

DeIORIO'S[®]

Making dough for you





Nearly a **CENTURY** ago, a journey began with two brothers crafting **AUTHENTIC** Italian bread in a coal fired brick oven spanning the backyards of three families.



PASSION

Backyard Brick Oven

In 1924, - Pasquale (Pat) and Giovanni (John) Delorio, together with their wives, went into the baking business. They built a coal fired brick oven, purchased a mixer and worked as a team in the bakery which spanned the backyards of three two-family homes.



The Lansing Street bakery crew grew and hearth baked Italian bread was sold in the bakery and delivered house to house.

TRADITION

1926 - The first "Tomato Pie" was introduced and sold to homes, stores and served at many weddings in East Utica.



First to Bag Italian Bread - 1929



REPUTATION

During the Great Depression

In the afternoon, when the ovens were cooling, local housewives brought their own dough to be baked for a penny per pound, and during the holidays, turkeys and hams were baked for free.

First Traveling Stone Deck Oven for Italian Bread

1930's

First to Slice & Wrap Italian Bread

1932-34



Introduces new logo
"This Label means quality on the table"

INNOVATION

Growing & Moving

1948 - Delorio's moved to a 10,000 square foot facility on Elizabeth Street, Utica. Bread was 8¢ per loaf and a shopping bag full of bread heels were 35¢.



Pat's son, Vinny, helping on an innovative dough stretching machine created by the Delorio brothers.

1951 - Delorio's installed their first walk-in freezer and stored baked bread to keep up with demand.



Expansion for Custom Automation

1970 - Delorio's grows to 22,000 square feet to accommodate a custom automated system and three bulk flour silos.

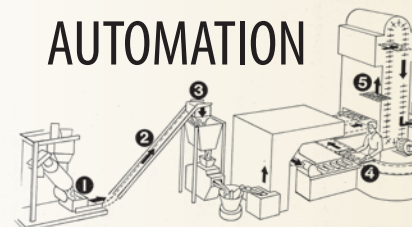


Supermarket Bakeries

1979 - Delorio's developed and offered the first of its kind in-store bakery system, a "turn-key" operation with dough products, and training program. Specialty proofers and mini ovens occupied a small footprint, making it convenient for independent grocery stores to produce fresh baked breads.



AUTOMATION





The influx of **GROWTH** capital, and **LEADERSHIP** has ensured continued product development and **EXPANSION**.
Delorio's has become a distinguished **LEADER** in the frozen dough industry.



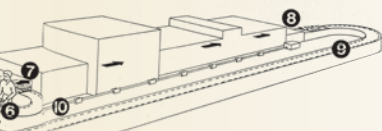
REVOLUTION

Frozen Dough Added to Fresh Products

1980's

Major Shift from Retail to Wholesale

1985 - Delorio's made a change from the previous 60 years of selling DSD (Direct Store Delivery) to the frozen wholesale food service market.



Sheeted Pizza Dough

1985



Plant size tripled for expanding manufacturing

1997 - 2000 Delorio's moves to a larger 90,000 square foot facility on Bleeker Street.



Focus on Frozen

1991 - Sales increased when all fresh baked product lines were stopped and Delorio's began full focus on the frozen dough and pizza market.

Northeast Regions Expanded

1992 - Delorios expanded delivery to the Northeast, and then Mid-Atlantic region as frozen food service demand increased.



Revolutionary Dough Balls

1995 - Delorio's unique proprietary formulation and manufacturing process for dough balls helped broaden sales.



2000's
Delorio's
Making dough for you



2002 - Decades of manufacturing experience enabled Delorio's to expand into private labeling.

PRIVATE FORMULATION

Investment in Sheeting Line

2006



2007 - Delorio's introduced a full line of Par-Baked products and updated logo.



Gluten Free Operation

2007 - Delorio's expands its manufacturing footprint by creating a dedicated certified gluten free environment within their current manufacturing facility.

EXPANSION

Multi-Million Dollar Investment in Pizza Topping Line

2012 - Delorio's added the topping line for food service and private branded retail pizzas.



2011 - Innovative dough ball process improved high volume manufacturing, enabling Delorio's to expand to national locations and ship internationally.



Dough Balls Rise

Expansions and investments empowered Delorio's to service some of the largest retailers in the US.

Freezer Expansion

2012 - Delorio's expands its freezer capacity to meet the growing product demand.



Market Segmentation

Your Complete Solution for Commercial Applications

DeIORIO'S



Private Labeling

You make your product unique. Allow us to make that secret family recipe for you. With our trusted confidentiality process, your recipe will remain a secret. Our trained and experienced product development team is able to create a special formulation, matching taste and consistency with a 100% guarantee. We'll also personalize the packaging of your product creating a **RETAIL PRODUCT**.



Pizzeria & Sub Shops

Fresh vs Frozen Dough
Believe it or not, the end product tastes the same. We use the same ingredients found in your kitchen. Our full line of products allows you to be in charge. Let us show you how our recipes can make your business more cost effective.



In-store Bakery

Mixing, scaling and sizing consistency are tough to maintain day in and day out. Purchasing quality frozen dough products can save over six steps for your bakery. All you have to do is proof and bake. Let us share some of our famous recipes for your in-store bakery to profit from.



In-store Cafe

New trends with eateries & shopping. Simplicity and consistency are tough to maintain in these small cafés. Frozen dough products can save up to six steps for your café. All you have to do is proof and bake. This simplicity with in-store cafés deliver delicious profits.



Branded Programs

DeIorio's NY Style Pizza Program

A brand can take years and a lot of money for consumers to catch on to. Purchase a brand that has had market penetration for over 90 years.

Business has never been Healthier

**CERTIFIED
Organic**

**CERTIFIED
Gluten
Free**



Schools & Institutions

Freezer to oven items enable you to bring quality products to your customers with the least amount of prep work. We all know pizza is found everywhere. Bring our prized family recipes from our kitchen to yours. Each time you use our products, you know the taste and texture will be consistent. Breadsticks and wheat products deliver a well rounded menu.



Convenience Store

Time and space are very valuable in a convenience store. Profit per Square Foot (PSF) is to be determined daily. Most c-stores are finding **BUSINESS HAS NEVER BEEN HEALTHIER**, offering a foodservice program, especially pizza and subs. NEW TRENDS for healthier quick serve options have made room for Delorio's certified organic dough and gluten free products. These premium products have increased PSF performance.



QSR Quick Serve Restaurants

Every bread product served for breakfast, lunch or dinner starts with the best tasting dough. Use our dough for many different applications. One dough product can be made into pizza, stromboli, calzones, bread, rolls, bread sticks, subs and sandwiches. Give your customers an upscale homemade taste.



Theme Parks, Recreation Centers

Pizza contributes to an atmosphere like no other food. Great pizza brings aroma and profit to any type of foodservice venue. Our dough products are time tested and bring many options to your business. Fully prepared frozen pizza goes from freezer to oven, or our flats and dough balls can be personalized for your operation. Let us help you determine the most efficient way to produce the food your customers will enjoy.



• Marketing Material

• Freedom to Run Your Program the Way You Want

• Quality Products

• NO Franchise Fee

• Make Your Own Decisions

• NO Pricing Mandates

• Equipment Training & Expertise



DeLORIO'S




What makes Your
Pizza Special is...

You

Private Label
with low minimum orders

**Proprietary
Formulation**
matching taste & consistency
to your special recipes

*We don't want to change
your grandma's recipe...
We want to help you share it
by growing your business.*



**Trained and experienced
product development
department**

**Bring us your dough
recipe and create
your unique taste.**

**We also provide formulation
suggestions that can enhance
the quality and flavor.**

**Source the raw materials or
procure specific ingredients
needed for your formula.**

**Over eight decades
experience creating
great tasting products
that surpassed customer
expectations.**



Confidence is Key to Your Success

Reassurance with Food Safety Inspections

Delorio's utilizes extensive, credible and verifiable third party food processing inspectors to provide the reassurance you desire.

HACCP
CERTIFICATION

SQF SUPERIOR FACILITY RATING
SAFE QUALITY FOODS

U KOSHER CERTIFIED

CERTIFIED
Gluten Free



CERTIFIED
Organic



TOP 10 Why to buy Delorio's

1. Product quality & consistency
2. Quality assurance program
 - Quality assurance technicians monitoring the production processes
 - Daily test baking of samples from each batch produced
 - Retention samples from each batch produced
 - Ensure compliance of all food safety regulations and programs
3. Field technical support (@ no charge)
4. In house sales/customer service representative
5. In house research and product development team
6. State of the art manufacturing, freezing, & packaging systems
7. Certified Level 2 SQF (Safe Quality Food)
8. HACCP plan to ensure food safety
9. On-sight training center
10. Custom formula and private labeling capabilities

Packaged Individually

We treat customers like family and family goes the extra mile. We wrap each product for quality and convenience to protect each piece.





How much time & experience do you have?

We have dedicated ourselves to develop products tailored to meet unique time and experience restraints

Only Quality Ingredients

- Only naturally matured, unbleached flour, ground from spring wheat readily high in protein, never bleached or bromated
- Whole Grain & Multi-grain flour options, containing the health benefits of the wheat germ, essential fatty acids, b-vitamins, bran and fiber

Kosher-Certified Food Options

- Delorio's is pleased to offer products prepared according to kosher dietary guidelines, to meet the demand for religious, idealistic and health reasons.

The Pizza Guide

Dough Ball

Old World Style

Raw Dough



The dough ball is considered to be the closest product to a fresh dough mix without going through the entire dough-making process. It makes the most traditional-style pizza.

Dough Flats

Partially Stretched & Oiled

Raw Dough



Delorio's developed this very high-quality approach to making pizzas twenty years ago. Dough is partially shaped or sheeted, oiled on one side, and individually bagged.

Dough Shells

Fully Stretched

Raw Dough



The current generation of pizza preparation. This product has many unique advantages. It takes the traditional flavor of a dough ball and combines it with the convenience of using a pre-shaped product.


Par-Baked

Quick & Easy

Par-Baked



We understand the biggest demands in the food-service industry today include time and labor. Par baked removes several steps which makes this a perfect solution for the food service industry.

Typical User Preferences	Pizzeria, Retail	Pizzeria, C-Store, Instore Bakery Restaurant, QSR	C-Store, Institution, School, QSR, In-Store Bakery, Recreation Centers	C-Store, Institution, School, QSR, In-Store Bakery, Recreation Centers
Preparation Steps & Experience Level	Traditional Workflow 6 Step Process 	Uncomplicated Workflow 5 Step Process 	Convenient Workflow 4 Step Process 	Time-Saver Workflow 3 Step Process 
Standard Dough Ranges	7" - 18"	7" - 18"	7" - 16", Half & Full Sheet	7" - 18", Half & Full Sheet
Range of Dough Weights	5oz - 26oz	10oz - 52oz	5oz - 44oz	5oz - 44oz
Thickness & Edge Possibilities	Create your own style Custom Edge 	1/4" - 1/2" Center 	1/4" - 1/2" Center No Edge 	1/2" Center No Edge 
Individually Wrapped	Yes	Yes	Yes	Optional
Pan or Screen	Pan or Screen	Pan	Pan or Screen	Pan or Screen
Sheeted or Pressed	N/A	Sheeted	Sheeted	Pressed / Sheeted

Our Experienced Staff

- Technical staff available to help determine specific products to meet unique time and experience restraints
- Creating formulas to meet customers' discerning tastes, and/or dietary specifications

Our Facilities

- We continually strive to provide the most updated technology in the industry, including a dedicated gluten free zone
- Certified Gluten Free and Certified Organic options allow you to serve customers with these strict dietary concerns

Typical Users



Self Rise

Freezer to Oven
Raw Dough



Our self rise is the perfect dough for anyone new to pizza or someone with little to no time for an extensive pizza operation. This dough is a quick way to add quality pizza to the menu with your personal sauce profile.

Plant Based

Gluten Free Shell
Par-Baked



Delorio's newest expansion of pizza crusts has been its consumer driven Plant Based line. This addition of pizza crusts includes cauliflower & broccoli crusts to service the gluten free and health conscious market.

Gluten Free

Live Well Eat Pizza
Par-Baked



It is estimated that 1 in 133 Americans suffer from Celiac disease, as well as a sensitivity to gluten. Add Gluten Free pizza to your menu to satisfy your clientele's special dietary needs.









Topped Pizza

Take N Bake Hidden Profit



Take N Bake is a great avenue to add retail profits to any business. We can top the pizza with sauce and cheese, then package it. Just add a label and your pizza is ready to be sold.

DeIORIO'S

Institution, School, QSR, In-Store Bakery, Recreation Centers	All Operations	All Operations Colleges, Institutions Retail Health Food Outlets	Retail \ Deli	Typical User Preferences
Time-Saver Workflow 3 Step Process 	Time-Saver Workflow 2 Step Process 	Time-Saver Workflow 3 Step Process 	No Preparation Freezer to Oven 	Preparation Steps & Experience Level
7" - 16"	10" - 12"	8", 9", 10" & 12"	7" - 16"	Standard Dough Ranges
6oz - 45oz	6oz - 14.5oz	5oz - 10oz	16oz - 26oz	Range of Dough Weights
1/2" Center with or without Edge 	1/8"-3/16" Center No Edge 	1/4" Center No Edge 	1/2" Center No Edge 	Thickness & Edge Possibilities
Optional	Optional	Optional	Yes	Individually Wrapped
Pan or Screen	Pan or Screen	Pan or Screen	N/A	Pan or Screen
Pressed / Sheeted	Pressed	Pressed	N/A	Sheeted or Pressed

Dough Balls

Delorio's Original Dough Ball

- The closest product to a fresh dough mix without the added labor expense
- Naturally matured, unbleached wheat flour
- Developed to suit discerning tastes
- Forgiving and workable for ease of use
- Produces the most traditional-style pizza

Typical Users



Pizza/Subs



Bakery



Restaurant



Retail

Types



Herb



Whole Wheat



Multi-Grain



CERTIFIED
Organic



Premio Pro line dough balls

- Made with Italian 00, super fine, high protein flour
- Formulated for high-temp brick oven environments
- Achieve New York style crispier pizza crust in minutes
- Designed for Fast Casual

Typical Users



Pizza/Subs



Bakery



CERTIFIED
Organic

Dough Flats Shells Self Rise



Typical Users



Pizza/Subs



Bakery



Institutions



C-Store



QSR



Concessions



Restaurant

- Delorior's developed this very high-quality approach to making pizzas in the 1980's.
- Traditional flavor of a dough ball with convenience of pre-shaped product
- Shorter thaw time than traditional dough ball
- Dough is partially shaped or sheeted, and individually bagged.
- Thaw, proof, finish shaping, top and bake

Flats- Raw dough, partially stretched & oiled

Dough Shells - Raw dough, fully stretched

Self-Rise - Stretched & docked or Sheeted & edged
- Has the fewest ingredients in the industry

All the convenience of freezer to oven performance.



Par Baked Shells



Simply Top and Bake

- Our unique manufacturing process, produces a par baked shell with taste and texture unlike any other.
- Convenient, no proofing stage and short bake time.
- Cooler life ranges from 3 to 4 days depending on temperature.
- Various sizes and shapes available.

Typical Users



Breads Sub Rolls



Since 1924, Delorio's has been passionate about producing excellent hearth baked breads, tunnels and yeast raised rolls.

Our flour makes the difference.

- We use only naturally matured, unbleached wheat flour, ground from spring wheat, readily high in protein. No chemical bleaching or bromating here.
- Various sizes and shapes available.

Typical Users



Topped Pizza

Perfect for Food Service

- Great taste, Most Convenient.
- No proofing stage & short bake time.
- Freezer life up to 240 days.
- Optional sizes and flavors.
- Plain Cheese, Garlic & Buffalo.

*Typical
Users*



Breadsticks

Pizzeria style, soft & chewy premium breadsticks.

- Topped with our garlic herb recipe & cheese.
- 100% Real Mozzarella Cheese.
- Conveniently pre-scored ready to bake and serve.
- Optional plain for creating your own masterpiece.
- 4.5" and 9" slabs for versatility.
- Freezer to Oven to Table.



*Typical
Users*



CERTIFIED Gluten Free



★ WHOLESOME *and* DELICIOUS ★TM

Home Style thicker shell that's soft, chewy and close to a traditional dough

- Deep frozen for freshness and thaws quickly, so shelf life is extended.
- All ingredients are purchased from suppliers with Gluten Control Plans.
- Delorio's uses a dedicated storage area for all Gluten Free raw ingredients.
- All products are third party tested and verified.
- All ingredients are accompanied by a Certificate of Analysis authenticating them Gluten Free.
- Our Gluten Free products are supported by the Gluten Free Certification Organization (GFCO) and Celiac Sprue Association (CSA).
- All Delorio's employees are trained on the prevention of cross contamination of foods.

Typical
Users



CERTIFIED Organic

★ WHOLESOME *and* DELICIOUS ★TM

Through the years we've mastered "just the right" fresh to frozen process to create the best texture, chew and taste in our recipes. We've been able to develop a greater range of products to serve a large range of customers, discerning tastes, and dietary guidelines.

We are happy to introduce our newest specialty line, Certified Organic!

- Carefully procured ingredients purchased from certified organic suppliers.
- No preservatives or additives.
- Certified Organic from field to final product.
- Private labeling for your business.
- Proprietary Formulation matching taste & consistency to your special recipes.

**Typical
Users**



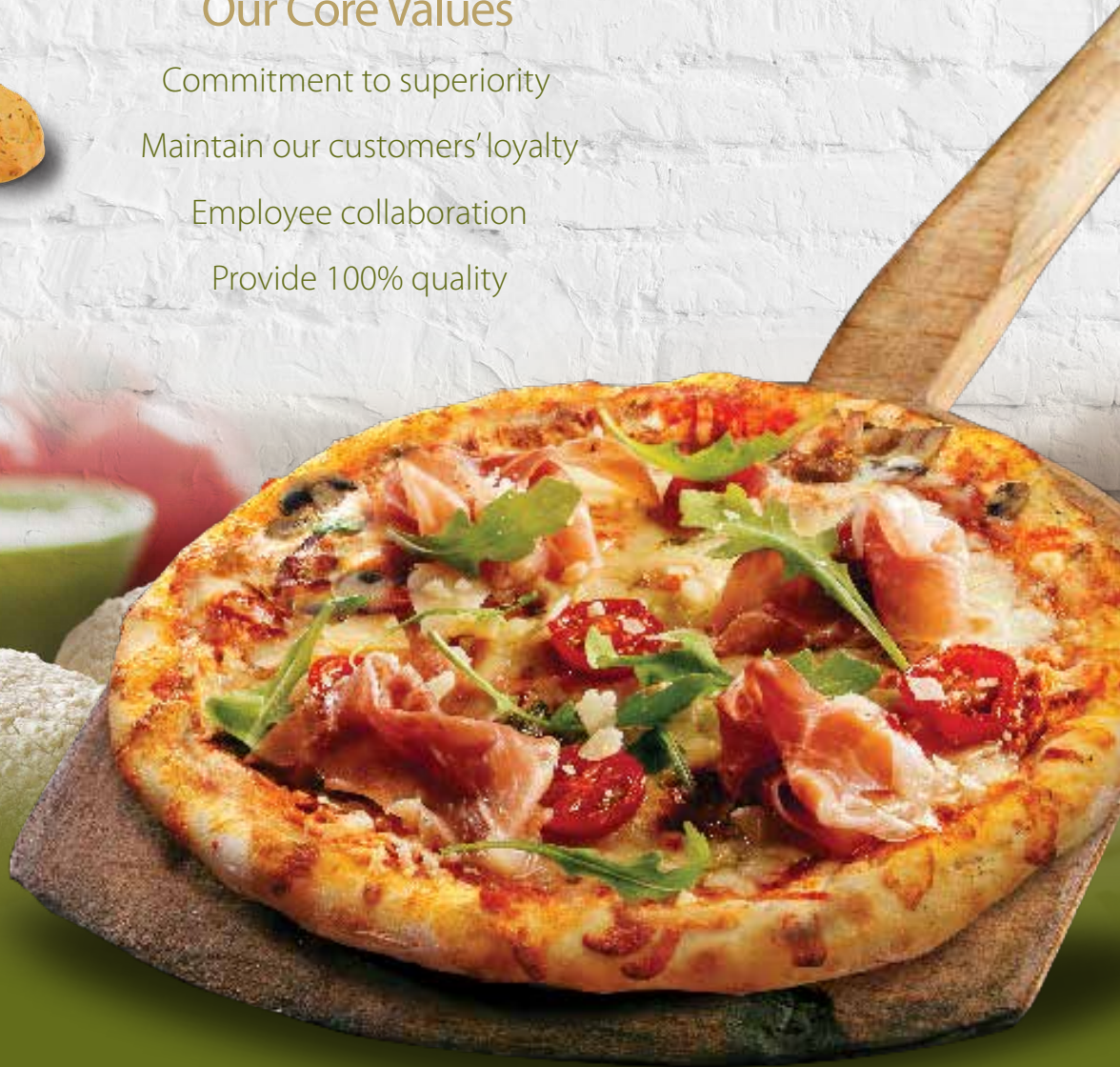


Our Family Guarantee

Delorio's frozen dough is a business steeped in tradition. We believe our pride and reputation are always on the line. That is why we always guarantee quality products and total customer satisfaction.

Our Core Values

- Commitment to superiority
- Maintain our customers' loyalty
- Employee collaboration
- Provide 100% quality



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