

A LOGISTICAL CHALLENGE BECOMES A GROWTH OPPORTUNITY

U.S. Cold Storage (USCS) has been servicing food manufacturers across the country for more than 100 years by providing refrigerated warehouse space and temperature-controlled transportation. Their company began experiencing new growth in 2014, while the transportation industry as a whole was facing capacity shortages. This propelled them to begin searching for a dedicated provider to complement their expanding programs in the Midwest and the Northeast. But finding the right provider wasn't easy.

"The multi-vendor, multi-consolidation, multi-stop work is challenging work," says Chief Executive Officer Larry Alderfer. "Typically, the large carriers historically have not wanted to play in that world too much."

While some providers simply provided rates per truck when asked for a quote, J.B. Hunt took a different approach. "J.B. Hunt insisted on coming in, meeting with us, really understanding our needs," says Keith Mowery, Senior Vice President of Logistics, "so they could come up with a solution that not only benefited USCS, but also benefited our customers."

By embedding managers at USCS warehouse locations and providing detailed analytics, J.B. Hunt was able to offer innovative logistics solutions that improved both efficiency and service. "As we've moved into becoming more of an analytics based company, we've realized how well automation can actually play in our world," says Alderfer. "And that's so important to us to know that we're with a partner who is thinking about the future as strongly and aggressively as we are."

U.S. COLD STORAGE

- Est. 1899
- Third largest public refrigerated warehousing logistics provider in North America
- 42 facilities in 13 states
- 376 million cubic feet of temperature-controlled warehouse distribution space
- Services include: cold storage, public warehousing, dedicated distribution facilities, transportation, dry warehousing, automation, blast freezing, safety, layer picking, consolidation program, and repack



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