



VersaCold Logistics Services Media Kit

*Performance
Driven*



Corporate Profile

Who We Are

VersaCold is Canada's largest end-to-end supply chain solutions company focused exclusively on the handling of temperature-sensitive products. VersaCold delivers a suite of fully integrated logistics services through its national network of industry-leading facilities, transportation fleet and advanced technologies that set the benchmark for accessibility, information visualization, real-time tracking and inventory management.

Empowered by its commitment to exceptional service, performance-driven culture and dedicated focus on continuous innovation, VersaCold is a trusted and valued partner to its clients – enabling business strategies and revenue growth within highly sensitive and regulated environments. VersaCold is proud to play a key role in ensuring the integrity, quality and freshness of some of North America's most beloved food brands – protecting the health and wellness of families from the east to west coast – through exceptional food safety and cold-chain assurance.

For more information about VersaCold Logistics Services, please visit www.versacold.com or connect with us on [LinkedIn](#), [Facebook](#) or [Twitter](#).

Our Vision

We are the leading, fastest-growing Canadian provider of supply chain services for temperature-sensitive and related products through:

- Our total commitment to occupational health and safety, and the environment
- Being the most trusted and reliable long-term partner for our customers, and our passion for enhancing their business success
- Our capability to provide an innovative, full line of integrated temperature-sensitive products and related logistics services

Our vision is supported by our:

- Performance-driven culture focused on continuous improvement that leverages technology and our employees' skills
- Investment in a national, highly efficient logistics infrastructure
- "Easy to do business with" partnership approach that starts with our customers and extends to our employees, vendors and communities
- Continued commitment to the involvement, development and recognition of the employees who contribute to our success

Our Performance-Driven Culture

Our performance-driven culture is how we live and what we value, and is defined by our commitment to:

- Safety as our number one focus
- Being trusted and respected and accepting feedback
- Being accountable and maintaining a sense of urgency
- Continuous improvement
- Setting and measuring goals
- Understanding the marketplace and industry trends
- Attracting and retaining talent
- Having fun in the process

Our Mission

Building on our successes in 2015, we continue to move towards our vision by accelerating profitable, sustainable revenue growth, through:

- Focusing on injury prevention and excellent health and safety performance
- Enhancing our reputation of being the trusted, reliable partner for our customers through the delivery of outstanding service and demonstrating the value that we bring
- Growing our revenue through our existing and new customers, new service offerings, and facility expansion
- Improving our competitiveness through our approach to quality programs, cost management, and improved labour, energy and asset productivity
- Becoming known for our easy to do business with approach both internally and with our customers through our technology and our improved processes
- Bringing focus to our performance-driven culture and employee engagement through employee participation, leadership training and employee recognition



Senior Leadership Team Biographies

“The leadership team at VersaCold is performance driven and future focused. There is no resting on their laurels. Leadership at VersaCold is an exercise in constant innovation – anticipating the future, and being ready for it when it arrives.”

Doug Harrison

President and CEO, VersaCold Logistics Services

Douglas Harrison

*President and Chief Executive Officer
VersaCold Logistics Services President*

Doug Harrison is President and CEO of VersaCold, Canada’s largest supplier of temperature-sensitive supply chain and logistics services. Previously he served as Chief Operating Officer of Day & Ross Transportation Group (a subsidiary of McCain Foods); President of Acklands-Grainger, Canada’s leading industrial and safety supply company; and Vice-President and Managing Director for Ryder Integrated Logistics, where he oversaw Ryder’s business units in Canada and Europe.

Doug has been recognized as one of Canada’s Top 40 Under 40 leaders and was honoured by the Canadian Institute of Traffic and Transportation with its Award of Excellence. He is also the recipient of the National Transportation Award of Achievement, and he is an Alumni of Distinction from Mohawk College.

With an MBA from Heriot-Watt University (Scotland), Doug is also a graduate of the Canadian Institute of Traffic and Transportation (CITT) and holds the CCLP designation as well as a number of other transportation and logistics designations. He has been awarded the ICD.D designation from the Institute of Corporate Directors and is a graduate of the CMA’s CPA certification program.

Doug currently serves on the boards of Mohawk College, Superior Plus Corp (TSX:SPB) and the Technical Standards and Safety Authority (TSSA). In the past, he served on the boards of the Conference Board of Canada, Hamilton Utilities Corporation and Horizon Utilities, and was Chair of the Board of Directors at Livingston International for many years.

Michele (Mike) Arcamone

Chief Operating Officer

Michele (Mike) Arcamone is the Chief Operating Officer (COO) of VersaCold Logistics Services.

Mike has 36 years of experience in production, operations, supply chain management, engineering, and general management. Most recently, Mike was the President of the Commercial Aircraft Division of Bombardier. Mike's extensive background also includes senior executive roles such as President and CEO of General Motors Korea, Vice President of the Powertrain Europe Division for General Motors, and a number of other plant manager roles.

Mike has significant supply chain, executive leadership, quality and process experience. Throughout his career, Mike has focused on leadership, customer commitment, and employee engagement. As COO of VersaCold, Mike has responsibility for the company's seven business units.

Mike holds a Bachelor of Commerce in Administrative Management from Concordia University and a Diploma in Management from McGill University.

Mark Dienesch

*Senior Vice-President, Chief Commercial Officer
VersaCold Logistics Services*

Mark Dienesch is SVP, Chief Commercial Officer. Mark joined VersaCold in 2015. Mark has over 17 years of business development, strategic marketing and customer satisfaction experience at the leadership level. Mark's background includes leadership positions with supply chain solutions providers, GE Capital, News Corporation and, immediately prior to joining VersaCold, as COO of iMD Health, a technology-based digital healthcare services provider.

A member of the Executive Team, Mark is responsible for leading VersaCold's solution sales team as well as focusing on customer satisfaction and value, growth strategies and the continued expansion of VersaCold's brand presence.

Mark holds an Honours BA from the University of Toronto and is currently pursuing his CCLP designation.

Jim MacIntosh

*Senior Vice-President and General Manager
VersaCold Warehousing Solutions*

Jim MacIntosh is Senior Vice-President and General Manager of VersaCold Warehousing Solutions. Jim joined VersaCold in 2015 with over 30 years of experience in transportation and logistics. Jim has overall responsibility for VersaCold's warehousing business unit and is also a member of the Executive Team.

Jim joined VersaCold from Purolator where he held various senior executive positions including Vice-President Operations, General Manager Field Operations and Sales and Managing Director.

Jim is a graduate of the Human Resources Program at Seneca College and executive programs at Queen's University, Wharton and the Schulich School of Business.

Sandro Caccaro

*Senior Vice-President and General Manager
VersaCold Transportation Solutions*

Sandro Caccaro joined VersaCold in 2015 with over 25 years of experience in asset- and non-asset-based transportation and logistics. Sandro is a member of the Executive Team at VersaCold and has overall responsibility for VersaCold Transportation Solutions, the company's asset-based Truckload and Less Than Truckload (LTL) business unit. In addition, Sandro also has executive responsibility for VersaCold Distributor Services, the company's Distributor business unit.

Prior to joining VersaCold, Sandro was President and COO of Bruce R. Smith, and previously held a number of senior executive leadership roles including Senior Vice-President Operations at Canada Cartage and Vice President and General Manager (Canada) at Schneider National.

Sandro has served as a long-time member of the Ontario Trucking Association Board of Directors and holds a BA from Trent University.

Richard Tremblay

*Senior Vice-President and General Manager
VersaCold Transportation Management & 4PL Solutions*

Richard Tremblay joined the Executive Team of VersaCold Logistics Services in 2013 as Senior Vice-President and General Manager of VersaCold Transportation Management & 4PL Solutions, with responsibility for the VersaCold Transportation Management and 4PL business unit.

Richard has a deep transportation and logistics background, with over 25 years of industry experience. Most recently, he was Executive Vice-President of Hyphen Transportation (4PL and Transportation Management) and Euroworld Transportation (International Ocean). Previous to this, he held executive roles within Progistix and Livingston International and was one of the founders of Ryder Integrated Logistics' transportation management business unit.

Richard has lived and worked in the United States, the United Kingdom, Germany and the Netherlands. A graduate of the University of Windsor in business administration, he is also a licensed customs broker and a member of the Council of Supply Chain Management Professionals (CSCMP).

Laurie A. Wright

*Senior Vice-President, Human Resources and Health & Safety
VersaCold Logistics Services*

Laurie Wright is the Senior Vice-President of Human Resources and Health & Safety at VersaCold. Laurie joined VersaCold in 2016 with over 25 years of senior leadership experience. Laurie joined VersaCold from Samuel, Son & Co., where she led the global responsibility for people and culture. Laurie's extensive background includes executive roles in human resources at Acklands-Grainger Inc., EMCO Ltd. and Magna International. Laurie has deep expertise in leading organizations to high levels of employee engagement, talent and culture.

A member of the Executive Team, Laurie has overall responsibility for talent, people practices as well as health and safety within VersaCold and its operating companies.

Laurie holds a BA in Psychology, a post-graduate diploma in human resources management and has attended the Executive Leadership Program at Columbia School of Business. Laurie is a member of the Board of Governors of Waterstone's "Canada's Most Admired Corporate Culture."

Bala Puvitharan

*Senior Vice-President and Chief Information Officer
VersaCold Logistics Services*

Bala Puvitharan is the Senior Vice-President and Chief Information Officer at VersaCold. Bala joined VersaCold in 2016 with over 25 years of international experience in engineering, information technology, program management, finance, and operations in multiple industry verticals including supply chain, manufacturing, insurance, banking, and financial services. Bala joined VersaCold from TD Bank Group where he led enterprise-wide corporate technology functions and various transformation programs. Bala's background includes executive roles leading business and technology transformations at Aviva Insurance, W.W. Grainger, Canada Life Financials, and Bombardier.

A member of the Executive Team, Bala is responsible for leading information technology strategy and execution, program management, process engineering and supply chain effectiveness. He also leads the enterprise-wide governance and utilization of data and information as an asset.

Bala is a professional engineer and accountant; he holds P.Eng (Professional Engineer, Ontario, Canada), CPA (Chartered Professional Accountant, Ontario, Canada), CMA (Certified Management Accountant, Ontario, Canada), ACMA (Chartered Management Accountant, United Kingdom), CGMA (Chartered Global Management Accountant) designations as well as an MSc and BSc Honours in industrial engineering and management. He is a recipient of the Scholastic All-American Award from the United States Achievement Academy.



Business Units Overview

VersaCold provides continuing investment across our full range of supply chain services through our six operating divisions: Warehousing Solutions, Transportation Solutions (asset-based LTL and TL transportation), Transportation Management & 4PL, Distributor Services, Third Party Logistics (3PL) and VersaCold North America Transportation Solutions (VNATS).

VersaCold Warehousing Solutions

VersaCold operates 31 distribution centres across Canada to warehouse your temperature-sensitive products. They all meet the highest sanitation and food safety standards and feature the latest in technologies to maintain precise temperature requirements. Our warehousing solutions add value through:

- Labeling and packaging
- Reverse logistics and recall management
- Cross docking
- Inventory management

VersaCold Transportation Solutions (asset based)

Maintaining cold chain integrity is critical during transport. Our JIT transportation services feature a modern fleet equipped with the latest technology to monitor temperature information and to let you know what's happening every step of the way. Services include:

- LTL and dedicated carriage
- LTL-road and intermodal (frozen, refrigerated)
- TL (frozen, refrigerated)
- Dedicated contract carriage
- Dedicated store delivery

VersaCold Transportation Management Solutions & 4PL (non-asset)

VersaCold 4PL services let you leverage our decades of experience and expertise for the management of your entire supply chain. From warehousing, transportation and distribution to inventory management and IT, we provide integrated solutions that link directly to your business goals. Services include:

- Intermodal TL (frozen, refrigerated, ambient)
- Domestic and cross-border TL (frozen, refrigerated, ambient)
- Transportation management
- Fully managed supply chain solutions (4PL)

VersaCold Third Party Logistics

Companies succeed when they can focus on their core business. Our core business is helping customers with their temperature-sensitive logistics needs. Our customized 3PL services can help lower costs while letting you concentrate on what you do best. Services include:

- Dedicated facilities
- Dedicated contract carriage
- Customized engineered solutions
- Fully integrated logistics services

VersaCold Distributor Services

Efficient distribution systems extract real value from your supply chain. Leave it to us and enjoy the benefits of our dynamic network of 60+ sales representatives that service over 10,000 delivery locations per week. Services include:

- Specialized distributor of frozen and temperature-sensitive food products
- Inventory planning and replenishment
- Marketing support and merchandising
- DSD and other transportation capabilities
- Warehousing and cross docking

VersaCold North America Transportation Solutions (VNATS)

VNATS allows us to offer you enhanced capabilities in the cross-border segment and an increased ability to safely and efficiently transport your perishable and ambient products across Canada and into the United States. Services include:

- Cross-border transportation and logistics services
- TL and LTL shipping capabilities
- Reliable services for customers needing JIT fulfillment of perishable goods
- Dominant regional footprint in western Canada and United States with a growing presence in eastern North America



Company FAQ

Q. What is the history of VersaCold?

A. Today's VersaCold started in 1946 as B.C. Ice & Cold Storage Co., serving Vancouver's fishing industry. In the decades that followed, the company steadily expanded eastward. By the 1980s we had established a strong base in the west, with 8 facilities in British Columbia, Alberta and Washington. A series of mergers and acquisitions throughout the 1990s put VersaCold on the continental map and, by 2005, established the company globally, as the purchase of P&O Cold Storage added operations in the US, Australia, New Zealand and Argentina.

In 2010, we sold our offshore operations and returned to our Canadian roots, using our global knowledge and experience to help our North American customers navigate and improve their increasingly complex supply chains. Today, VersaCold operates the largest temperature-sensitive logistics network in Canada, with 31 temperature-controlled warehouses and distribution centres and a fleet of trucks providing local, regional, national and international transportation across Canada and the United States.

Q. How many facilities does VersaCold have?

A. 32 facilities located in nine Canadian provinces.

Q. Does VersaCold only handle frozen foods?

A. VersaCold provides full supply chain solutions for temperature-sensitive products, including produce, dairy, meat, seafood, grains, beverages, prepared meals, and more.

Q. Is VersaCold private or publicly owned?

A. VersaCold is jointly owned by Toronto-based private equity firm KingSett Capital and Québec-based investor Ivanhoé Cambridge.

Q. How many employees does VersaCold have?

A. VersaCold has over 2,100+ employees from the east to west coast.

Q. How does VersaCold ensure the safety of the food products it handles?

A. As part of our continued commitment to being the most trusted and reliable long-term partner for our customers, we have invested further in our Cold Chain Assurance team. Led by Moses Akingbade, this corporate team has responsibility for food safety and quality as well as food compliance regulations.

Moses brings to VersaCold a wealth of knowledge and experience in food safety, quality management systems and scientific research and is a Safe Quality Foods (SQF) practitioner. His background includes experience in environmental microbiology and biotechnology research, wherein his scientific discipline helped offer solutions to industry partners. He held senior food safety and quality assurance roles in food manufacturing for dairy and food processing companies. His experience in both retail and manufacturing environments has given him a depth of technical knowledge and an understanding of our customers' needs and how to exceed their expectations.

VersaCold is the only supply chain solutions provider in Canada with this degree of capability in cold chain assurance. With a strategically-placed team across the country, a strong leadership focus on Food Safety and Quality is maintained within our organization. The team is responsible for the development and implementation of Food Safety and Quality strategies in alignment with the VersaCold vision, and Quality Management systems including Global Food Safety Initiatives (GFSI) standards (e.g. BRC) as well as the all-encompassing regulatory review, customer engagements and internal audits.

The following are key highlights of our commitments:

- Certification to BRC Standards (a GFSI recognized scheme)
- Independent third-party audits of our food safety and quality systems in all facilities
- Metrics and reporting
- Effective Traceability and Recall Program to SKU level
- HACCP Certification with the Canadian Food Inspection Agency (CFIA) in all our facilities
- Compliance with FDA, CFIA and all pertinent regulatory requirements
- PIP, CTPAT and other certifications/registrations

Q. Who can I contact for more information about VersaCold or set up an interview?

A. Please contact Leslie Murray, Director, Marketing leslie.murray@versacold.com, 905.265.5933