

# NOR-AM Cold Storage Now Operational with Delfour Logistics and Fulfillment Solution

Business Editors

LEMARS, Iowa--(BUSINESS WIRE)--Jan. 26, 2004

NOR-AM Cold Storage, Inc. is now operational with a Delfour SmartEnterprise third party logistics and fulfillment software suite at its 225,000 square foot state-of-the-art refrigerated warehouse facility in the Northwest Iowa city of LeMars, it was announced today by NOR-AM President/CEO Greg Brandt and Joe E. Couto, President and CEO of Delfour Corporation, Markham, Ontario. NOR-AM currently serves some 75 customers, among them many national industry leaders.

Established in 1999, NOR-AM provides logistics and value-added services to food industry companies that require freezer and temperature-controlled conditions for storage, shipment and delivery of their products. The specialized warehouse features a blast freezing capability of 200,000 lbs. per day and physical facilities that include 31,000 individual pallet positions, 90-inch pallet openings, 26 truck docks and 24-hour monitoring for fire, temperature, ammonia and intrusion.

"We have plans for serious growth," said Brandt, "and we determined last year that our logistics software needed power and flexibility to support them. We currently manage 300-400 orders per week using SmartEnterprise and we expect that to scale up dramatically as our growth continues. The SmartEnterprise suite was the right solution to support our operations and expansion."

The Delfour software suite installed at the LeMars facility includes the SmartEnterprise Foundation, the platform for implementing the various solution elements, and the following modules:

-- WarehouseLogic, a powerful receiving-storage-shipping solution that allows 3PL operators to model the operating procedures

and business rules of different customers within the same

facility and to execute multiple functions for multiple

clients concurrently;

-- Active Desktop, which provides workflow management and control

across the entire SmartEnterprise installation from a single

point of access;

-- e-Vista, which provides the warehouse operator and its customers with 24-hour on-line visibility of its logistics status within the warehouse operator's Delfour product suite as well as non-Delfour applications and ERP software;

--EDI module, which enables NOR-AM and its customers to communicate orders, advisories and other information computer-to-computer, virtually hands-off and in real time.

Based on Oracle relational database technology, Delfour's third party logistics and fulfillment management software solution is in use by seven of the International Association of Refrigerated Warehouses (IARW) top 20 companies, representing some 55 percent of the total available refrigerated warehouse space in North America.

"We are proud of the widespread acceptance we have earned in this field," Couto said. "NOR-AM is a company on the move and we are honored to have a hand in their progress."

#### ABOUT DELFOUR CORPORATION

Delfour Corporation is a global provider of comprehensive, highly configurable, advanced supply chain execution solutions for the third and fourth party logistics (3PL, 4PL) and the third party fulfillment (3PF) industries. Delfour's SmartEnterprise solutions establish exceptionally smart supply chains that enable clients and their customers to experience seamless execution of warehouse management and related logistics functions, and to achieve enhanced profitability by sharing and collaborating throughout the supply chain. Innovative use of Oracle's Relational Database Management System and Java™ technology enables Delfour to maintain its leading role in the production and implementation of logistics systems that run in all operating system environments. For more information, visit Delfour at [www.delfour.com](http://www.delfour.com) or contact one of the following.