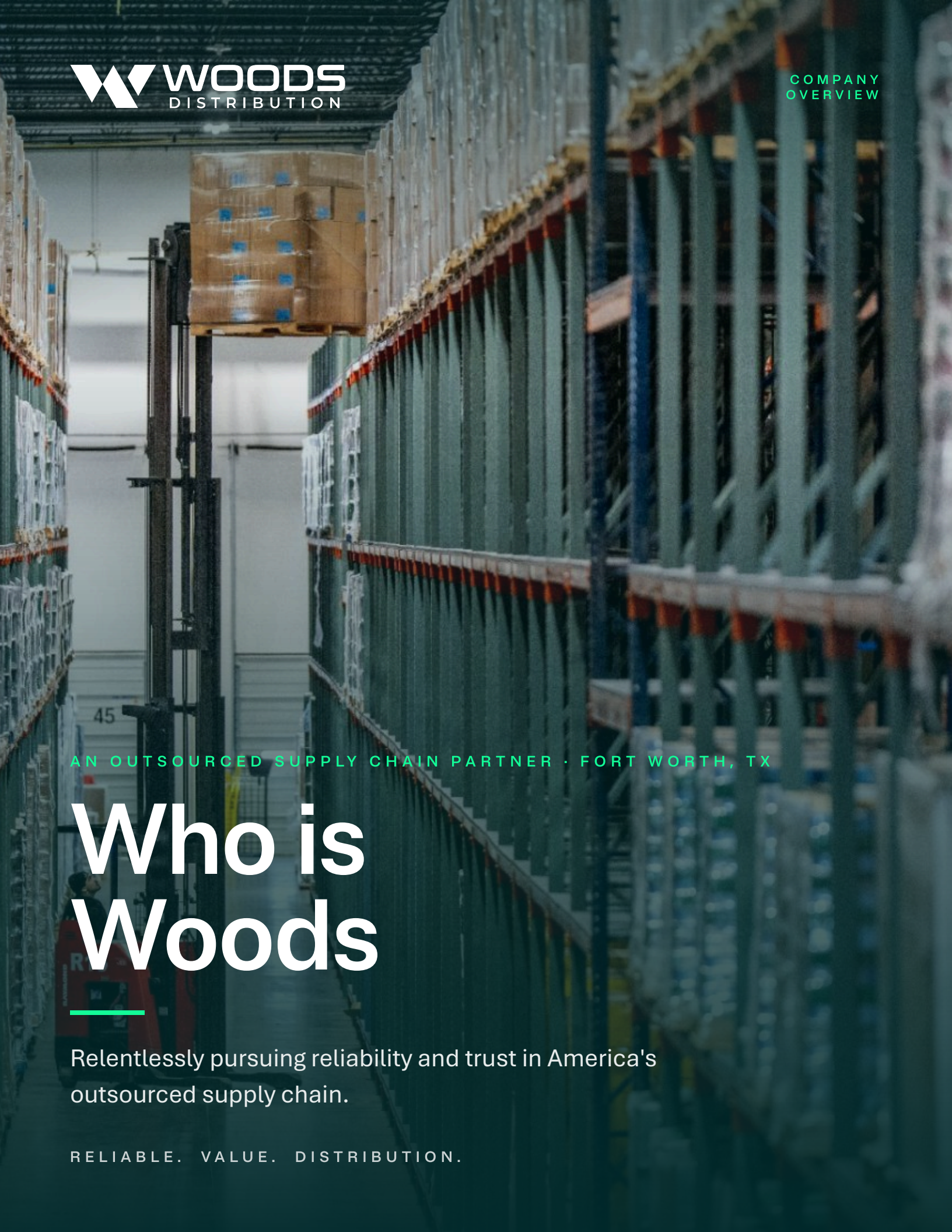


WOODS DISTRIBUTION

COMPANY OVERVIEW

AN OUTSOURCED SUPPLY CHAIN PARTNER · FORT WORTH, TX

Who is Woods

Relentlessly pursuing reliability and trust in America's outsourced supply chain.

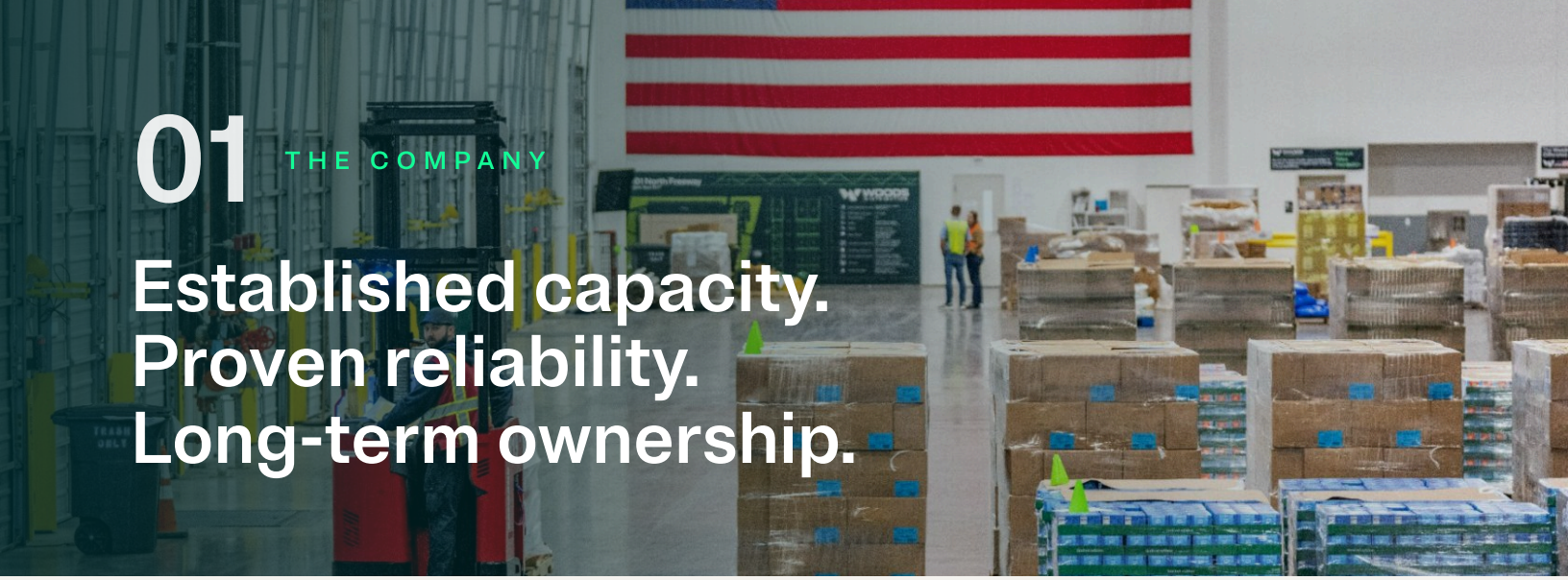
RELIABLE. VALUE. DISTRIBUTION.

WHO WE ARE

Woods is a one-stop shop for outsourced distribution — **warehousing, transportation, packaging, and real estate** under one partner, one system, and one invoice. Our goal is to be the most reliable supply chain partner in America.

INSIDE THIS OVERVIEW

01	The Company	Who we are, our scale, our footprint.
02	Our Services	Four integrated service lines.
03	Reliable. Value. Distribution.	Our promise, and the tools behind it.
04	How We Run	The playbook, and why customers stay.
05	Let's Talk	Three steps, no obligations.



01 THE COMPANY

Established capacity. Proven reliability. Long-term ownership.

OUR MISSION

Relentlessly pursuing reliability and trust in America's outsourced supply chain.

OUR VISION

To be the most reliable bulk distributor in America.

Woods is led by logistics professionals with decades of 3PL experience and owned by Union Industrial Co. Today we manage over 1.3 million square feet across Dallas–Fort Worth and Chicago.

From those locations we reach 75% of the US population in one day, with lower transportation costs and access to major transportation hubs. Geographic expansion to the East and West coasts is planned.

38M cubic feet of capacity	**1.3M+** square feet managed	**100K+** pallet positions	**12+** years in operation
99.5%+ inventory accuracy	**200+** trusted partners	**20+** value-added services	**AA+** BRC food-grade certified

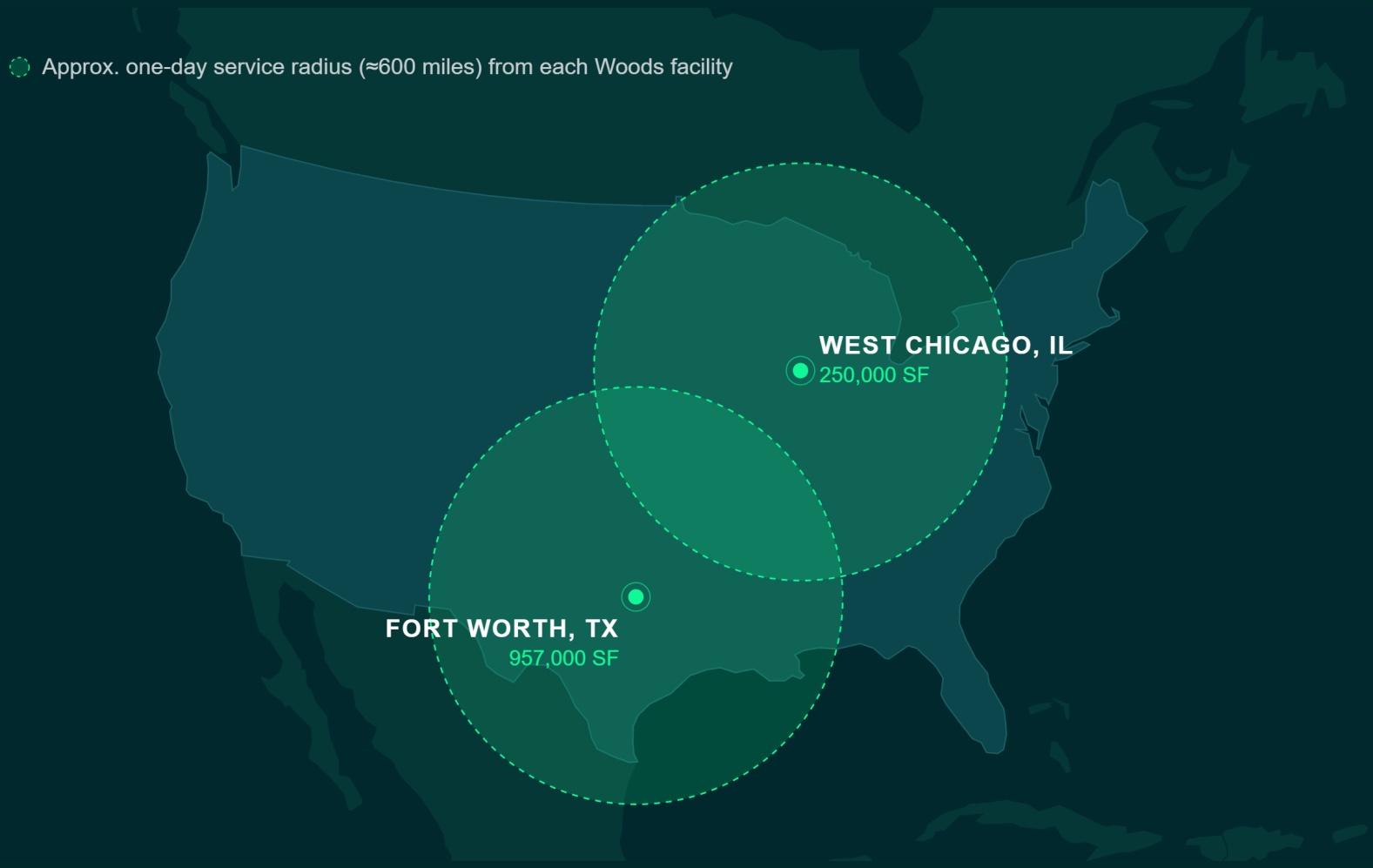
UNION INDUSTRIAL CO.

Woods is owned by **Union Industrial Co.**, a Texas industrial holding company that invests for the long term and provides the capital and operational support to grow with our customers. We are an established operator with capacity to grow and a clear expansion plan.

OUR FOOTPRINT

Texas and Illinois. Most of the country in one day.

Two states, one standard. The same playbook runs on both floors, and we are currently expanding our footprint toward full US coverage.



75% of the US population is within a one-day reach of a Woods facility. Expansion to the **East and West coasts** is planned, moving us toward full national coverage.

Class-A facilities

Cross-dock, racked, food-grade and temperature-controlled space.

Near major hubs

Lower transportation costs and faster delivery windows.

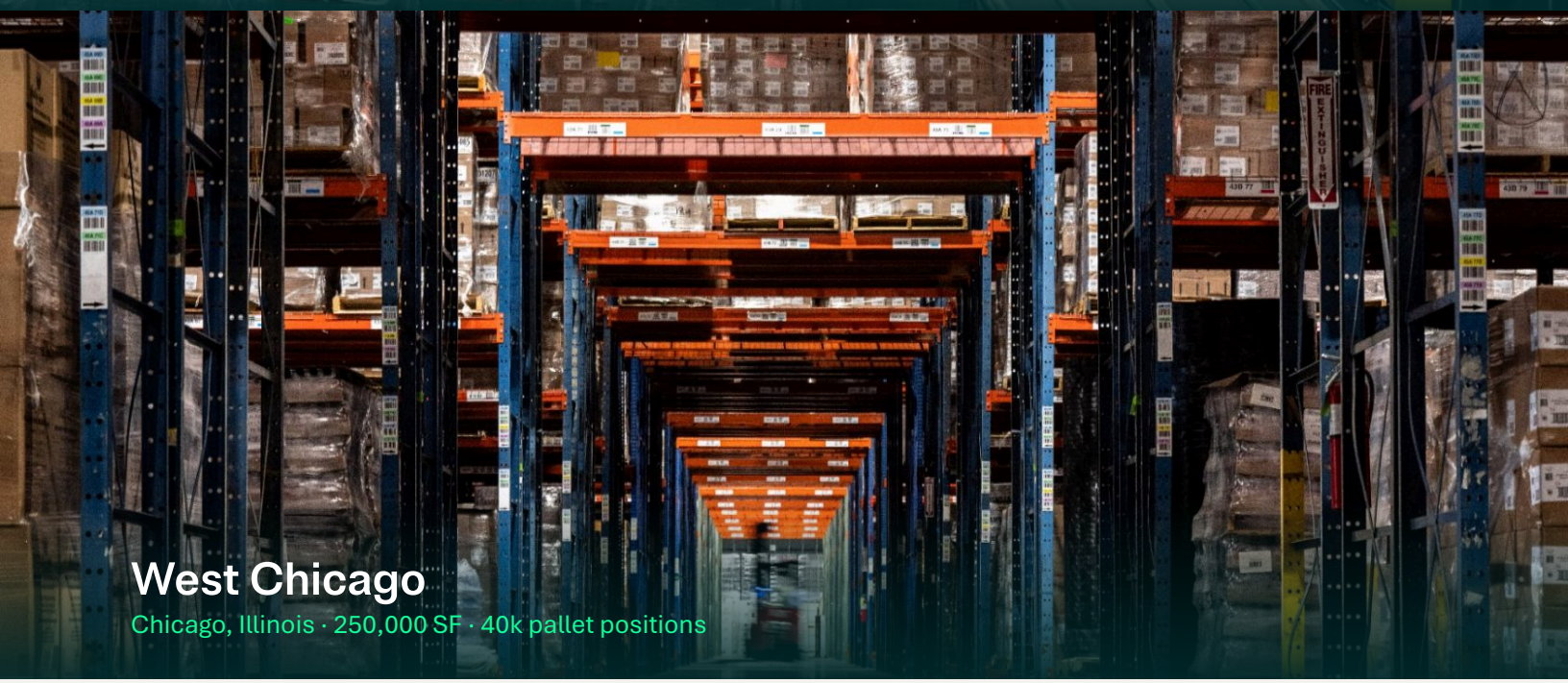
Built for oversized

Oversized pallets, bulk goods, and ambient or conditioned storage.



Alliance — flagship

Fort Worth, Texas · 707,000 SF · 100k pallet positions

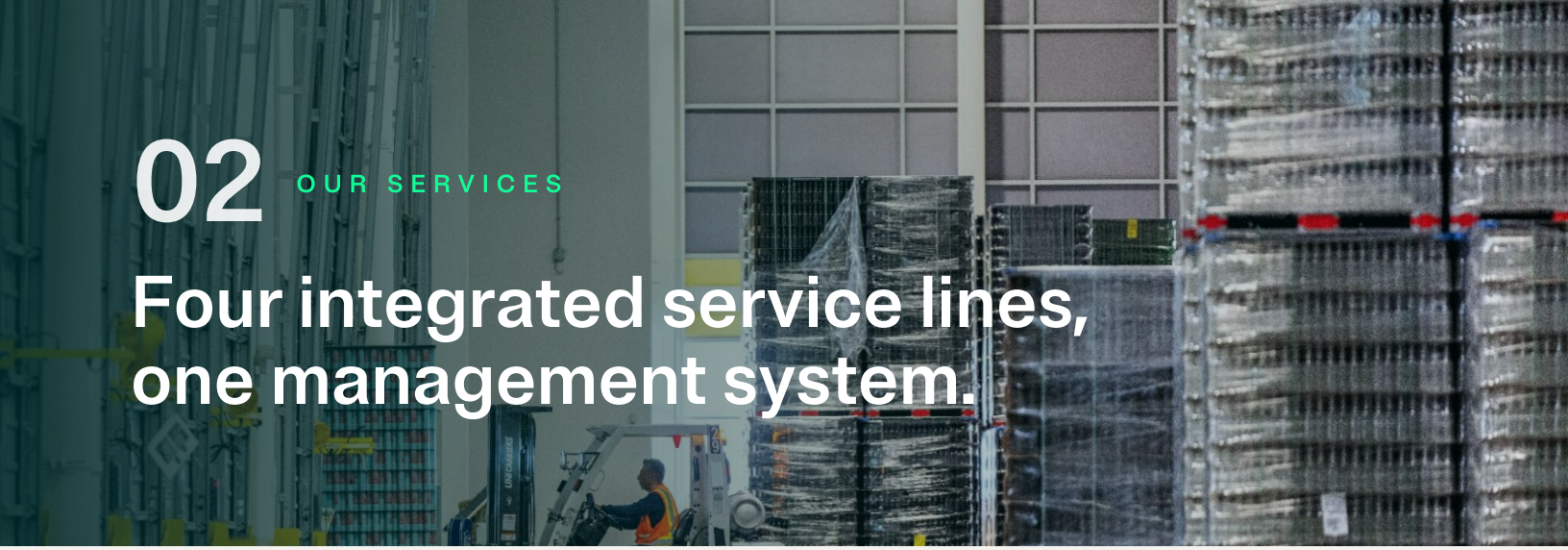


West Chicago

Chicago, Illinois · 250,000 SF · 40k pallet positions

CITY	SQ FT	PALLETS	FOOD GRADE	NOTES
Fort Worth, TX	707,000	100k	AA+ BRC	Alcohol · Triple Freeport
Fort Worth, TX	250,000	14k	AA+ BRC	Alcohol · Triple Freeport
Chicago, IL	250,000	40k	AA+ BRC	Alcohol in progress

Currently expanding our footprint of locations for full US coverage.



02 OUR SERVICES

Four integrated service lines, one management system.

Everything integrates through a single management system, which eliminates the coordination problems that come with separate vendors. **One partner. One invoice.**

Warehousing

Warehousing and inventory management
Real-time visibility across all facilities
Multichannel order fulfillment
Quality control and inspection
Temperature-controlled storage

Transportation

Company-owned local fleet
National freight brokerage network
Dedicated lane management
Continuous rate optimization
Integrated with warehouse operations

Packaging

On-site contract packaging
Kitting and assembly services
Retail display creation
Custom labeling and compliance
Reduced handling and transit time

Real Estate

Build-to-suit development
Facility takeover and optimization
Warehouse operations management
Lean methodology implementation
Real estate risk off your balance sheet

End-to-end solution

Storage, transportation, packaging, and everything in between — under one roof, on one invoice, with one point of contact.

03

RELIABLE · VALUE · DISTRIBUTION

Reliable: you will know where your products are.

Real-time visibility and operational accuracy you can trust.

See everything, anytime

Real-time inventory data across all facilities
99.5%+ accuracy through automated scanning
Connects directly to your systems via EDI/API
Live notifications on order status
24/7 client portal access

Your dedicated team

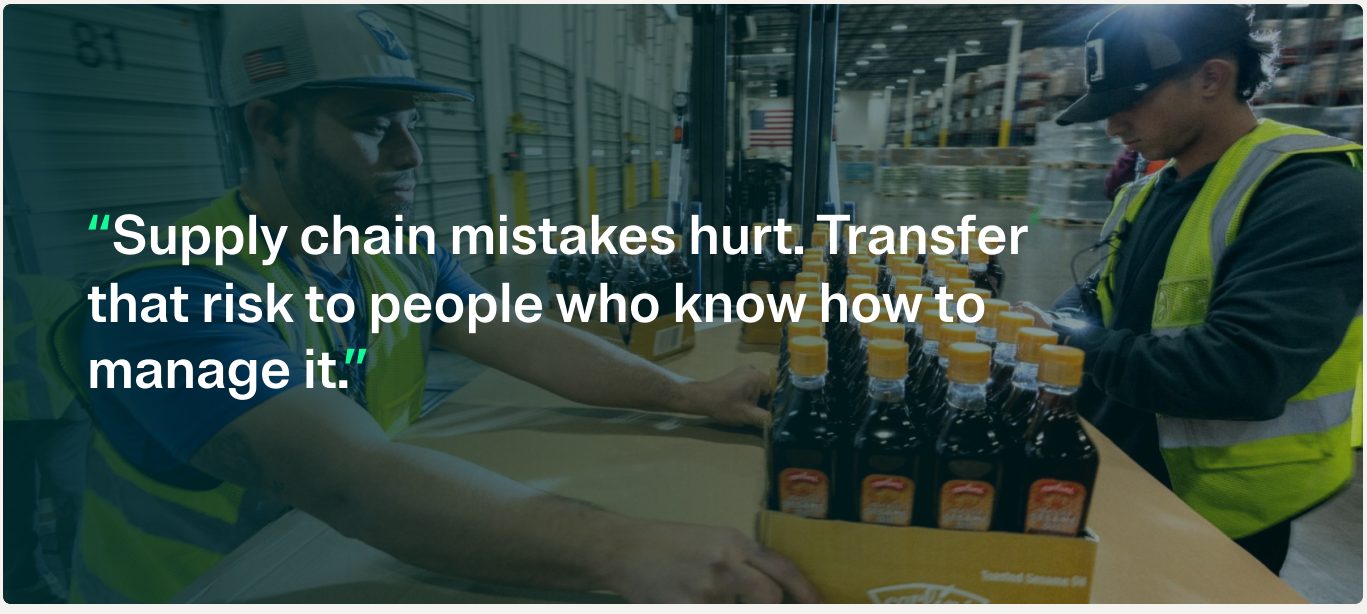
Assigned warehouse and office staff
They learn your products and customers
Fast problem resolution
Proactive communication
We call you before issues escalate

Proven processes

Standard operating procedures across all sites
Continuous accuracy and safety checks
Clear escalation paths
Consistency that scales with growth
Compliance and quality control

Software we build ourselves

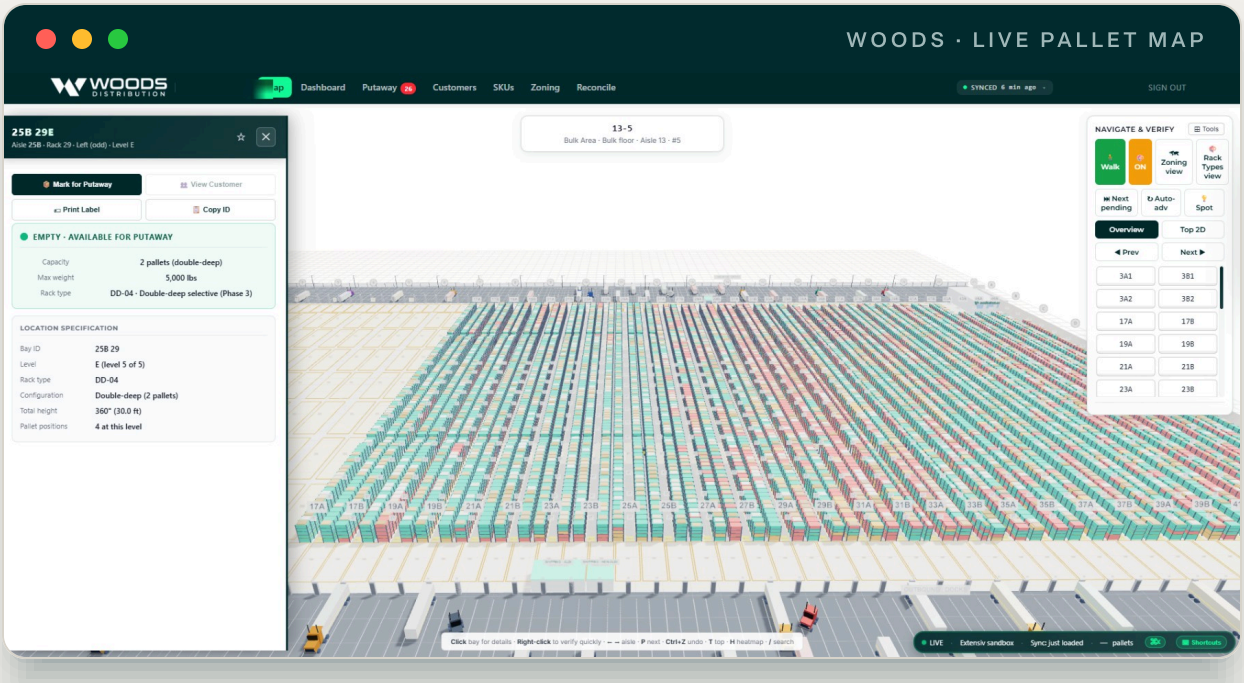
Cloud WMS with 24/7 portal access
Live map of every pallet in the building
Pallet journey history, receipt to shipment
Carrier scorecards on service and cost
EDI/API integration with your systems



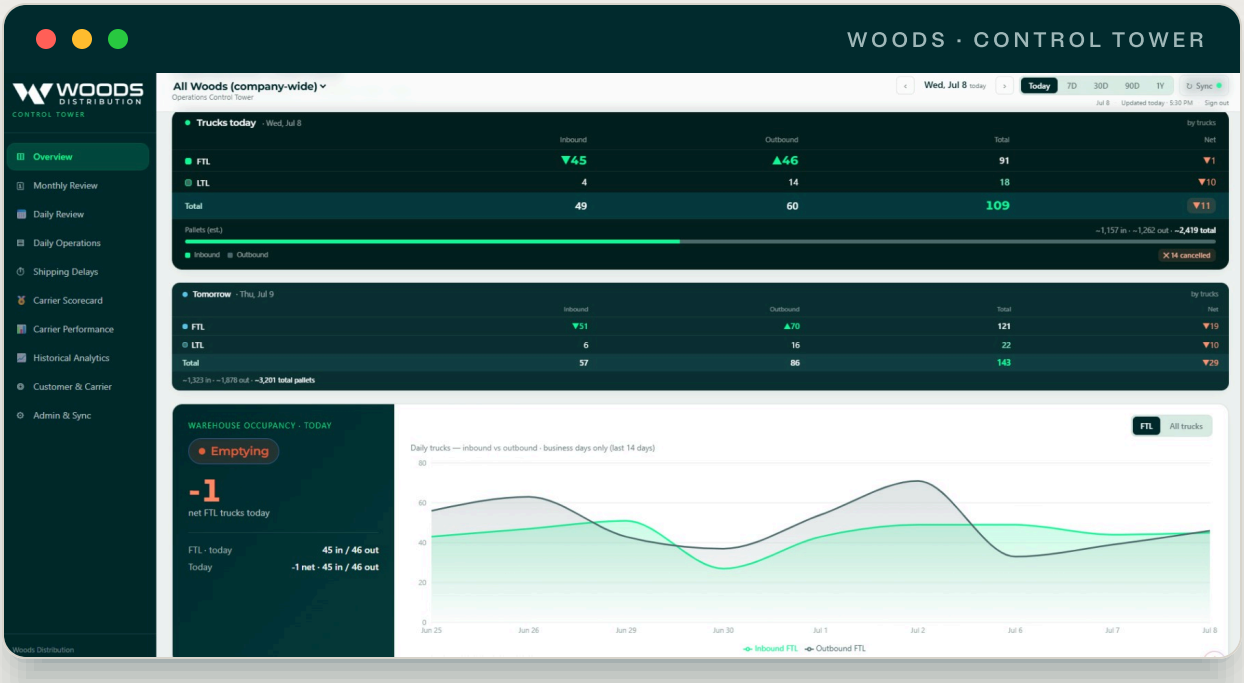
TECHNOLOGY

Know where every pallet is — and everywhere it has been.

We build our own software on top of the WMS: the live position of every pallet, its journey from receipt to shipment, and carrier scorecards on service and cost.



LIVE PALLET MAP — Every location on the floor, verified and navigable in 3D.



CONTROL TOWER — Every truck and pallet company-wide, with carrier performance tracked daily.

Screens from the live Woods platform. Customer-identifying details have been obscured.

VALUE

More than storage — a platform of customer-driven services.

20+ value-added services that get your products to market faster, all delivered through one seamless end-to-end platform.

Quality Control Inspections	Pick and Pack	Kitting & Displays
Contract Packaging	Temperature Control	Food Grade Storage
Lot Tracking	Vendor Consolidation	Inventory Control
All Sales Channels	Custom Projects	Custom Reporting

CERTIFIED & APPROVED

AA+ BRC highest-grade food certification

Aldi-approved supplier

Alcohol certified in Fort Worth

SUPPLIER CONSOLIDATION

Strategic supplier and vendor consolidation that streamlines inbound logistics, reduces complexity, and increases reliability.

INDUSTRIES WE SERVE

Food & Beverage

AA+ BRC certified, lot tracking and rotation.

Consumer Packaged Goods

Seasonal promotions and retail compliance.

Retail

Bulk and omnichannel, Aldi-approved.

Health & Beauty

Shelf life, expiration monitoring, turnover.

Apparel & Footwear

Luxury through fast fashion.

Industrials

Raw materials to heavy machinery.

04 · HOW WE RUN — THE WOODS PLAYBOOK

Standardized excellence at every step.

What we have built into every facility, and what we promise in return.

WHAT WE HAVE

Racking & Layout

Class-AA cross-dock warehouses with standard, oversize, and bulk capacity, plus temperature-controlled space.

Technology

A single WMS across all locations, 24/7 tracking and customer access, scanners from start to finish.

Workflow Processes

Standard procedures for receiving, putaway, picking, and shipping, with multi-stage verification.

Org Chart & KPIs

Defined roles in every warehouse, performance standards for every employee, continuous training.

Value-Added Services

20+ services and one supplier for the whole supply chain.

WHAT WE PROMISE

Accuracy

Right product, right place, right time, every time — with 24/7 access to stock levels and order status.

Quality Service

A single point of contact, continuous training, and alert systems that head off disruptions.

Cost Efficiency

Streamlined processes, transparent pricing, and network leverage for better rates.

Speed

Rapid loads and unloads, efficient order processing, and instant system updates as product moves.

Flexibility

Adjust space and services as you grow, and flex for seasonal peaks without long-term commitments.

"Never turn down business for lack of space. We scale with your demand, up or down, as needed."

WHY WOODS

Because reliability is not optional.

Partnership, capacity, and proven performance.

Focus on your fight

Your time should go toward growing your business, not managing warehouses and fighting logistics fires.

Room to grow

Never turn down business for lack of space. We scale with your demand as it moves.

Greater reliability

Supply chain mistakes hurt. Transfer that risk to people who know how to manage it.

Partnership & Service	An extension of your team, a dedicated account manager, and a continuous improvement focus.
Facilities & Scale	Texas and Illinois today with a clear expansion plan, AA+ BRC food-grade certification, and flexible space allocation.
Technology & Visibility	99.5%+ inventory accuracy, a cloud-based WMS, and EDI/API integration into your systems.
Integrated Solutions	Warehousing, transportation, packaging and real estate, 20+ value-added services, all sales channels.
Long-Term Ownership	Union Industrial Co. invests for the long term and provides the capital and operational support to grow with our customers.

200+ trusted partnerships

Global brands and fast-growing companies rely on Woods for reliability, flexibility, and compliance — with approved-supplier status under special vendor programs.

OWNERSHIP · UNION INDUSTRIAL CO.

UNION INDUSTRIAL CO.

Who owns Woods.

Union Industrial Co. took control of Woods in March 2026 and is implementing systems and processes across the business, with one focus: reliability. To learn more about Union, please visit unionind.com



Holden Lunsford CEO, Union Industrial Co.

Sets strategy and capital priorities for Woods; ultimately accountable for the reliability standard.

hlunsford@unionind.com · 214.432.3404



Luccas Borges President & COO, Union Industrial Co.

Runs day-to-day execution of strategic initiatives across operations.

lborges@unionind.com · 214.432.6276



Nicolas Cuesta Investments Associate, Union Industrial Co.

Investments and operational analysis supporting the Woods growth plan.

ncuesta@unionind.com

PRIOR EXPERIENCE INCLUDES

McKinsey&Company · HFF · TA REALTY · THE PRITZKER ORGANIZATION · TEMERITY STRATEGIC PARTNERS · asset · Santander

ON-SITE LEADERSHIP · WOODS DISTRIBUTION

Led on the floor, every day.



Ryan Hiatt — Controller

Owns finance, reporting, and the daily numbers that hold the operation accountable.

ryan.hiatt@woodsdist.com · 817.973.5202



Earvin Sanchez — General Manager · Alliance

Runs the Fort Worth (Alliance) facility day to day — labor, throughput, and on-time shipping.

earvin.sanchez@woodsdist.com · 909.586.0369



Arcelia Bonilla — General Manager · Chicago

Runs the Chicago facility day to day — labor, throughput, and on-time shipping.

arcy@woodsdist.com · 630.672.7077



Will Scherer — Director of Sales · New Customers

Owns new-customer acquisition and a structured onboarding that brings you on board smoothly from day one.

will.scherer@woodsdist.com · 972.201.9820



Will Morais — Director of Customer Success · Current Customers

Owns your ongoing relationship: escalations, semi-annual business reviews, and value-added services at each location.

william.morais@woodsdist.com · 945.335.0013

PRIOR EXPERIENCE INCLUDES

target · KPMG · TPG · C.H. ROBINSON · CJ LOGISTICS

Verkada · eShipping · Cloud Ingenuity · ISN · RJW

A LETTER TO OUR CUSTOMERS

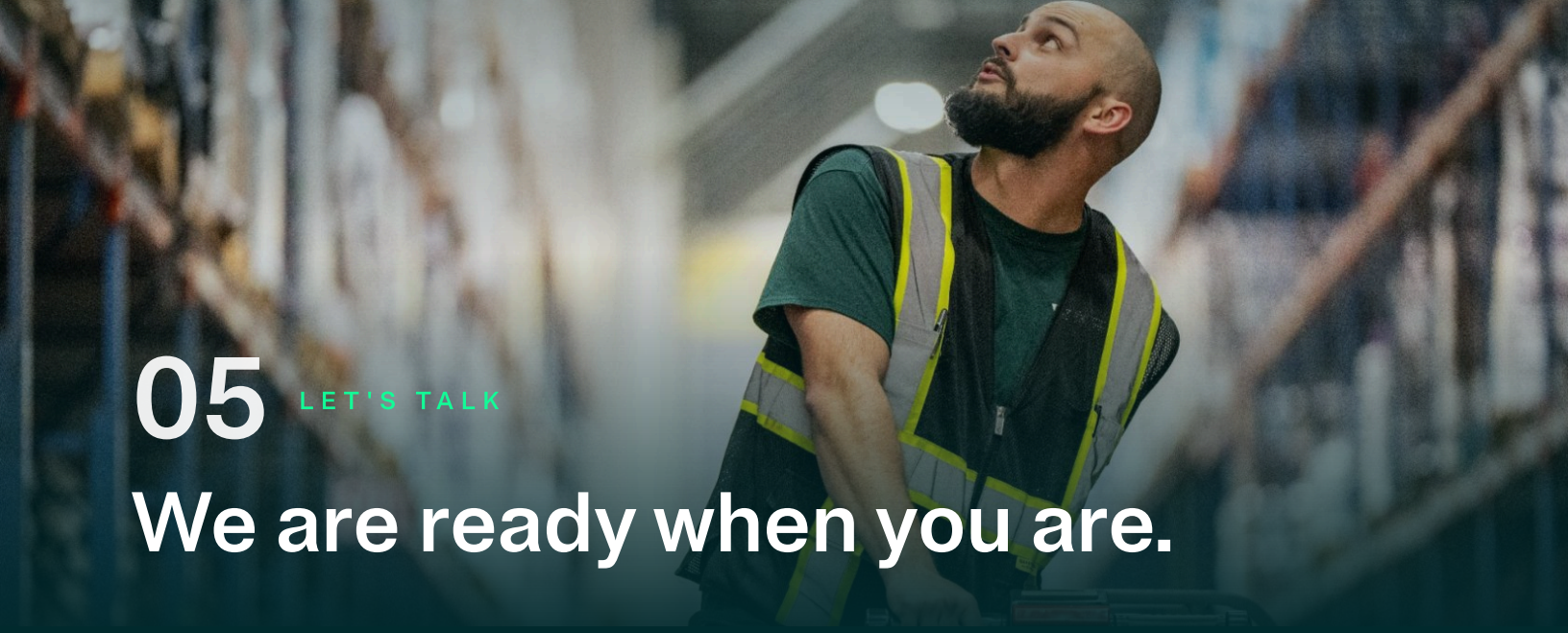
Welcome to Woods —

Thank you sincerely for the opportunity to introduce you to our company. As a service business, we recognize the privilege of being a part of your mission — to help fulfill the need you're meeting in the world today. We count it an honor, and we are excited to show you our gratitude accordingly if given the opportunity. Our team is united around a commensurate mission/vision of our own: to be the most reliable bulk distributor in America. This is a lofty but realistic goal, and I'm pleased to say that we have a measured plan, a capable team, and the resources necessary to accomplish it. It is our intent to redefine the standard of "reliable" in our industry and support you in reaching your goals every step of the way.

We also are insistent on building genuine personal relationships with each of our customers — the good old-fashioned way — despite our insistence on scaling, too. Please reach out to us (or maybe come see us, anytime) if we could be of service to you in any way. We look forward to getting to know you and your team well, so we hope that you'll take us up on this invitation.



Holden Lunsford
CEO, Union Industrial Co.



05 LET'S TALK

We are ready when you are.

1

Share your challenges

Tell us about your current distribution needs and pain points.

2

Receive an assessment

We show you where you can save money and improve operations.

3

Get a proposal

A custom solution with clear numbers on what it costs.

We internalize your go-to-market strategy and handle your distribution services. We are eager to help and ready to grow with you. **No obligations — just a clear picture of what is possible.**

Come see us in Fort Worth or Chicago. We would like to walk the floor with you.

START THE CONVERSATION

WOODS — DIRECTOR OF SALES
Will Scherer · 972.201.9820
will.scherer@woodsdist.com

WOODS — CUSTOMER SUCCESS
Will Morais · 945.335.0013
william.morais@woodsdist.com

WOODS DISTRIBUTION

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RELIABLE. VALUE. DISTRIBUTION.

WOODS DISTRIBUTION

Reliable.
Value.
Distribution.

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