

THE VISIONARY

December 1935, in the depths of The Great Depression, was not the most auspicious time to start a new business. So what convinced John J. Dupps, Jr. to risk a successful career to start – virtually from scratch – what would become The Dupps Company? It was his vision that dry rendering, an entirely new way to process animal by-products, would revolutionize the entire industry. He recognized that this new technology needed someone with experience and ambition to bring it to fruition. And John J., Jr. – having years of engineering and sales experience in the meat packing equipment business with an emphasis on rendering – had the unique blend of know-how and drive to propel a centuries-old industry into a new age of quality, value and productivity.



SENIOR & JUNIOR

The relationship between Dupps and the rendering industry began in 1886, when the Cincinnati Butcher's Supply Company hired John J. Dupps, at the age of 15. Among the many products for meat packers sold by C.B.S. was a line of rendering equipment, and John J. Dupps quickly became its resident authority. Over time, the importance of the rendering market grew, John J. ultimately became C.B.S. Vice President, and John J. Dupps, Jr. joined his father in the firm. Together, they became nationally known and respected

within the meat packing, and particularly rendering, industries. With this stature came a devoted interest in the latest technologies, leading to John J., Jr.'s pioneering efforts to introduce the transformative benefits of the dry rendering process.



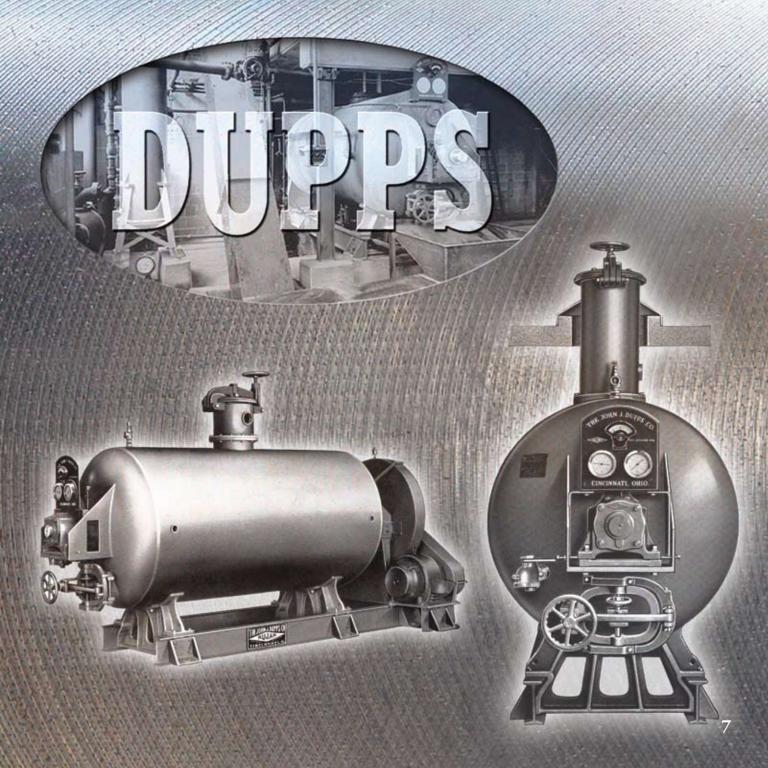


Representing three generations of the Dupps family: from left, John J. Dupps, Jr., John A. (Jack) Dupps, Sr. and John J. Dupps, Sr.



Evidence of rendering, or converting animal co-products into valuable commodities, exists throughout recorded history. And for nearly all of that time, the fundamental process never changed: practitioners cooked fats off the raw material and skimmed from the top of open kettles. Although there were a few refinements over time, rendering remained a labor and energy intensive – and sometimes dangerous – enterprise. Then, in the early 1920's, Myrick D. Harding of Armour & Company, Chicago invented dry rendering. In this new process, raw material is contained in an agitator-equipped horizontal cylinder and heated by a surrounding steam jacket. The dry rendering process was far more energy efficient, required less manpower, and was easier to control than traditional "wet" rendering systems. The economics of dry rendering made the recovery of fats and, more importantly, protein much more profitable. Believing that the new dry process would forever change the business of rendering for the better, the John J. Dupps Company's mission was to refine, manufacture and market this new technology.

The Temple Bar Building in downtown Cincinnati, Ohio housed the first sales and administrative offices of the John J. Dupps Company, but John J., Jr. soon realized that he needed a facility in which he could test and perfect this new process. He also wanted to bring prospective customers to a rendering plant where they could see dry rendering in operation. When such a facility became available in Germantown, Ohio, he jointly purchased the Germantown Rendering Company with Robert L. (Mac) McTavish, who later became Vice President of The Dupps Company, serving for nearly four decades. It was in a portion of the Germantown rendering plant that Dupps first began manufacturing products on its own. Soon, demand outstripped capacity and the company purchased another Germantown facility, the Buckeye Concrete Company building, to add more manufacturing space.



\mathcal{R}_{UJAK} — A NAME TO REMEMBER

Recognizing the importance of creating a brand identity for his new line of rendering products, John J., Jr. combined the first names of his daughter, Ruth and son, Jack to form the trade name Rujak. He then aggressively promoted the Rujak Dry Rendering Cooker, with its breakthrough design incorporating a fusion-welded reversible shell, sealed stuffing boxes, roller bearings and a unique agitator. Next, he introduced the Rujak Solvent Extraction Process that increased the amount of fat extracted from the cracklings left after rendering. Rujak sales accelerated quickly and soon Jack looked forward to joining the family business as he pursued a degree in mechanical engineering from Purdue University.

JACK TAKES THE LEAD

On May 24, 1943 John J. Dupps, Jr. died unexpectedly at the age of 47. Son Jack assumed his father's role as the company's leader and soon recognized the need to expand manufacturing capacity. The newly formed Germantown Boosters Association sought to help the Dupps organization continue its growth and raised \$3,000 to acquire land for a new plant. Jack appreciated this support, but managed to build the facility without their financial assistance. The new plant opened in 1947 and one year later Jack moved the corporate offices from Cincinnati to Germantown.



WEW PROBLEMS, NEW SOLUTIONS

By the 1960's, rendering had become a mature business with little to distinguish one enterprise from another. Like other commodity industries, renderers needed to find new ways to reduce production costs so they could become more competitive and profitable. A solution presented itself in the form of two California engineers, Frank Jerome and Jack Keith, who designed the first successful continuous rendering system. Their innovative concept moved raw product from storage bins to finished product using only a few workers to monitor and maintain the system. This highly efficient process represented another leap forward for rendering operations. But now the inventors needed to take the next steps. To do so, they turned to The Dupps Company. With products installed worldwide, Dupps was the international leader in the manufacturing and marketing of rendering equipment. Jack Dupps liked what he saw and finalized a joint venture with Jack Keith in 1963 to build and sell the Duke Continuous Rendering System.

The company with "the most firsts"

Although the company originally supplied products to meat packing facilities, it soon focused all of its attention on rendering equipment and quickly became the industry's major supplier. In 1950 the organization's name was simplified to The Dupps Company. Under Jack's guidance, the company worked closely with its customers to help rendering plants become more efficient. Among Dupps many innovations were screw conveyors to move raw and processed materials and reduce manual labor, the first screw press equipped with a fully automatic choke, and the first Ring Dryer for blood and feather meal.

One of the first Duke continuous rendering systems; installed at G.A. Wintzer & Son Co.



The Duke Continuous Rendering System was a revolutionary force in the industry and for Dupps. However, it soon became clear that selling a system required a much greater degree of company involvement than did the sale of a single piece of equipment. Moreover, The Dupps Company built its reputation by standing solidly behind every product it sold. Because the company designed each Duke system to meet the unique needs of a specific customer, the only efficient process was for Dupps to build the entire rendering facility. That way, it could partner with the customer to design, install and test the system. With this measure of control, it could confidently guarantee optimum performance. Dupps introduced this concept of Turnkey Continuous Rendering in 1968. It has since become the industry standard, and Dupps has engineered, manufactured and installed many hundreds of such facilities all over the world. Duke, Inc. became part of The Dupps Company in 1972.

The growth of poultry rendering

By the late 1970's, as global demand for healthier protein-rich foods grew, The Dupps Company became aware of the growing popularity of poultry. Lower in cost, because it is faster and easier to produce than beef or pork, poultry production exploded and, consequently, so did the amount of poultry by-products. Poultry rendering requires less grinding than red meat, and there are other process variations as well – even so, Dupps equipment was adapted to the task. There was one significant stumbling block: feathers. At first thought to be of little nutritional value, the Fats and Proteins Research Foundation, Inc. discovered that poultry feathers, when properly processed through hydrolization, yielded a product suitable for feeding cattle and other livestock. To address this opportunity, Dupps refined the Continuous Hydrolyzor to cost-efficiently turn poultry feathers into a valuable product.

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Above: Schematic of a typical continuous rendering system, along with two trade advertisements from the late 1960's.

Below: A Continuous Hydrolyzor installation.

ONTINUING A LEGACY OF LEADERSHIP

There is a significant difference between managing a business and leading one. According to managerial icon Peter F. Drucker, "Leadership is lifting a person's vision to higher sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations." Leadership also requires vision, the development of actionable strategies, and most important of all, the ability to inspire others to follow where you lead. Which brings us to the leadership exemplified by the generation that followed Jack Dupps – brothers John A. Dupps, Jr., Frank N. (Hank) Dupps and David M. Dupps. For decades, all have played vital roles in the success of the company, and together have well over a century's experience in growing the business through every kind of economic and market environment.

John Dupps, Jr. was the first to follow in the footsteps of his father. John began his career in engineering and, over time, served in virtually all areas of the business from production to financial management to sales. All this helped prepare him for the day in 1982 when Jack Dupps decided it was time for John to become President. "We were having a Board meeting" John recalls, "and I guess my dad realized that I was ready, or should be ready, so he told the Board 'I think next year John should be president.' I was shocked."

Shocked, perhaps, but not unprepared. Indeed, all three brothers had worked at the company since they were youngsters, and over the years experienced all aspects of the business first hand. Along with the day-to-day managerial decisions, John and his brothers would concentrate on three key strategies: (1) Expansion into international markets; (2) continuously seeking new applications and opportunities for Dupps core capabilities; (3) refining, evolving and codifying the company's philosophy.

When John and Hank, now Executive Vice President, started with the company, virtually all sales were made to the North American rendering industry. There were, however, occasional opportunities for foreign sales, and when it became increasingly clear that rendering in the United States was becoming a mature

business, the brothers stepped up the company's international efforts. Along the way there were successes and challenges, as the global markets grappled with diverse economic issues, political realities, the threat of BSE and more. Despite these concerns, The Dupps Company today is the world leader in protein coproducts rendering equipment, with international sales accounting for nearly half of all revenues.

Although serving the traditional rendering industry has always been a major focus, Dupps has in recent years applied products, technology and experience to new areas and, in so doing, helped customers adapt to changing market demands. As worldwide poultry consumption increased, for example, Dupps refined the Continuous Feather Hydrolyzor. Likewise, the company began adapting rendering systems to process fishmeal, extract oil from soybeans and other oil seeds, create new ways to safely render red meat in response to BSE concerns, and address energy conservation through such products as Thermsavor[™] evaporator systems and the Airless Dryer.



Through attention to markets and product development, The Dupps Company has explored many new application possibilities, and broadened the scope of the company's mission to address more ways to advance the recycling of waste streams. As David Dupps, Senior Vice President, puts it, "This kind of innovation, looking for that next opportunity and fulfilling it, is both a challenge and a motivation. Using the latest technologies to keep our manufacturing processes competitive, while offering the best service and support, has helped us keep up in a constantly changing marketplace."

John, Hank and David agree that the most satisfying aspect of their tenure has been growing The Dupps Company while maintaining it as a family business with an even larger family of employees. Many of these individuals have been with Dupps for all or much of their careers and, in some cases, are not the first member of their family to have been part of the Dupps team. Hank explains, "We've absolutely been blessed with good employees over the years – they're really an extended family. Some of our employees have generations of family that have worked here. Listening to people, recognizing the contribution they make and being up-front and honest, has always been how we've wanted to conduct our business." John adds, "We also focus on making the company a good place to work and being good members of the community. I think it's been ingrained in the Dupps brothers, and we do our best to instill it in our management team so they will pass it along to every employee. It is truly a family and team effort. We're not trying to take advantage of anyone; we're trying to be fair. That's the operative idea: Everything we do is tested by asking 'Is it right and is it fair?' Consequently, our decisions go beyond the bottom line."

"Family" also means every Dupps customer, many of which have been with Dupps for several decades. According to Hank, "We don't forget our customers, many are also family businesses that have been with us over the generations as well. Service has always been job one; my dad was always adamant about carrying large inventories so we always had what a customer needed. It's ingrained in our culture: do whatever it takes to make it right."

While Hank and David look forward to meeting the challenges of a rapidly changing global marketplace, this anniversary year marks the retirement of John Dupps, Jr. as President. In his new role as Chairman of the Board, John will advise the fourth generation of Dupps leaders. Incoming President Frank Dupps, Jr., goes forward armed with a clearly defined vision for the future, a company – and family – culture that has served them well for 75 years.



RUNNING HOT & COLD

Continuous dry rendering has long been the standard for efficient rendering. However, in the 1980's, some European processors began touting the benefits of low temperature systems to produce higher quality tallow and meal. Although Dupps research showed that the low temperature process, when done correctly, could yield a slightly better product, the system uses more energy and is more sensitive to variations in the operating process. It's also harder on equipment, especially raw material grinders, centrifuges and pumps. However, some European governments embraced the low-temperature process and encouraged renderers to adopt the system; as always, Dupps supported the rendering market by introducing its line of low-temperature systems. Dupps also responded when Bovine Spongiform Encephalopathy, or BSE, came to public attention in 1984. Facing often ambiguous regulations, Dupps worked with renderers worldwide to meet the challenges of BSE. Among the solutions developed over the next several years were two methods of "inactivation", an automated batch pressurization process.

Since then, Dupps has continued to refine and expand its capabilities, so that today the company provides a comprehensive range of protein co-products rendering systems and equipment, including complete continuous systems configured for both red meat and poultry, fishmeal processing installations and Thermsavor[™] and retrofit evaporator systems.

An evaporator system under construction at West Coast Reduction, Alberta, Canada. Recently completed, it is one of the largest installations of its type in North America.

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COMPETING IN A GLOBAL MARKETPLACE

Like many industries, rendering has become an international business. As countries develop and their desire for more and better food increases, their governments ramp up efforts to be more agriculturally self-sustaining. Although the U. S. is still one of the world's largest food exporters, the landscape continues to change. As it does, the future of food processing is hazy, at best. The impact on the rendering industry is that, in all likelihood, more rendering will be performed overseas, with fewer rendering operations in the U.S. and many newer installations worldwide.

As renderers vie for opportunities to expand their global presence, The Dupps Company stands ready to design, build and support rendering facilities wherever they may be located. To meet this challenge, Dupps has made a long-term commitment to advance its manufacturing and service capabilities to even greater heights. During this anniversary year, the Company has reached the final stages of an ambitious five-year plan to bring the latest machining, fabricating and quality control technology to its plant floor. The result so far has been dramatically reduced production time for many vital components, faster delivery of replacement and maintenance parts and continued high quality thanks to advanced inspection techniques. Increased productivity has enabled Dupps to maintain competitive pricing, remain a reliable domestic source for the crucial systems and service parts. Another positive aspect of the program: the addition of manufacturing jobs in our production facility during times when job reductions have been all too commonplace elsewhere.



FUTURE OPPORTUNITIES

Throughout the 75 years the Dupps family has played an essential role in the rendering industry, the common link between the generations has been a combination of vision and practical application. As the latest generation assumes leadership, The Dupps Company continues to be a family-owned and operated business and plans to remain so. The company continues to not only analyze current industry activities and trends, but also to actively explore new possibilities – all with an eye towards helping their customers seize opportunities and solve problems that stand in the way of future success. Here are a few of the many areas the company is currently exploring:

- As people and governments divert organic waste from landfills and other traditional waste streams, there may be opportunities for dewatering, drying and other processes applicable to Dupps technology.
- Separating various kinds of waste materials is an emerging issue, particularly sorting organic waste that may be used for compost or to develop alternative fuels such as biodiesel or ethanol. Dupps equipment is currently used in some of these applications and there may be opportunities to apply other products and technical expertise to this area.

The company is also engaged in such diverse activities as recovering and recycling water used in certain rendering operations, investigating oil recovery from various oilseeds, and even exploring the potential nutritional value and oil content of algae.

Omega Protein's <mark>re</mark>cently completed fishmeal processing plant in Reedville, Virginia.

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J. J. Smith, President of Valley Proteins, Inc. was just nine years old when he first met John Dupps. "My father succeeded my grandfather as president of our rendering company at a very young age. He and John were contemporaries and, because both were involved in a family business, had much in common. So I saw John Dupps often as I grew up in the business. Our two companies have worked together for over 50 years, not just because Dupps equipment is built to last, but also because they're straight shooters who work with us to come up with the best solutions for our needs. We're also both family businesses managed by third and fourth generation owners who share the same values. Perhaps that's why I see Dupps as a partner, not just a supplier, and why I'm happy to offer my congratulations on their first 75 years."

"It was the first viable continuous rendering system ever," notes **Jim Andreoli**, President of Baker Commodities, as he speaks about the system developed by Baker and Keith Engineering in 1960. A year later, they partnered with Dupps, and the new Duke continuous rendering system belped re-shape an industry. Since then, as Baker has grown from it's original home in Los Angeles into a company that stretches from New England to South Korea, one thing has remained the same: a close working relationship with Dupps. According to Mr. Andreoli, that's in large part due to similar philosophies. "Like us, they are a close-knit, family-oriented company that treats their customers and employees properly. We've had a very pleasant relationship over the years. Their equipment has always been excellent, and they always come through in service and installation. They're a great company to work with, and I wish them 75 more years." "My dad started the business in just one little place in Butler, Kentucky," explains **Dennis Griffin**, CEO of Griffin Industries. "The first vessel we ever bought came from Dupps, but we go back even further than that. The Dupps family ran a little rendering plant between Franklin and Route 4, and my dad used to take fallen animals there." Ever since Dennis started working with his dad, he's relied on Dupps. "We always used their equipment. If we had trouble they made it right and we went on. We had one of the best products they still make – the Pressor. We had the second one they ever made, and it's still in one our plants. I have nothing but positive memories – that's why we've had a 61 year relationship."

The G.A. Wintzer & Son Co. knows all about anniversaries – after all, the firm had its beginnings in 1848 as a tannery, near what is today Wapakoneta, Ohio. By the 1920's rendering had become Wintzer's primary business, and through the years they've maintained a close relationship with Dupps. "My father, Fred, worked closely with Jack Dupps and particularly Mac McTavish," recalls **Carl Wintzer**, Senior Vice President. **Gus Wintzer**, President, remembers, "Back in 1972 we installed the sixth continuous rendering system that Dupps made – and we're still using it today." Notes Carl, "Dupps has been a large part of our success because they've always been team members; when they promise something will be done, you can be sure it will be done. It's the same way we work with our own customers." Both Carl and Gus express the same sentiment, "To Dupps and the Dupps family, happy 75th and we hope it goes for another 75."

Barry Glotman, President and CEO of West Coast Reduction, represents the third generation of a family business that has grown to become the largest independent renderer in Western Canada. "I remember building our Saskatoon plant twenty-two years ago, that's the first one Dupps built for us. I have worked with the Dupps family, senior management and their on-site representatives and have had a great relationship with them all." Barry sees many similarities between West Coast and Dupps; "Both companies are family owned businesses. We have similar cultural cornerstones. Our employees are loyal and committed. Customer service is paramount. We always do the best we can because our name's on it. We do things right and don't let our customers down. It's about providing quality products so that at the end of the day it's a win-win situation. Congratulations to Dupps! I know that the great relationship between Dupps and West Coast will continue for another 75 years!"

PRAWING STRENGTH FROM AN EXTENDED FAMILY

To say that Frank Dupps Jr. learned about the family business from the ground up is quite true, literally. His first job as a young man at The Dupps Company was that of landscaper. "I just remember it had to be one of the hottest summers on record, every single day we were exhausted," recalls Frank. As Frank grew, so did his responsibilities and his appetite for thoroughly learning every aspect of the family business. Whether the job was in the machine shop, marketing or sales, Frank liked to dive in, see what made the department tick, how it contributed to the success of the company, and sometimes, how to make things better. Along the way, he also got to know (and received a lot of invaluable help from) just about everyone at Dupps, and what made them tick as well. And that's how he learned his most valuable lessons – lessons that will serve him well as he assumes the office of President of the company.

"We learn about the capital and material resources a company needs of course, but more importantly, we discover that it's the people that work with you, they're the best resource we have." Frank remembers his grandfather, Jack Dupps, who ran the company from 1943 to 1982, "I think it goes all the way back to Grandpa Jack. He really cared about all our employees. He would often come in at night, when the late shift was still running, walk the floors, talk to the guys, and ask each how things were going. I think Grandpa believed that everything starts at the ground and goes upward. The experience and contribution of everyone at Dupps is the key to our success, it's ingrained in the Dupps philosophy, it's part of our culture."

This solid foundation of what makes a company successful will be vital as The Dupps Company faces a rapidly changing global marketplace. Frank Dupps' prior role as Director of International Sales has prepared him particularly well for the task of building market share around the world. When Frank joined the company in 1991, international sales were a small percentage of the firm's business; in 2009, sales outside the United States accounted for nearly half of Dupps' revenue, and has been the source of much of its steady growth. "Traditionally, our company has always enjoyed solid, steady growth," notes Frank. "How we continue that is part of the strategic planning being done right now. We're currently devoting substantial resources to evaluating new product possibilities designed to keep

pace with the changes in global rendering markets. We're also exploring how existing products and capabilities can benefit new market areas, such as oilseed processing and other industries. There are many different ideas being brought to the table; it all boils down to what's just the right fit for our expertise, resources and people." Frank explains another Dupps tradition that will aid greatly in the company's continued progress, "We've always had a philosophy of reinvesting a major portion of retained earnings into the company – into machinery, capital and people. Through the years it's been understood that unless you reinvest in your company, slowly but surely you lose strength."



Having said that, Frank notes that once again he has mentioned 'people.' He never seems to stray too far from the importance of family, his own, or the extended Dupps family of co-workers. "We've had lots of families that have worked for Dupps over the generations. We've shouldered responsibilities together, built strong bonds, and share common goals. I think that all of us believe in the same philosophy that the company has stood for since it was founded 75 years ago: putting the customer first, offering the best value possible, and cultivating opportunities and incentives for our family of employees."

FAMILY TRIBUTE

Perhaps it's a case of saving the best for last; the very special appreciation owed to the many dedicated, hardworking, creative and loyal employees who have given so much to The Dupps Company for so many years.

To everyone in our extended family, please accept our heartfelt thanks on behalf of each Dupps generation. Thanks to you - to all of us - the last seventy-five years have been a remarkable success, and have laid the foundation for an even more rewarding future.

John A. Dupps, Jr.

Frank n. Duppo

David MM App

Frank N.(Hank) Dupps

David Dupps

L n. Orgapala

Frank Dupps, Jr.

Matt Dupps

Donald Abshire Matthew Arnold James Banks Rick Barker Robert Barker Jerry Barnhart, Jr. Song Barrow Jeffrey Blackford Renee' Bowling Steve Bray Robert Brinegar Brent Brown Okey Buell Ronald Busch Marvin Campbell Vernon Campbell David Cason Leroy Cassidy Ben Chance Andrew Choate Mark Cochran Eugene Corradi Danny Cox Steven Davis Delores Day Michael Demuth Gregory Duff David Dupps Hank Dupps Frank Dupps, Jr. John Dupps, Jr. Matthew Dupps Delmer Elliott Gerald Emrick Elaine Erisman Matthew Fisher Thomas French Brandon Haddix Greg Halderman Tim Halderman Donald Hamblin Melinda Hardin Virgil Harris, Jr. Lisa Hartman

Nancy Havens-Fite Jeff Hendrix Scott Herald James Hewitt Ronnie Hill Randell Himes James Holbrook Keith Hollenbaugh Robert Horton Alisa Howard Dwayne Howard Edward Inloes Michael Ivers Kim Izor David Ray Jobe Edward Johnson

Wesley Kayler Michael Kelly, Jr. Eric Knife

Douglas Latew John Lester David Lewellyn Joseph Lewis Scott Libecap David Lilly **Chris Limberg Tim Limberg** Sherman Long Jason Lowe James Lyle Peter Lyle Jeffrey Lyon, Jr. **Meredith Maines Joshua Marker** Michael Markus **Christopher Martin Estel McGhee Kevin McGraw Deborah McRoberts Timothy McVay Corev Merema Robert Minnish** Jeffrey Morris **Kenneth Morris Robert Morris** Louann Mover **Rodney Myers**

Rick Ney George Nichols Robert Parrish Clay Pelfrey, Jr. **Timothy Peyton Deron Pugh** James Ray **Joshua Rectenwald** Gary Reno **John Rhines Dustin Rhoades Jack Risner** Sandra G. Rose Sandra K. Rose **Tracey Roy Charles Ruebush** Cariann Russell **Brett Sasser Brian Schlobig Richard Seals** Don Shaw **Jeffrey Shyrigh** Jared Shockey **Kenneth Sipple Daniel Smith DiAnn Smith Ronald Snelling** Brent Soale **David Spirito Robert Stephens Douglas Stump** Eric Swartztrauber Sandor Szabo

Brian Tajkowski **Katherine Thompson** Donald Tinch Steven Townsend Lannie Tucker John Tudor Larry Tully Konrad Tyler Steven Van Skovck James Vose **Thomas Weiss** Nathan Wells Josh Wical John Willenbrink Phillip Williams, Jr. Larry Williams **Ronnie Williams** Tv Williams **Bill Williams** James Wilson, Jr. Timothy Woodard, Jr. William Woods

Retirees

Paul Ackermann Estil Banks Robert E. Barker Roger Blanton Shirley Burkholder Dave Cadic Lewis Clemmons Roger Cox Nancy Daniels

William Davis **Billy Dennis** Gary Garman **Gary Gilbert** Lee Haas Harold Holbrook **Rich Hollmeyer Ed Hopton** Ray Lansaw John Libecap Jim Mays Jim McQuinn **Edward Metcalf Richard Neatherton Joseph Ostendorf Bobby Parks** Herbert Richardson Gilbert Robertson Larry Robinson **Jesse Rowland** Charles Shade John Shetterly Gerald Shock **Richard Schoenberg** William Schottelkotte Kurt Watson Richard Woolcock **Dan Worley**