# Global Cold Chain Update: Consolidation

## Corey Rosenbusch

*President & CEO*
*Global Cold Chain Alliance (GCCA)*

22ND GCCA EUROPEAN COLD CHAIN CONFERENCE
20-22 MARCH 2019 | BRUSSELS

# Global Top 25 IARW Members

| COMPANY | CAPACITY ($m^3$) |
| --- | --- |
| 1. Americold Logistics | 27,755,394 |
| 2. Lineage Logistics | 27,323,805 |
| 3. United States Cold Storage | 8,834,460 |
| 4. AGRO Merchants Group, LLC | 7,241,795 |
| 5. Nichirei Logistics Group, Inc. | 5,122,122 |
| 6. Kloosterboer | 4,847,354 |
| 7. NewCold Advanced Cold Logistics | 4,799,837 |
| 8. VersaCold Logistics Services | 3,752,280 |
| 9. Cloverleaf Cold Storage | 3,650,614 |
| 10. Emergent Cold Storage | 3,439,660 |
| 11. VX Cold Chain Logistics | 2,924,345 |
| 12. Interstate Warehousing, Inc. | 2,838,126 |
| 13. Frialsa Frigorificos | 2,831,610 |

| COMPANY | CAPACITY ($m^3$) |
| --- | --- |
| 14. Burris Logistics | 2,035,362 |
| 15. Henningsen Cold Storage | 1,828,070 |
| 16. Congebec Logistics, Inc. | 1,635,068 |
| 17. Conestoga Cold Storage | 1,503,356 |
| 18. Hanson Logistics | 1,240,803 |
| 19. Oxford Logistics Group | 1,088,271 |
| 20. Stockhabo | 1,084,901 |
| 21. Trenton Cold Storage, Inc. | 970,627 |
| 22. Confederation Freezers | 919,094 |
| 23. Seafrigo Cold Storage | 837,804 |
| 24. Nor-Am Cold Storage | 830,301 |
| 25. Friozem Armazens Frigorificos | 818,001 |

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# North America Top 25 IARW Members

| COMPANY | CAPACITY (m³) |
|---|---|
| 1. Americold Logistics | 25,142,459 |
| 2. Lineage Logistics | 22,040,739 |
| 3. United States Cold Storage | 8,834,460 |
| 4. VersaCold Logistics Services | 3,752,280 |
| 5. Cloverleaf Cold Storage | 3,650,614 |
| 6. AGRO Merchants Group | 3,253,654 |
| 7. Interstate Warehousing | 2,238,126 |
| 8. Frialsa Frigorificos | 2,831,610 |
| 9. Burris Logistics | 2,035,362 |
| 10. Henningsen Cold Storage Co | 1,828,070 |
| 11. Congebec Logistics, Inc | 1,635,068 |
| 12. Conestoga Cold Storage | 1,503,356 |
| 13. NewCold Advanced Cold Logistics | 1,358,420 |

| COMPANY | CAPACITY (m³) |
|---|---|
| 14. Hanson Logistics | 1,240,803 |
| 15. Trenton Cold Storage, Inc. | 970,627 |
| 16. Confederation Freezers | 919,094 |
| 17. Seafrigo Cold Storage | 837,804 |
| 18. Nor-Am Cold Storage, Inc | 830,301 |
| 19. WOW Logistics | 718,980 |
| 20. MTC Logistics | 713,762 |
| 21. Midwest Refrigerated Services | 663,570 |
| 22. Interstate Cold Storage, Inc.. | 606,065 |
| 23. Hall's Warehouse Corp. | 584,044 |
| 24. Nova Cold Storage | 538,020 |
| 25. SnoTemp Cold Storage | 516,620 |

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# PUBLICLY TRADED

tyo → NICHIREI

NYSE → americold

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# PRIVATE INVESMENT IN THE INDUSTRY

BAY GROVE | CAPITAL

Blackstone

actis

ELLIOTT®

PATRIA *In partnership with* Blackstone

OAKTREE

Westport Capital Partners LLC

Fenway Partners
Partners in Building Businesses

KingSett CAPITAL

STEELRIVER
INFRASTRUCTURE PARTNERS

Desjardins

Brookfield

JGC | Joshua Green CORPORATION

INCLINE®
EQUITY PARTNERS

Griver

GRUPO ROMEU

AQUA CAPITAL

vanke 万科

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# GLOBAL

| | | |
|---|---|---|
| BAY GROVE CAPITAL | → | Lineage |
| Fenway Partners<br>Partners in Building Businesses | → | PREFERRED FREEZER SERVICES |
| PATRIA *In partnership with* Blackstone | → | SuperFrio LOGÍSTICA FRIGORIFICADA [ +2 other CS assets ] |
| OAKTREE | → | AGRO Merchants Group |
| Westport Capital Partners LLC | → | NEWCOLD ADVANCED COLD LOGISTICS |
| actis | → | EVEREST™ Cold Storage |
| ELLIOTT® | → | emergentcold |

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# US & CANADA

Blackstone → Cloverleaf Cold Storage (Farmers Produce), Zero Mountain Logistics

KingSett Capital → VersaCold Logistics Services

SteelRiver Infrastructure Partners → Patriot Rail

Desjardins → Congebec

Brookfield → Nova Cold Logistics

JGC Joshua Green Corporation → BCS Bellingham Cold Storage

Incline Equity Partners → Fond du Lac Cold Storage

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# LATAM & CHINA

## LATIN AMERICA

Griver, GRUPO ROMEU → FRIOPUERTO VERACRUZ LOGÍSTICA BAJO CERO

AQUA CAPITAL → COMFRIO

OLMO Capital → BASAL Almacenamiento y Logística, IRESA

## CHINA

vanke 万科 → VX Logistics Taking Lead in a World of Change

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WHOLE FOODS MARKET
1-800 flowers.com
SPROUTS FARMERS MARKET
Gordon FOOD SERVICE
Kroger
GROCERY OUTLET bargain market
Smart & Final
Wegmans
KWIK TRIP
Walgreens
ALDI

PLUMROSE
BUTTERBALL
LAND O LAKES
bel
The Laughing Cow
DANNON
Coca-Cola
Smithfield
GRIMMWAY FARMS
Saputo
Mondelēz International
Kellogg's
ConAgra Foods
Johnsonville
THE HONEYBAKED HAM COMPANY
PERDUE
ORGANIC VALLEY
WILLIAMS COUNTRY SAUSAGE
Made in Tennessee since 1958
MAPLE LEAF
Quality First TITAN FARMS
Tillamook
Ocean Spray
FIRESTONE WALKER BREWING COMPANY
Dole
SARGENTO

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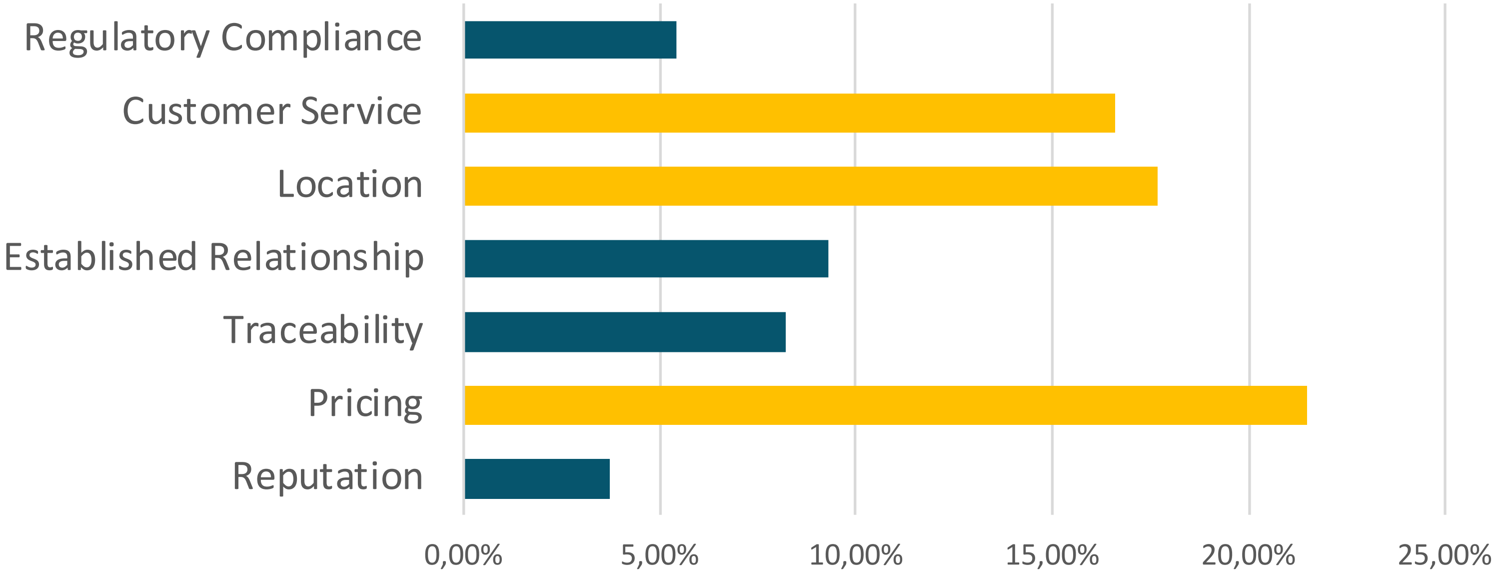
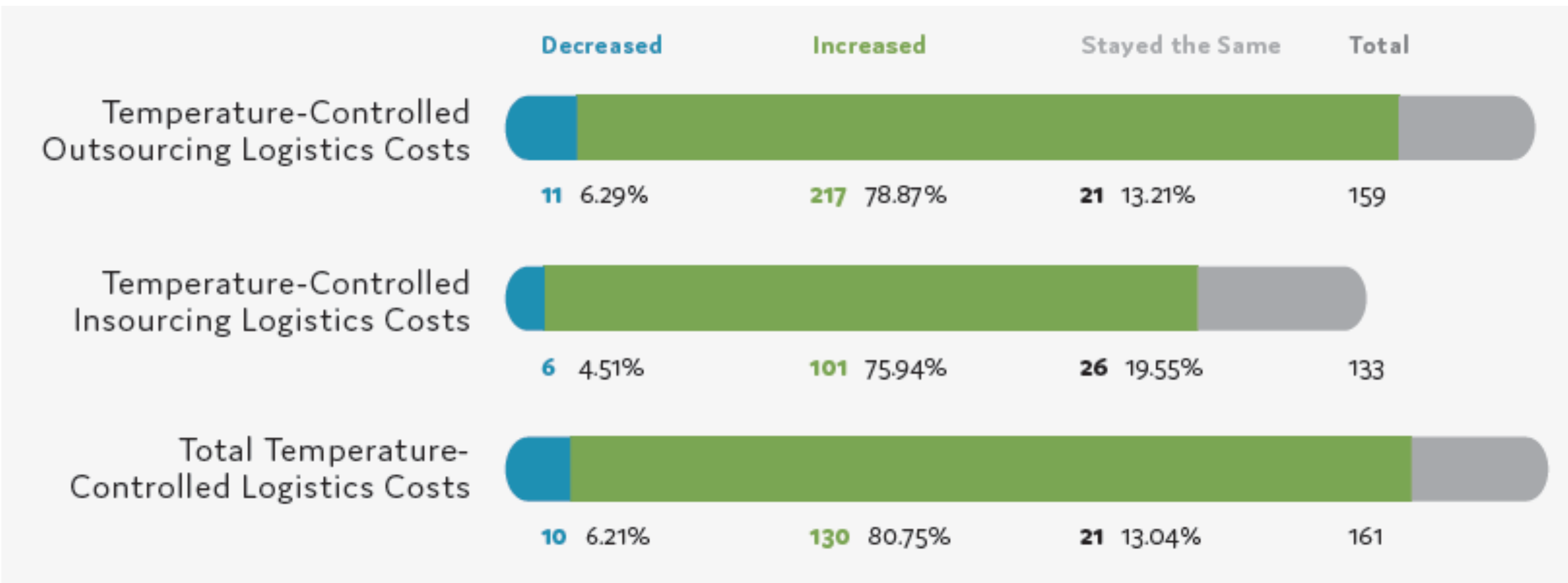
# Factors in selecting a 3PL partner



# Temperature-Controlled Logistics Costs in the Last 24 Months

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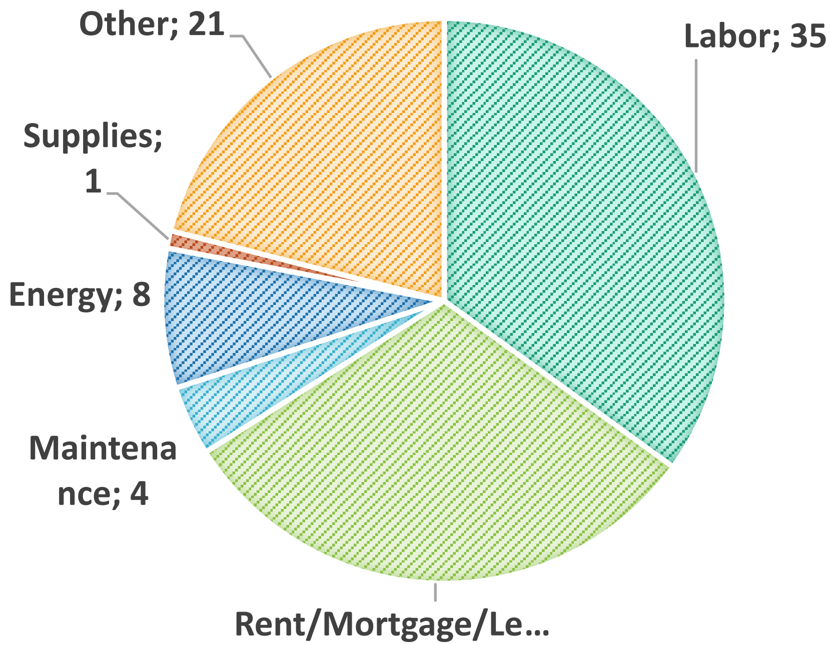
# Warehouse Cost Per Unit Discrepancies

Companies with an ***annual revenue greater than $100,000,000*** saw ‘Warehouse Cost Per Unit’ drop to #4 compared to #1 in overall reporting.

When looking at company type or function, those in ***refrigerated or frozen distribution*** saw “Warehouse Cost Per Unit” drop to last place (#9).

# Cold Storage Index (CCI)




Cost Shares are derived from most recent GCCA Productivity & Benchmarking program

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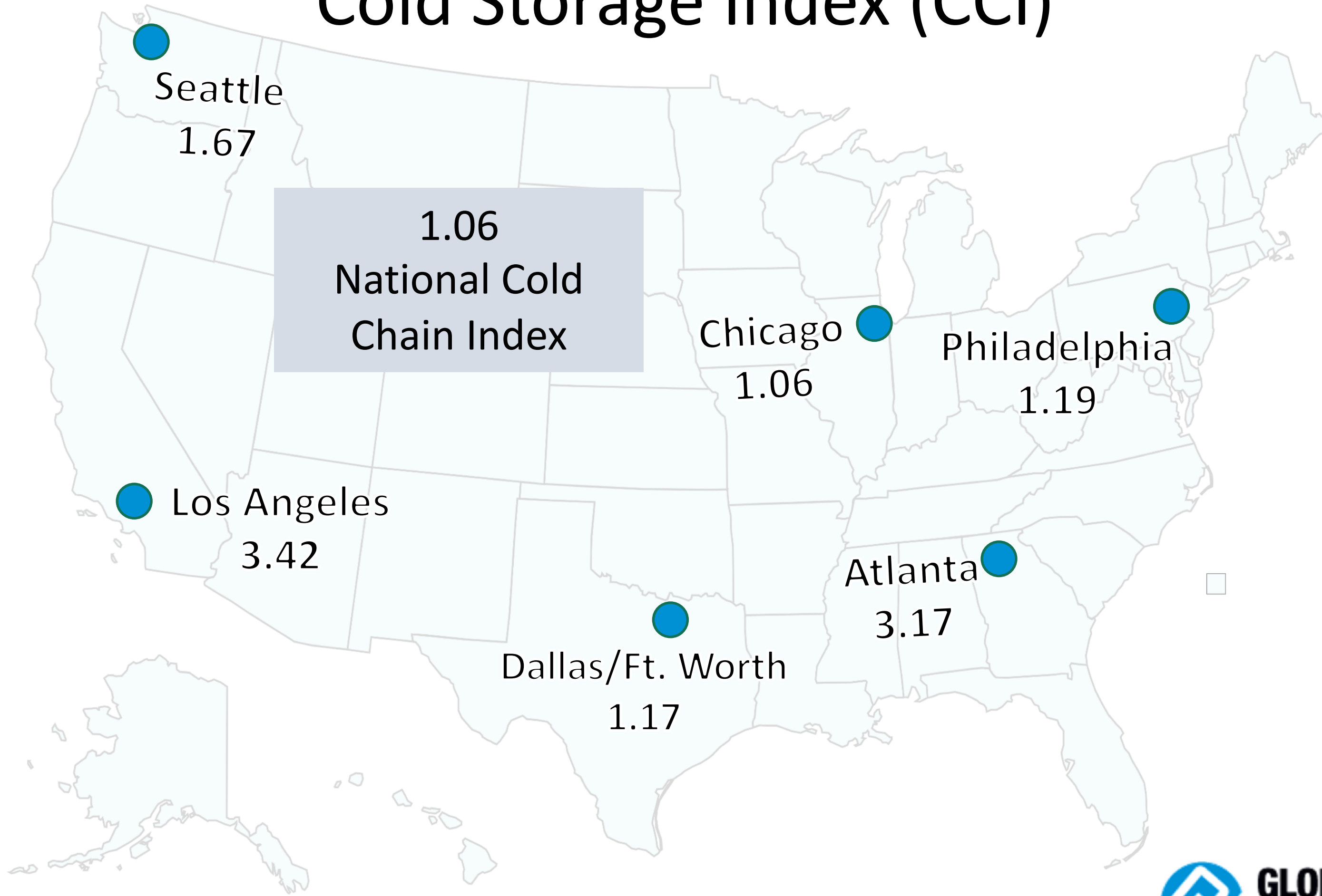
# Cold Storage Index (CCI)

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Created with mapchart.net ©

# COLD CHAIN INDEX

| | | | Comparison to Same Quarter, Previous Year | |
|---|---|---|---|---|
| | | Cost Shares | Premium for Your Location | Annual total cost increase for the quarter, by item |
| **Select region** | **Labor** | 44% | 0.25% | 3.74% |
| West_Region | **Electric** | 10% | 0.00% | 1.19% |
| | **Rent** | 28% | 0.00% | 4.16% |
| **Select state** | **Supplies** | 1% | | 2.49% |
| Oregon | **Maintenance** | 5% | | 2.24% |
| | **Other** | 12% | | 2.49% |
| **Select metro area** | | | | |
| None | | | | |

| STEPS TO CALCULATE YOUR RATE TO COVER COST INCREASE | |
|---|---|
| **STEP 1** - Select Region | Cell D7 |
| **STEP 2** - Select State | Cell D10 |
| **STEP 2.5** - Select Metro Area (if applies) | Cell D13 |
| **STEP 3** - Modify Cost Shares (if necessary) | Cells G7:G11 |
| **STEP 4** - Modify the rates you charge now (if necessary) | Cell F18 |

| | | |
|---|---|---|
| **Total Cost Increase, in Percent, for QIV 2018 relative to QIV 2017** | | **3.35%** |
| **Enter the rates you charge now:** | | 100 |
| **Proposed Rate to Cover Cost Increase** | **QIV 2018** | **103.35** |

**Agribusiness, Food, and Consumer Economics Research Center**
***at Texas A&M University***

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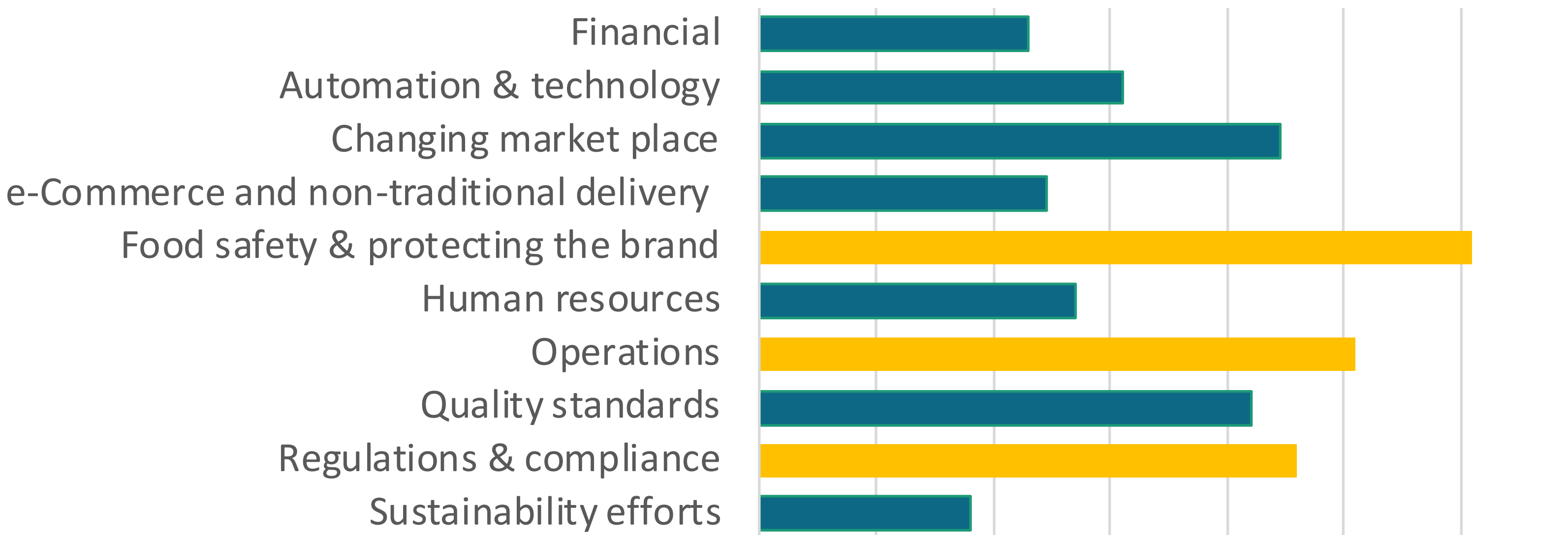
# Business trends in the next 5 years

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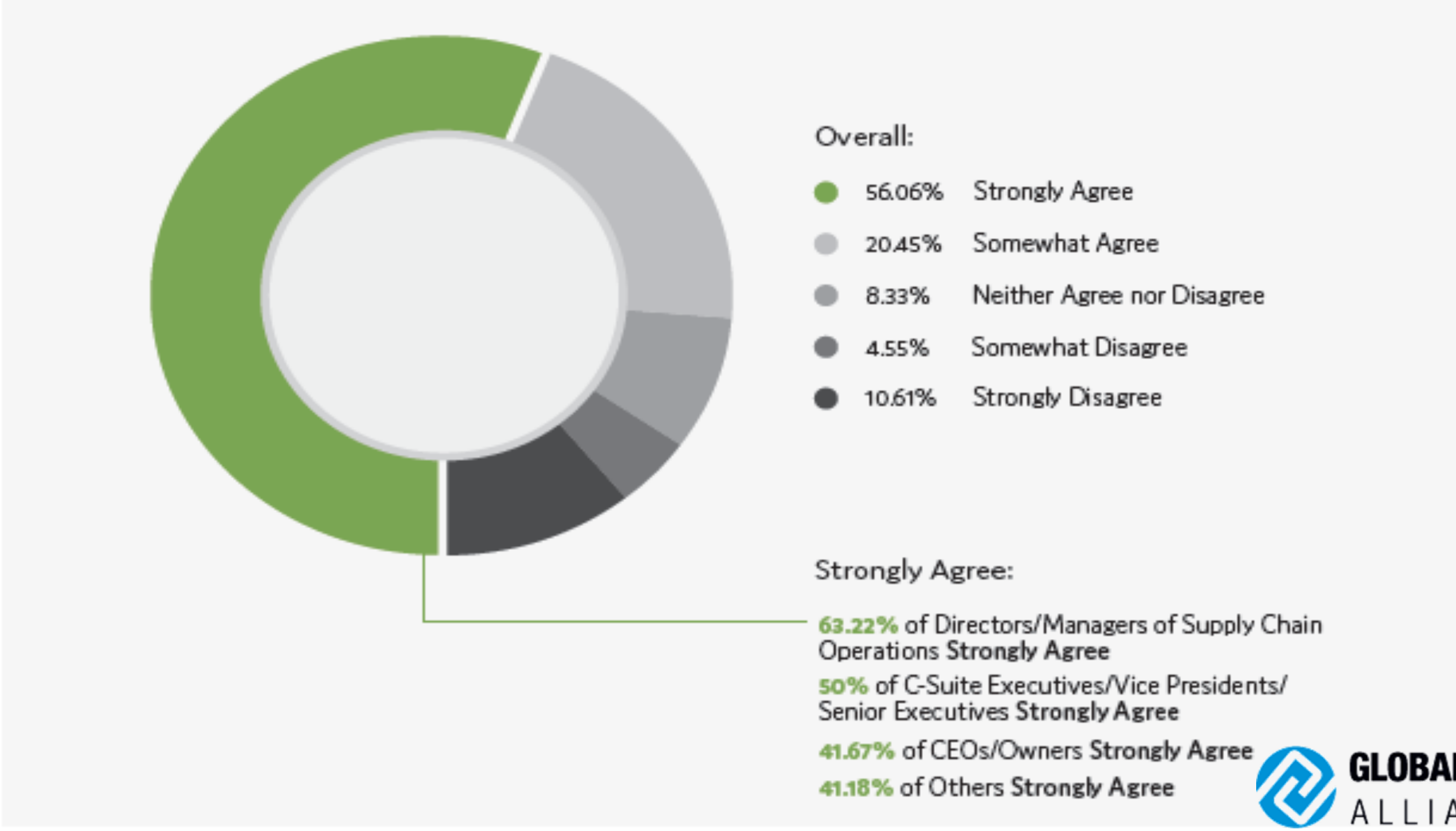
My cold chain provider plays an important role in my company’s food safety.

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**Cold chain 3PL providers** are experts in temperature and supply chain management.
They partner with fresh/frozen food companies and retailers to provide distribution, warehousing and value-added services that enable these companies to:



**Protect and enhance the brand**

# *Protecting the Food Families Love* Video

# Thank You!

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