



## The Giorgi Family of Companies





# Our Family of Companies

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The Giorgio companies are based on agriculture. Headquartered in Temple PA, we have farms and production facilities in Pennsylvania, Texas, Arizona, Mexico, and globally.



# Supply Chain Snapshot:

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Our Pennsylvania family of Fresh and Can locations comprise:

- More than 30 containers weekly into the Ports of Philly and NY
- Steel coil imported to the ports of Philly and Wilmington
- 93+ daily refrigerated trucks shipping from PA to end customers
- 120+ daily dry trailers to end customers
- Over 300 daily loads between our farms to production facilities in PA
- Over 75 daily inbound loads of product from our suppliers to production facilities (packaging, labels, agricultural products, construction materials, etc.)

Our fleets of Giorgio Foods Express and CF Logistics comprise 78 drivers based in PA between Blandon, Chester, and Kennett Square. These fleets will be merging into the CF Logistics brand June 1 2022.

# Supply Chain Disruptions during COVID:

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We are like many other companies over the last two years:

- Demand soared while the ability to supply was challenged:
  - Labor shortages from farm to customer
  - Increased supply chain timelines (as much as 43 days extra per shipments from Asia to US)
  - Transportation costs skyrocket for both suppliers and end deliveries
  - Truck parts and materials shortages
  - Customers stopped allowing drivers on-property (lumping).

Now that the supply chain is becoming stable, Diesel fuel is a very large contributing cost for inflation. Our PA based fleets use more than 49,000 gallons of diesel per month

# Small Successes:

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Covid was challenging for all of us. However, we have come out of it stronger than ever:

- Increased raw materials inventory to prevent JIT shortages
- Better systems and tools internally to monitor our entire supply chain
- 17 new drivers hired in the last 4 months (no turnover since 12/21)
- Inter-Company cooperation.
- New freight partnerships
  - LTL freight increase to better utilize truck space, reduce environmental impact, etc.

Company culture was resilient. Our commitment to our front line employees stood strong and demonstrated our values.