

**Utilizing farm to market expertise
to create a profitable future for
the dairy industry.**

1716 Hidden Creek Court, St. Louis, MO 63131



T.C Jacoby & Company is:

- A third generation family owned business
- Dedicated to serving the dairy industry with integrity and honesty
- Holding fast to our founder's purpose:
 - To service our customer's needs for efficient distribution, fair market value and forward thinking innovations to improve our dairy industry.

Doing Business with the Right Company Affects Everything





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Company History

1949



T.C. Jacoby & Company is founded by Ted Jacoby, Sr.

1950s

Insulated stainless tank trucks were introduced to haul milk, replacing barrels and five-gallon pails.

T.C. Jacoby & Company expands beyond St. Louis and Illinois into the upper Midwest.



1960s

T.C. Jacoby & Company expands in the mid-eastern section of the country and begins marketing milk for co-ops.

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Company History



1980s

West Coast business is developed; by the end of the decade, T.C. Jacoby & Company is conducting business in all 48 contiguous states.

1990s



T.C. Jacoby & Company partners with Select Milk and Membrane Systems to form North American Milk Products to develop cold, single pass ultrafiltration and reverse osmosis processes.

Company opens office in Mexico.

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Company History

2000

Business expands into Asia.



Company begins offering Consulting and Risk Management services.

Dairy Support, Inc. is formed to support regional dairy farmer cooperatives.

2017



Jacoby Logistics launches.

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CHOBANI®



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Jacoby Logistics

- 3PL Partnership with Sunset Transportation
- 3PL Solutions
 - Refrigerated Truckload
 - Dry Van Truckload
 - Intermodal Transportation
 - LTL Freight
- Shipper Technology
 - Freight Tracking
 - Freight Audit
 - Transportation Management
 - Reporting



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Company Sales Statistics

500,000 MT year

- 800 Million pounds of **milk** annually (**363,200 MT**)
 - 16,000 truckloads (22.7MT/truck)
- 75 million pounds of **cream** (**34,050 MT**)
 - 1,500 truckloads (22.7MT/truck)
- 125 million pounds of **cheese** (**56,750 MT**)
 - 2,700 truckloads (21MT/Truck)
- 80 million pounds of **NFDM,SWP, MPC,WPC & WPI** (**36,320 MT**)
 - 1,900 truckloads (19MT/Truck)
- 10 million pounds of **butter** (**4,540 MT**)



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Company Export Statistics

- **Export Revenues:**

- \$25MM to \$85MM depending on year

- **Primary Export Markets:**

- Largest Market: Mexico
- Central America: Guatemala, Nicaragua, Costa Rica, Honduras, Panama
- Middle East: Saudi Arabia, Kuwait, Jordan, UAE
- Africa: Egypt, Morocco
- Asia: China, S. Korea, Taiwan, Philippines, Singapore
- Oceania: Australia
- Canada

Thank you!

- Thank you very much for giving us the opportunity to meet with you and to share T.C. Jacoby & Co.'s information. We would love the opportunity to work with you.
- Should you have any questions or requests, please do not hesitate to contact us.

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