

COLD CHAIN STORAGE

Case Study

Georgia helps UPS® move life-saving products to the world



UPS has been operating in Georgia since 1966, and relocated its corporate headquarters to the Atlanta area in late 1991. In Georgia, UPS employs 14,000 people statewide. The local UPS healthcare operations help 60 healthcare companies in the U.S. distribute medical devices, pharmaceuticals (such as vaccinations) and other temperature-sensitive products to global markets. But the logistics giant also works to address other points on the value chain, including return services; labeling and kitting; clinical trial facilitation; and other value-added services. Through its network of global healthcare facilities, UPS delivers solutions that meet the unique storage and handling needs of medical companies.

“The Southeast is an important market in healthcare because of the patient population density and aging population that’s here,” said David Quintilio, VP Operations, UPS Supply Chain Solutions. “Georgia plays a crucial role in the regional distribution for the United States. Georgia’s highway and rail systems allow for efficient distribution logistics, which result in a positive environmental impact through reduced fuel and handling costs as we strive to maintain value for our customers.”

“UPS appreciates the ease of access and entry provided by rail, road, air and ocean ports nearby, which allows the company to ship product easily out of Georgia, and to receive finished goods and raw materials from the ocean port. UPS delivers Georgia products to the rest of the world,” according to Quintilio.

Whether staffing warehouse employees or engineers, UPS leverages the ready workforce in Georgia. Through the company’s internship program with the Georgia Institute of Technology and its ongoing partnership with the Technical College System of Georgia, UPS is able to hire from a broad range of talented people.

To further capitalize on Georgia resources, UPS opened a second cold chain facility in 2013 in Suwanee, Ga. — its largest in the U.S. The new site brings innovative technology resulting in more efficiency and productivity in the cold chamber. This is in addition to a dedicated healthcare facility in Duluth, Ga.; in total, the capacity includes eight validated cold chain chambers - measuring 35,000 square feet - with more than 3,200 pallet position storage capacity, and includes freezer and refrigerated capabilities. “We are pioneering cold chain technology here in Georgia,” said Quintilio.

The content of the case study was provided in 2013.



WHAT GEORGIA OFFERS UPS

- > Easy access to the Port of Savannah
- > Ready workforce
- > Pro-business environment



“In order to maintain our more than 1,000 licenses, we work with multiple state, national and international agencies. Georgia has been very flexible and is most certainly a good place to do business.”

David Quintilio
VP OPERATIONS
UPS SUPPLY CHAIN SOLUTIONS

About Life Sciences in Georgia

Our diversified life science industry spans the full value chain. This means, in Georgia, an idea can be born, researched, tested, commercialized, produced and then delivered quickly to most anywhere in the world. We understand what your business needs to help solve global health issues and save lives. Georgia's reputation has also been enhanced by the presence of numerous world-renowned biotech and bioscience-related organizations and research and teaching institutions like the Georgia Institute of Technology, the University of Georgia and Emory University, as well as Georgia's Technical College System.

About Cold Chain Storage in Georgia

With 75+ facilities that have temperature-controlled and/or frozen storage capabilities, cold chain storage has a major presence in Georgia, from the Port of Savannah to Hartsfield-Jackson Atlanta International Airport. Three of the top five global public refrigerated warehousing companies have locations in Georgia, and two of the top ten cold storage warehousing companies in North America are headquartered here – Americold, which is number one, and Nordic which is number seven. Cold chain storage capabilities and knowledge continue to grow in Georgia in large part thanks to programs such as the Georgia Institute of Technology Supply Chain & Logistics Institute, which is the largest supply chain and logistics research and education enterprise in the world.

FOR MORE INFORMATION

Contact the life science team at the Georgia Department of Economic Development
678.252.9345

Georgia.org/ColdChain

We **SPEAK** Business



GEORGIA. Your link to a strong value chain.

