



## FRESH on the GO™

The new fresh products program from McLane



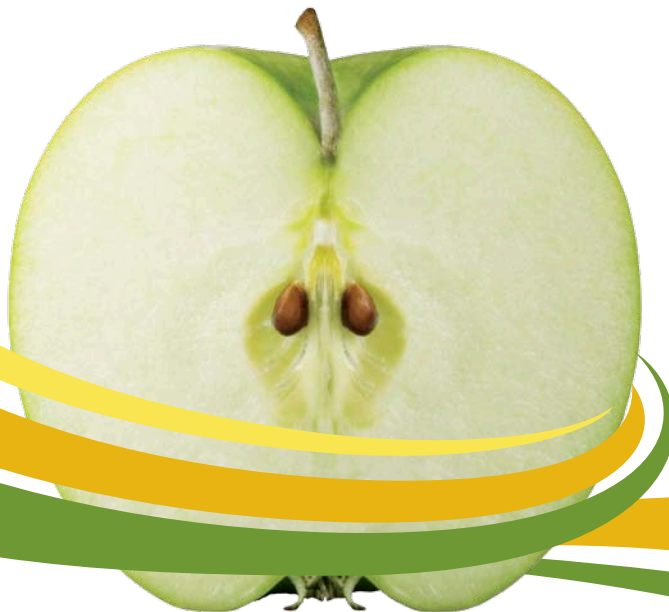
# FRESH on the GO: ANOTHER SUPPLY CHAIN ADVANTAGE FROM McLANE.

As an industry-leading supply chain services organization, we have been delivering perishable goods to specific clients and markets for quite some time. Now, thanks to our unique cold chain solution, we're able to offer FRESH on the GO™, our one-of-a-kind fresh products program that takes perishable goods distribution to a whole new level.

## IT ALL STARTS WITH OUR UNIQUE COLD CHAIN SOLUTION.

In order to deliver the freshest products safely and efficiently, we've invested more than \$1 billion in a nationwide supply chain infrastructure that includes our custom cold chain solution. This McLane advantage properly addresses the many critical challenges associated with product freshness, food safety and temperature storage throughout the entire delivery cycle—from loading/unloading, verification, sorting and storage to transport and presentation in the customer location.

Based on our 20 modern distribution centers across the U.S., our extensive cold chain solution ensures close proximity to your stores, with the ability to deliver throughout the U.S. Best of all, our solution is completely customizable to fit your specific business needs and requirements while also providing the widest selection of fresh products possible.



### McLANE COLD CHAIN ADVANTAGES INCLUDE:

- ❖ Over 8 million square feet of warehouse space with more than 2.5 million combined square feet of refrigerated and frozen space
- ❖ A modern fleet of more than 2,000 multi-temperature trailers to maintain proper temperatures while in transit
- ❖ Custom cold chain systems, procedures and documentation to ensure product integrity and safety in every part of the supply chain
- ❖ A comprehensive, multi-step monitoring process that constantly measures, records and validates temperatures on the loading dock, in the distribution center, while in transit and at the time of delivery
- ❖ Independent audits of all McLane cold chain facilities by Silliker, Inc., a leading global food testing and consulting lab, to confirm that we maintain all applicable distribution safety and quality requirements



FRESH on the GO is our custom, nationwide cold chain solution that takes perishable goods distribution to a whole new level.

# THE FRESHEST PRODUCTS POSSIBLE.

Because of our unique cold chain solution and strong supplier relationships, we can offer the widest variety of fresh products—bar none. Our FRESH on the GO food offerings include many delicious, healthy and fresh alternatives to conventional retail grocery food options such as:

**Deli sandwiches**

**Gourmet wraps**

**Whole fruit**

**Fresh-cut fruit**

**Yogurts**

**Smoothies**

**Cheeses**

**Vegetable medleys**

**Natural fruit juices**

**Ready-to-eat salads**

*And much, much more!*

Just as important, unlike our competitors, we do not mandate that you carry a specific set of products, so you can choose the fresh items that best match your customers' tastes.

# UNMATCHED SELECTION. UNDENIABLE PROFIT POTENTIAL.

Providing a valuable boost to your bottom line, many FRESH on the GO products are new and unique McLane offerings, not replacements for other items. By offering these new fresh products, you can stay in sync with evolving customer tastes while enhancing your opportunities for incremental sales and profits.

Plus, as the only nationwide grocery supply chain provider, our unsurpassed buying power and coast-to-coast reach allows for better wholesale pricing of fresh products. Our close proximity to your stores (through our 20 distribution centers) enables us to price these new products at a lower cost, which translates into better margins for your stores.



## CUSTOMIZED TO BEST FIT YOUR STORES.

With FRESH on the GO, you can be assured that we are leveraging our vast supply chain experience and infrastructure to provide industry-leading service. You'll receive the very best, freshest products, on-time delivery and complete orders—including the right size order for each of your stores.

Your FRESH orders arrive at our warehouse just before your next regular delivery, ensuring optimum freshness and subsequent shelf life. As an extra convenience to you, we add these fresh products to your regular McLane orders, eliminating an extra round of delivery trucks that can crowd your parking lot and create an inconvenience for your customers—often at peak demand times. And, with FRESH on the GO, you can reduce the excess store traffic that comes from the delivery reps and personnel needed to check in those deliveries.

That's not all. We created the FRESH program with the retailer—and your limited refrigerated space—in mind. Our comprehensive product selection boasts small case packs and/or single-sell solutions wherever practical. Plus, McLane even offers a range of attractive equipment solutions that employ cutting-edge “air-curtain” technology to enhance the presentation of your fresh product offerings and promote more impulse purchases.

With FRESH on the GO, you can choose from multiple equipment options to best fit your location.

## FRESH on the GO — AT YOUR SERVICE.

At McLane, we have a long-standing tradition of bringing unmatched investment and expertise to support your success. With our FRESH on the GO program, McLane has once again gone above and beyond the industry standard, offering the best products, delivered in the best ways—all adding up to supply a chain advantage you can count on.

Visit [www.mclaneco.com/goto/coldchainwp](http://www.mclaneco.com/goto/coldchainwp) to find out more about our FRESH on the GO program and download our cold chain white paper.



PACKAGE	DESCRIPTION	SHELVES (+) BASE
SHOWCASE	27.5" Open Air Cooler	4
AHT M (27)	27.5" Open Air Cooler	7
AHT W	32" Open Air Cooler	4
AHT XL (48)*	48" Open Air Cooler	7

\* Requires 220V.