TECHNOLOGY IN FRESH-CUT PROCESSING

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UNITED FRESHTEC LEARNING CENTER
SPEAKERS:

• **Alessandro Turatti**, President, Turatti

• **Jeff Murray**, Fresh Cut Senior Sales Director Del Monte Fresh Produce, N.A. Inc.

• **Joe Bradford**, Vice President of Sales, Temkin International
North American Distribution Network
A Continually Evolving Company

<table>
<thead>
<tr>
<th>Product Range</th>
<th>1997</th>
<th>Today</th>
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<tbody>
<tr>
<td></td>
<td>Narrow/Commodity</td>
<td>More than 100 Products</td>
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<tr>
<td></td>
<td>Producer Limited</td>
<td></td>
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<tr>
<td>Sourcing</td>
<td></td>
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<tr>
<td></td>
<td>Limited</td>
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<td>Logistics/Services</td>
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<td></td>
<td>Chartered Vessels,</td>
<td>&gt; 60 Countries Globally,</td>
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<td></td>
<td>Truck Load Shipments</td>
<td>Increased Owned Land</td>
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<tr>
<td>Distribution Network</td>
<td>2 DCs</td>
<td>12 Owned &amp; 6 Chartered Vessels,</td>
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<td></td>
<td></td>
<td>Truckload Shipments, 6000 Refrigerated Containers, 160 Owned Trucks, Direct to Store, JIT</td>
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<tr>
<td>Customer Base</td>
<td>Predominantly Retailers and Wholesalers</td>
<td>41 DCs Around the World, 24 DCs in the US (with Delaware Location)</td>
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<td>Retailers, Club Stores, Convenience, Petro Stations, QSR Chains, Foodservice, Vending, Micro Markets</td>
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Innovation Strategy

• Making our core items better: With fresh cut it is very important to continue to improve our core product lines.

• R&D: Del Monte Fresh Produce has a centralized R&D department located at our Dallas facility as well as a test kitchen in our Toronto facility.

• Packaging: we work very closely with our preferred packaging vendors to develop new packaging that fits our needs as well as the needs of our customers.

• Equipment: Our operations team is constantly working with equipment manufacturers on new equipment and technology that would improve our efficiencies, new product launches, improved food safety as well as improved product integrity.

• Listen to your customer: Many of our new products/ideas are developed through collaboration with our top customer base. What are their ideas, vision, and future of this category.
Innovation in Fresh Cut Fruit and Vegetables
• Fresh Cut Fruit and Vegetables continue to evolve and sales continue to grow year after year at a double digit rate.

• Innovation in Fresh Cut Fruit can be brought to market in several different ways. In the fields, in the test kitchens, through new equipment and technology and through new packaging and label design.

• Extending shelf life is not always the end game, but increasing consumer enjoyment through all stages of the product shelf life is the key to innovative success.

    Thank you for your time today and I look forward to your questions.
NEW & FUTURE TECHNOLOGY IN FRESH CUT PROCESSING
WE WRAP THE INDUSTRY

• Over 35 years of manufacturing packaging products
• Domestic manufacturer
• 487,000 square feet of production space
• Over 5 million square feet of material per day
• Four strategic global locations
  - Payson, Utah
  - Miami, Florida
  - Ontario, Canada
  - Bogotá, Colombia

*Local Distribution Only
TEMKINNOVATIONS

- Laser microperforation
  - Dr. Marston
- Controlled Atmosphere Packaging (CAP)
  - Herb bag w/ CAP self sealing
  - Lidding film w/ CAP & laser score
- Steam-in-bag
- Improved anti-fog: coated & impregnated
- New materials
  - Hydrosopic
- Frangible seal
- Zippers
  - Inno-look™, Press-to-close, Aplix™
- 240 line screen printing
INNOVATION COLLABORATION

- Story to tell (messaging)
- Design
- Educate consumers

- Extended shelf life
- Preserve flavors
- Controlled moisture & weight loss

- Parameters
- Stage to show on
- Bring consumers

- Trends in food
- Technology
- Health

- Demand
- Profit
- Advocate

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ALL RIGHT STOP, COLLABORATE AND LISTEN!
THANK YOU

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