



# National Reach, Local Connections

Lineage Logistics operates one of the largest warehousing networks in the world, but its culture is grounded in partnering with its customers at every level and every turn.

**T**he numbers are impressive—243 million cubic feet, more than 65 facilities in 11 states, third largest cold storage facility network in North America. Yet it is the Lineage story and approach that makes it truly unique.

Lineage Logistics was formed through the combination of successful, entrepreneurial operators, and as it has grown, it has stayed true to its family-owned values and an enduring commitment to put customers first.

## One partnership at a time

Lineage Logistics is a new name for a company that holds a rich heritage that spans over a century. The



**Colton, Calif.-based Lineage Logistics operates 67 temperature-controlled facilities across the United States.**

name references the essential role Lineage plays in connecting the cold chain to its customers. It conveys forward-looking momentum as well as the core values of personal integrity and a commitment to enduring partnerships. But, how did this name come to suit this company?



**Together, brothers Bill Hendricksen, CEO, (left) and Paul Hendricksen, president and COO, along with management, have more than 200 years of cold storage experience.**

The Lineage story started with a simple idea—that strong regional operators could combine to build a larger and more diverse company better able to meet the complex warehousing and logistics needs of the industry. Beginning with the acquisition of a single warehouse in Seattle, the team from Bay Grove Capital, a San Francisco-based principal investment firm, partnered with owners, managers and employees to build the Lineage platform through a series of nine transactions.

The notion that the sum is greater than the parts is a powerful factor in this story, but the key has been a partnership approach at every step and every level of the organization. With each transaction, the companies that comprise Lineage came together to contribute different strengths, histories and expertise. The pieces fit together like a puzzle because the team shared a common vision of creating a culture of inclusion, excellence and commitment to customer service. In essence, it can be done better together.

“When you look at the strength of unifying each of the individual entities together, you also team up a solid, talented base of founders and operators,” says Mike McClendon, president, East. “With Lineage, you have the long history and industry perspectives from each entrepreneur backed by a financial partner who is solely focused on the growth of this business. This creates a very favorable foundation to build a future that will benefit our customers, employees and communities.”

## Ongoing chronicle

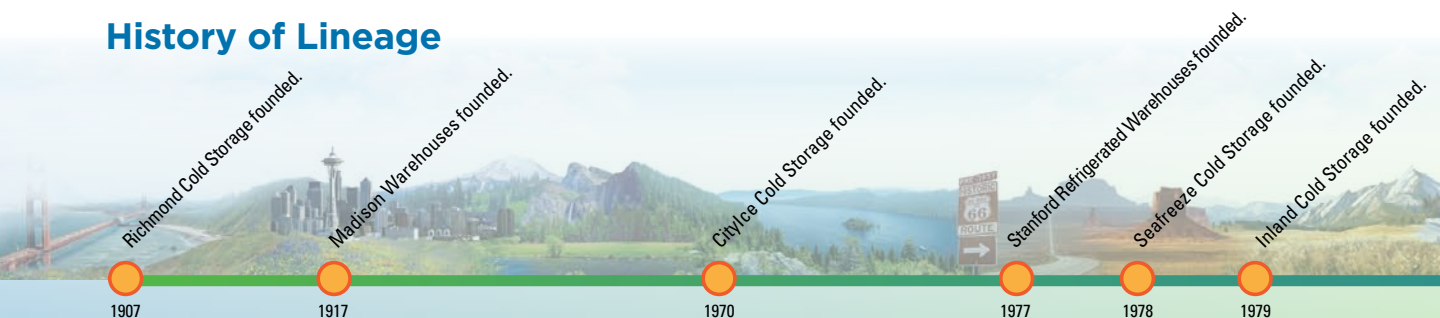
The Lineage story is also an ongoing chronicle of dedicated people building something better every day. It started with former owners and industry leaders that successfully built their companies over decades and generations.

Today, Lineage is unified under a single management team with a shared vision of being the



**Lineage Logistics provides temperature-controlled warehousing and transportation solutions for retail, wholesale, foodservice, growers, packers, fisheries, protein suppliers and dry goods.**

## History of Lineage



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**Strategic port locations, including Port of Savannah, Seattle, Norfolk and Stockton, help customers link U.S. and global markets by facilitating international trade.**

premier global logistics company. Lineage's heritage is ingrained in the core fundamentals and values of what it means to be a family-owned company—devoted people, pride of ownership and a singular focus on doing the best for the customer.

As Lineage has expanded, so has its family of employees and ties to the local communities it serves. A critical part of Lineage's strategy has been and will continue to be creating an environment where employees thrive and enhance their opportunities to succeed.

Whether it is for promotion or relocation, Lineage's scale creates a lot of opportunities for employees now that it operates coast to coast.

"We bring a more personalized, regional, family-type approach to our customers and employees," says Merle Lemmen, president, Midwest. "When you look at the management team, there is a ton of excitement about Lineage's growth and direction. They want to create a productive, yet fun and energetic environment for our employees. I have never seen as much energy

## SERVICES

### Public warehousing.

Distribution professionals with diverse product and commodity expertise.

### Port-centric warehousing.

Strategic locations linking U.S. and global markets.

### Dedicated distribution facilities.

Third-party facility management and design, build and operate solutions.

### Dry warehousing.

Highly-customizable services for various goods and processes.

### On-site food processing.

Opportunities for co-located customer processing operations.

### Transportation.

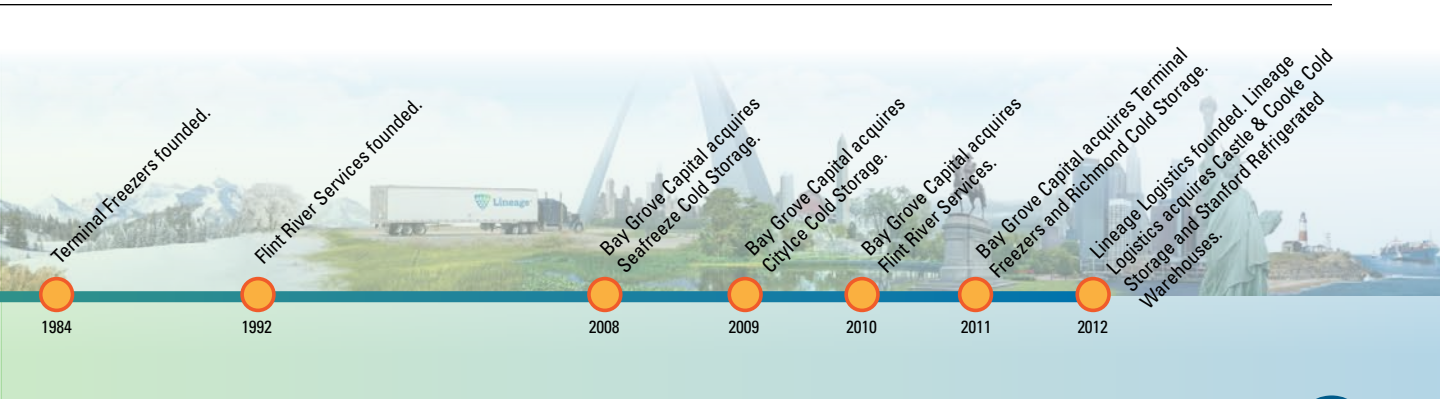
Truckload, LTL, consolidation programs, drayage and transportation management.

### Logistics consulting.

New market evaluation and project development solutions.

as I have seen at Lineage."

"Former owners remain invested and take great pride in the current operations," adds Bill Hendricksen, chief executive officer. "Customers get a good feeling from our service from the point of view that there is always 'ownership' present in our locations, and they



will continue to work with the people they have always relied on.”

One gets the sense that all of the people of Lineage share an incredible conviction about what they are building, and that this tangible energy means that the Lineage story can only get better.

## National yet local

Lineage has demonstrated the ability to grow its platform, expand its capabilities and increase its markets served to meet the needs of its customer base. Each company that has joined Lineage has added strategic locations and value-added services, which provide customers with greater options and flexibility. As Lineage continues to grow, customers will benefit even more from the broader resources Lineage has to offer.

“Lineage is a diversification of many different companies in many different channels within the food supply chain,” says Paul Hendricksen, president and chief operating officer. “We are by the fields working with growers and packers. We are by the boats and farms working with seafood and meat suppliers. We are at the distribution centers working with foodservice providers and grocers. We operate frozen, refrigerated and dry warehouses. I could speak forever regarding the numerous services we offer at each warehouse. The unification of all our companies results in the best of diversification.”



**Value-added partnerships with customers include opportunities to host customer processing operations on-site to reduce their production and logistics costs.**



**Lineage Freight Management provides complementary transportation solutions that are designed specifically around each customer's goals and objectives.**

Even with these impressive capabilities, Lineage still believes it is the local and regional connections with customers that are essential to the business and culture. Through its history, Lineage has grown one customer and one relationship at a time. Lineage’s goal is to maintain the perfect balance between being a world-class logistics solutions company and a dedicated provider where it feels like each customer is the only customer in the world. Linking success with customers’ achievements is a formula that equates to tremendous mutual benefits.

“We work hand in hand with our customers knowing that what’s best for them will help us be successful as well,” says Tim Dayton, president, West. “For us, the idea of partnership is an enduring relationship supported by a deep understanding of their business and a continual commitment to support their goals.”

“What you’re going to see from Lineage is a number of new projects to create more jobs for the community and more growth opportunities for our customers,” adds Bill Hendricksen. “Our pool of resources and years of experience really gives us an edge and allows us to accomplish just about any task at hand.”

Driven by its passionate and committed people, Lineage aspires to be the most creative and dynamic company in the industry and will continue to find ways to deliver exciting new dimensions and chapters to its story.