

It's
fresh

It must be **ok**
OKproduce

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OK PRODUCE HISTORY PROFILE

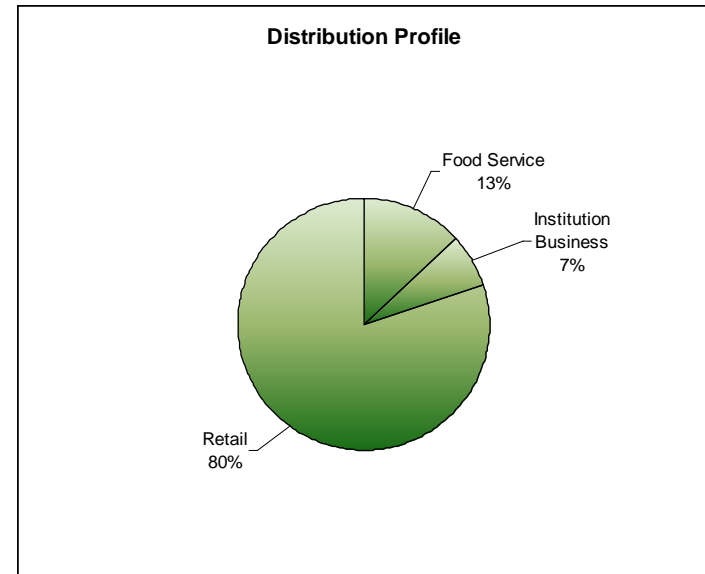


OK Produce was founded in 1950 by Charlie Matoian, however, the produce history of our family began long before then. The Matoian family came to America from Armenia in the early 1900's. They migrated across America to the San Joaquin valley and started farming. Charlie Matoian started delivering produce in the 1930's with one flat bed truck on a little road to Coalinga. In 1950, Charlie founded OK Produce in a small cold box in downtown Fresno and moved into a larger facility in 1960. In 1986, his son Matty spearheaded yet another expansion here into our current facility, again in downtown Fresno. Matty's sons Chad and Brady now lead OK Produce into the 3rd generation. Our feeling is that OK Produce was founded in downtown Fresno and will remain here for years to come.

GENERAL INFO:

- Current warehouse facility is over 120,000 sq. ft
- 90,000 SQ FT COLD STORAGE
- 40 Tractors in full compliance
- 45 Trailers equipped with new "air regulation spec"
- 180 Associates working together each day
- Debt Free
- Blue Book Rating =2500XXXXAB

DIVISION OF BUSINESS





- **Solar**

- In 2003, OK Produce installed a 231 Kilowatt Solar Photovoltaic system on our roof. At the time, it was the first and largest private solar system in the Central San Joaquin Valley. Our goal in 2002 was to not only solar power OK Produce, but to educate and encourage others to solar power the Central Valley. Today, that dream has become a reality as solar power in the Central Valley has become one of the quickest growth areas industry.

Over the system's life, the solar PV system at OK Produce creates the equivalence of:

- Not driving 556 cars on CA highways or
- Not driving 6,945,015 miles or
- Planting 810 trees or
- Saving 5,556,012 lbs carbon dioxide (CO₂)



- **Fleet**

- Our goal is to have one of the most clean fleets in the Industry.
- We have purchased 7 Hybrid Toyota Prius' for our sales fleet.
- In 2006, we purchased 12 new tractors to replace old vehicles.
- We are converting all trucks to automatics with high levels of aerodynamics. The newest models are achieving 20-30% better fuel efficiency than the models they replaced.
- In 2008, we purchased and installed 20 new refrigeration units for our trailers. Our entire trailer fleet is now compliant with all air regulation laws through 2016.
- We are converting all tires on our tractors and trailers to super-single tires to increase fuel efficiency.
- We retrofitted 2 tractors with the particulate traps.
- In 2009, we received a grant to replace our 14 oldest trucks.



- **Recycling**

OK Produce has a very strict recycling program. Associates have a personal recycling bin by their workstation for paper recycling. There are over 25 recycling bins throughout the warehouse for plastic, wood, paper, metal, etc. We have 2 large dumpsters that are picked up 4 times per week by the City of Fresno. There are 2 large dumpsters for recycling plastic wrap and plastic corner boards from pallets. We purchase a bailer for all of our carboard boxes and corner boards. Onsite we provide specialized recycling programs. In the past 3 years, we have reduced our garbage by over 90% through these recycling programs. We currently rank 3rd in the Central Valley for our recycling percentage.

- **Specialized Onsite Recycling**

We provide specialized recycling programs for the following items:

- **Batteries:** Batteries will leak nickel and cadmium, which are carcinogenic. Associates are encouraged to bring their batteries from home. We coordinate disposal at a proper site.
- **Compact Fluorescent Lights:** CFL's are a great alternative to regular light bulbs because of their energy efficiency benefits. The only downside is that they contain mercury.
- **Junk Mail:** Each year in America, 5.6 million tons of junk mail is thrown away per year. At OK Produce, we collect all junk mail into a separate bin. Our associates then call each of the mail senders to take us off of the list.

- **Green Waste**

For green waste, we have a compost program with the city of Fresno. We have our own in-house repack division. All bad produce from the repack team is placed in green recycling bins and picked up for compost. All edible produce that cannot be sold for quality purposes is donated to Poverello House (www.poverellohouse.com) and Community Food Bank (www.communityfoodbank.net) and given to needy families on a daily basis. Each year over 15,000 cases are donated.



- **Lighting**

We upgraded our entire lighting system with low voltage lighting in our warehouse and throughout the office spaces. All light fixtures are equipped with motion detectors. This included changing over 200 lighting systems.

- **Paper Usage Reduction**

In 2003, we instituted a plan to reduce paper usage. We changed our invoice paper from a triple page to a single page. We reduced printing size on all pick tickets and reports. We upgraded our email program and trained associates to use the company network. We purchased new printers and trained our associates on how to print on both sides of a page. We automated our accounts receivable statement delivery system and cut our paper use by over 50%. We installed air dryers in all bathrooms to replace paper towels and use a cloth towel program in our break area to eliminate paper towels and napkins.

- **Recycled Paper Usage**

From the savings from the Paper reduction program, we created a budget to transition all paper to recycled product. We now use Envirocopy (35% recycled paper), Clover Brand Toilet Paper and Toilet seat covers (100 % recycled paper), and print our checks, letters and business cards on recycled paper using Soy Ink

- **Energy Efficiencies**

In partnership with PG&E, we upgraded our entire refrigeration system. This upgrade included installation of a new cooling tower, 30 new coils, new energy efficient banana ripening rooms, computerized controls and variable frequency drives. The computerized system will also allow us to participate in Demand Response programs with PG&E. We also emphasized energy conservation among our associates. All computer screens are turned off when associates leave their desks and are plugged into a surge protector after hours to minimize wasted energy. All 60 of our old monitors, as well as our servers have been replaced with energy efficient models. The resulting energy savings exceed over 1,000,000 Kilowatt Hours per year.



- **Roofing**

In our second and third buildings, we constructed new roofs made of special heat reducing material. They are known commonly as cool roofs. These roofs, installed by Dinyari, Inc (www.dinyari.com) have reduced temperatures inside our buildings by over 15 degrees.

- **Trees**

We have planted over 70 trees on the west side of our building. As they grow, they will provide shade for the building. We also donate to Tree Fresno on a yearly basis.

- **Remodel**

We have just completed a significant remodel of our office space. All work was done based on LEED (Leadership in Energy and Environmental Design) Fundamentals. This included cork flooring, green rated carpet and wall coverings, low VOC paint, skylights, solar tubes, T-5 lighting with motion detectors and day-lighting controls, LED lights, new energy efficient appliances, flush-less urinals, new efficient Air Conditioning Units. Old furniture was all donated to Habitat for Humanity.

- **Water Conservation**

Water is the life blood of our agricultural industry in the central valley. At our facility, we converted all landscaping sprinklers to drip irrigation. We replaced all urinals with flush-less models. All toilets were replaced with low flush models. More recently, we installed a rainwater collection system which we will use to water our landscaping.



When our family came to America, and Charles and Ann Matoian founded OK Produce, they relied heavily on the support of family and friends. Once successful, Charlie and Ann made giving back to our community a family tradition. Our father, Matty, continued that tradition throughout his career and most recently provided significant contributions to Children’s Hospital, Break the Barriers, Community Medical Centers and the Fresno State University Today, Brady and Chad carry on the Matoian Way of giving into the third generation. Listed below are some of the organizations that OK Produce supports.

Local Hospitals/University

Children’s Hospital
Community Medical Centers
Fresno State University

Green/Sustainable Organizations

Tree Fresno
UC Davis “Save the Bees”
San Joaquin River Parkway

Local Homeless/Community Centers

Poverello House
Community Food Bank
Break the Barriers