

# USCS Logistics™ Offers Best-In-Class Services Tailored to Customer Needs

*New group integrates with customers' businesses closely, allowing them to focus on their own core competencies.*

United States Cold Storage, long known for its warehousing services, has made a serious entry into the third-party logistics arena with the formation of USCS Logistics™.

The Voorhees, N.J.-based company now has the ability to be the full-service transportation provider for its customers, says Keith Mowery, director of transportation and logistics for the new entity. "U.S. Cold Storage has a great reputation as a best in class PRW (public refrigerated warehouse) provider," he notes. "We've now taken the steps to become a best-in-class third-party logistics provider as well."

## Dedicated Team

For some time, Mowery says, customers have been asking for more than just warehouse services and outbound freight consolidation, so U.S. Cold Storage put together a dedicated team and infrastructure that can handle any transportation need.

The biggest demand right now is for managing truckload shipments out of a manufacturer's plant to retailers or distribution centers. But Mowery explains that USCS Logistics offers a widely diversified menu of other services to help its customers. (See sidebar, "USCS Logistics Services" for details.)

"Small and mid-size manufacturers tell us they don't have the time to focus on transportation management as it isn't their core competency," Mowery points out. "They struggle with such things as carrier management and getting information on volume, shipping patterns, costs, and customer profitability. They really want to focus on production and marketing, and we can help them do that by taking transportation management off their plate."

To this end, USCS Logistics makes use of a sophisticated transportation management system developed internally by USCS for its 2,500 accounts nationwide. The system quickly and efficiently handles the planning, execution and reporting of all facets of customer shipments. Proprietary software interfaces with USCS operating systems allowing access to customer order information, delivery of EDI transaction sets and updating of reports for all stages of the transportation management process.

"Customers receive support from a team of USCS Logistics transportation professionals who are dedicated to improving their supply chain, along with the availability of a state-of-the-art TMS with no capital investment on their part," Mowery says.



*'We've now taken the steps to become the best-in-class third-party logistics provider as well,' says Keith Mowery.*

## Countless Nuances

There are countless nuances here, he adds. Optimizing networks and controlling costs are critical issues that many manufacturers aren't equipped to handle, for example. And some manufacturers have difficulty managing carriers.

"It's easy to find someone to move a load from point A to point B, but you need to know if they have the proper insurance, what their equipment is like, whether they can communicate via EDI, what performance scorecard information exists on them, and so on. We routinely handle all of that," Mowery says, "and we take it very seriously."

Each customer has its own unique situations affecting the efficiency of the supply chain, he notes, adding that "USCS Logistics will work to find innovative and unique solutions." That's fitting, considering the new group's theme:

"Innovation | Solutions | Performance."

## THE TEAM

*Here are some of the key members of the USCS Logistics team:*

**Larry Alderfer**, VP of Logistics and Corporate Development  
[LAlderfer@uscold.com](mailto:LAlderfer@uscold.com)

**Keith Mowery**, Director of Transportation and Logistics  
[KMowery@uscold.com](mailto:KMowery@uscold.com)

**Tom Hrivnak**, Logistics Operations Manager  
[THrivnak@uscold.com](mailto:THrivnak@uscold.com)

**Wendy Snoke**, Logistics Services Manager  
[WSnoke@uscold.com](mailto:WSnoke@uscold.com)

## USCS LOGISTICS SERVICES

*Here's a partial list of services offered by USCS Logistics:*

- Outbound LTL, TL and Pool Consolidation Programs
- Inbound Freight Management
- Shipping/Delivery Appointment Scheduling
- Order Tracking
- Electronic and EDI Invoicing
- Claims Management
- Logistics Network Modeling
- Dynamic Reporting