



Keany Produce: Delivering on Every Detail

September 15, 2016



Keany Produce History

Past

- ▶ Family owned since its establishment in 1978
- ▶ Emphasis on personal attention, honesty and integrity

Present

- ▶ The Keany brothers are actively involved in daily operations
- ▶ Supported by several experienced, long standing employees

Future

- ▶ The family business continues with the “Next Gen” program



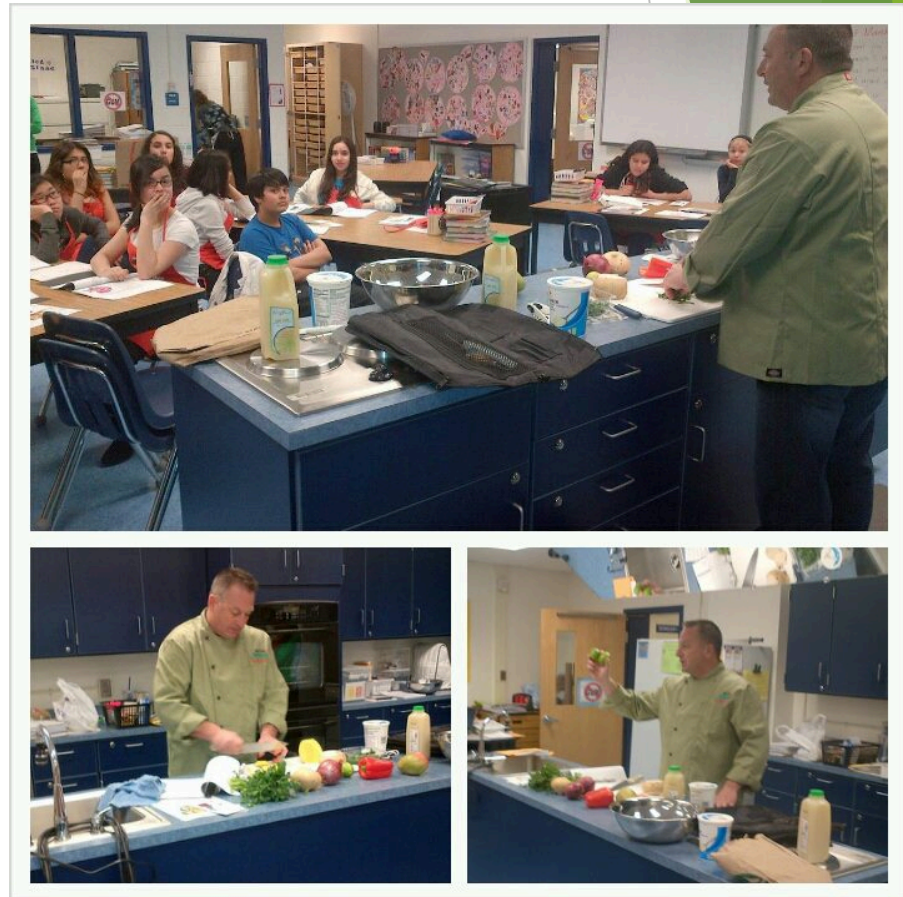
Company Overview and Experience

- ▶ Service many high-profile customers with exacting program requirements
- ▶ Numerous school programs including FFVP programs for DC Public Schools, Cecil County, and Harford County
- ▶ 90,000+ square foot distribution center with 12 temperature zones
- ▶ Manage over 2,500 products with forecasting and management processes
- ▶ Ship over 30,000 pkgs every night with a full inventory turn every 2.5 days
- ▶ Own and maintain our own fleet of 150 refrigerated trucks covering a 6 state distribution area
- ▶ Commitment to all 2,000 of our customers



Customer Base

- ▶ Food service / wholesale industry
- ▶ Restaurants
 - ▶ Independent
 - ▶ National Chains
- ▶ Hotels
 - ▶ Full service
 - ▶ Limited Service
- ▶ Office Building Cafeterias
- ▶ Hospitals
- ▶ Health Care Facilities
- ▶ Schools
 - ▶ Universities
 - ▶ Local County School Districts



Landover, MD Facility

- ▶ Warehouse: 90,000 square ft.
- ▶ 12 climate control zones
- ▶ 3 ripening rooms
- ▶ Onsite pre-cut production
 - ▶ Over 1,700 SKUs
 - ▶ Produce over 9.0 Million lbs per year
- ▶ Employee Breakdown
 - ▶ Transportation
 - ▶ Production
 - ▶ Operations
 - ▶ Administrative / Office



Landover Facility (cont.)

- ▶ Warehouse (Shipping) Operations
 - ▶ Three shipping shifts to pull / check orders
 - ▶ 34 pallet jacks
 - ▶ Battery Charging Station
 - ▶ Maintenance Crew on site 24 hours
- ▶ Receiving Operations
 - ▶ 40 trucks to receive daily
 - ▶ Full trailer loads
 - ▶ 8 forklift tow motors
- ▶ Short Order
 - ▶ Breaking full cases into smaller units



Food Safety

▶ Food Safety Program

- ▶ Hazard Analysis and Critical Control Points (HACCP)
- ▶ Good Manufacturing Practices (GMP)
 - ▶ Food handling
 - ▶ Standard Sanitation Operating Procedures (SSOP)
 - ▶ Employee Hygiene
 - ▶ Plant & Grounds Maintenance
 - ▶ Pest Control
 - ▶ Chemical Control program
 - ▶ Allergen Program
 - ▶ Training -- New employees and continuing education
 - ▶ Recall Plan

▶ Food Defense

- ▶ Employee Background Checks
- ▶ Building Security
 - ▶ Video Surveillance
 - ▶ Biometrics

▶ Third Party Audits

- ▶ NSF Cook and Thurber audits Keany Produce annually
- ▶ We also are audited by many of our clients QA departments and score at the highest level



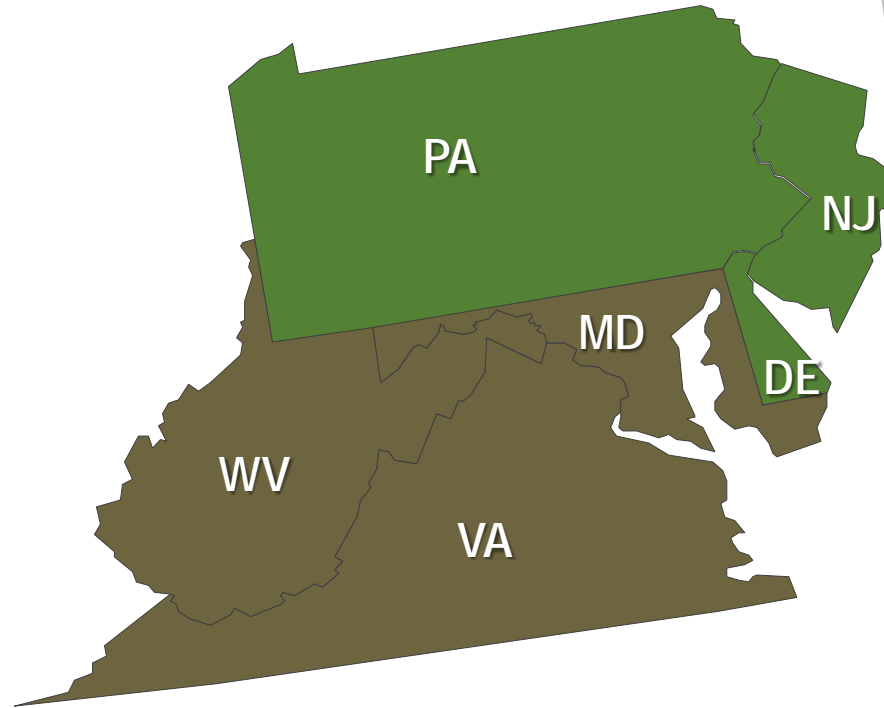
Inbound Freight

- ▶ Inbound Loads
 - ▶ West Coast
 - ▶ Place POs with farmer
 - ▶ Contract Freight Company for load
 - ▶ Regional
 - ▶ LTL and full loads from East Region
 - ▶ Vendor contracts freight
 - ▶ Keaney Backhauls (local)
 - ▶ Small farmers
 - ▶ Don't have / own trucks



Delivery Region

- ▶ Stagger departure times to accommodate for “stem” time
- ▶ Daily Routes by State
 - ▶ 25 to DC
 - ▶ 2 to DE
 - ▶ 38 to MD
 - ▶ 2 to PA / NJ
 - ▶ 58 to VA
- ▶ Execute second runs to customers within 70 miles of facility



Outbound Freight

- ▶ Keany owns approx. 150 trucks
 - ▶ 18-24 ft all refrigerated
 - ▶ Fleet age ranges from 2009-2016
 - ▶ Sterling
 - ▶ Hino
 - ▶ Kenworth
 - ▶ Tractors / trailers
 - ▶ Western Star / Peterbilt
 - ▶ Leased and owned trailers
- ▶ Dispatch approx. 120 routes
 - ▶ Times vary based on delivery area
 - ▶ Routes on the road by 5:30am
 - ▶ 14 stops; 250 cases
 - ▶ Duration 6-10 hours



Local Produce Program

Keany Produce has been committed to supporting our local farmers for over 35 years. These relationships have helped farmers become successful and have saved farmland in our area.

We support over 30 local growers by marketing their products thru different mediums:

- ❖ Fruit of the month
- ❖ Farmer market events
- ❖ Buyer grower local events
- ❖ Farmer Tours

Local States include:

- ❖ Virginia
- ❖ Maryland
- ❖ Pennsylvania
- ❖ North Carolina
- ❖ West Virginia
- ❖ New Jersey
- ❖ Delaware



Local Farmer Market Events



Chef / Local Grower Event (ACF) Keany Produce Warehouse



Local Farm Tours

Arnold Farms & Humming Bird Farms





Thank You
Questions?

