Our History of Growth and Investment

1918
H. Morton Perry buys the Akron Milk route for $1,000

1932
Begin selling round pints using the Perry’s logo

1950
Move to current facility, Tripling Capacity

1982
Expand production to include Silos, Amerio, M-8

1984
Begin manufacture for the Grocery channel

1987
Intro tamper membrane on round ½’s (Tetra-Hoyer)

1993
Begin manufacture Columbo Frozen Yogurt

1997
4th generation takes over day-to-day operations

1999
QCDSM business systems introduced

2001
$8.7MM capital investments

2000
1st International sales

2001
Diversify growth portfolio

2011
Advance Sustainable Practices

2014
Entry into Partner Branded Distribution (Nestle)

2014
Entry into Partner Branded Distribution (Nestle)
In business since 1918;
4th generation family owned & operated

#1 Ice Cream brand in Upstate New York

Team-based culture:
25+ Active Safety & business teams

350+ team members w/average seniority of 10.4 years
Perry’s Ice Cream

- Perry’s is headquartered 25 miles East of Buffalo, in Akron, NY
- 13+ million gallons produced annually
- Operate a frozen Direct Store Delivery system in NY, Western PA & Ohio

Perry’s Ice Cream is located in Akron, NY, and serves areas including Buffalo, Rochester, Syracuse, and Albany.
Perry’s Distribution/Service Area 2017

- Perry’s DSD in the entire **RED** Counties

- Distributors that service the Perry’s Brand:
  - **Green** – Huff Ice Cream
  - **Blue** – Gillette Creamery
  - **Purple** – Marina’s
Upstate B/R/S Family Size Category, All Products
$62M Category, -1.9% Growth, 52 Wks. PE 12/2/17

<table>
<thead>
<tr>
<th>Brand</th>
<th>$ Share</th>
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<tbody>
<tr>
<td>Perry’s</td>
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<tr>
<td>Private Label</td>
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<td>Turkey Hill</td>
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<td>Friendly’s</td>
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<td>Edy’s</td>
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<td>All Others</td>
<td>4.2</td>
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</tbody>
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Source: AC Nielsen, Buffalo/Rochester/Syracuse, Grocery, FDM
Our Capabilities – Products

- Ice Cream 10-18% butterfat
  - Premium/Super Premium/Value
  - Churned/Light (<10% Fat)
  - Low Fat Ice Cream (<50% of Full Fat)
  - No Sugar Added
  - All Natural
  - Lactose Free
- Sherbet/Sorbet/Gelato
- Frozen Yogurt (also Greek) with active cultures
Our Capabilities – Packaging Sizes

• 48 oz. Squrounds
• Round half gallons & quarts
• Bulk tubs, various sizes
• Pints
• Rectangle Ice Cream sandwiches
• Stick items – various forms and sizes (3 oz and less)
Personal Background

- 5 years US Navy- Auxiliary Systems Technician FFG-7 Class Ships
- 31+ years career at Perry’s Ice Cream
- 22 years as the Maintenance Engineering Manager
- Ammonia Task Force Chairman
- Local RETA Chapter- Secretary, First VP and recently elected President
- Certified Industrial Refrigeration Operator
- NYS Hazardous Material Technician
Associations
Facility

• 120,000 square foot production facility
• Waste water pretreatment plant
• Truck maintenance facility
• 40,000 square foot warehouse
• Two stage, 1,900 ton ammonia refrigeration system, charged with approximately 53,000 lbs.
Maintenance Engineering

- 16 Union Maintenance Technicians cover the Plant 24hr/7 days
- Three Automation Engineers
- Maintenance Supervisor
- Maintenance Planner/Scheduler
- PSM/RMP Coordinator
- Maintenance Support- Parts Clerk, General Labor & Housekeeping
Regulatory Programs EPA & NYS DEC

- Risk Management Plan - Ammonia System
- Chemical Bulk Storage Plan
- SARA Title III Chemical Reporting
- SPDES Permit - Non-Contact Cooling Water
- Storm water
- Water Withdrawal Permit/Plan
OSHA Programs

- Process Safety Management - Ammonia System
- Confined Space
- Respirator Program
- Emergency Action & Fire Protection Plan
- Powered Industrial Vehicles
- Fall Protection
- Electrical Safety
- Blood Borne Pathogens
Questions?