



# THE COOL NEWS



## WAREHOUSE TEMPERATURES AT -80 (F) VERY LOW TEMP STORAGE NOW AVAILABLE!

# LOS ANGELES COLD STORAGE

Los Angeles Cold Storage is pleased to announce the recently completed construction of its brand new Very Low Temperature (VLT) freezer facility. With the introduction of this new, very low temperature warehouse service, we believe Los Angeles Cold Storage Company is the only public cold storage warehouse in the United States to offer this unique service for our customers.

The VLT freezer, which was engineered by Manager John Scherer, is designed to store product at a “normal” temperature of -80 degrees (f). As a result, the freezer is an excellent choice for customers who wish to store seafood (primarily tuna) and yogurt cultures at a super low temperature.

Not a blast freezer (which we already have), the VLT freezer is designed specifically for products that require a very low temperature but without the effects of rapid air movement generated by a blast freezer.

The new VLT freezer is a unique “Freezer within a Freezer” and is constructed inside the existing Central Warehouse freezer facility. Constructed with a special airlock, the freezer within a freezer, is separated from the “high” -5 degree (f) temperature of the Central Warehouse. Completely racked, the new VLT freezer is 1400 square feet and has approximately 52,400 cubic feet of storage space. With space for 240 standard pallets, the freezer has become the storage location of choice for many tuna importers, wholesalers and distributors.

Because of the extremely low temperatures inside the room only a select crew of specially

trained warehouse workers are allowed to work in the freezer. Special freezer clothing had to be custom manufactured and ordered with reflective markings and double thick insulation. Special gloves are provided and full face masks that recirculate warm air were purchased to keep the forklift operators safe and warm.

While the VLT was under construction, it was determined the freezer required special operational procedures implemented to ensure the safety of the workers assigned to work inside the VLT. Warehouse Manager Terry Miller created and prepared the VLT Operational Plan which included the unloading and receiving processes for the super freeze ocean going containers. In addition, the VLT Operational Plan incorporates specific procedures related to the proper storage and handling of the valuable goods consigned to the VLT.

To further ensure safety and security the VLT required a specially designed low temperature camera for the LA Cold closed circuit television (CCTV) system. A unique camera had to be ordered from the East Coast and installed by our CCTV Technician, Joseph Mann. In addition, a “Man Down” alarm for the VLT was developed and designed by our own Regulatory Affairs Engineer Charles Gunther. This custom alarm system is designed to restrict the amount of time any warehouse person or maintenance employee is allowed to work inside the VLT. As designed by Chuck and installed by our Operating Engineers, once the freezer door is opened, the monitoring system automatically activates and begins a nine minute countdown. If the allotted nine minutes of time an

February 2013  
Volume 31 Issue 1

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## DO WE HAVE TIME FOR SAFETY?

By Sam Reyes, Manager of Transportation

There is more to warehouse safety than just complying with OSHA regulations and fire codes. It is easy to look at safety as just meeting the minimum mandated by law. This is not enough. We need to constantly review the best practices for safety. We should discuss the benefits and risks with our employees, supervisors and our visitors. It is vital we make the time to create a culture in all of our departments.

A safe warehouse encourages productivity and it can also deliver cost savings. A safe workplace has higher employee satisfaction and fewer workplace disruptions. By working safely we can reduce absenteeism and equipment downtime. We can extend the life of our racks and material handling equipment and we can reduce damage to our customer's inventory.

### Here are a few reminders:

**Prevention of incidents and accidents begins with good housekeeping.** Housekeeping is essential to maintaining a safe warehouse. This means good common sense; keep docks and floors free of boxes, garbage, debris, dirt, and oil. Piles of trash, ice and debris are a slip and fall hazard and can hinder evacuation. Make sure that trash containers are available throughout the warehouse. Report flooring surfaces that are slippery or have holes. Report tripping hazards that need repair. Keep cords and wires off the floor. Clean all spills immediately and don't leave items in aisles, on the floor, or stacked insecurely. Also be sure to not block eye wash stations, extinguishers, sprinklers or fire exits

**Battery charging areas require their own care.** Common safety sense demands that battery charging areas include ventilation, eye wash and first-aid stations, acid neutralization and spill control systems. If your work area does not have these measures, then you should report it immediately to your supervisor. **Falls and other mishaps can be prevented.** We can all slip,

trip, stumble, fall, or be struck by falling objects and injure our hands, feet, toes and other body parts. Many of these types of accidents can be prevented. Keep work areas clear and swept clean at all times. Be cautious around open dock doors and use forklifts safety cages when lifting co-workers.

**Practice good back safety.** Proper lifting technique is critical to back health, but planning is also important. Before moving a box or anything else, you should ask yourself a few questions. How heavy is it? Where does it need to go? Test the load before lifting it. If it is too heavy or bulky, get help. Keep your back straight; don't bend over. Use your legs—not your back—to lift. Lift cartons by holding opposite top and bottom corners. After lifting, be sure you can see over the load and don't twist your back while carrying a load. If you need to turn, take small steps in the direction you want to go.

**Material handling equipment.** Employees who use forklifts must be properly trained and certified. You should immediately report (anonymously via our Hotline if needed) unsafe conditions or behavior. Remember to keep aisles passable. Don't assume that other equipment operators can see you or can react in time to stop. Use your horn! Look both ways and move slowly when emerging from aisles, doorways, or offices. Do not allow others to ride on your forklift or pallet jack.

**Pay attention to "almost" accidents.** Near misses can identify trends and damage that may help us avoid worse things in the future. Lost days to injury do not tell a complete story of the pain, suffering and time off work that costs workers and employers money.

**A last word on safety.** According to research, working in a warehouse is one of the 100 deadliest jobs in the United States. Falling boxes and containers, forklift and other vehicle accidents account for the majority of deaths. We must focus on maintaining a warehouse where safety is paramount. Make safety part of your daily job, remember that warehouse injuries are almost always preventable.

Los Angeles Cold Always Has Time For Safety!

## Safety Pay\$ Jackpot\$

### Game One!

Dave Weissenborn \$400.00  
Michael Hamano \$150.00  
Charles Gunther \$100.00

### Game Two!

Jennifer Kaing \$400.00  
Ricardo Martinez \$ 300.00  
Jose Montoya \$150.00  
Irma Arellanes \$100.00  
Floyd Dixon \$ 100.00  
Robert Martinez \$100.00

### No Lost Time Accidents!

Game One has worked 560 + days without a lost time accident.

Game Two has worked 829 + days without a lost time accident

## LA COLD EMPLOYEES CELEBRATE SAFETY!



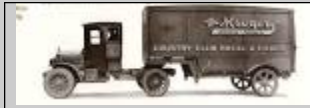


## FROZEN FOOD DEFINED

Freezing food preserves it from the time it is prepared to the time it is eaten. Since early times, farmers, fishermen, and trappers preserved their game and produce in unheated buildings during the winter season. Freezing food slows down decomposition by turning residual moisture into ice, inhibiting the growth of most bacterial species. In the food commodity industry, the process is called IQF or Individually Quick Frozen.

Preserving fresh food in domestic kitchens is achieved using household freezers. Initially, accepted advice to householders was to freeze food on the day of purchase. However, a 2012 initiative promotes advising consumers to start freezing of food "as soon as possible up to the product's 'use by' date. This important change has been supported by the food industry provided the food has been stored correctly up to that time.

Beginning in 1929, Clarence Birdseye offered his quick-frozen foods to the public. Birdseye got the idea during fur-trapping expeditions to Labrador in 1912 and 1916, where he saw the natives use freezing to preserve foods.



Modern attempts at refrigeration began in the early 20th century in the meat packing industry. Eleanor Roosevelt included frozen foods on her trip to Russia. Other experiments, involving orange juice, ice cream and vegetables were conducted by the military near the end of the Second World War.

Frozen products do not require any added preservatives because microorganisms do not grow when the temperature of the food is below +15°(f), which is sufficient on its own in preventing food spoilage in the short term. Freezing healthy food is an effective form of food preservation because the pathogens that cause food spoilage are killed or do not grow very rapidly at reduced temperatures.



Foods may be preserved for several months by freezing but long-term frozen storage requires a constant temperature of zero degrees (0 °F) or less, a temperature which many non-industrial freezers cannot achieve.

Scientists are continually researching new aspects of frozen food packaging. Modern industry food packaging offers a host of new technologies that can actively sense and then neutralize the presence of bacteria or other harmful species. Called "Active packaging" it can extend shelf-life, maintain product safety, and help preserve the food over a longer period of time.

Some challenges of frozen food requires the packaging to maintain its integrity throughout machine filling, sealing, freezing, storage, transportation, thawing, and often cooking. As many frozen foods are cooked in a microwave oven, manufacturers have developed packaging that can go straight from freezer to the microwave.

According to a study, the average American consumes seventy one frozen food products a year, most of which are pre-cooked frozen meals. Many television shows are now dedicated to the tasting and reviewing of frozen foods as popularity grows for the convenience, safety and good taste of frozen food. With the industry growing domestically and internationally, the future of frozen food does not seem to be cooling down anytime soon.



### Did You Know?

Los Angeles Cold can expertly package frozen (and super frozen) product in insulated cartons and ship samples and small orders via overnight courier service, all over the world!

What is 1.75 million? The amount of cubic feet of warm air that has to be cooled from ambient temperature to -5 degrees (f) everyday at the Central Warehouse. **Brrrrrrrrrr.....**

## The Rauch Report Larry Rauch, President



### Management Meetings...not such a big secret after all

Have you ever wondered why the LACS management team disappears every other Tuesday morning? Have you ever been curious about what subjects we discuss during our twice monthly management meeting? Do you sometimes imagine what "critical" subjects the managers discuss when we are alone with our peers? Well here it is...No holding back.....Here comes all the juicy details.....**We talk about you....We talk about business...and we talk about our customers.**

I know, not as exciting as you might have thought, but the meetings are usually full of interesting topics and everyone is engaged. How does this all work? Well to begin, we always have an agenda. The agenda is on each manager's computers and the attendees can add **any** subject they think we should discuss. First, we always have the "Big Four" agenda items, the four most important items that we include in each management meeting. Those are:

Employee Safety, Facility Sanitation & Security

Personnel and Human Resources

Business Statistics, Tonnage, Activity and New Business

UTL's, a review of loss & damage claims and/or freight claims.

After we work through the Big Four, the meeting will usually move to a discussion of personal or department "Wins". Managers can talk about their most recent "Win" or report on a significant positive event in their department. An example of a "Win" is a perfect customer inventory, a compliment from a customer, or the successful resolution of a difficult customer problem. Celebrating "Wins" with our peers sets a positive tone to the meeting and allows us to celebrate efforts that have been helpful to our employees, customers or vendors.

The remainder of the items on the agenda are usually updates from previous meetings or new items that need discussion as a group. Some examples from a recent meeting include:

- A discussion on how we could continue to differentiate LA Cold from other public warehouses. Out of this discussion came the idea to let our customers know in advance if they have a minimum lot coming up for renewal. This notice will allow our customer to release the product before a minimum lot charge invoices. We anticipate this improvement will begin after our next software upgrade.
- Department Quarterly Goals and Objectives were discussed. We periodically discuss our personal and department goals and objectives as a way to be sure everyone is on track. It is often helpful to discuss how we may be able to assist each other accomplishing our most important tasks.
- Thom and Renee, Co-Chairs of the Wellness Committee updated the management team on the development of the proposed company wellness program.
- Some other items we discussed included offering a few usable spare PC's to our own employees and the possibility of installing electronic information monitors around the warehouses that could carry a message of interest, for instance, Sam's Safety Smarts, or holiday closing announcements.

THE RAUCH REPORT CONTINUES ON THE BACKPAGE.

**Very Low Temperature freezer now operating**

**Continued from the Front Page**

employee is allowed to work in the VLT is exceeded, an alarm sounds in the freezer which notifies the employee to exit. If thirty seconds after the VLT alarm sounds the employee does not disarm and exit, an audible alarm and flashing light is activated in the Central Warehouse office. This will notify the warehouse supervisor to check on any employees in the VLT. The man down alarm can only be disarmed at a switch inside the airlock of the VLT. If for some reason that alarm is not quickly disarmed, an additional alarm signal is dispatched to our monitored alarm system provider.

We also discovered during the design process that new Raymond Model 7500 forklifts with special low temperature capabilities were needed to operate in the low temperature area. Subsequently, new forklifts were ordered from Raymond Material Handling Equipment and quickly delivered to LA Cold prior to the grand opening.

Although the design process of a “freezer within a freezer” was intensive and the actual construction was challenging in the -5 degrees (f) temperatures of the Central Warehouse, the Very Low Temperature freezer came to fruition very quickly.

“While the design and construction was not inexpensive”, Larry Rauch, President of LA Cold said, “Our customers have been requesting very low temperatures and our research indicated a demand.” Mr. Rauch continued, “As a result, the decision was made to build and customer interest has been strong. Because it has always been the goal of Los Angeles Cold to provide innovative, state of the art refrigerated warehouse services, VLT Freezer Number Two is now under consideration”.

**Para Los Niño's means  
“For the Children”**

Los Angeles Cold employees once again enjoyed the opportunity to help the children at Para Los Niños during the holiday season. Para Los Niño's is a non-profit organization that offers high quality education, family support, mental health services and community assistance to thousands of children living in “at-risk” areas of our city.

Employees of Los Angeles Cold have been supporting the children at Para Los Niños for ten years. This annual holiday tradition was started by former employee Ray Quiton, who passed away in November of 2008. The support has continued in his memory by Office Supervisor Marlo Acosta and many of Ray's co-workers and friends. A special thank you to the many employees who reached out to help the families of the children.

**Astro Warehouse**

Deby Clemens, Reggie Hernandez, Archie Lara, Emerson Queme, Juan Iglesias, Jorge Escutia and Nick Martinez.

**The Fourth Street Warehouse**

Daishelle Combs, Maria Solis, Alex Vargas, Dan Garza, Tom Rodriguez and Michael Hamano.

**The Rauch Report-Continued**

- Capital expenses (major expenses) are usually included at the beginning of the year. Each manager promotes their own list of important “big ticket” items they feel should be on this year’s investment list. There is spirited but serious discussion as we identify such items as new material handling equipment, computer program upgrades, improved racking systems, yard upgrades and the expansion of the VLT at the Central Warehouse to name just a few of the items. Ultimately of course, we must cull the group to meet the budget and that requires us to prioritize the list based on a variety of factors.

An important component of every meeting is each manager’s department report. This is an opportunity for the managers to update the group on any unusual activities or projects in each of their departments. We also take some time to review our calendars so we all have a pretty good idea of management staffing during the next two weeks. And finally, we go around the table to see if anyone has anything to add that we have not addressed. We also share what we learned during the meeting and highlight the most important issues we discussed.

**So that’s it! That’s all folks!**

Nothing too earth shaking, just good communication between the members of the team, all of which is critical to our success. Although the management team interacts with each other every day, the LACS Management Meeting is an opportunity to review what is currently going on in our departments, get input from the other managers and identify what items need to be addressed in the future. It is an important venue to help us successfully navigate our ever changing business environment.

“Enthusiasm and hard work are indispensable ingredients of achievement” Clarence Birdseye

*Chris Samarin asks: Can you please keep the freezer doors closed? It confuses the weatherman....*



Children and family members enjoy gifts LA Cold employees donated to Para Los Niños.



**Main Office and I.T. Department**

Larry Rauch, Thom Thomas, Terry Miller, Sam Reyes Jennifer Kaing, Debbie Basko, Nathan Virgin, Claudia Valenzuela, Marlo Acosta, Renee Ross, Frosty Velez, Erinn Castro, Luis Guido and Alicia Carrillo.

**Central Warehouse**

Gilberto Camacho, Vince Mondragon, Lisa Garza, Matt Rodriguez, Mike Resendez, Art Arroyo, Carlos Beas, Jaime Hinojosa and Miguel Draper.

**Engineering Department**

Charmaine Lloyd, Jesse Navia, Chris Samarin, Carlos Canales, Ronald Fuller and Pedro Robledo