

Pictured: Each of Confederation Freezers' warehouses is refrigerated and ambient-temperature controlled.

LOGICAL SOLUTIONS

This multi-facility third party logistics provider plans and deploys the movement of goods through a well-balanced combination of the right people and the right technology. Confederation Freezers relies on a state-of-the-art WMS and monitoring system, an RFID lab (Headwater consortium), EDI standard and customized solutions and bar coding capabilities.

A change to its logistics management software came in 2005 when the company upgraded the system. A popular feature of the software is real time data access. This enables customers to track

the movement and status of their inventory in real time using the Internet. Many of Confederation Freezers' largest clients rely on this technology, which has resulted in major time and money savings for all involved.

COOLING TRENDS

With the realities of mad cow disease and bioterrorism ever-present in today's society, food traceability is a new sought-after service in the food industry. "As we've watched the industry grow and understand the needs of customers, we've tried to provide the service they want and need and anticipate where they want to be in the future," says Alan Greenspan. "Over the last few years, product traceability for recall purposes and other tracking issues has become a customer request. Offering a service like this has significantly changed

the level of data that we have to keep on products in our warehouse. It requires exacting detail and a company like Confederation Freezers that is highly experienced in the food business."

Outsourcing and more advanced technology are additional trends and requests from Confederation Freezers' customers. "Customers always want new features and capabilities," says Harry Greenspan. "Our customers are always looking for us to do more for them. If it's not outsourcing, it's how we can pick up another piece of their process. In every aspect of product manufacturing, our customers are asking for the technologies that can help them do things faster, better and more cost efficiently. Our extensive knowledge of the food industry makes us the perfect candidate for the job."

A BRISK FUTURE

Confederation Freezers actively participates with industry associations in an effort to continually grow and improve. The company is a participant in ASI Food Safety Consultants/Food Processors of Canada, International Association of Refrigerated Warehouses, International Institute of Ammonia Refrigeration, National Frozen and Refrigerated Foods Association and World Food Logistics.


"Our industry know-how and dedication to staying on trend with all aspects of the food business puts us in growth mode along with our customers," says Harry Greenspan. "Our customers are demanding more of us and will continue to do so. We are at the ready, to respond and partner with them to generate growth. It has always been our ability to work well with customers and anticipate and satisfy their needs that has made us a success. As we look to the future we stay focused on our mission – to continually enhance our position as a premier provider of public refrigerated warehousing and distribution in Canada by creating competitive advantage and optimum performance for our valued customers."



Pictured: Family members Alan Greenspan, John Greenspan, Harry Greenspan and Kyle Greenspan;

Confederation Freezers participates in many discussions with industry professionals in a constant effort to improve its business.

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