



GLOBAL COLD CHAIN
ALLIANCE®



IARW-WFLO Convention
8-12 October 2022
San Diego, California

General Session

Monday, October 10th | 9:00 – 10:00am

131st

IARW-WFLO Convention
8–12 October 2022
San Diego, California

Welcome & Opening Comments



MATT OTT

President & CEO

GCCA

GCCA Staff



MATT OTT
President & CEO



BRIAN LYNCH
EVP Member Programs and
CEBA Executive Director



MEGAN COSTELLO
EVP and Chief of Staff



ADAM THOCHER
SVP Global Programs & Insights
and WFLO Executive Director



LOWELL RANDEL
SVP Government & Legal Affairs



OMI KADIRBERGENOV
Chief Financial Officer

GCCA Staff



JAMES ROGERS
VP of Business Development



AMANDA BRONDY
VP of International Projects



RITA HALEY
Director of Administration and
Manager of GCCA Boards



KATIE SASTRE
Manager of Business Development



MADISON JACO
Manager of International
Projects



JENNA CAMPBELL
Manager of Training and
Development

GCCA Staff



KATE LEONOVA
Coordinator of Accounting



LYDIA BARR
Coordinator of Education and Programs



HOLLY COUGHLAN
Coordinator of Membership



DEBBIE CORADO
Director of Latin America



LIZELLE van der BERG
Director of South Africa



JULIE HANSON
Director of Europe



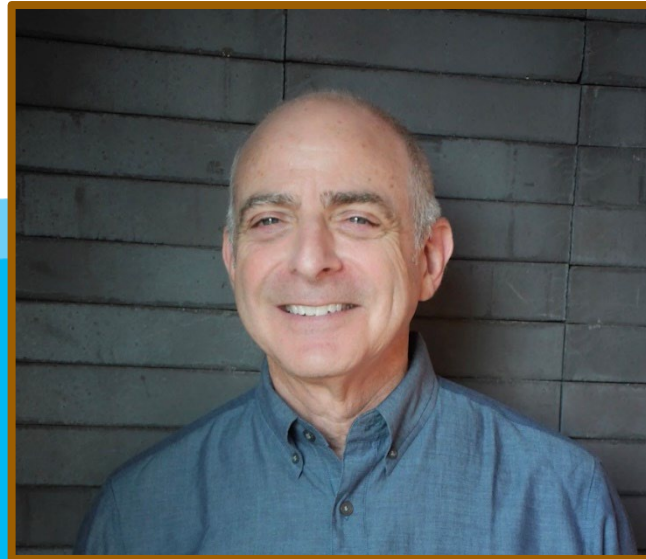
ISABELA PERAZZA
Director of Brazil



GLOBAL COLD CHAIN
ALLIANCE®

131st

IARW-WFLO Convention
8–12 October 2022
San Diego, California



State of the World Food Logistics Organization

Daniel Kaplan, WFLO Chairman and
Director, Vertical Cold Storage & Rack Builders Inc.



WFLO INSTITUTE



Don Schlimme Future Leader Award Finalists



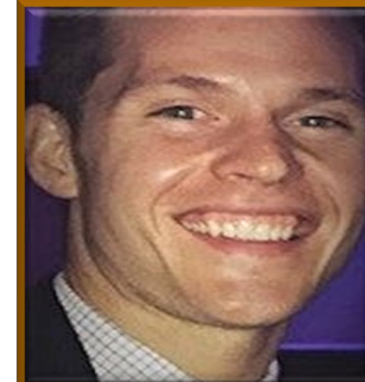
Clifton Alt
Operations Manager
Interchange Group



Kulsoom Khan
Energy Efficiency Manager
Congebec



Judina Arends
Operations Manager
Bradner Cold Storage



Brian Magnus
General Manager, Midwest Logistics
United States Cold Storage



India Grayson
Warehouse Lead
Agile Cold Storage

Watch the Finalist Presentations:

General Session | Tuesday, October 11 | 9:00-10:00am | Costa Del Sol A-D

WFLO Scientific Advisory Council Onsite



Dr. Michael Jahncke
SAC Chairman



Dr. Barbara Rasco
Food Safety



Dr. Cody Gifford
Meat Products



Dr. Elhadi Yahia
Postharvest Technology



Dr. Dennis Heldman
Food Process Engineering



Dr. Jeffrey Brecht
Cool Climate Produce



Dr. Patrick Brecht
Refrigerated Transportation

**Come See
Us in the
Supplier
Showcase!**

WFLO International Projects



WFLO Initiatives



The **Global**
FoodBanking
Network®



Learn More From Your Peers:

Focus Session | Improving Food Loss & Food Waste in the Cold Chain
Monday, October 10 | 10:30-11:30am | Las Palmas 2

WFLO Strategic Task Force

DAN KAPLAN
WFLO Chairman

GREG LAURIN
WFLO Vice Chairman

MICKEY HOFFMAN
WFLO Treasurer

PAUL HENNINGEN
WFLO Past Chairman

MARTY STEINMETZ
WFLO Board Member

MIKE JAHNCKE
WFLO SAC Chair

MIKE MCCLENDON
IARW Vice Chairman

DON DURM
IRTA Vice Chairman

MARKO DZELETOVICH
CEBA Chairman

STEVE TIPPMANN
WFLO Board Member

DAVID STUVER
WFLO Board Member

Proposed Strategic Plan & Mission

131st

IARW-WFLO Convention
8–12 October 2022
San Diego, California

VISION: Ensure access to the highest quality, safest, temperature-controlled products, and services across the world.

MISSION: To sustainably grow and support the global cold chain through research, training, education, and development.

STRATEGIC INITIATIVES: 2023–2025

DISCOVER

Deliver actionable cold chain intelligence and research globally

TRAIN

Educate the broader community about the cold chain and train the day-to-day practitioners on its reliable & efficient execution globally

APPLY

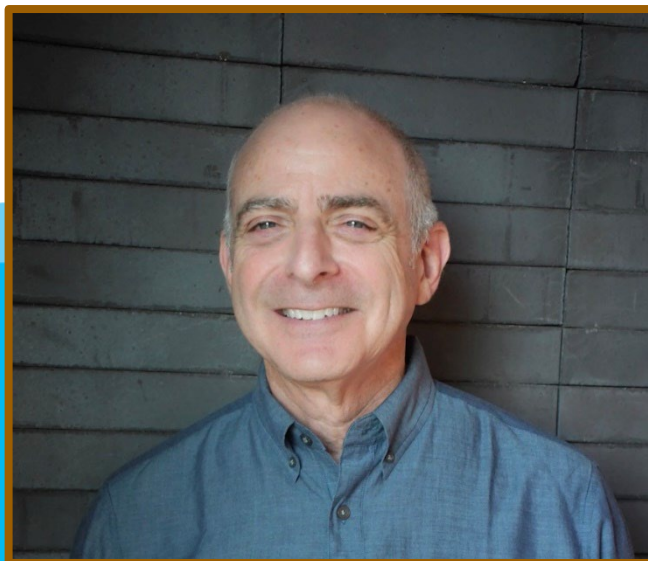
Expand reach of development projects that grow and support the cold chain globally



GLOBAL COLD CHAIN
ALLIANCE®

131st

IARW-WFLO Convention
8–12 October 2022
San Diego, California



Thank you!



GLOBAL COLD CHAIN
ALLIANCE®

131st

IARW-WFLO Convention
8–12 October 2022
San Diego, California



State of the **Controlled Environment Building** **Association (CEBA)**

Marko Dzeletovich, Chairman, CEBA and
Founder & CEO, Coldbox Builders



C E B A

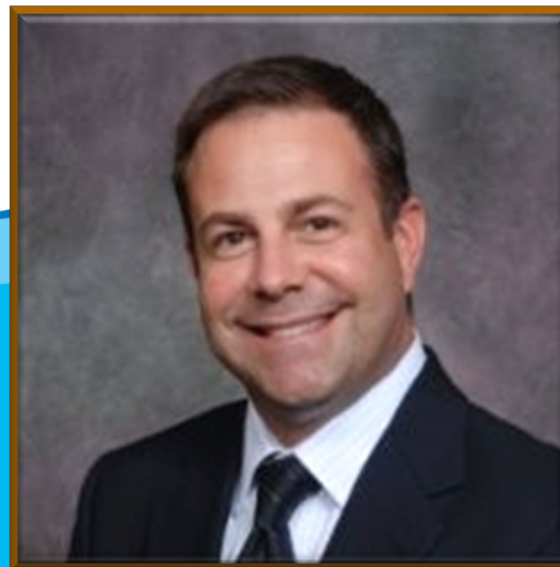
Controlled Environment
Building Association



GLOBAL COLD CHAIN
ALLIANCE®

131st

IARW-WFLO Convention
8–12 October 2022
San Diego, California



State of the IARW & IRTA

Manuel Cabrera Kabana, Director, Friopuerto Investment and
Todd Lanter, Director, Transportation & Network Integration, Lineage Logistics

131st

IARW-WFLO Convention
8–12 October 2022
San Diego, California



GLOBAL COLD CHAIN

ALLIANCE®



Thank You Manuel and Todd!



Tech Talk: Going from Greenfield to High Bay Warehouse

131st IARW-WFLO Convention
8-12 October 2022
San Diego, California



MATT RIVENBARK

Sales Director of Food & Beverages
SSI Schaefer

SSI SCHÄFER



Going from Greenfield to HBW

A how-to of processes and procedures

Matt Rivenbark

SSI SCHÄFER

Think Tomorrow.

Agenda

Going from Greenfield to HBW

01 Design Information

02 Building & Site
Planning

03 Software &
Technology

04 Vendor Selection

05 ROI

Design Information

- # of SKUs (incl. item master data)
- Storage requirement (net vs gross)
 - Any segregates? (Temp zone, commodity class)
- Throughput requirements
 - Pallets?
 - Layers?
 - Cases?
- Load unit info
 - L x W x H x Weight
 - Pallet types (CHEP, GMA, PECO?)



Site Selection

- Dimensions
 - Initial build out
 - Expansion capabilities
- Soil conditions
- Height restrictions
- Proximity to customers and infrastructure



Building Design

- High-bay warehouse (HBW) storage area
 - Conventional
 - Rack-supported
 - Usually built to 100' - 120' or above
 - Utilize mezzanines when possible to limit footprint
- Low bay
 - Dock
 - Picking areas
- Build with expansion in mind
- Applicable building & fire codes
 - IBC (Typical Standard)
 - Local Codes (Overrides Typical Standard)
 - NFPA or FM Global fire protection standards



Software Planning

- What will your ERP / WMS be?
- WMS from the market?
- WMS or WCS from ASRS vendor?
- Add ons:
 - Yard management
 - Labor management
 - KPIs for reporting



Vendor Selection

Consider selecting the vendor that...

- ✓ Understands your unique business and vertical market requirements the best
- ✓ Listens instead of dictates
- ✓ Has applicable project references that show competency for your solution
- ✓ Has support options that make you comfortable
- ✓ Treats you as a partner instead of just a sale
- ✓ Best meets your success criteria



Return On Investment

- Compare against “do nothing” or manual approach as basis
- Labor savings
 - How many FTEs do you save and what’s the value of those FTEs?
- Building savings
 - Square footage savings can be massive driver of ROI!!
 - Build up, not out!
- Product waste





Thank you!

Matt Rivenbark – Sales Director | Food & Beverage
Matt.Rivenbark@ssi-Schaefer.com

ssi-schaefer.com

SSI SCHÄFER

Think Tomorrow.

Copyright

© 2022 SSI SCHÄFER, all rights reserved

This publication may neither be reproduced, transmitted nor stored in a retrieval system, including but not limited to, written material, printed matter, punch cards, film, microfilm or microfiche, magnetic tapes or discs or any other electronic media form including optically readable tapes or discs, laser discs, and any other form of computer storage, without the prior written consent of SSI SCHAEFER.

Disclosed matters and/or concepts of the present documentation are or will be protected by intellectual property rights.



SSI SCHÄFER

131st

IARW-WFLO Convention

8–12 October 2022

San Diego, California



GLOBAL COLD CHAIN

ALLIANCE®

JOIN US!

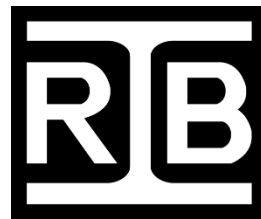
131st

IARW-WFLO Convention
8-12 October 2022
San Diego, California

Coffee Break in the Supplier Showcase

10:00am – 10:30am
Costa Del Sol E-H

SPONSORED BY:



Rack Builders Inc.

Ingenuity Quality Integrity



Focus Sessions | 10:30 – 11:30am

Energy Disruption: Rising Costs & Global Implications

Location: Las Palmas 1

Improving Food Loss & Food Waste in the Cold Chain

Location: Las Palmas 2

131st

IARW-WFLO Convention

8–12 October 2022

San Diego, California



GLOBAL COLD CHAIN

ALLIANCE®