



*“Local Service-Regional Supply Strength”
“Customized Packaging-Customized Distribution”*



Customized Portion Controlled Dry Ice 1/5th Cut Slabs When and Why?

- “Customized” Dry Ice 1/5th Cut Slabs were developed in partnership with our dry ice manufacturing supply partner and key customers who have benefited from our 1/4 Cut Product and to replace hand processed 1/5th Cuts.
- The product was implemented in January 2009. *The response to the benefits of “Customized” dry ice 1/5th Cuts has been overwhelmingly positive and very similar to the response to our innovation in packaging for “Bagged” Dry Ice Pellets that were introduced in June, 2006 and “Mechanically” processed and packaged 1/4 Cuts that were introduced in 2005.*
- The 1/5th Cut Dry Ice slabs were developed to replace labor intensive hand processed dry ice 1/5th Cuts and 1/4 Cuts mechanically processed on older equipment.
- There is significant waste associated with product lost due to sublimation during the cutting process with hand labor.
- The size consistency for each slab of processed dry ice was, and is, a concern related to hand processing or processing on older mechanical equipment.
- The “consistency” of the dry ice 1/5th Cuts will provide savings related to “portion control” for dry ice refrigeration requirements!
- Dry Ice Corp. will provide a lower “effective” cost per pound for dry ice refrigeration by being the innovator and only company to work with our **KEY CUSTOMERS** to assist them in reducing their **ANNUAL SPEND** by reducing their application requiring 1/4 Cuts or Half-Blocks to 1/5th Cuts (15% - 20% Savings per Application) with similar refrigeration benefits.