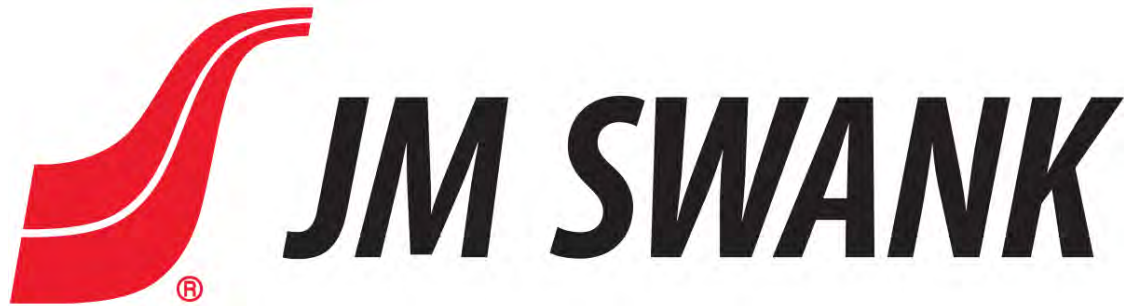


# NATIONAL FOOD INGREDIENT DISTRIBUTORS



Our Brands:  | 

A Division of | JM SWANK



# With the Lentz Acquisition JM Swank is Now a Nationwide Food Ingredient Distributor and Supply Chain Solution Provider

- We provide comprehensive solutions that optimize our customers' supply chains
- We offer a selection in excess of 4,000 SKUs across all major product categories
- We have over 500+ supplier relationships across the world
- We offer over 65 years of quality products and reliable service

## THE JM SWANK DIFFERENCE



**National  
Ingredient  
Distribution**



**Private  
Fleet**



**Supply  
Chain  
Efficiency**



**Food  
Safety**





# A 65 Year Journey from a Regional to a National Food Ingredients Distributor



**2018**  
Platinum Equity acquires Lenz Milling to supplement JM Swank operations

**2016**  
Platinum Equity acquires JM Swank from ConAgra



**2008**  
JM Swank acquires Saroni Sugar & Rice

**2005**  
Construction completed on 120,000 sq. ft. distribution facility in North Liberty, IA



**1992**  
ConAgra Foods acquires JM Swank



**1986**  
JM Swank moves to North Liberty, Iowa



**1954**  
JM Swank founded in Iowa City, Iowa



**1974:**  
JM Swank purchases JRRW Transport and its 3 existing trucks



# ...Offering a Broad and Differentiated Product Mix Through a Deep Bench of Local and National Suppliers

- 4,000+ SKUs
- Depth and breadth of supplier relationships (500+ suppliers)
- Comprehensive product documentation



Beans, Nuts & Seeds



Dairy & Eggs



Fats & Oils



Flavors & Spices



Fruits & Vegetables



Functional Ingredients



Grains, Soy & Starch



Nutrients



Preparations



Sweeteners

**JM Swank Has a Team of Category Specialists with Deep Product Expertise and Strong Business Relationships with Food Ingredients Suppliers in the US**

# Our National Footprint Allows Us to Service a Large, National Customer Base



With a network of 17 facilities JM Swank has a national footprint to support customers located in all major areas of the continental USA



# With a Dedicated Fleet Our Customers Have a “One-Stop Shop” Solution for All of Their Sourcing Needs

## Dependable

- 1 to 2-days delivery on most shipments
- Strong driver talent & retention, BRC/food safety trained
- 100% loads food grade compliant

## Scalable

- Dedicated truck fleet handles 60% of volume
- National delivery capabilities
- Competitive rates
- Ability to book on-demand third-party logistics providers for additional shipping needs

## Service Oriented

- 24-hour support
- Customer dedicated drivers
- Cutting edge technology (satellite tracking, transportation planning software)
- Trailer Seal Program
- Reefer trailers

## 2019 Key Stats

- 108 tractors/116 drivers
- 219 trailers (44% refrigerated)
- 32k+ trips dispatched
- 16M+ miles driven
- 843M+ Lbs. hauled



**JM Swank is the only food ingredient distributor of scale with a dedicated fleet**

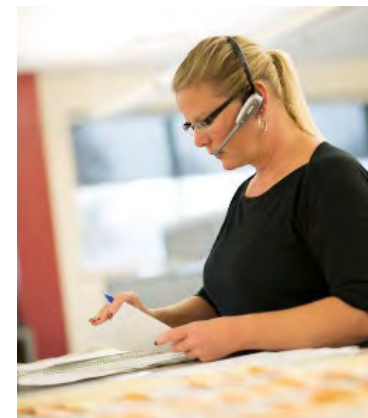
# A Team of 300+ Individuals Dedicated to Keep Customers' Production on Schedule and 41 On the Front Line Every Day



**RELIABLE  
& RESPONSIVE  
SERVICE**



- 26 Customer Service Professionals
- 15 Sales Representatives
- Dedicated Individual with team backup
- 24 - 48 Hour Response:
  - Claims/Issue Resolution



# Our Diverse Network of Customers and Long-Tenured Relationships are a Testament of Our Strong Value Proposition

TM

## Key Customers Groups Served



*Bakery & Snacks*



**MEATS**



ORGANIC



**PET FOOD**



*Soups, Sauces & Dressings*



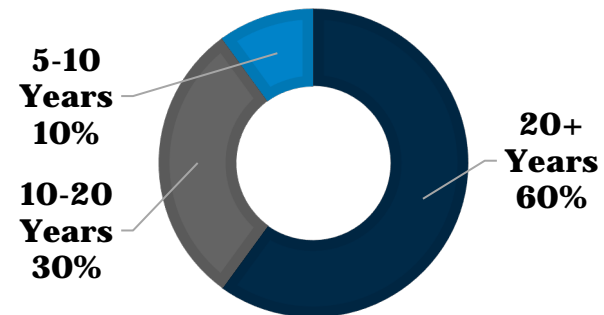
*Non***GMO**

**Diverse Network of Customers**

**Long-tenured Relationship**

- Large, Fortune 500 Packaged Companies
- Smaller/High-Growth F&B Companies

## Relationship Tenure with Top 20 Accounts



**JM Swank has a proven track record for reducing customer's operating expenses as a total solution provider**



# Our Customer Network and Expertise Add Value to Suppliers By Simplifying Their Customer Management Process



- JM Swank partners with suppliers to maximize long-term mutual success
- The company's broad customer base, strong sales team, market knowledge, infrastructure and logistics expertise adds value to suppliers and simplifies their customer management processes

## *Access to a Broad Network of Diverse Customers*



- 3K+ customers nationwide varying in size and ingredient needs
- Exposure to attractive end markets across consumer-packaged foods and foodservice channels, including natural, organic, ethnic, protein and private label

## *Reduces Overall Costs and Increases Efficiencies*



- National, dedicated sales force provides expanded reach with no additional investment allowing suppliers to focus on new product development
- 24/7 customer service delivers high level of customer satisfaction

## *Marketing and Brand Development*



- Best-in-class sales and customer service team deepens penetration of supplier brands with manufacturers through regular dialogue with R&D departments of key customers
- As companies related to evolution food trends, JM Swank engages with customers to identify new opportunities for suppliers and their ingredients

WE LOOK FORWARD TO HEARING FROM YOU



[www.jmswank.com](http://www.jmswank.com)

395 Herky Street  
North Liberty, Iowa 52317



[www.lentzmilling.com](http://www.lentzmilling.com)

2045 N 11th Street  
Reading, PA 19604



[www.armourlard.com](http://www.armourlard.com)

2080 North Highway 360, Suite 200  
Grand Prairie, TX 75050