



## **Agrilink Foods Selects GATX Logistics To provide Integrated Logistics Services**

January 16, 1998

JACKSONVILLE, January 16--GATX Logistics, Inc., and Agrilink Foods, Inc., a wholly owned subsidiary of Pro-Fac Cooperative (NASDAQ:PFACP), today announced that they have signed a letter of intent for GATX Logistics to become the sole source for integrated logistics services for the Midwestern operations of Agrilink's Curtice Burns Business Unit.

Under the terms of a multi-year agreement, GATX Logistics will provide freight management, packaging and labeling services, and distribution support for work-in-process and finished products to and from Curtice Burns' production facilities located in and around Coloma, Michigan. This agreement includes the sale of Curtice Burns' Coloma-based labeling and distribution center to GATX Logistics.

Terms and conditions of the agreement were not announced and are subject to ongoing negotiations, due diligence and board approval. The parties expect to close the agreement by the beginning of April.

"In our relationship with Curtice Burns and Agrilink, we will be a true single-source provider for all logistics components, including warehousing and transportation services," said Joseph A. Nicosia, president and chief executive officer of GATX Logistics, Inc. "This will include virtually every aspect of the supply chain, from the inbound transportation of direct materials used in production, to the planning, scheduling, and labeling of product, as well as distribution of finished goods to grocery retailers and food service distributors."

"This relationship works well for both parties," noted Agrilink president and chief executive officer Dennis M. Mullen. "With GATX providing their expertise in logistics management, we can concentrate on what we do best: process and market quality food products."

Agrilink Foods, Inc. processes and markets a variety of product lines of regional branded, private label and food service products in facilities located throughout the United States.

Pro-Fac Cooperative, an agricultural marketing cooperative which consists of more than 600 members, processes fruits, vegetables and popcorn through its wholly-owned subsidiary, Agrilink Foods. Curtice Burns is Agrilink's largest business unit, with plant facilities in Michigan, New York, Georgia and Texas. Product lines include fruit fillings, desserts, frozen vegetables, cheese sauces, puddings, and canned chili beans, marketed under well-known brand names such as Comstock, Thank You, Wilderness, McKenzie and Brooks.

GATX Logistics, Inc., one of the leading providers of contract logistics services, helps its broad customer base manufacture, store, process and deliver its products through a wide range of integrated logistics services. GATX Logistics is a subsidiary of Chicago-based GATX Corporation (GMT:NYSE).

GATX Corporation provides more than \$6 billion of service-enhanced assets primarily used to help its customers transport, store, or distribute their products. GATX's assets include railcars and locomotives, bulk liquid terminals and pipelines, ships, warehouses, commercial aircraft, technology equipment, and other capital assets and related services worldwide. GATX also offers a variety of financial services focusing on owning or managing transportation and distribution assets.