

WE ♥ NY

Barrett Distribution expands operation to Albany area

BY ARTHUR BARRETT, PRESIDENT

Barrett Distribution Centers announces the opening of our newest operation in Selkirk, New York, located just south of Albany. The 35-door facility sits adjacent to the CSX Selkirk railyard—the main CSX hub in the northeast.

We are pleased to announce the opening of our newest operation—a 350,000 square foot distribution center in Selkirk, New York, just outside of Albany. This is our first expansion outside of New England for an operation of this magnitude. The capacity we have secured in this new market gives us a tremendous opportunity to leverage our existing infrastructure and provide more value to our customers.

Mark Sotir did a phenomenal job to secure the real estate deal for the Albany operation. Everybody here at Barrett should recognize his contribution to the successful landing of this venture.

The customer was motivated to work with Barrett due to our *proven performance* in existing operations:

- ▶ **Accuracy**
 - perfect order rate of 99.94%
- ▶ **Sanitation**
 - AIB Superior ratings
- ▶ **Quality**
 - outstanding ISO Recertification audit in 2006
- ▶ **Financial**
 - sharing results and driving improvement via Great Game of Business

▶ Employee Satisfaction and Retention

▶ Customer Satisfaction

These points were also a major reason we were able to come to an agreement with the real estate developer. They recognized our past performance, and had confidence in the future success of Barrett and the future success of our customers in Albany.

We would not be in this position without the vital contributions of our most valued partners, who deserve mention here:

▶ Zethcon

Our WMS solution, Synapse, is the leading-edge system for managing warehouse operations. The results we deliver with this system every day, in terms of accuracy and efficiency, help us to execute at the high levels mentioned above and to win new business.

▶ TQMS and Moody International

Our quality system from TQMS, *Continuous Improvement Solutions*, helps us monitor and improve our results each week. Proven performance is a result of continuous improvement. CIS helps us track our performance and drive home better results each and every week.

▶ IWLA

Through our membership in this organization, we have access to the best risk management resources in the warehouse/ logistics industry.

▶ AIB

The American Institute of Baking holds us to extremely high standards for sanitation. Our *Superior* rating in our food-grade facilities affirms our commitment to their high standards—and we are determined to meet these same standards in Albany.

As is our track record, we have been leveraging our existing resources for the new Albany operation to ensure a successful startup. **Jose Araujo**, **Kevin Moran**, and **Bob Willert** have gotten this operation off to a great start, ensuring that we uphold Barrett's high standards in preparing the building and receiving the initial inventory. Bob, Kevin, and Jose are going to turn over to the new operations manager a facility and staff that are exceeding expectations!

So now that we all ♥ NY, what about those Yankees? We wouldn't go that far! 🍷