

# NewCold Tacoma Introduction

*City of Fircrest Presentation*

*February 27, 2018*



## People Here Today

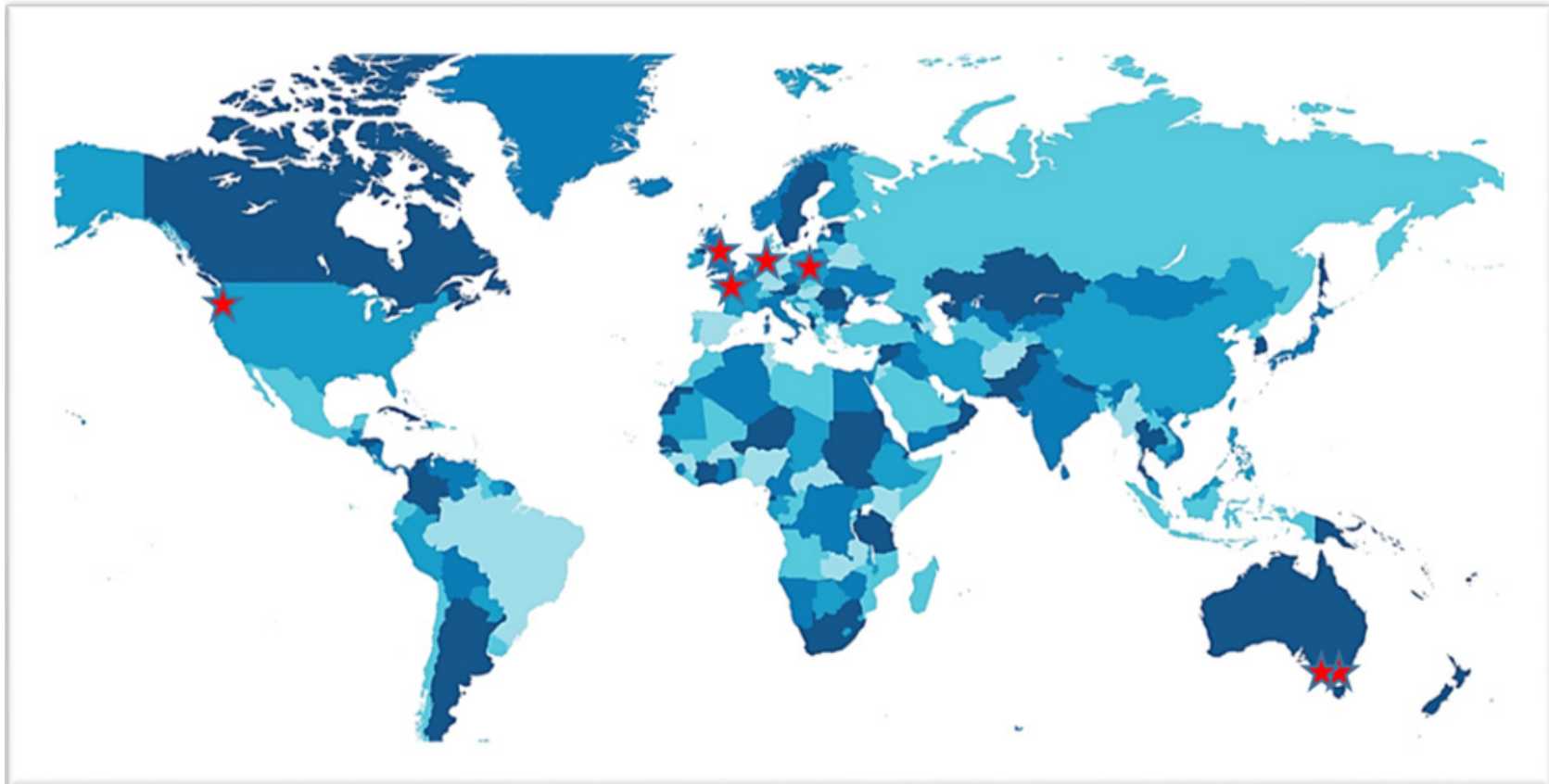
---

- NewCold
  - **Geert-Jan Laudy** – VP of Procurement & Engineering / NewCold Tacoma Project Manager
  - **Matt Richardson** – NewCold Tacoma - Site Manager
  
- City of Fircrest
  - **Hunter George** – Mayor of Fircrest
  - **Scott Pringle** – Fircrest City Manager

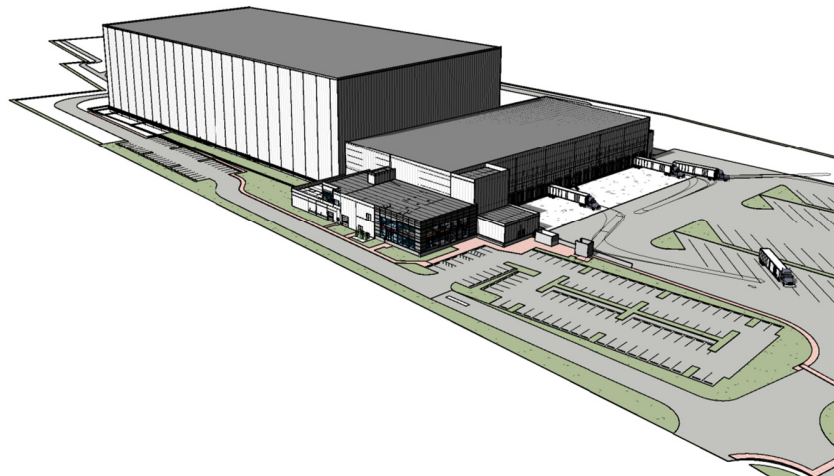
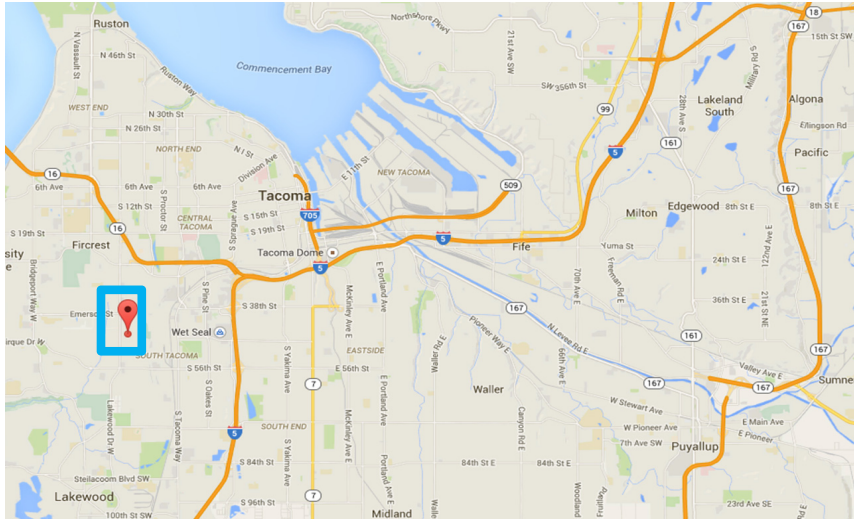
## Introduction to NewCold

# Brief History & Current Operations

- NewCold is headquartered in Breda, Netherlands.
- Currently NewCold owns and operates 7 sites worldwide.



# Introduction to NewCold Tacoma Facts & Figures



- **Address:** 4601 S. Orchard Street, Tacoma
- **Distance to Port:** 9 miles
- **High-Bay – Phase I:** 102,000 pallet positions
- **High-Bay Footprint:** 156,704 sq. ft.
- **High-Bay Height:** 137 ft. (~21,500,000 cubic ft.)
- **Dispatch Floor:** 54,622 sq. ft.
- **Pick Floor:** 54,622 sq. ft.
- **VAL Area:** 4,361 sq. ft.
- **Docks IN / OUT:** 8 / 9
- **Cranes:** 8 “Stacker” Cranes:
- **Yard Operations:** 80+ powered positions
- **Anchor Tenant:** Trident Seafoods
- **Employment:** 75+ (at full capacity)

*NewCold Tacoma is the first venture of NewCold into the U.S. market. This site is meant to be the showcase site for NewCold and is extremely important for the future – expansion, training, etc.*

Project Overview

# NewCold Tacoma – Site Video

---

# NewCold Tacoma Currently on Site

- Live Camera Link

<https://app.oxblue.com/open/fisher/newcoldtacoma>



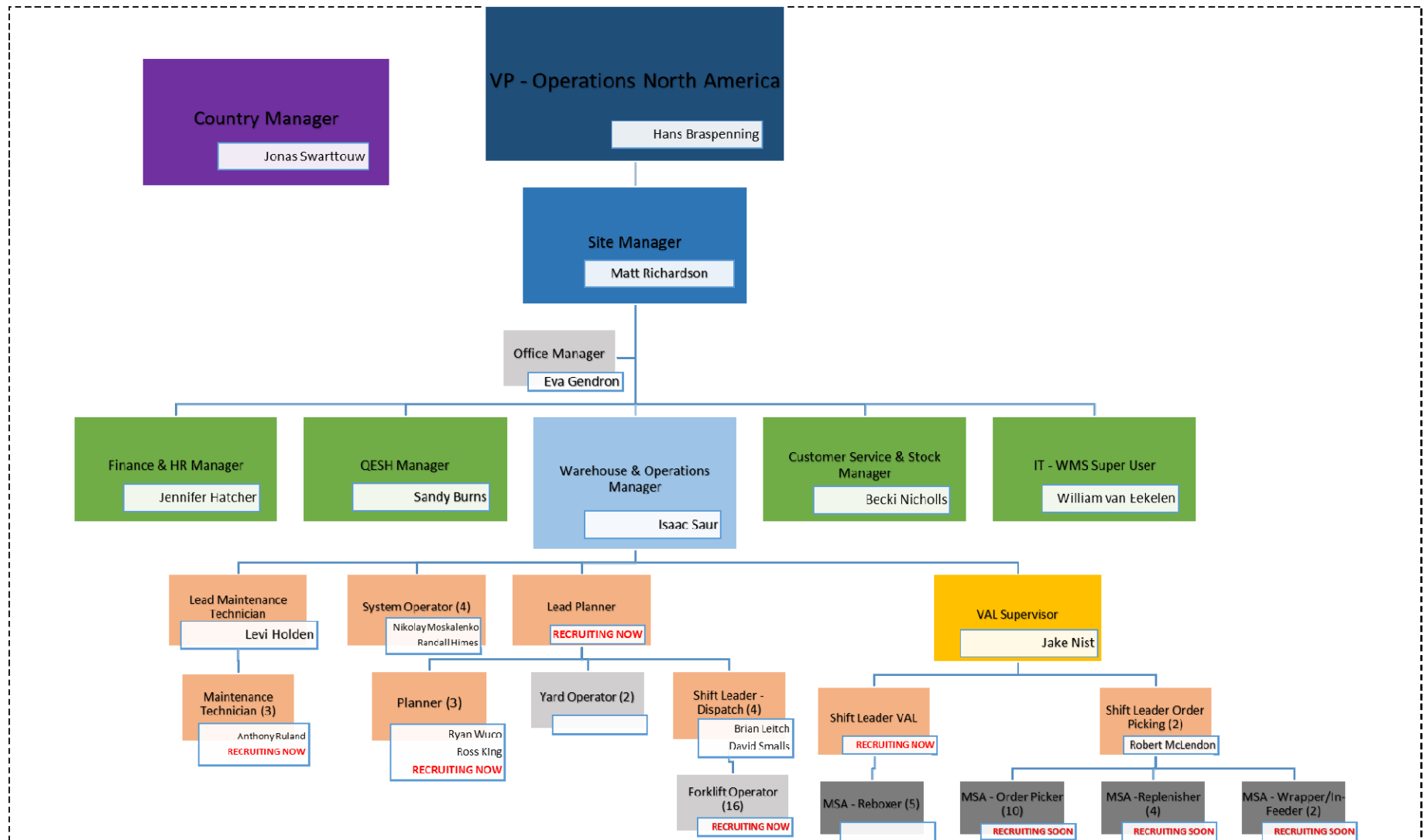
# Wrap-Up Q&A

1. Questions?
2. Comments?



# Operations Update

## NewCold Tacoma – Local Operations Team





# Operations Update

## Implementations

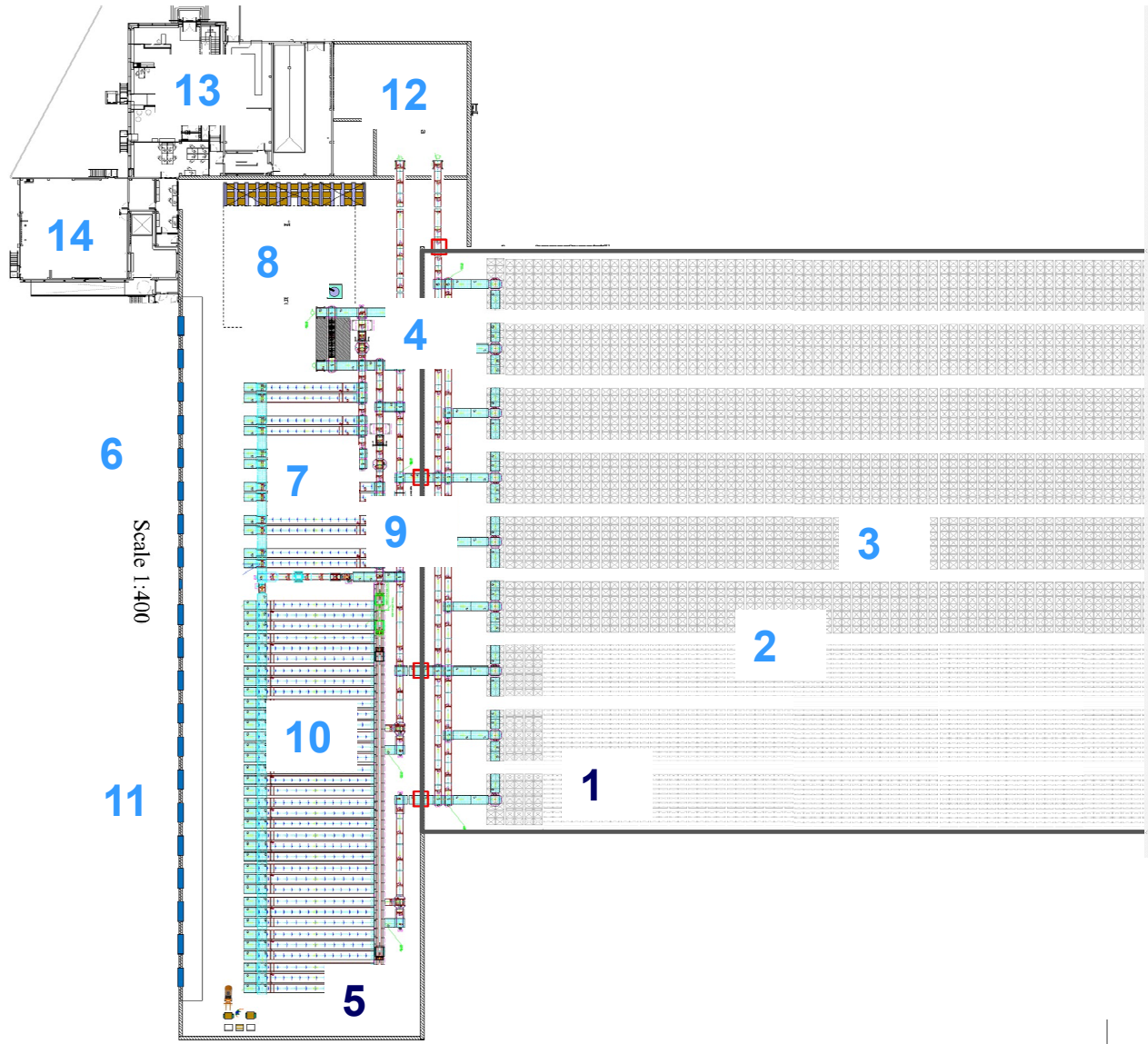
---

### NewCold Tacoma Implementation:

*New Country, New Site, New WMS Version, New Team....New Opportunity!*

- **New Country - USA**
  - Pay & Benefits Benchmarking, Job Descriptions, Employee Handbook, Payroll Setup, Hiring Plan, Recruitment Plan, Benefits Setup (Medical, Dental, etc.), 401K Setup, Invoicing Setup
- **New Site – NewCold Tacoma**
  - New Customer (Trident), SOPs & DWIs, QESH Program, State Regulations (WISHA), Federal Regulations (OSHA), Certifications, Registrations – FDA, USDC, Licenses, Accident Prevention Program, Emergency Response Plan, O2 Protocols
- **New WMS – CORAX (Upgraded Cloud based solution from Davanti)**
  - Software Development (Romania), FAT (Netherlands), Integration Testing (Pier 91), SAT (NewCold Tacoma), *12 installations in Europe...*
- **New Team – Local Operations**
  - Training Program - new employees being trained in Europe (currently 4 employees are at the Wakefield, UK site now), European Implementation Team

# NewCold Tacoma The Cold Store Solution



## What are we looking at:

1. High-Bay
2. Crane aisles
3. Racking
4. Conveyor system
5. Expedition Area
6. Inbound docks
7. Inbound Buffers
8. Recovery area
9. Elevator to pick floor
10. Outbound buffers
11. Outbound docks
12. VAL Area
13. Offices
14. Technical Area

# NewCold Tacoma

## Developed by Experts

### 1. Solution Design by NewCold

- Most experienced team in the industry
- Proven track record of > 20 successfully operating automated warehouses
- Standard design (building blocks)

### 2. Professional Project Development by NewCold & Fisher Construction

- Overall Project Management by NewCold
- Cooperation with Leading US Food Processing and Coldstore Construction Company: Fisher Construction
- And Other Key Equipment Suppliers

### 3. Implementing Systems & People by NewCold

- Standard Operating Procedures
- Testing & Training; Connecting Systems & People
- Start-up Support



# NewCold Tacoma

## Managed by Passionate Professionals

---

### 1. Standard Operating Procedures

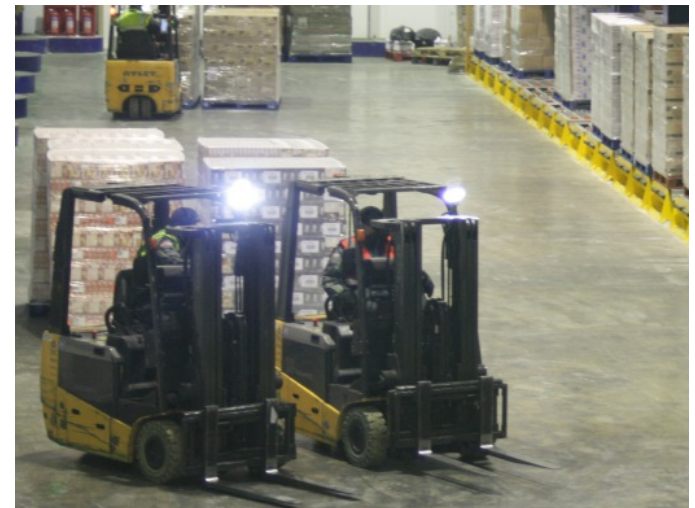
- Standard Operating Procedures (SOP)
- Customer Focus: SOP tailored to Trident – NewCold partnership
- Key Performance Indicators (KPI)

### 2. Continuous Improvement

- Business Analysis to identify improvement projects
- Joint projects (inside and outside the cold store walls)

### 3. High Service Levels

- Full tracking & tracing supported by state of the art warehouse management system (WMS)
- FEFO / BBD / Lot Code
- Standard Operating Procedures (for all stakeholders)
- Short warehouse lead time
- KPI's (steady state operation)



## Advantages of Automation

---

1. Consistent high-quality, efficient cold store operation
2. Market leading service levels
3. Sustainable (50% less energy consumption)
4. Protecting product integrity & food safety
5. Showcase in your supply chain
6. Driver for standardization and continuous improvement throughout the supply chain
7. Improved inventory management (reporting, tracking & tracing, data sharing / EDI) & forecasting
8. Creating centers of gravity (creating frozen food and cold storage clusters) and synergies in transport; Creating competitive advantage
9. Creating high quality employment opportunities & enabling our employees to outperform with leading technology