



# 7 BEST PRACTICES FOR SECURING PROTEIN COLD STORAGE CAPACITY

The following guide takes an in-depth look at the 7 critical factors protein producers should consider when building a **reliable cold storage supply chain** for 2023 and beyond.



# 7 Best Practices for Securing Protein Cold Storage Capacity

The best cold storage partners proactively work with producers to address the top challenges of getting products to market—before, during, and after storage. Discover how key challenges can be overcome with a dedicated partner, with the ultimate benefit of optimizing the whole supply chain.

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# COLD STORAGE CHALLENGES FOR PROTEIN PRODUCERS

Cold storage capacity in the United States is already at a critical juncture – it's in very short supply. The challenge of finding cold storage and supply chain services for protein producers will become even more daunting.

Supply chain logistics have never been more complex. In addition to these industry challenges, significant global events and socioeconomic factors can also impact the demands on producers.



**Demand for cold storage is forecasted to increase by 11.5% CAGR between now and 2030<sup>1</sup>**

<sup>1</sup> <https://www.precedenceresearch.com/cold-storage-market>

## COLD STORAGE COMPLEXITIES

**Further complications facing protein producers and processors include:**

- Compliance with storage and transportation regulations;
- The need for additional services such as blast freezing, repacking, and consolidation;
- Different storage temperature requirements for different items;
- Varying shelf life for different products; and
- Import/export administration and inspections



# SECURING COLD STORAGE CAPACITY NOW AND FOR THE FUTURE

With capacity in such high demand, securing, long-term partnerships is increasingly important for both producers and 3PLs (third-party logistics partners). The supporting partnership must be able to adapt, adding capacity, capabilities, and new locations, requiring large capital investments in infrastructure as well as integrated value-added services for proteins.

Producers need to know their partners can accommodate them as needs rise and fall.

**Let's look at the must-haves for the strongest partnerships.**

# 7 CRITERIA FOR AN OPTIMIZED COLD STORAGE CAPACITY PARTNERSHIP

Partnerships are long-term commitments. Choosing the right partner is challenging. Here are the top 7 criteria to consider.

## SUPPLY CHAIN PARTNER CHECKLIST



1

### **Integrated Network**

Including new facilities and capacity that builds on established infrastructure for a complete supply chain solution across a large geography.



2

### **Transportation Support**

Storage is only one part of the logistics requirements. Strong partners offer transportation, including consolidation options.



3

### **Value-Added Services**

A high-performance track record providing a range of supply chain solutions including value-added services to leverage while product is in storage.



4

### **Supply Chain Technology**

Established cyber security protocols. Real-time tracking and analytics. Optimized repacking and processing solutions for larger operations.



5

### **Compliance and Regulatory Support**

Onsite inspections, support for regulatory paperwork, and import/export documentation.



6

### **Access to Capital for Expansions and Enhancements**

The means and ability to buy land and design, build and operate the facility and operate facilities with in-house resources.



7

### **Professional Support Team**

Operators and supply chain professionals experienced in protein cold storage and logistics.



# HOW DOES AMERICOLD COMPARE?

**When it comes to supporting protein producers and brokers, Americold is a comprehensive and committed partner. Americold's philosophy is "Design, Build, Operate", all in-house. Whatever range of needs a client has, Americold has support.**



Americold's network of protein-specific Americold Farmers sites, supported by protein-capable facilities around the company is well positioned in all major protein epicenters. Americold serves partners with end-to-end. support, including transportation and value-added services, to optimize logistics throughout the supply chain.

**Let's look deeper into each of the 7 criteria.**



# INTEGRATED NETWORK

With 120 years in operation, Americold is an established integral partner in the protein supply chain, connecting protein producers, processors, distributors, and retailers to consumers. The existing network extends coast to coast in the USA and Canada and has grown over time to serve the protein supply chain worldwide.

**While it is always growing and changing, Americold's existing facility network currently includes:**

- 249 operating facilities.
- US facilities in central USA/Midwest, ports on the East and West coasts, and in the Gulf.
- A network of Americold Farmers Protein-specific facilities with additional value-added service capabilities for proteins.
- Global locations in Europe, Australia, New Zealand, and South America.
- Ongoing new development including designing, building, operating and enhancing facilities such as Vineland NJ – now supporting proteins. An upcoming new Houston Cedar Port site is also under development with dedicated protein capabilities.
- Network expansion through acquisitions such as Agro Merchants, Cloverleaf, Zero Mountain, and Hall's Warehouse Corp.<sup>2</sup>

With an established network across the United States, Canada, Australia, New Zealand, South America, Europe, and beyond, protein producers are able to leverage Americold's entire infrastructure network.

2. <https://tracxn.com/d/acquisitions/acquisitionsbyAmericold>



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# TRANSPORTATION SUPPORT

Americold has an integrated transportation network to service all 48 contiguous states, with port facilities extending transit for imports and exports worldwide.

## US TRANSPORTATION SERVICES

The US Regional Consolidation Centers connect to provide an uninterrupted national distribution network. Facility-integrated transportation support includes:

- Drayage, FTL, LTL, and brokerage operations
- Facilities in Heavyweight corridors
- National consolidation programs
- Truckload consolidation
- Multi-vendor consolidation programs

Americold provides service to every major city in the lower 48 states at least once a week, with more frequent service to some cities. As

a practice, we don't cross-dock in transit – so product is delivered more efficiently, with limited handling and less risk.

We can consolidate multiple vendors, products, and temperatures into a single shipment or take on your underweight truck loads to consolidate with our volumes to save you up to 30%.

As a partner, our buying power, high service standard requirements, and efficient transportation operations enable us to manage inventory most effectively from producer to end customer. We reduce handling, processing, and cycle times to optimize logistics and provide you with the lowest overall cost of goods sold.



## CONSOLIDATION OPTIONS

Americold has a range of consolidation options to optimize logistics no matter where your product is coming from or where it needs to go. Americold has a program to get you there on-time and in-full.

### National Consolidation

Network-wide shuttles support national order fulfillment from a single Americold location.

### Regional Consolidation

Americold's Regional Consolidation Centers offer scheduled shipments within a service area.

### Truck-load Consolidation

With truckload consolidation, you can save up to 30% on your truckload spend. We incorporate your underweight truckloads into our program and consolidate with other products to fully utilize available capacity – you only pay for the space you use.

### Multi-Vendor Consolidation

Retailers have us consolidate orders to reduce truck volumes to their facilities, in turn saving you the cost of LTL shipments to your customers while improving your on-time, in-full performance.

### Americold's Dedicated Fleet

Americold offers a temperature-controlled transportation fleet that provides solutions for drayage, and dedicated local, regional, and national truckload transportation. Our focus is on safety, service, and value.



## BOTTOM LINE BENEFITS

✔ Lower transport costs

✔ Improved on-time service

✔ Increased fill rates

✔ Consistent weekly service

✔ No minimum order quantities

✔ Increased delivery frequency

✔ Shorter lead times

✔ Reduced carbon footprint



# 3

## VALUE-ADDED SERVICES

To complement the vast network of temperature-controlled warehouses, Americold combines in-house operational expertise with the best vendors, systems, and technology. The results are comprehensive, cutting-edge solutions to optimize the supply chain and maximize your competitive advantages.

Leverage your product's time in storage – Americold's Value-Added Services take advantage of what is traditionally downtime. Blast freezing, air and water tempering, product customization, kitting, repacking, wrapping, and labeling – it's all possible in one of our temperature-controlled environments.

**To support protein producers, Americold offers value-added services including:**

- Variety of temps for different needs: deep frozen, frozen, refrigerated, ambient
- Blast freezing
- Air and water tempering
- Direct integration with transportation
- Protein processing
- Metal detection
- Foreign material inspection
- Special component packaging
- Heat sealing
- QA/QC monitoring
- Meat boxing
- Netting/foiling
- Labeling
- Packing/repacking
- Pre pricing
- Date stamping
- Import/Export support services

Protein products connecting to value-added services can streamline the entire supply chain by utilizing many services under one roof – reducing the number of vendors required, which reduces handling and complexity, and costs too.



# 4

## SUPPLY CHAIN TECHNOLOGY

Americold's IT infrastructure is second to none. We work with top-tier providers who specialize in supply chain systems to ensure we're always at the forefront of what's available.

With one of the largest and most experienced IT teams in the temperature-controlled 3PL industry, Americold has an unmatched bandwidth to deploy a combination of people, processes, and technology. Some examples of integrated technologies include:

### **Americold's i-3PL Supply Chain Control System**

Real-time inventory tracking, and visibility across the Americold network, all available from your handheld smart device.

### **Electronic Data Interchange (EDI)**

Our EDI enterprise dashboard gives you complete visibility and control of data transactions. EDI provides a single-window experience to manage the three main systems – warehouse management, labor management, and transportation management – for all your supply chain orders.

### **Data Protection**

Dedicated to preserving your data as well as your products. Americold has developed controls aligned with ISO 27002/2. We have implemented a comprehensive System Security Plan, monitoring processes, controls identification, implementation, and maintenance as well as continuous improvement of security controls and risk management.

We tirelessly innovate to develop the next generation of supply-chain tools, empowering you to make informed decisions based on real-time information and analytics.



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# COMPLIANCE AND REGULATORY SUPPORT

One essential capability of a cold-storage partner is compliance and regulatory support. Every stage of supply chain management must be handled with tight controls and integrated compliance protocols. This is particularly true in the food supply chain when handling proteins. The world's food safety depends on this.

## How do we support you?

Americold Farmers facilities have specifically designed protein processing rooms with on-site regulatory support. We undergo third-party food safety audits to comply with Global Food Safety Initiative Standards. Finally, we have USDA Quality Assurance staff on-site to administer and validate our Sanitary Standards Operating Procedures, Good Manufacturing Practices, and HACCP.

## To support your compliance, our protein facility network offers:

- USDA Inspections
- International document support (export/import)
- Experts with an understanding of regulations, including those related to import/export requirements and international destinations
- Customs Bonded facilities in some regions



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## ACCESS TO CAPITAL

Americold is the world's largest **publicly traded REIT** (real estate investment trust) and is the only one in the temperature-controlled supply chain industry. The company focuses on the success of temperature-controlled warehouses, including ownership, operation, acquisition, and development. Investment is a core competency of the company.

Americold owns and operates hundreds of temperature-controlled warehouses, with approximately 1.5 billion refrigerated cubic feet of storage in North America, Europe, Australia, New Zealand, and South America. And we continue to grow.

Americold recently acquired Agro Merchant Group and Cloverleaf Cold Storage, adding the world's fourth-largest cold storage provider and North America's most prominent protein supply chain services organization to our facility network. This expansion represents Americold's capability and commitment to providing a reliable and sustainable food supply chain across the globe.



# COMPREHENSIVE PROFESSIONAL SUPPORT TEAM

Americold's "Cool Team" has unparalleled experience and expertise in the supply chain, logistics, engineering, development, operations, people management, and customer relations. Together, they represent Americold's outstanding culture which is defined by our values of customer service, integrity, giving back, accountability, and teamwork. Below are a few highlights of the professional support that comes with an Americold partnership.

## **Experienced Supply Chain Professionals**

With 120 years in business, the Americold team is the industry leader in food supply chain logistics.

## **Engineering**

Americold engineers are specialists in designing, building, and operating facilities, including ongoing improvements like i-3PL technology and automation.

## **Human Resources**

Americold's collective mission is to help customers feed the world by innovating and

delivering best-in-class service. To do this, Americold is consistently nurturing a top-talent workforce to support every aspect of the food and beverage supply chain.

## **Risk Management**

Whether it's fronting a capital investment for facility expansion, researching new technology, or arranging inspections, Americold supports your risk mitigation strategy so you can focus on producing the best food products possible.

# ABOUT US

## A GLOBAL LEADER

**Americold is the global leader in protein food supply chain logistics.**

Protein is essential to the economy and food supply nationally and internationally. With 249 facilities and an expanding network of protein-specific support services, Americold is the top choice to partner with for reliable success. We are here to provide you with cold storage solutions adhering to all 7 core requirements you should be looking for in a temperature-controlled supply chain services provider.



## READY TO PARTNER WITH PROTEIN'S LEADING SUPPLY CHAIN PROVIDER?

Don't wait. With capacity challenges already an issue and growth continuing without any end in sight, securing your long-term partnership is a high priority. Our experts are standing by with solutions and support.

### Connect with a Protein Supply Chain Specialist

Speak to a protein supply chain specialist to discuss your current and future needs.



**NPFDA 2023**



## About Americold

Americold offers comprehensive warehousing, transportation, and logistics solutions for the food and beverage supply chain worldwide. We are dedicated to maintaining the integrity of the cold food supply chain and providing best-in-class service to our customers. We help our customers feed the world.

## Contact Us

### Corporate Headquarters:

10 Glenlake Parkway, Suite 600, South Tower, Atlanta, GA 30328

### Website:

[www.americold.com](http://www.americold.com)

### Sales Inquiries/Request a Quote and general information:

[marketing@americold.com](mailto:marketing@americold.com)

[Email Us](#)