



YOUR GUIDE TO RELIABLE COLD STORAGE AND TAILORED SUPPLY CHAIN SOLUTIONS

The following guide examines the [Top 10 Critical Requirements](#) Frozen Food Producers, Distributors, and Retailers should consider when securing reliable cold storage capacity for 2023 and beyond.



Reliable, Tailored Cold Storage Solutions for CPG, e-Commerce, Frozen Foods, and Food Producers.



In this guide, discover how capacity challenges can be overcome, customer orders can continue to be fulfilled, and your food products can be kept safe — from production to market.

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UNDERSTANDING COLD STORAGE AND SUPPLY CHAIN CHALLENGES

Tackling these challenges¹ is critical for grocers and food distributors in 2023:

- Delivering an outstanding, unified shopping experience
- Having capabilities to drive game-changing efficiencies and future proof an operation
- Positioning for growth opportunities to thrive long-term
- Win-win relationships with partners
- Continuously evolving to win

“More than 70% of food retailers and 82% of suppliers say **supply chain disruptions** will negatively impact their businesses,” based on the FMI’s 74th annual [The Food Retailing Industry Speaks](https://www.fmi.org/our-research/research-reports/food-retailing-industry-speaks) report.²

FMI continues, “the food industry has had to navigate a wide range of challenges — supply chain bottlenecks, labor shortages, inflation, global conflicts, and more. Looking ahead the

industry is expecting even more hurdles to overcome.”³

The intersection of these challenging issues is **logistics**, where the people, products, processes, technology, and conditions must efficiently converge to keep the supply chain environment safe and moving to meet consumer demand.



Demand for cold storage is forecasted to increase by 11.5% CAGR between now and 2030.⁴

Cold storage capacity in the United States is already at a critical juncture — it’s in short supply. The challenge of finding consistent cold storage and supply chain services for frozen food producers, distributors, and retailers will soon become even more daunting. A reliable partner such as Americold can help.

¹ [groceryshop.com/agenda 2023](https://groceryshop.com/agenda-2023)

^{2,3} <https://www.fmi.org/our-research/research-reports/food-retailing-industry-speaks>

⁴ <https://www.precedenceresearch.com/cold-storage-market>



Americold Manchester, PA

SECURING COLD STORAGE CAPACITY NOW AND FOR THE FUTURE — A TOP SUPPLY CHAIN PRIORITY

With capacity in such high demand, securing long-term partnerships with providers is increasingly important for temperature-controlled supply chain services users. The supporting partnership must be able to adapt, adjust capacity and capabilities, and perhaps even build new locations with additional services as needed. This can require large capital investments in infrastructure as well as integrated value-

added services to support the pre-production, production, and post-production requirements of the food industry. Producers, distributors, and retailers need to know that their partners can accommodate them through demand seasonalities. Let's look at the critical must-haves for the strongest partnerships — these are the essentials that will see the food industry through these trying times.

TOP 10 REQUIREMENTS FOR AN OPTIMIZED COLD CHAIN PARTNERSHIP

A cold storage partnership is a long-term commitment. Choosing the right partner is paramount. Here are the top 10 criteria to consider.

Cold Storage and Supply Chain Partner Checklist:

-  **1**  **Convenient Integrated Global Facility Network**
Including new facilities and expanding capacity that builds on established infrastructure for a complete supply chain solution across a large geography.
-  **2**  **Complete Transportation Support**
Storage is only one part of the logistics requirements. Strong partners offer complete transportation solutions, including consolidation options.
-  **3**  **Pre-Production Support Services**
Efficiently prepare and forward-deploy essential product ingredients to support production. Value-added services to support production include: plant-advantaged design, build-operate opportunities, port locations with import/export support, regulatory inspections, bulk product handling, and storage.
-  **4**  **Production Support Services**
Save time and support the pace of the manufacturing process with services like in-house packaging, labeling, date-stamping, etc. Products can move faster into storage and through the supply chain when value-added services are applied in one place, at the cold storage facility.
-  **5**  **Post-Production Support Services**
Further leverage product storage time with value-added services like picking and packing, sorting, bagging, kitting, retail display configuration, order consolidation, etc.
-  **6**  **Supply Chain Technology**
Established cyber security protocols to protect your data. Real-time tracking and analytics to support the management of your supply chain.
-  **7**  **Automation Options**
Optimized handling and order management solutions for larger operations.
-  **8**  **Compliance and Regulatory Support**
Onsite inspections, support for regulatory paperwork, and import/export documentation.
-  **9**  **Access to Capital**
The ability to buy land and design, build, and operate facilities with in-house resources. Expansion is inevitable with the current and anticipated demand.
-  **10**  **Expert Support Team**
Operators and supply chain professionals experienced in temperature-controlled food storage and logistics.



THE AMERICOLD ADVANTAGE

When it comes to supporting the grocery, CPG and frozen foods industries, Americold is a comprehensive and committed partner. Americold's philosophy is "Design, Build, Operate," all in-house. Whatever range of needs you have, Americold has support.

Americold's impressive network of ambient, chilled, frozen, and deep-freeze facilities is well positioned to support grocery, food production, and consumption markets in all major cities across the US. With international facilities in Canada, Australia, New Zealand, South America

and Europe, Americold continues to expand the best global infrastructure to support you wherever you need to be.

Americold serves partners with end-to-end support, including transportation and value-added services, to streamline and optimize logistics and costs.



Let's look deeper into each of the 10 checklist items to gauge the quality of services Americold offers.



1

Americold Leesport, PA

CONVENIENT INTEGRATED GLOBAL FACILITY NETWORK

With 120 years in operation, Americold is an established integral partner in the food supply chain, connecting food manufacturers, suppliers, 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 food supply chain worldwide.

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

- An established infrastructure with the capacity to expand or build new facilities for a complete supply chain solution that spans the globe.
- Facilities throughout North America including port facilities on the East and West coasts, and in the Gulf.
- Global locations in Europe, Australia, New Zealand, and South America.
- Ongoing new development, including designing, building, operating, and enhancing facilities in every region in which we operate.
- Network expansion and capability enhancements through acquisitions such as Agro Merchants, Cloverleaf, Zero Mountain, and Hall's Warehouse Corp.⁵

With an established network across the United States, Canada, Australia, New Zealand, South America, Europe, and beyond, food manufacturers, distributors, and retailers can leverage Americold's entire infrastructure network.

⁵ <https://tracxn.com/d/acquisitions/acquisitionsbyAmericold>



2

COMPLETE 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.

Truckload 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

 NO MINIMUM ORDER QUANTITIES

 IMPROVED ON-TIME SERVICE

 INCREASED DELIVERY FREQUENCY

 INCREASED ORDER FILL RATES

 SHORTER LEAD TIMES

 CONSISTENT WEEKLY SERVICE

 REDUCED CARBON FOOTPRINT





3

VALUE-ADDED SERVICES: PRE-PRODUCTION SUPPORT

Essential ingredients stored in bulk or tote-capable facilities located close to production and processing centers offer transportation and storage cost savings. We can offer support from onsite labor up to a fully designed and built plant-attached facility. Work with our Supply Chain Solutions team to understand how to optimize your logistics network to give you a competitive edge.

Americold Middleborough, MA



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VALUE-ADDED SERVICES: PRODUCTION SUPPORT

Value-added services can also complement food production processes by utilizing the time in storage for product customization: wrapping, packaging, labeling, date-stamping, and other time and space-consuming activities, permitting the food production facility to focus on core activities.



5

VALUE-ADDED SERVICES: POST-PRODUCTION SUPPORT

Further leverage product's time in storage by taking advantage of what is traditionally downtime.

Packing and repacking, kitting, retail display preparation — it's all possible in one of our temperature-controlled environments.

To support retailers, food producers, and distributors, Americold offers value-added services including:

- Variety of temps for different needs: deep frozen, frozen, refrigerated, ambient
- Protein boxing and blast freezing
- Air and water tempering
- Special component packaging
- Netting/foiling
- Labeling
- Packing/repacking
- Pre pricing
- Date stamping
- Direct integration with transportation solutions
- Import/Export support services Regulatory inspection support

Leveraging Americold's value-added services can streamline your entire supply chain by utilizing many services under one roof —reducing the number of vendors required, which reduces handling, administration, complexity, and costs.

Contact us online WWW.AMERICOLD.COM or email marketing@americold.com

CUTTING-EDGE SUPPLY CHAIN TECHNOLOGY

Americold's IT infrastructure is second to none. We work with top-tier providers specializing 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 available from your handheld smart device.

Electronic Data Interchange (EDI)

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

*Automated layer picking operations,
Americold Plainville, CT*



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AUTOMATION OPTIONS

For larger and more complex supply chain operations, automation solutions ramp up order fulfillment capabilities, especially in markets where labor resources are tight.

The result is increased predictability and greater operational efficiency.

As a leader in food cold storage and logistics, Americold is constantly innovating and is committed to leading the way with optimized supply chain solutions, including cutting-edge automation facilities.



8

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 temperature-controlled food supply chain when handling easily spoiled goods. The world's food safety depends on this.

How do we support you?

Many of Americold's temperature-controlled facilities have specifically designed activity rooms and 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 temperature-controlled 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 one of the largest publicly traded REITs (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, adding the world's fourth-largest cold storage provider to our facility network. This expansion represents Americold's capability and commitment to providing a reliable and sustainable food supply chain across the globe.



10

COMPREHENSIVE EXPERT TEAM SUPPORT

Americold's "Cool Team" has unparalleled experience and expertise in 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 evolution to features 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 consistently nurtures a top-talent workforce to support every aspect of the food and beverage supply chain.

Risk Management

Whether 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

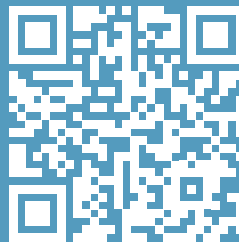
Optimized food logistics is essential to the economy and to the food supply chain nationally and internationally. With over 240 facilities and an expanding network of supporting value-added services, Americold is the top choice to partner with for reliable success. We are here to provide you with cold storage solutions adhering to all the top 10 requirements you should be looking for in a temperature-controlled supply chain services provider.

READY TO PARTNER WITH THE FOOD INDUSTRY'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 Cold Chain Specialist.

Speak to a Food Supply Chain Specialist to discuss your current and future needs.



[Speak to an Expert](#)





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.

Connect with Us

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