



# Pathways For Trade

The North American Logistics & Manufacturing Symposium

**COLD CHAIN: SUPPLY INNOVATIONS & TRENDS**

## Cold Chain Logistics, Facilities & Operations

Moderator:

**Eddie Aldrete**, Aldrete Strategic Partners

Speakers:

**Juan Jose De Leon**, CEO EBT Logistics

**Dean Lindstrom**, CEO ARI

**Fabelina Guerra**, Operations Manager,  
Nature Fresh Farms

# Cold Chain Logistics



**Use of team drivers to ensure efficient use of time and maintain product freshness**

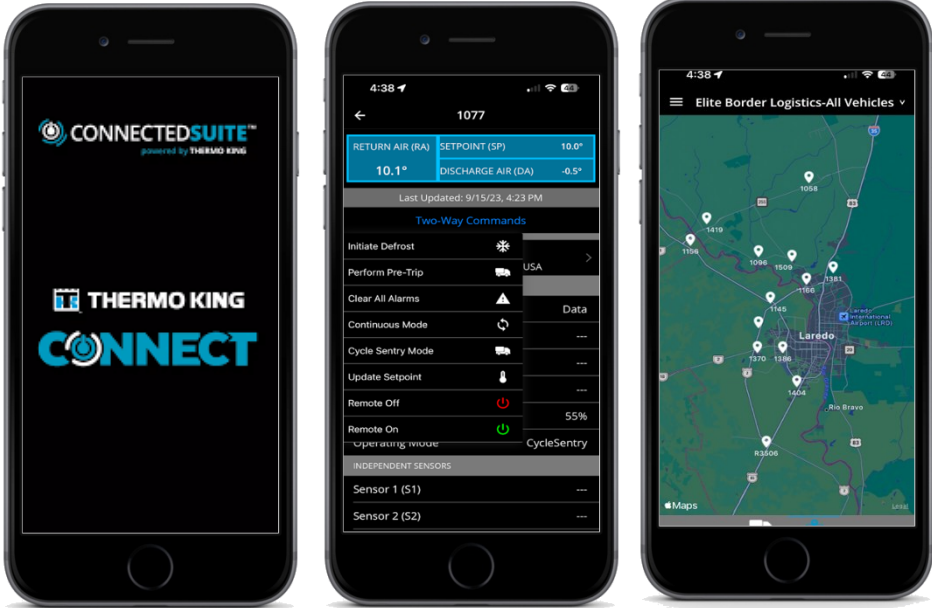


**Omnitracs technology ensures constant communication with driver**

# Cold Chain Logistics



New 2023 -2024 Trailers



Latest tracking and temperature controlled systems

# Cold Chain Logistics

On Time Specialist - EBT Logistics Inc.

ONTIME (702/172) x

Orders: 702

Cutoff date: 09/22/23

Outbound from: [red box] OTP

Inbound to:

Origin city	Orl	Dest city	De	Shipper n...	Consignee n...	Tracto...	Tractor	Tractor	Drivers	Ord...	Order	Cons reference	B...	Early P/U dt	Late P/U dt	Stops	Early Del dt	Late Del dt	Distance
VINCEN...	IN	LAREDO	TX	KNOX FAR...	ESOUVEL FO...					SB	3256978	235608	Yes	09/19/23 0700	09/19/23 2200	0	09/21/23 0600	09/21/23 1000	1169.0
VINCEN...	IN	LAREDO	TX	KNOX FAR...	SIGMA					SB	3256977	235188	Yes	09/19/23 0700	09/19/23 2200	0	09/21/23 0700	09/21/23 1200	1169.0
VINCEN...	IN	LAREDO	TX	KNOX FAR...	SIGMA					SB	3256976	235187	Yes	09/19/23 0700	09/19/23 2200	0	09/21/23 0700	09/21/23 1200	1169.0
SIoux CITY	IA	LAREDO	TX	Seaboard	Continental F...					SB	3256926	1722355	Yes	09/19/23 2300	09/22/23 1100	0	09/22/23 1100	09/22/23 1100	1160.0
LAREDO	TX	DENVER	CO	EBT YARD	KROGER CO...	FLEET4	2	272	11 12 N	HERNANDEZ	NB	3256983	Yes	09/20/23 0312	09/21/23 0800	0	09/21/23 0800	09/21/23 0800	1038.0
SEGUIN	TX	LAREDO	TX	TYSON FO...	Continental F...					SB	3256982	1722355	Yes	09/19/23 0800	09/20/23 1500	0	09/20/23 1500	09/20/23 1500	1556.0
COLOMBIA	NL	TAYLOR	MI	PENSION ...	TOPLINE FAR...	FLEET4				SB	3256981	1722355	Yes	09/19/23 1100	09/22/23 0600	0	09/22/23 1100	09/22/23 1100	1556.0
MIT PLEAS	TX	LAREDO	TX	PILGRIMS ...	Continental F...					SB	3256980	1722355	Yes	09/19/23 1500	09/20/23 0800	0	09/20/23 1100	09/20/23 1100	529.0
PRINEBELL	AR	LAREDO	TX	TYSON FIN...	Continental F...					SB	3256979	1722355	Yes	09/19/23 1700	09/21/23 1000	0	09/21/23 1000	09/21/23 1000	733.0
SAN LUIS	SL	COLOMBIA	NL	CANELS ...	PENSION ...					SB	3256978	1722355	Yes	09/19/23 1800	09/20/23 0000	0	09/20/23 0000	09/20/23 0000	469.0
AJUCHITL	QA	FORT WORTH	TX	FINKAAGR...	Continental F...					SB	3256977	1722355	Yes	09/19/23 1800	09/21/23 0800	0	09/21/23 0800	09/21/23 0800	1012.0
LAREDO	TX	MARFAC	IN	COLD CHA...	Continental F...					SB	3256976	1722355	Yes	09/19/23 1800	09/21/23 1100	0	09/21/23 1100	09/21/23 1100	1214.0

Tractors: 172

Tractor

Driver

Or...	De...	Driver loa...	Order n...	Statu...	Distance	B...	Early P/U dt	Late P/U dt	Stops	ETA to next st...	ETA sta...	Customer...	Tractor planning
07	01	N - No div.	3256807	In		Yes	09/19/23 0700	09/19/23 2200	0	09/19/23 1600	09/19/23 1235	AGRICO	READY 9/19-RC
MEX	07	DROPHO...	3257245	In		Yes	09/19/23 0700	09/19/23 2200	0	09/19/23 1600	09/19/23 1323	AGRICO	P7 COLOMBIA
MEX	07	DROPHO...	3257248	In		Yes	09/19/23 0700	09/19/23 2200	0	09/19/23 1100	09/19/23 1324	LATE	ELITLAT1
06	07	DROPTR...	3257196	In		Yes	09/19/23 0700	09/19/23 2200	0	09/17/23 1600	09/19/23 1328	LATE	AGRICO
MEX	07	DROPHO...	3257140	In		Yes	09/19/23 0700	09/19/23 2200	0	09/18/23 1100	09/19/23 1328	LATE	PROMISA
07	07	LU - LIVE	3256332	In		Yes	09/19/23 0700	09/19/23 2200	0	09/18/23 1100	09/19/23 1328	LATE	P12 TOWER
03	07	DROPTR...	3256500	In		Yes	09/19/23 0700	09/19/23 2200	0	09/20/23 0200	09/19/23 1324		MASTKION
07	03	N - No div.	3256994	In		Yes	09/19/23 0700	09/19/23 2200	0	09/20/23 0930	09/19/23 1125		MASTKION
07	01	N - No div.	3256837	In		Yes	09/19/23 0700	09/19/23 2200	0	09/20/23 1000	09/19/23 1455		TYOTO
07	04	N - No div.	3256719	In		Yes	09/19/23 0700	09/19/23 2300	0	09/20/23 1000	09/19/23 1342		IMPENJU
04	07	DROPTR...	3256982	In		Yes	09/19/23 0700	09/19/23 2300	0	09/19/23 1040	09/19/23 1518	LATE	RYCAPU
03	06	N - No div.	3255429	In		Yes	09/19/23 0719	09/20/23 0312	0	09/20/23 1100	09/19/23 1518		INTEATGA
04	07	N - No div.	3256569	In		No	09/19/23 0719	09/20/23 0312	0	09/20/23 0600	09/19/23 1505		MASTKION
07	01	N - No div.	3256811	In		No	09/19/23 0719	09/20/23 0312	0	09/19/23 0800	09/19/23 0800		IMPENJU
03	07	DROPHO...	3251620	In		No	09/19/23 0800	09/19/23 1100	0	09/19/23 0800	09/19/23 1200		
07	01	N - No div.	3256811	In		Yes	09/19/23 0800	09/19/23 1200	0	09/19/23 0800	09/19/23 1700		
07	01	N - No div.	3256811	In		Yes	09/19/23 0800	09/19/23 1800	0	09/19/23 0800	09/19/23 1800		
07	01	N - No div.	3256811	In		Yes	09/19/23 0800	09/19/23 1800	0	09/19/23 0800	09/19/23 1800		

8/24

[red box] OTD

Next stop arri...	ETA to next st...	ETA sta...
09/19/23 1600	09/19/23 1235	
09/19/23 1600	09/19/23 1323	
09/19/23 1600	09/19/23 1323	
09/19/23 1600	09/19/23 1323	
09/19/23 1600	09/19/23 1334	
09/19/23 1100	09/19/23 1324	LATE
09/17/23 1600	09/19/23 1328	LATE
09/18/23 1100	09/19/23 1328	LATE
09/20/23 0930	09/19/23 1125	
09/20/23 1000	09/19/23 1455	
09/19/23 1040	09/19/23 1518	LATE
09/20/23 1100	09/19/23 1518	
09/20/23 0600	09/19/23 1505	
09/19/23 1609		

Calculation of latest departure times from shipper to ensure on time pick up and on time delivery.

# What Comprises a “Cold” Facility?



Users



Floors



Refrigeration Equipment



Temperature & Humidity Control



Insulated Metal Panels



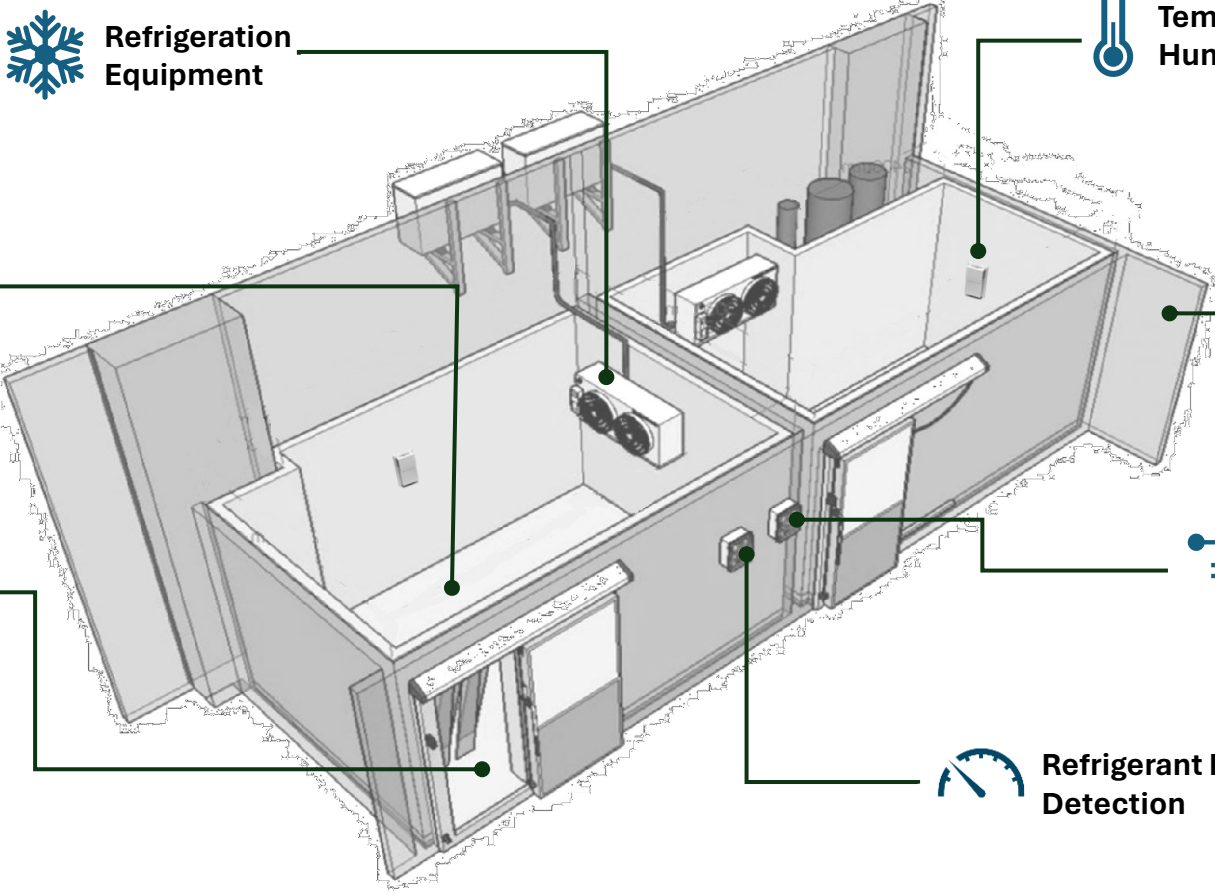
Doors & Dock Systems



Automation & Control Systems



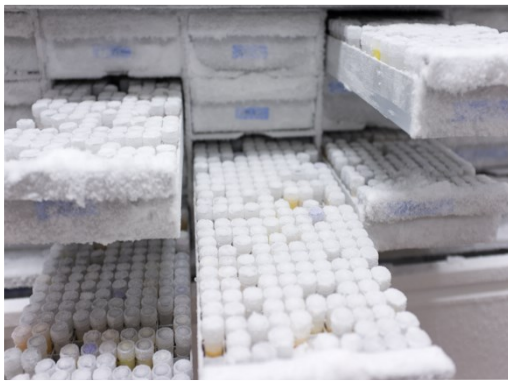
Refrigerant Leak Detection



# Where is “Cold” Mission Critical?



**Food &  
Beverage**



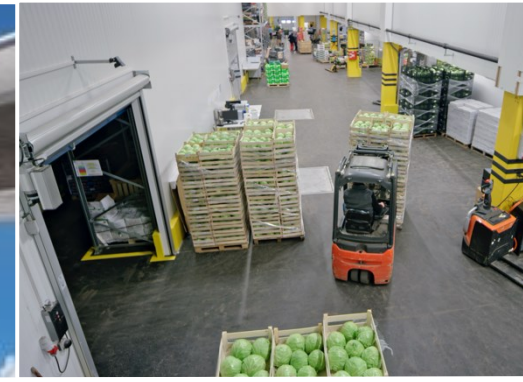
**Biotechnology**



**Pharmaceuticals &  
Healthcare**



**Manufacturing**



**Logistics &  
Distribution**

# Why is “Cold” Mission Critical?



**Operational  
Efficiency**



**Energy  
Efficiency**



**Product  
Safety**



**Inventory  
Protection**



**Regulatory  
Compliance**

# What are the Industry Trends Affecting Cold Chain Operations?



1. Use of automation and robotics
2. Increased demand for food as a result of global population growth
3. Growth of e-commerce
4. Diversification of temperature-controlled products in the food industry
5. Replacement of old assets with new, modern warehouses
6. Demand for data and predictive analytics
7. Global trade expansion
8. Changing consumer food preferences