



## July Anniversaries

Gary Hershey	37
Bob Knutson	31
Dave Berg	30
Bill Lamoureux	30
Bob Walsh	30
Jerry Farwell	29
Tom Hennessy	29
Tim Unger	29
Bruce Sines	28
Kevin Pringle	27
Jim Sessions	26
Clarke Leach	25
Sean Corbett	24
Joel Crowley	24
Jack Cammack	22
John Enyeart	21
Bob Hickok	19
Arni Klimke	18
Mark Tripp	18
Alejandro Padilla	10
Larry Dodson	8
Tina Lane	8
Rigoberto Sagastume	7
Dave Marshall	6
Gary Terpsma	6
Juan Puentes Raymundo	5
Adrian Cuellar	3
Joe Mead	3
Mike Ryan	3
Leandro Barranco	1
Jose Collado	1
Jim Dowd	1
Aurelio Lerma	1
Sharif Muhammad	1

## July Forecast



strawberries	
blueberries	raspberries
halibut	salmon
tuna	black cod
cruise ship supplies	
hake	



## Employee of the Month

This month's employee of the month is probably best known by his fellow employees for his rock steady performance wherever he works in the plant. He is pleasant, knowledgeable and seemingly tireless when it comes to his job.

Gregorio Carreto was hired in 1994. He is now, nine years later, one of the preferred employees on Marvin and Steve's boxing line. Whenever I can, though, I will keep him in the Fish House because things just seem to get done better when Gregorio is involved. Containers aren't a problem for him either, because he keeps himself in excellent physical condition. This is a messy job we sometimes do here at BCS, but Gregorio always maintains an immaculate appearance regardless of the job he is doing. I'm not sure why it has taken so long for Gregorio to receive this award. Probably because of the quiet way he goes about doing his job. I, for one, really appreciate it. Not to mention, as a beginning Spanish speaker, properly saying Gregorio Carreto's name (i.e. correctly rolling the r's) gives me a great deal of satisfaction. Thanks, Gregorio.

*Mike Coggins, Fish House Foreman*

## NEW BCS CONTACT DIRECTORY INSIDE....

Dear Valued Customers,

In an effort to improve service, Bellingham Cold Storage has made several changes to our office, management and plant staff during the past several weeks. In this newsletter you will find a current "BCS Contact List" insert, which highlights our lead staff and their contact information. We hope that you will find this "Pin-Up" insert helpful the next time you need to contact one of our people.



BCS continues to be committed to the "Only Your Product Gets An Icy Reception" promise. I am confident that our Team can and will continue to provide you with the personal, professional and responsive service that you require and deserve.

We very much appreciate your continued business!

*Douglas G. Thomas, President & CEO*

# Change – How does it Affect our Lives?

by Stew Thomas, Chairman of the Board

In the last 100 years we have seen great changes here in Whatcom County. From no roads and only water traffic serving Bellingham to today's hustle of freeways and busy streets. There were no COSTCO or Wal-Mart stores. Airplanes were first introduced with the Wright Brothers flying 100 feet 100 years ago. Autos were just being tinkered with. Buggy manufacturers were in their heyday. The list could go on for several pages. Some changes take place rapidly and some over time.

Twenty-five years ago, BCS had a variety of customers and products to store. There were many vegetable processors in the area: Simplot Foods, Kale Canning, Lynden Berry Growers, Stokely Van Camp, Nooksack Farms, Shuksan Frozen Foods, Western Farmers, Bellingham Frozen Foods and Dean Foods have all been here in this area and are now part of history. There were over 25,000 acres of peas alone in Whatcom County and to our south, Skagit County had over 55,000 acres. Today there are just over 5,000 acres of peas planted. What has this meant to BCS? CHANGE. Change of the product that is handled and people who are retrained to handle other products. Instead of the once abundant frozen vegetables, we have replaced this lost business with other products such as frozen sauce, imitation crab products, smoked fish products and other small fruits. Cranberries have grown from just a few hundred acres in Canada to several thousand acres.

Our seafood business has changed dramatically as well. In the past, BCS contracted to custom pack crab, process salmon and other fish. This has all changed with the loss of the fisheries here in Puget Sound as we once knew it to a few days of fishing each year. Much of the seafood product that came from Alaska and was reprocessed here has now moved to China for reprocessing and is then shipped.

As the product mix changes, BCS has kept pace with introducing new customers and found other ways to create revenue. One of the biggest changes that we have experienced here at BCS is the way we handle our records. Years ago, everything was done with a typewriter or paper and pen. Now with the computer age, we have grown by leaps and bounds over our competition. We have the state of the art order processing program, inventory management using bar coding, and information systems available. This has allowed BCS to work with our customers and provide real time information on orders placed, shipped and received with automatic advice via email when these tasks are performed. Our customers now depend on our record system to keep them even more updated than they have ever been in the past.



When we are down for technical reasons we hear from them right away. I can't imagine what we would do if we went back to the "old days". Just ask Jim Sessions if he would give up his scanner...

BCS is committed to keeping this company the leader in the area. Remember this... Change is not always what you get when you hand the person in the espresso stand a five-dollar bill for your \$2.75 latte. CHANGE is here with us forever and we will change with it.

## Who's This?!



1976



1973

Hint: This person has been an employee of BCS since 05/15/87, and I must say that he isn't quite as hairy as he once was. Fun times in the 70's!  
Answer on page 5

"Thank you" to all BCS employees for your hard work this past month.

The Andra, a Russian ship carrying 4,700 metric tons (approximately 10 million pounds) of beef and chicken is headed to Tokyo, Osaka.



NAME	TITLE/POSITION	PHONE	FAX	CELL / HOME	E-MAIL ADDRESS
<b>Albrecht, Scott</b>	Squalicum Shipping & Receiving Foreman	360-733-1640	360-671-1259	C360-305-7260	scott.albrecht@bellcold.com
<b>Andricos, Ted</b>	Traffic Specialist / Squalicum Plant	360-733-1640	360-671-1259		ted.andricos@bellcold.com
<b>Brown, Eric</b>	Orchard Plant Manager	360-671-2258	360-671-9798	C360-319-1859 H360-676-0276	eric.brown@bellcold.com
<b>Clausen, Mike</b>	Maintenance & Engineering Manager	360-733-1640	360-671-2587	C360-303-0489 H360-384-3924	mike.clausen@bellcold.com
<b>Coggins, Mike</b>	Fish House Foreman - Fresh Fish	360-733-1640	360-671-1259	C360-739-1649	mike.coggins@bellcold.com
<b>Dandliker, Dick</b>	Engineer Foreman	360-733-1640	360-671-1259	C360-319-2017	dick.dandliker@bellcold.com
<b>Duranceau, Clyde</b>	Information Systems Manager	360-733-1640	360-671-1259	C360-303-0494 H360-424-6331	clyde.duranceau@bellcold.com
<b>Edwards, Judi</b>	I.S. Support - Programmer/Analyst	360-733-1640	360-671-1259	C360-303-0487	judi.edwards@bellcold.com
<b>Flinn, Brad</b>	Controller	360-733-1640	360-671-2587	C360-303-0378	brad.flinn@bellcold.com
<b>Freeman, Bill</b>	Orchard Warehouse Foreman Dock 1	360-671-2258	360-671-2321		bill.freeman@bellcold.com
<b>Freeman, Lotte</b>	Payroll Dept.	360-733-1640	360-671-1259		lotte.freeman@bellcold.com
<b>Hawkins, Marvin</b>	Squalicum Boxing Services Foreman	360-733-1640	360-671-1259		marvin.hawkins@bellcold.com
<b>Hershey, Sheryl</b>	Human Resources Manager	360-733-1640	360-671-2587	C360-961-2949 H360-671-0179	sheryl.hershey@bellcold.com
<b>Hollingsworth, Karen</b>	Training Coordinator	360-733-1640	360-671-1259		karen.hollingsworth@bellcold.com
<b>Knutson, Gene, Jan</b>	Receptionists	360-733-1640	360-671-1259		gene.knutson@bellcold.com jan.knutson@bellcold.com
<b>Lambert, Kari</b>	Squalicum Plant Dock Clerk	360-733-1640	360-671-1259		kari.lambert@bellcold.com
<b>Martin, Steve</b>	Orchard Warehouse Foreman Dock 5	360-671-2258	360-671-2321		steve.martin@bellcold.com
<b>Martinez, Fernando</b>	Clean Up Leadman	360-733-1640	360-671-1259		fernando.martinez@bellcold.com
<b>Olson, Sandy</b>	Purchasing Agent	360-733-1640	360-671-1259	C360-319-2016	sandy.olson@bellcold.com
<b>Roberts, Mike</b>	Marketing & Sales Manager - Seafood	SEA:206-281-5910 BHM:360-733-1640	SEA: 206-281-9040 BLM: 360-671-2587	C206-718-4734 H206-244-2615	mike.roberts@bellcold.com
<b>Rohwer, Teresa</b>	Orchard Traffic Department	360-671-2258	360-671-2321		teresa.rohwer@bellcold.com
<b>Roqués, José</b>	Marketing & Sales Manager - Fruit & Special Projects Manager	360-733-1640	360-671-2587	C360-201-7234 H360-419-9405	jose.roques@bellcold.com
<b>Rowe, Randy</b>	Night Shift Foreman	360-733-1640	360-671-1259		randy.rose@bellcold.com
<b>Ryan, Mike</b>	Quality Control Technician	360-733-1640	360-671-1259		mike.ryan@bellcold.com
<b>Schmitt, Jeanne</b>	Traffic Specialist Fruits, Veggies & Orchard Inventory	360-733-1640	360-671-1259		jeanne.schmitt@bellcold.com
<b>Sorenson, Carole</b>	Inventory Specialist	360-733-1640	360-671-1259		carole.sorenson@bellcold.com
<b>Statema, Sharon</b>	Executive Assistant, Accounts Payable	360-733-1640	360-671-2587	C360-319-0285	sharon.statema@bellcold.com
<b>Tagart, Jim</b>	I.S. Support - Technical Engineer	360-733-1640	360-671-1259		jim.tagart@bellcold.com
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<b>Tamcke, Debra</b>	Accounts Receivable	360-733-1640	360-671-2587		debra.tamcke@bellcold.com
<b>Thomas, Doug</b>	President & CEO	360-733-1640	360-671-2587	C360-201-7221 H360-671-7621	doug.thomas@bellcold.com
<b>Thomas, Stew</b>	Chairman	360-733-1640	360-671-2587	360-201-7220	stew.thomas@bellcold.com
<b>Unger, Tim</b>	Squalicum Plant Manager	360-733-1640	360-671-2587	C360-303-0709 H360-756-6447	tim.unger@bellcold.com
<b>Vermeulen, Bud</b>	Maintenance Foreman	360-733-1640	360-671-1259		bud.vermeulen@bellcold.com
<b>Wagner, Holly</b>	Orchard Traffic Department	360-671-2258	360-671-2321		holly.wagner@bellcold.com
<b>Waterman, Nancy</b>	I.S. Support - Programmer/Analyst	360-733-1640	360-671-1259		nancy.waterman@bellcold.com

## BCS ORGANIZATIONAL CHART

### President & CEO

Doug Thomas

### Executive Assistant

Sharon Statema

### Vice President

#### Marketing – International Import/Export

Stowe Talbot

### Marketing & Sales Manager – Seafood

Mike Roberts

### Marketing & Sales – Fruit & Special Projects Manager

Jose Roques

#### Quality Control

Mike Ryan

#### Clean Up Leadman

Fernando Martinez

### Controller

Brad Flinn

#### Main Office Traffic Department

Jeanne Schmitt

Ted Andricos

Carole Sorenson

#### Accounts Receivable

Debra Tamcke

#### Accounts Payable

Sharon Statema

#### Purchasing Agent

Sandy Olson

### Information Systems Manager

Clyde Duranceau

#### I.S. Support

Nancy Waterman

Jim Tagart

Judi Edwards

### Maintenance & Engineering Manager

Mike Clausen

#### Engineering Foreman

Dick Dandliker

#### Maintenance Foreman

Bud Vermeulen

### Human Resources Manager

Sheryl Hershey

#### Payroll

Lotte Freeman

#### Training Coordinator

Karen Hollingsworth

#### Reception

Gene & Jan Knutson

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### Squalicum Plant Manager

Tim Unger

#### Fish House Foreman

Mike Coggins

#### Squalicum Shipping/Receiving Foreman

Scott Albrecht

Kary Lambert – Dock Clerk

#### Squalicum Boxing Services Foreman

Marvin Hawkins

#### Night Shift Foreman

Randy Rowe

### Orchard Plant Manager

Eric Brown

#### Shipping/Receiving Foreman – Dock 5

Steve Martin

#### Shipping/Receiving Foreman – Dock 1

Bill Freeman

#### Orchard Traffic Department

Teresa Rohwer

Holly Wagner

# Have a Safe and Happy 4th of July!

## What fireworks are legal in Bellingham?

Fireworks referred to as “consumer fireworks” may be discharged in Bellingham on the dates described below. Consumer fireworks are sold at fireworks stands licensed by the city, and include sparklers, ground spinners, wheels, helicopters, aerials, parachutes, cones, fountains and Roman candles.

## When may legal fireworks be used in Bellingham?

Independence Day: Beginning in 2003, consumer fireworks may be used in Bellingham only on July 4 from 9 a.m. - 12 midnight.

New Year’s Eve: Consumer fireworks may be used in Bellingham from 6 p.m. on December 31st until 1 a.m. on January 1st.



## Safety Tips:

- \* Purchase only legal fireworks from licensed stands.
- \* Ensure the safety of pets.
- \* Keep a bucket of water nearby. Use it to soak all used fireworks.
- \* Have a water hose or fire extinguisher nearby to put out stray sparks.
- \* Know emergency numbers for your area and the address of your location.



## Everything you’ve wanted to know about our Town’s New Bike Lanes

Answer to: “Who’s This?!”

Here’s what the state law says:

### Cars

- Bicycle lanes are marked with solid white lines.
- Do not drive in a bicycle lane except when making a turn, entering or leaving an alley, private road or driveway, or when you need to cross the bicycle lane to park near the curb.
- Do not park in a bicycle lane.
- Cars must yield to bicycles in a bicycle lane or on a sidewalk prior to turning across the lane or walkway.
- At intersections, you must yield to bicycle riders, the same as you would for any other motorist.
- Pass a bicycle the same way you would a car. You must allow at least three feet of space when overtaking and passing a bicycle. If parked at a curb, look before you open any door in the path of a car, bicycle or pedestrian.
- Bicyclists have the choice to ride on the roadway, on the shoulder of a road or in a bicycle lane.



Mike Coggins!

### Bicycles

- Ride with the flow of traffic towards the middle of the bike lane.
- Riding too far to the right is very dangerous for several reasons. It puts the cyclist in the danger zone of poor sightlines and opening car doors; it gives motorists an opportunity or even invitation to attempt a close pass on your left; and it takes away the cyclist’s escape route to the right in the event of the unexpected.
- Move left, out of the bike lane, before an intersection if going straight or turning left.
- Don’t be lulled into riding in the danger zone close to parked cars; you often need to ride along a bike lane’s left edge. Remember that motorists will cross the bike lane to park and pull in and out of driveways.
- Pass on the left whenever possible. Remember: don’t hesitate to leave the bike lane when necessary for your safety.



Carl’s Pride & Joy



Carl Zysset, pictured here with his pride and joy, a 1966 Ford Falcon on a Chevy Blazer frame. Carl drove this beauty down to work to show to his friends. It took him a year to rebuild this car. Nice work, Carl!

Have a safe summer!

Karen Hollingsworth, Training Coordinator

## Valores Basicos de BCS

Cooperacion • Integridad • Calidad • Responsabilidad • Actitud

Cooperación: Nosotras soportamos el concepto de cooperaci3n. Haremos todo lo posible para animar nuestros empleados en sus esfuerzos para hacer un buen trabajo cuando sea posible.

Integridad: Nosotras tratamos a toda la gente y toda la propiedad con sinceridad y respeto y nos dedicaremos sobre tener buenas relaciones con todos los empleados y clientes.

Calidad: Estamos entusiastamente cometi-do en proveer servicio del mas alto nivel de ejecuci3n y tambien en proveer producto de la mejor calidad.

Responsabilidad: Nosotras con gusto acepto la responsabilidad por nuestros acciones.

Actitud: Nosotras mantenemos un modo cierto y positivo sobre los clientes y nuestros empleados y tambien mostraremos un modo progresivo en nuestro trabajo.

## BCS Core Values

Teamwork • Integrity • Quality • Accountability • Attitude

Teamwork: We support the concept of teamwork. We encourage fellow employees in their efforts to do a good job, helping whenever possible.

Integrity: We treat all people and property with honesty and respect, and are dedicated to building trust with our employees and customers.

Quality: We are enthusiastically committed to providing the highest standards of service, product and performance.

Accountability: We willingly accept responsibility for our actions.

Attitude: We have a positive outlook and progressive approach toward our jobs, customers and fellow employees.

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The



July 2003

**BCS**

Only Your Product Gets an Icy Reception

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