legacy team. Adding Quality Assurance to our software development provides for a higher level of service and less interruptions in operations,” says Srini Gudipati, Sr. Manager, Software Development.

North, South Valley Managers

Expressing that same enthusiasm are Chris Harrington and John Bodden III.

After joining USCS Tulare in 2003, Chris has held multiple positions in customer service and operations. He transferred in 2009 to Turlock as Operations Manager and was promoted in 2011 to General Manager.

“This year has brought dynamic growth for the Turlock facility,” notes Chris. “Without losing sight of Turlock’s needs, I am very excited about this new role. Beyond Turlock’s growth, the northern California area has many exciting changes upcoming. Aside from adding new warehousing space in Turlock and a new Sacramento facility (in 2016), we are developing more transportation initiatives, which I am pleased to support. I look forward to assisting our team—both in customer service and personnel development.”

John joined USCS Fresno in 1996 and since has worked in nearly every department. He was promoted to Operations Manager in 2006 and named General Manager in 2012. Following his recent promotion to Area Manager, John understandably has spent more time with USCS’ Tulare and Bakersfield facilities.

“There are a number of customers that are served across the Fresno, Tulare and Bakersfield facilities and this requires strong communications and good teamwork between these facilities. As I continue to grow in my new role, I hope to take some of these facilities’ great ideas and procedures and share them across not only our Western Region—but across the country. The responsibility of supporting Bakersfield Tulare and Fresno is exciting and I look forward to continuing to work with each of these facilities and their top notch teams!”

and our California Area Managers (Chris and John). We always want to keep an open mind and find ways to do things better.”

Jason joined USCS in 2014 as a management trainee in Fresno.

“The transition into Business Development has been a very rewarding endeavor,” he says. “With an amazingly supportive team and a highly collaborative approach, Mark Lorion, Sam Spicher and Rod Noll have all helped me lay the proper groundwork for successful customer relationships.

“I have been tasked with the maintenance of current customer relationships and bringing new opportunities to fruition and into the US Cold network,” he continues. “Great teamwork and an abundance of veteran mentorship has benefited my growth immensely. It is an exciting time to be a member of the US Cold team with the various expansions, new growth and new opportunities that have been identified. I feel blessed to be a part of what’s to come!”

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Lumberton Honors 20-Year Plus Team Members

Lumberton’s General Manager, Steve Musselwhite recognized five team members with 20 or more years of experience. Steve reflects on the group, “These dedicated employees are just part of a larger group possessing many years of experience. Lumberton has been fortunate to experience low employee turnover rates and as a result provide an experienced workforce more than capable of handling our customers’ ever expanding needs. Employees like Kenny, Terry, Wayne, Norman, and Simmie ensure Lumberton is “Best in Class.”

L to R: Simmie Barton (Warehouseman - 20 years), Norman Fulton (Warehouseman - 20 years), Wayne Cribbs (Office Supervisor - 20 years), Kenny Flowers (Warehouse Supervisor - 23 years) and Terry Oxendine (Warehouse Supervisor - 21 years).

Neighbors Helping Neighbors

As General Manager for USCS Minooka (IL), Matt Reed’s professional life involves food distribution. Sometimes, his personal life follows that same path as well.

On June 22, a tornado tore through Coal City, IL, about 20 miles south and slightly west of Minooka. Just a few days later, Matt took his wife, Laura, and two daughters, Lydia and Brynlee, to help with recovery efforts.

“We thought it would be a good thing to help our neighbors,” says Matt. “Laura and the girls helped organize food and other home goods donations and assisted in serving meals at the Methodist church. I helped with a clean-up project in the community and then helped organize goods at the church, which was acting as the donation point.”

When Matt learned that local officials needed help with on-site emergency food storage, he asked Vanek Brothers Trucking, a partner in USCS’ Midwest MVC program, if it could spare a refrigerated trailer. The Chicago firm did just that—and readily supplied a 28-foot trailer.

Although rebuilding efforts continue through the summer, Matt says he was glad to have played even a small role.

“I just want to extend a huge thank you to the residents of the area for helping in Coal City and express our thanks to Chuck Tapia at Vanek,” says Matt. “We’re grateful for our relationship with them as a carrier.”
Congratulations are in order! David Baucom has been promoted to Operations Manager of the USCS Marshville, NC, warehouse. David started in this facility in 1993 as a warehouseman. USCS acquired the warehouse from Cassco Refrigerated Services in 2007 and David was promoted to Superintendent.

Regional VP – Mid-Atlantic Region, Jesse Hooks chimes in, “David has proven to be a leader in the Marshville facility earning the respect and trust of the customers and employees. It’s exciting to see him continue to develop and take on the responsibilities as Operations Manager. Please join me in congratulating David and wish him success in his new role.”

Bethlehem Honors 10-Year Team Members

USCS Bethlehem held a special luncheon in August to recognize 16 team members with 10 years of service. More importantly, it represents the first hiring class since the building’s first phase was completed back in 2005.

“Our employees are the most important part of our business and the reason we are so successful,” notes Tim Herm, General Manager. “This 10-year group represents the employees that came to work for us when US Cold was an unknown in the marketplace and they have gone through all the pain of starting a brand new operation. This group was able to survive that process and continue to contribute to the success of the operation for the last 10 years, and counting! This is a credit to their dedication, commitment, and loyalty to United States Cold Storage.”

The group includes:

**Fork Lift Operators:** Grant Hunsberger, Ronald Mitch, Ferdinand Vazquez, Walter Seals
**Inventory Control:** Stephen Rupert
**Customer Service:** Linda Wagner
**Shipping & Receiving:** Paul Reichard, Suzanne Smith
**Maintenance:** Matthew Srock
**Operations:** Jack Wilson, Operations Manager-Retired
**Warehouse Superintendent:** Wanda Velez-Chiclana
**Regional Positions:** Christopher Bohmueler (Engineer), Stephen Cunningham (Vice President) Jeffrey Borchelt, (Transportation Manager) Jodie Weaver (Human Resources Administrator), Linda Stephens (Human Resources Clerk)

Tim concludes, “Having seasoned employees puts our customers at ease because they now that we have a staff that has extensive experience in warehousing and transportation. This helps us—as an organization—to overcome any obstacle or issue that may occur during daily operations. More importantly, it allows our customers to focus on other aspects of their business, which are important to them.”

Baucom Assumes Operations Manager Role

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Congratulations David!
Restructure Supports Growth

At its core, transportation and logistics is all about continuous motion. It only makes sense that companies specializing in this field cannot let their own structures become too rigid or static.

This summer saw USCS’ Transportation & Logistics Group restructure its organization into four pillars—Logistics Services, Transportation Operations, Third-Party Logistics and Logistics Systems—all reporting to Keith Mowery, Senior Director of Transportation & Logistics. The move—including several hires—impacts associates at USCS’ Voorhees, NJ, headquarters and regional transportation offices nationwide.

Leading those respective groups are Wendy Snoke, Senior Manager, Logistics Services; David Fleming, General Manager, Transportation Operations, Thomas Hrivnak, Senior Manager, Logistics Solutions; and Jamie Sherfesee, Logistics Systems Supervisor.

“Our transportation operations continue to grow,” notes Keith. “Since 2009, we have grown by 80% and we expect another 10% growth in 2015. We need to ensure our staffing and structure support this growth. Customer expectations continue to rise and we are becoming an organization that’s much more focused on analytics and technology. We need the personnel to properly support our operations. Likewise, we need to use data and technology to do what we do better and do it more efficiently.”

He adds, “Understanding metrics allow us to provide better service and we can continue to grow our business. We allow operations in the field to focus on servicing customers and—in the background—the Voorhees group can provide information for them to do a better job.”

Here’s a more detailed look at some personnel appointments:

**Transportation Operations:** With continued growth, customer expectations also continue to rise and carrier challenges increase. This means USCS needs a continuous improvement focus on transportation operations. David Fleming was promoted to General Manager, Transportation Operations; and Andrew Pavlicin to Continuous Improvement Analyst. David and Andrew will work with regional operations to improve efficiency and identify areas to drive out cost—while focusing on service improvement opportunities.

**Logistics Systems:** A true 3PL needs to continuously improve and strengthen its technology expertise. That led to the promotion of Jamie Sherfesee to Logistics Systems Supervisor; and Alyssa Heckman to Systems Implementation & Support Analyst. Lauren Norton was hired as a Systems Support Analyst. Jamie will oversee the implementation of document imaging software in 2015/2016 for USCS’ carrier payment and customer invoicing process. She also will oversee TMS strategy development. Alyssa will focus on TMS development and new implementations and Lauren will support day-to-day needs.

**Logistics Services:** In conjunction with the restructuring, USCS promoted Wendy Snoke to Senior Manager of Logistics Services. Reporting to her is Devany Yokum, who was promoted to Logistics Solutions Supervisor. Devany will oversee the co-op program and provide leadership to USCS’ analyst team. Katie McElgunn was promoted to Senior Logistics Analyst. Additionally, Liz Gutekunst was hired in a Logistics Analyst role; along with Saida Vuong, who has a year’s experience at USCS. These analysts provide data intelligence to the regional operations to identify opportunities for improvement. They also develop customer rates and complete network optimizations for new customer opportunities.

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Operations – Area Insights

The Shield talks with David Butterfield - Regional V.P. - Midwest. Dave oversees three sites: Wilmington and Minooka, IL, and Lebanon, IN.

Q: What were a few your region’s key activities during the past year?

Dave Butterfield: We have had great success growing the multi-vendor consolidation (MVC) Program in the Midwest Region, including the addition of two dedicated fleets to assist with capacity constraints throughout the industry. The sites have been operating at near capacity all year. Wilmington’s expansion opened (in early 2015) and filled shortly afterwards. Our staffing requirements there have been successful.

Q: What have been a few challenges in your area? How have you addressed them?

Dave: I’d say the biggest challenge has simply been our rapid growth, which is a good problem to have. It’s meant we’ve needed not only to increase our physical space but also our personnel staffing and training.

It’s been quite a “team approach” from all departments. Our operations group has dedicated more resources for additional training and has been developing some innovative productivity improvement initiatives. Meanwhile, human resources has been running job fairs and engaging our current team members to help provide on-the-job training for newly hired associates.

Q: What are you most proud of, in regard to your region’s achievements?

Dave: I’d say the growth and relationships with our current customer-partners. We have been able to provide a stable environment for them to continue to grow their business effectively through services that we are able to provide.

On one hand, it simply means having the warehouse services and space, transportation delivery capability, IT resources and business development resources on a daily basis. However, it’s even more rewarding when we can have collaborative discussions with our customers and partners regarding long-term growth strategies.

Q: What can you say about the year to date? What were a few 2015 goals?

Dave: I’d say our year to date has been great in respect to securing capacity for the MVC program, which grew nearly 20% this year. USCS makes a commitment to provide one-stop distribution services for our customers. This frees them to spend their resources (time, capital) on growth objectives rather than managing so many daily activities, which we handle.

Our goal for 2015 was to increase national carrier base, owner operator usage and add dedicated services. Year to date, we have accomplished these goals.

Q: Is there anything else you’d like to mention?

Dave: We have implemented initial rollouts for some new eWM and YMS (Yard Management) programs.

Last year, we encouraged management teams at all locations to improve their communications, productivity and employee involvement. I want to take this opportunity to congratulate and thank them. Through their efforts, we have realized great results at each of these sites and you can truly feel it in the atmosphere. •

Transportation (cont. from page 10)

The logistic analysts are assigned to a region to work side by side with operations and continuous improvement team members. Information and data intelligence provided will identify opportunities for efficiency improvements. The alignment with a specific region allows each analyst to become deeply engrained with the personnel and business operations, allowing them to fully understand the needs and customers of the USCS distribution centers.

3PL Logistics: Kim Woolson was hired to support USCS Logistics customer Wellshire Farms. Matt Miller was hired as a broker to help grow that business by focusing on inbound opportunities with the USCS dedicated and private fleet. •
In Memoriam

USCS Remembers Bill Pruitt

It’s with sadness that United States Cold Storage announces the passing of William (Bill) Pruitt, Jr., formerly a Vice President of National Sales. Bill retired at the end of 2007 after a nearly 20-year USCS career.

After graduating from Wingate College and North Carolina State, Bill worked for North Carolina’s Department of Development, which hired him to locate and build a warehouse. He later became CEO at Blair Bateman, a cold storage company. After Nordic Cold Storage acquired Blair Bateman, Bill went on to become a director at Arctic Structures, a cold storage construction firm.

It was while Bill worked for Arctic Structures he met Gerry Maron, USCS’ Mid-Atlantic Regional-Vice President. In 1988, Gerry asked Bill if he would be interested in joining USCS—and that’s exactly what Bill went on to do, traveling the country to help expand and grow USCS.

Bill is survived by his wife of over fifty years: Betty Pruitt; two daughters: Terri Howell, and her husband Bryan; and Angie Smith, and her husband Mike; a brother: Stan Pruitt; a sister, Kathryn Pruitt; nine grandchildren and one great grandchild.

“I had the privilege of working directly with Bill in National Sales & Marketing,” notes USCS President & CEO David Harlan. “Bill had an excellent work ethic, he was a well-organized self-starter and he enjoyed meeting people and developing relationships. His knowledge of the industry, natural sales ability and quick sense of humor proved to be extremely beneficial in National Sales. I have many happy memories of traveling the country with Bill on sales trips. On behalf of the entire USCS family, we wish to express our sincere condolences to Betty, Terri and Angie and the entire Pruitt family.”

Said Bill in an interview, “If you aspire to be with the best in the industry, US Cold is the company you join.”

Bill and Betty Pruitt