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# "INCREASE YOUR SPEED TO MARKET"

## *GENERAL HISTORY - BUSINESS REVIEW - MODEL -GROWTH*

**PK Global Distribution**, headquartered just outside Perrysburg, Ohio, is a leading provider of supply chain services to the food, beverage and automotive industries including transportation management, warehousing, and contract packaging. This Value-Add distinction has created a "complete" turnkey solution to PKG's current and future customers by increasing the speed to market in managing the entire manufacturing and distribution process to include marketing, packaging, manufacturing, sales, regulatory compliance, just-in-time logistics, IT, and retailer product placement. PKG is an operating entity that consists of 4 divisions:

- ✓ **Logistics**
- ✓ **Warehousing**
- ✓ **Packaging**
- ✓ **Transportation Services**

### ***Business Model:***

- ***Strategic Geographic Location*** - PKG's facilities are strategically located within close proximity of key customers along major truck routes including free-ways and turnpikes to ensure flexibility, shorten lead times, and guarantee on-time deliveries. PKG is centrally located on a 100 acre facility supporting its logistics, warehousing, packaging, and transportation services to several major cities including Detroit, Cleveland, Columbus, and Chicago in the immediate area to name a few. With our access to major truck routes and over the road capabilities that reach coast to coast, we continue to support our customers across the country with an ever expanding fleet of over 250 trucks and trailers.
- ***Blue Chip Customer Base*** - Over the years, the company has been successful in developing a strong blue-chip customer base of more than 20 active accounts. The Company's customers include several large, public companies that are involved in the manufacturing or distribution of food, automotive, and retail as well as several smaller, private owned companies that are in need of general warehousing and logistical services.

- ✓ **Campbell's Soup**
- ✓ **Walgreens**
- ✓ **Kroger**
- ✓ **Silgan Containers**
- ✓ **ConAgra**

- ✓ **Pepperidge Farm**
- ✓ **CHEP Pallet**
- ✓ **Pilkington Glass**
- ✓ **CH Robinson**
- ✓ **Hinkle**
- ✓ **Food Lion**
- ✓ **Family Dollar**
- ✓ **Honda**
- ✓ **Coca-Cola**
- ✓ **Amtcor**
- ✓ **Ball**
- ✓ **Graham Packaging**

➤ **Value Added Services** - PKG offers a total supply chain solution for its customers as a 4PL provider. As a Fourth-Party Logistics ("4PL") Company, PKG offers complete turnkey solutions in order to meet customer needs by offering a total package of services and accountability over other 3PL's. The Company's value added services include but not limited to the following:

- ✓ **Warehousing - long and short haul term**
- ✓ **Transportation - long and short haul**
- ✓ **Drop yard management**
- ✓ **Packaging - custom club, end aisle display, pantry, repackaging**
- ✓ **Case pick, storage, and distribution**
- ✓ **Full pallet pick and storage**
- ✓ **Pallet & Packaging TPM, repair, sort, and heat treating**
- ✓ **Transportation brokerage**
- ✓ **Quality inspection and re-work**
- ✓ **Club sort, delivery, storage & distribution**
- ✓ **Quality incubation**
- ✓ **Product marketing, sales & placement distribution**

➤ **Significant Growth Opportunities** - The management team believes the Company is well positioned to achieve increased growth in both revenues and profits and continue to offer economies of scale for all of our customers. The Company possesses the plant space necessary for future planned growth. Some of PKG's focus area is leveraging 4PL capabilities including labor management, real time information, streamlining inventory turn, and continue to increase our value added services to our blue chip relationships.

➤ **State-of-the Art Facilities, Equipment, and Systems** - PKG's campus environment houses three distinct separate facilities of almost a million square feet of temperature controlled USDA/FDA flexible warehousing in the Midwest. Within these facilities, PKG has invested in the necessary material handling and packaging equipment. As a 4PL provider, PKG has an added another value added service by extending the supply chain management to raw materials management. As such, PKG will be able to manage not only a manufacturer's finished goods inventory in its facility, but will be able to provide visibility to raw materials as well. Part of PKG's continual IT investment is the proper software required to manage efficiently and effectively:

- ✓ **Propesy our Transportation Software**

- ✓ **SAP our Accounting and HR Software**
- ✓ **Red Prairie**
  - **Warehouse Management**
  - **Yard Management**
  - **Labor Management**
  - **Quality Control & Recall**

➤ ***Experienced Management Team*** - PKG has recently invested several new key members that bring a wealth of expertise and diverse outside knowledge in order to support the Company's future growth initiatives. Collectively, PKG's management team has over 100 years of experience in the industry and related industries. More specifically, the key managers have past experience with several companies including: FedEx, Roadway Trucking, Campbell's, Radio Shack, Time Warner, Sprint, Gordon Food Service, Sysco, Hub Group, Hostess Brands, and Country Fresh.