



Freshway[®]
FOODS



Agenda

- My family history & personal journey
- Fresh-cut produce industry is booming!
- Jobs are plentiful for people with the drive, skills, and talent.





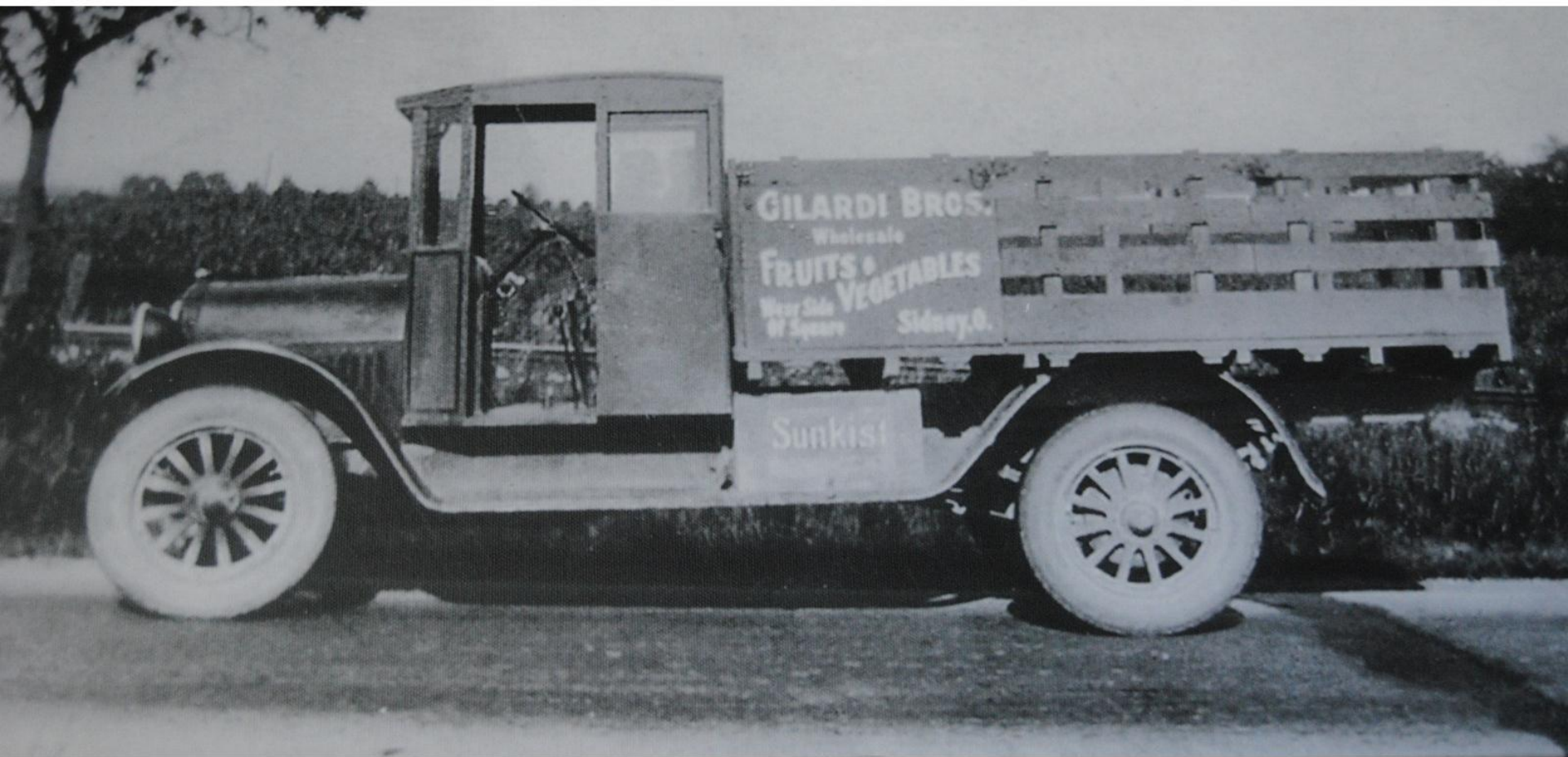
Family History

Fresh Cut Produce

Family History







GILARDI BROS.
Wholesale
FRUITS & VEGETABLES
Wear Side of Square Sidney, O.

Sunkist



TEXAS
GRAPEFRUIT
10 FOR 59¢

JUICE
ORANGE

POTATOES
25¢
WHITE 50¢
109 189
IS NO-I









My Personal Journey



Phil Gilardi

President & Co-Founder

- Established in 1988 by Phil & Frank Gilardi
- Multiple expansions and rapid growth
- Long family history in the produce industry.





About Us ...
**Freshway
Foods**

Fresh-Cut Produce Provider



Located in Sidney, Ohio



Over 400 associates



100,000 + square ft. facility



Our Customer Partners

We feed over one (1) million people a day











Quick Review of 25 Years



Graduated from
Lehman High School

Operations boosted by
relocation to new facility



New Facility & new salad
kit program take
Freshway to new heights



Freshway expands
facility to over
100,000 square feet



Celebrating
25 Years
Established 1988



Food
Science
Advisory
Board

1988

1992

1996

2000

2003

2005

2009

2013

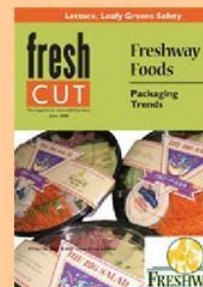
Expand to two
facilities

Started Freshway
Foods with Frank
Gilardi



Phil Gilardi
Board of
Directors

Freshway Logistics
was founded



Phil
Gilardi
named to
Fresh-Cut
editorial
team



Phil Gilardi
Produce
Industry
Leadership
Team



Feed over one
million people
daily!



Fresh Cut Produce
Booming Industry



Apples as a Combo Option

A Growing Choice over Fries





People Eat Healthier Today

Convenience Stores are stocking up on produce

Grab-and-go is already a strong concept for convenient stores



The Trend to Vend

Taking a Bite out of Obesity



Fresh-Fruit in Vending Machines



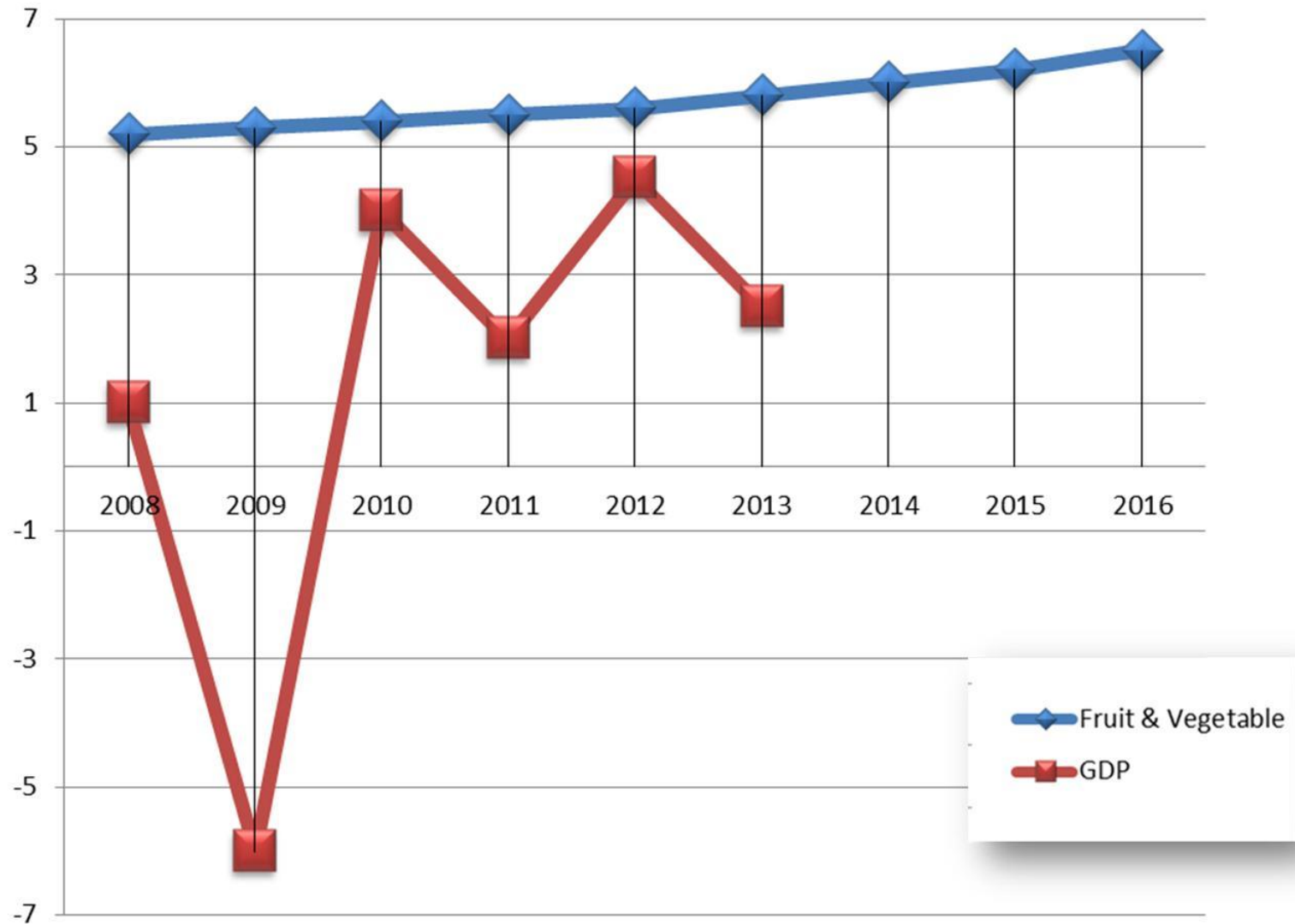


Campaign Against Childhood Obesity



U.S Fruit & Vegetable Market Soars

Growth consistently above GDP





Jobs Plentiful

For those with skills, drive, talent



Food Science

Positions we recruit for:



- ✓ **Food Safety** – Causes, prevention, and communication dealing with foodborne illness.
- ✓ **Food Microbiology** – Positive and negative interactions between micro-organisms and foods.
- ✓ **Food Engineering** – Industrial process used to manufacture food.
- ✓ **Food Packaging** – How packaging is used to preserve food after it has been processed and contain it through distribution.
- ✓ **Food Scientist and Chemistry** - Lead accelerated product development including new idea generation, prototype development, and product start-up.



Packaging Job Responsibilities:



Packaging Continuous Improvement Efforts

- ✓ **New Design** – Testing of packaging and materials. Analysis of data and recommendations of new or improved packages to meet standards of quality, function and cost.
- ✓ **Problem Analysis** – Troubleshooting and problem analysis related to products and materials. Prepare specifications for new packages or ways to improve existing packages.
- ✓ **Team Member**– Work with operations and engineering, suppliers and vendors in support of department goals.



Sales & Marketing

Positions we recruit for:



- ✓ **Market Development Manager**– Responsible for account development and retention, new account acquisition.
- ✓ **Sales Engineer**– Focus on product reliability and provide a combination of technical support and sales skills to our customer base to introduce new products, and work to develop new customers within a region.
- ✓ **Retail Representative** – Responsible for obtaining incremental retail sales. Accountable for the presentation of company products and promotional materials.



Business

Positions we recruit for:



- ✓ **Human Resources**– Responsible associate relations, conflict resolution, talent management.
- ✓ **Operations Management**– Ensuring business operations are efficient and effective in terms of meeting customer requirements.
- ✓ **Project Manager**– Plan, execute, and finalize projects according deadlines and within budget. Define project objectives and oversee quality control throughout its life cycle. Responsible for continuous improvement efforts.



Production, Maintenance, Sanitation



- ✓ **Forklift Operators**— Shipping & Receiving; Materials Management; Scanning, Inventory Control
- ✓ **Production Associates**— Machine Operators, Assembly Line associates
- ✓ **Maintenance**- Troubleshoot and repairs electrical, mechanical, pneumatic, and hydraulic systems. PLC trouble shooting. Planned Maintenance



Be a Leader!

Demonstrate Drive, Talent, Skills

Take advantage of training

Become an expert

Be proactive

JOIN OUR TEAM



Our people make us a leader in the industry:



Please email your resume to:

tarnold@freshwayfoods.com

Attention: Tony Arnold;
Director of Human Resources



Check us out on the web: www.freshwayfoods.com

Thank You

