



**Building Relationships with the Dairy Industry**

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**Products & Services for the Dairy Industry**

**January 2012**

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**APV, An SPX Brand  
SPX Flow Technology**

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Part of SPX, The APV Brand is known for providing high quality process engineering solutions and automation to the dairy, food, beverage, and healthcare industries. From engineered components to a complete, fully automated process plant, SPX focuses on adding value to its customer's business performance and profitability. SPX's range of manufactured products includes: heat exchangers, homogenizers, pumps and valves for a wide variety of applications. Plus, SPX also offers a complete range of process technologies including: UHT/ESL systems, aseptic systems, membrane filtration systems, plate evaporators, butter packers/churns and batching/blending systems. In addition, SPX offers genuine aftermarket parts and a wide range of lifetime maintenance services to keep your equipment up and running at peak performance and maximum operating efficiencies.



**Advanced Process Technologies –  
APT Inc.**

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APT Inc. serves the dairy and food industry with plant concept and design, process, electrical and mechanical engineering, equipment manufacturing, and complete installation. APT manufactures the Advanced Cheese Vat (ACV), processors, CIP systems, balance tanks, door/drains etc. APT is committed to designing, fabricating, and installing the best processing system possible for your new or existing plant. We provide full support and service after project completion.



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Alchemy is dedicated to providing innovative training products that use technology and media to educate the global workforce. Our award-winning training and compliance management platform, SISTEM, enables companies to effectively deliver, document and manage personnel training using interactive, multilingual

courseware. With SISTEM, Alchemy helps to solve the training challenges most companies face when balancing production demands with increasingly strict regulatory requirements. For more information, please go to [www.alchemysystems.com/sistem](http://www.alchemysystems.com/sistem).



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AFCO is a 155 year old organization dedicated to providing cleaning, sanitizing, and conveyor lubrication expertise to the dairy industry. Our services include equipment, engineering and design, and sanitary fabrication.



**All Star Dairy Association, Inc.**

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All Star Dairy Association, Inc. is an organization of dairy, ice cream, water, beverage, and food companies throughout the United States whose members have joined their efforts to bring about more economical and efficient operations. Services include group purchasing, trademark branding, quality control, training, frequent memos, college scholarships, career website, carton designs, and other services. The association is owned by its members.



**Anhydro, An SPX Brand  
SPX Flow Technology**

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SPX, through its Anhydro Brand, specializes in the design, development and delivery of innovative liquid concentration and powder processing solutions, as well as dewatering plants and equipment.



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Atlantium is a world leader in sustainable water technologies that provide safe, energy-efficient and chemical-free water disinfection for water-dependent industries, such as dairy, food and beverage, and aquaculture, and municipalities. Our unique ultraviolet (UV) based Hydro-Optic Disinfection™ system is the only system validated by third parties to meet stringent U.S. Environmental Protection Agency protocols for full virus protection, and is the only off-the-shelf UV product that meets the new standards in the 2009 Pasteurized Milk Ordinance.



**BASF Nutrition & Health**

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BASF's Nutrition & Health division develops and markets a comprehensive range of products and services for the Pharmaceuticals, Aroma Chemicals, Human Nutrition and Animal Nutrition industries. The division addresses customer needs and enhances their consumers' well-being and quality of life. The division provides the Pharmaceutical industry with active ingredients, as well as excipients and customized synthesis services. Nutrition & Health produces Aroma Chemicals for the Flavor and Fragrance industry. Important Human Nutrition products are vitamins and carotenoids, plant sterols, emulsifiers and omega-3 fatty acids. Its feed additives make Nutrition & Health a worldwide leader for the Animal Nutrition market.



**Blimling & Associates, Inc.**

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Blimling & Associates, Inc. is a leading provider of dairy market analysis and forecasting, as well as a consultant on risk management and procurement issues.



**Bran + Luebbe, An SPX Brand  
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SPX, through its Bran + Luebbe Brand, is a worldwide leader in metering, analyzing and processing liquids with expertise for more than 75 years. Our extensive line of metering pumps, process pumps, and process systems are designed to exceed customer expectations.



**CME Group**  
A CME/Chicago Board of Trade/NYMEX Company  
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CME Group offers the widest range of commodity derivatives of any U.S. exchange, with trading available on a range of grains, livestock, oilseed, dairy, lumber and other products. Representing the staples of everyday life, these products offer you liquidity, transparent pricing and extraordinary opportunities in a regulated centralized marketplace with equal access to all participants. Please visit the CME Group at www.cmegroup.com.



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Cargill Texturizing Solutions is one of the world's leading suppliers of texturizers and emulsifiers to the global food and beverage industry, as well as the pharmaceutical and cosmetics markets. Cargill Texturizing Solutions offers specific solutions for providing texture in multiple food applications, based on a wide palette of ingredients, including hydrocolloids, emulsifiers, lecithins, cultures, starches, soy flour and functional systems. From design through development to manufacturing, Cargill Texturizing Solutions is committed to creating with its customers innovative new products for consumers to enjoy.



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Simplifying risk management—Ceres provides a comprehensive offering for individuals and companies looking to reduce the impact of volatile markets on their bottom-line. Services include: strategy & execution, research & marketing intelligence and education & support.



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Chr. Hansen is a global bioscience company that develops natural ingredient solutions for the food, nutritional, pharmaceutical and agricultural industries. Our products include cultures for cheese, yogurt, wine and meat; enzymes for cheese production; colors for food and beverages; probiotics and phytonutrients for human health; and microbial and food safety products for agriculture. All solutions are based on strong research and development competencies and significant technology investments.



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Cintas designs, manufactures, and implements corporate identity and contamination control uniform programs, providing rental services and direct sale items to customers throughout U.S. and Canada. Cintas has a unique microbe-inhibiting laundry process that cleans and sanitizes the garments which independent laboratory results have shown 6 log bacteria reduction. This process enables companies to achieve and maintain a sound HACCP and SSOP program. Other services provided include mats, sanitation supplies, fire protection and first aid products and services. Cintas is the official uniform supplier of IDFA.



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Corn Products and National Starch have a complete portfolio of texturizing solutions, nutritive and non-nutritive sweeteners and nutritional ingredients to help dairy producers improve their products, differentiate their offerings and reduce costs. Strong applications, technical support, CULINOLOGY and sensory teams generate viable solutions for customers to meet consumer demands. Contact us for more information on our full like of ingredients for dairy applications.



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Crest Foods manufactures stabilizer-emulsifiers, superheated nonfat dry milk and dip seasonings for dairy and ice cream processors. We also manufacture blends for

fat and solids replacement in formulations in cultured and ice cream products. Contract manufacturing and packaging of dry food products.



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Dairy.com helps the dairy industry manage, trade, and move bulk dairy commodities through its Internet-based business solutions. Our bulk commodity trading, raw milk management and transportation solutions are used by cooperatives, processors, manufacturers and haulers across the nation. Dairy.com customers manage commodity scheduling, spot trading, contracting, commodity transportation and much more. In addition, specialized solutions for milk handlers improve dispatch, receiving, and producer payroll. Dairy.com has delivered cost-effective supply chain solutions to the dairy industry since 2000.



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Danisco is a world leader in food ingredients, enzymes and bio-based solutions. Using nature's own materials, science and our knowledge, we design and deliver sustainable ingredient solutions that meet market demand for healthier and safer products to a growing global population. Our key focus is to become our customers' first choice and a truly market-driven global business particularly in the areas of food, health, energy and chemicals. In May 2011, DuPont acquired Danisco forming a global leadership position in Nutrition & Health and Industrial Biosciences.



**David Michael & Company**  
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Since 1896, David Michael & Co. has been a leading international manufacturer of flavors, stabilizers, and natural colors for the dairy industry. We have over 40,000 formulations for ice cream, soft serve, yogurt, dips, cheese, egg nog, dairy drinks, coffee creamers, frozen novelties, and so on. In addition to doing total product development, we also have colors and stabilizers for dairy applications, including our MichaelLite base and stabilizer systems for making low and non-fat dairy products. From fruit flavors to our popular Adults Only® flavors, to the most comprehensive line of vanillas anywhere, David Michael can help you hit your flavor target faster®.



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Delkor provides packaging systems that deliver robust, innovative solutions for carton forming, loading, and closing; top load case and tray packing; flat pad shrink wrapping; and robotics. Delkor's packaging solutions are engineered for maximum versatility and flexibility to help customers meet ever-changing market requirements while preserving their capital investments. Delkor Systems has served North American food processors and dairy products companies for more than thirty-five years, earning our reputation as a trusted provider of dependable, innovative packaging solutions that deliver superior value.



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Diversey is a leading global supplier of cleaning and sanitation services to the dairy, beverage, and food processing industries.



**Ecolab Inc.**  
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Sanitation products, systems, and services including in-house CIP system design, fabrication, installation, and controls. Water care products and services, including boiler treatments and waste water treatments. Pest elimination services. Ecolab Total Plant Assurance delivers measurable improvements in operational efficiency, overall plant sustainability and food safety and quality.



**ExxonMobil Chemical Co.**  
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ExxonMobil Chemical Company manufactures and sells Paxon® high density polyethylene blow molding resin for the food and dairy industry. The resin is used to mold

containers for milk, juice, water and other food products. Technical service engineers and special training programs are utilized to service industry requirements.



**ExxonMobil Chemical Co., Films Business**  
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The Films Business of ExxonMobil Chemical is the largest supplier of oriented polypropylene film for the flexible packaging and labeling industries. ExxonMobil Chemical manufacturers Bicolor®, Hicor®, OPPalyte®, Metallyte™ and Label-Lyte® films to enhance the shelf appeal, preserve the freshness and protect the quality of a wide array of food, beverage, personal care, and household products. OPPalyte® white opaque film was developed specifically for the frozen novelty industry as a replacement to traditional paper wrappers.



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Forbes Chocolate provides cocoa blends and other flavor powders for flavoring milk, ice cream, soft serve mix, frozen yogurt, and novelties. Custom blending is a specialty as well. Forbes also offers chocolate chips, flakes, drops, etc. Organic products are available.



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Manufacturers/Custom Creators of bulk-packed aseptic fruit bases/flavors for the dairy industry for yogurt, ice cream, cream cheese, cottage cheese, smoothies, beverages, etc. Complete line of fruits, flavors, specialties including spectacular ASP® whole fruit aseptic bases for frozen desserts, tropicals, chocolate, coffee, etc. Certified Organic and Kosher. Natural and/or artificial. Sugar, aspartame, sucralose and other sweetening systems available. Innovative packaging featuring exclusive MINITOTE® and other bulk aseptic totes. Strong, creative R&D with rapid sample submission/follow-ups.



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SPX, through its Gerstenberg Schröder Brand, is internationally recognized as a leading manufacturer of food processing equipment. We specialize in scraped surface heat exchanger (SSHE) technology, continuous butter and emulsification equipment and supply plants ranging from individual machines to complete process lines.



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North America's foremost dairy authority for fluid milk, ESL, yogurt, cottage cheese, sour cream, dips, cheese, ice cream, frozen novelties, and juices. Design capabilities include process, packaging, blowmolding, material handling, automation, electrical, HVAC, plumbing, refrigeration, civil and structural engineering; architecture, environmental, project management, construction administration, and cost estimating. Hixson assists dairy companies with renovations, expansions, site selection, Greenfield, master planning, sustainability, energy/water conservation, utility improvements...more.



**Hoogwegt U.S., Inc.**  
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Hoogwegt U.S., Inc.'s primary activity is to play a vital role in marketing of dairy products and ingredients for industrial applications. Hoogwegt was founded in 1989 in Chicago and started with marketing skim milk powder and whey powder to the food and feed industries. Over the last twenty years we have developed into one of the most well respected trading companies in the world. We have become one of the largest exporters of US Dairy products and a key supplier of dairy products to food manufacturing and distribution companies. OUR NEW WEBSITE IS: www.hoogwegtus.com



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IDEXX Laboratories, Inc. is a worldwide leader in the development of technology-based products and services for veterinary, dairy and water applications. Reducing the risk

of antibiotic drug-residue contamination worldwide--from processing plants to regulatory agencies, co-ops to dairy farms--customers rely on IDEXX technologies for detecting residues and ensuring milk safety and quality. Our innovative technologies and unmatched service can help make drug-residue milk screening and water testing a simple part of your quality routine.



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INTL/FCStone/Downes-O'Neill offers comprehensive risk-management programs and services to dairy producers, processors, and end-users. These services include brokerage and clearing, in-depth market analysis and forecasts, and eDairy, an online resource for dairy market research and analysis. The firm also sponsors an annual Outlook Conference, to be held June 15-16, 2011 in Chicago. INTL/FCStone is a public company that provides risk-management for a wide range of commodities, including food, energy products, and financial instruments. Downes-O'Neill is part of INTL/FCStone's Food Service Group.



#### Inland Label

##### A Division of Inland Label & Marketing Services, LLC

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Inland Label, a family-owned and operated company, has been a global label supplier for the beverage, food and consumer products markets for over 65 years. As the industry's premier cut and stack label producer, Inland Label has become a market leader in the production of Pressure Sensitive and Roll-Fed labels, as well as a qualified supplier of In-Mold labels. We specialize in the development of new label technologies and provide our customers with world-class customer service and support. Our printing expertise, coupled with our focus on speed-to-market allows us to offer condensed lead times and better performing labels.



#### IMS - Inland Marketing Services

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IMS is a full-service provider of fulfillment, distribution, and contract packaging services. Key fulfillment services at IMS include assembly, order fulfillment, print management, point-of-sale fulfillment, quality inspection, direct mail execution, sweepstakes fulfillment, and personalized call

center services. Key packaging services at IMS include print registered shrink bundling, kit packing, re-packaging, club store packing, variety packing, and shrink sleeve labeling.



#### Interstate Cold Storage

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Interstate Cold Storage, Inc. provides cost effective, custom warehousing and distribution solutions for your dairy cold chain--whether it's shipping milk from the farm storing ice cream, or keeping dairy products cold. Tools such as customer web access, EDI, and RF barcode scanning ensure your product is delivered on time and orders are accurate. Proprietary new services in quick-freezing and tempering greatly reduce the time required to process your product and allow quicker turn around. ICS offers 5 cold storage warehouse locations in Columbus, OH; Napoleon, OH; & Fort Wayne, IN. Temporary on-site refrigeration is also available.



#### Johnson Pump, An SPX Brand

##### SPX Flow Technology

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SPX, through its Johnson Pump Brand, develops and manufactures positive displacement and centrifugal pumps. Look to SPX for a wide selection of sanitary lobe pumps, gear pumps, and flexible impeller pumps to meet your most challenging applications.



#### Johnson Refrigerated Truck Bodies

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Johnson Refrigerated Truck Bodies, with headquarters in Rice Lake, Wisconsin, is the innovator of insulated fiberglass delivery equipment and all-electric clean and green refrigeration systems. Johnson designs and manufactures both custom and standard insulated truck bodies and trailers - ranging from 8 to 36-feet - for the refrigerated transport industry. Markets include store, restaurant, or home delivery of dairy, meat, frozen food, keg beer, live poultry, vending products, flowers and plants, and ice. Johnson has been in business for 75+ years; visit us at www.johnsontruckbodies.com.



#### Lightnin, An SPX Brand

##### SPX Flow Technology

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SPX, through its Lightnin Brand, has over 85 years of unrivaled experience in industrial mixing technology, process knowledge, and technological innovation. SPX enjoys a global reputation for durable, long-lasting mixers, agitators, aerators, and flocculators for fluid process systems. We offer a full spectrum of impeller designs for diverse applications. In addition, we offer a worldwide service network, mixer repair, gearbox repair, and replacement parts programs. Look to SPX for knowledge, technology and service excellence.



#### M&H

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M&H is a leading solutions provider for fast-track solutions in Maintenance Management Systems (CMMS/EAM), Technical Documentation, Information Technology, Compliance, Green House Gas Emissions, Disaster Recovery and Specialized Engineering. We are experienced with SAP PM/MM, Oracle/JD Edwards, IBM/Maximo, Datastream, Champs, E-Maint X3, Advantis and MP2 to name just a few. M&H has a team of experienced professionals and technical staff that provides the dairy industry with a successful and quality project implementation by utilizing our knowledge in Information Technology to bridge the gap between IT, compliance and operations.



#### McNeil Nutritionals

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Licensors of Lactaid®.



#### MetLife Food & Agribusiness Finance

4500 Westown Parkway, Suite 330 A  
West Des Moines, IA 50266  
www.metlife.com/ag

Mr. Jake Espenmiller  
Associate Director  
jespenmiller@metlife.com  
Ph: (515) 224-3458  
Fax: (515) 223-0757

MetLife provides long-term fixed or adjustable rate mortgage financing to food and agribusiness companies for

a full range of corporate capital needs. Advantages include competitive interest rates; flexible terms and structuring; internal underwriting and approval process; and speed and certainty of execution. MetLife's size and scale are key for one-stop shopping, funding large transactions and repeat issuance. With a 90-year history of agricultural real estate lending and over \$13 billion invested, MetLife has the financial strength and capacity to execute your most important transactions.

## METTLER TOLEDO

Safeline Metal Detection & X-ray Inspection

### Mettler-Toledo Safeline

6005 Benjamin Road  
Tampa, FL 33634  
www.mt.com/safelineus

Mr. Viggo Nielsen  
President  
viggo.nielsen@mt.com  
Ph: (813) 889-9500  
Toll Free: (800) 447-4439  
Fax: (813) 881-0840

Mettler-Toledo Safeline manufactures metal detection and x-ray inspection systems that meet 3A Dairy Sanitary Standards, USDA requirements and the Baking Industry endorsed BISSC sanitary standard. Systems are designed to meet HACCP and FDA requirements and exceed NEMA 4X/IP69K washdown specifications. Mettler-Toledo Safeline meets or exceeds the most stringent sanitary demands of dairy, meat and other food processing industries while supplying solutions that minimize physical contaminants in packaged or loose products, as well as and ensure quality.



### Miron Construction Co., Inc.

P.O. Box 509  
Neenah, WI 54956-0509  
www.miron-construction.com

Mr. Patrick J. Nate  
Vice President, Industrial Operations  
jack.michler@miron-construction.com  
Ph: (920) 969-7334  
Fax: (920) 969-7393

Miron Construction Co., Inc. is a leading constructor of Food Plants throughout the United States. Miron Construction provides design-build, general construction and construction management services to the food, beverage and dairy industries. Food processing specialty work includes turnkey construction of production facilities, freezers, coolers, distribution warehouses, dryers, wastewater treatment & bio-mass facilities, and installation & maintenance of food processing lines. In addition to our project executives and senior project management team, our staff includes conceptual estimators, CAD technicians, BIM [building information management] and sustainable services.



**NIELSEN-MASSEY VANILLAS**  
Pure Vanilla Specialists

### Nielsen-Massey Vanillas, Inc.

1550 Shields Drive  
Waukegan, IL 60085-8307  
www.nielsenmassey.com

Mr. Craig Nielsen  
Chief Executive Officer  
craign@nielsenmassey.com  
Ph: (847) 578-1550  
Toll Free: (800) 525-7873  
Fax: (847) 578-1570

As specialists in pure vanilla, Nielsen-Massey Vanillas offers a full line of pure vanilla products. We extract

superior quality pure vanillas from the sweet and creamy Madagascar Bourbon, spicy and creamy Mexican, wood Indonesian and the fruity Tahitian vanilla beans. Our unique cold process method of extraction protects the over 250 different flavor components found in vanilla beans from the damaging effects of heat during extraction. This process allows us to extract the total bouquet of flavor and provide a true vanilla profile, not one which has been altered by heat or pressure. All of our vanilla products are 100% all natural, gluten free and are kosher certified. Additionally, we offer certified organic vanilla products.

## OYSTAR North America

### Oystar North America

807 West Kimberly Road  
Davenport, IA 52806  
www.oystar.packt.com

Mr. Thomas C. Riggins III  
Vice President, Marketing & Sales  
tom.riggins@packt.com  
Ph: (563) 391-1100  
Toll Free: (800) 257-5622  
Fax: (563) 391-0017

The OYSTAR Group offers solutions to the packaging challenges of the dairy industry with state-of-the-art thermoform, fill and seal machines (FFS) for cups and stick packs, fill and seal machines (FS) for preformed cups, tubs and bottles as well as wrapping machines e.g. for butter and margarine. With flexible packaging machinery and complete customized systems that include multi-packing, cartoning, case packing and palletizing. Benefit today from the long lasting experience of the OYSTAR Group to develop your packaging solutions for the future.



### Pecan Deluxe Candy Company

2570 Lone Star Drive  
Dallas, TX 75212-6308  
www.pecandeluxe.com

Mr. Bennie Brigham  
Chairman of the Board  
bennie\_brigham@pecandeluxe.com  
Ph: (214) 631-3669  
Toll Free: (800) 733-3589  
Fax: (214) 631-5833

Ice cream ingredients: cookie dough, brownies, pralines, toffee, truffles, candies, chocolate covered nuts, pie crust, ribbons, flavor bases, fat free ingredients, sugar free products, baked pieces, and name brand flavors. Services: R&D, flavor development, low fat formulations, chocolate shapes, carton designs and marketing.



### Polar King International, Inc.

4424 New Haven Avenue  
Fort Wayne, IN 46803  
www.polar-king.com

Mr. Todd Ellinger  
todd.ellinger@polar-king.com  
Ph: (260) 428-2530  
Fax: (260) 428-2533

Dependable refrigeration is the key to maintaining product integrity throughout the dairy cold chain. Polar King International manufactures outdoor walk-in coolers and freezers providing on-site storage and access to your product. The seamless fiberglass units offer quick temperature recovery times and peace of mind that your product is safe. Walk-ins are available in various sizes and temperature ranges and offer a wide array of temperature monitoring options. All units are designed to your custom needs and require no on-site assembly.



### Polar Leasing Company

4410 New Haven Avenue  
Fort Wayne, ID 46803  
www.polarleasing.com

Mr. Bart Tippman  
President  
info@polarleasing.com  
Ph: (877) 428-2532  
Fax: (877) 428-2533

Polar Leasing Company offers the largest electric freezer and refrigerator RENTAL fleet in North America to help maintain product integrity throughout your dairy cold chain. Our fleet includes seamless fiberglass ground resting walk-in units and mobile trailer rentals, available for a few days or several years. Refrigeration rentals provide on-site storage and access to your product. The seamless fiberglass units offer quick temperature recovery times and peace of mind that your product is safe. Available in various sizes and operating temperatures. We also offer warehouse cold storage in the Midwest and units are available for purchase.



### QCS Purchasing LLC

901 Warrenville Road, Suite 405  
Lisle, IL 60532  
www.qcspurchasing.com

Mr. Peter W. Horvath  
President & CEO  
phorvath@qcspurchasing.com  
Toll Free: (888) 734-3906  
Fax: (630) 717-1126

QCS Purchasing is dedicated to providing its members with the purchasing power of a community of over 400 companies, representing members of Allied Purchasing; Quality Check Dairies, and SECO. QCS provides competitive buying programs in packaging, resin, commodities, ingredients, cleaners, sanitizers, automobiles, and other critical offerings to food, dairy and agricultural businesses. An expanded package of industry services are available to create tailor-made, value-added programs geared toward company needs, such as training, insurance, and quality and food safety. QCS is a not-for-profit operation, returning all net proceeds to its members/owners.



### Quickway Services

5209 Linbar Drive  
Nashville, TN 37211  
www.quickwaycarriers.com

Mr. Mark Adams  
Vice President, Transportation Solutions  
marka@quickwaycarriers.com  
Ph: (615) 834-9470  
Toll Free: (800) 966-4975  
Fax: (615) 620-1771

Quickway specializes in multi-stop direct store deliveries to some of the nation's largest grocery retailers, food wholesalers, and food manufacturers. Quickway has been in business for over 40 years and became 100% Employee Owned in 2005. Our employees take pride as owners of our company and participate directly in the growth and financial success of our company. Quickway's niche is offering an alternative to operating a private fleet. We help reduce capital tied up in transportation assets and any transportation related accidents, injuries, or product liability. We are successful because we offer high level service at the lowest possible cost.



## Rabobank

**Rabobank International**  
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Chicago, IL 60606  
www.rabobank.com

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Rabobank International  
245 Park Avenue  
New York, NY 10167

Rita Keskinyan  
Managing Director  
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Ph: (212) 808-6937

Rabobank is a dedicated provider of corporate banking, mergers and acquisitions advisory services, and risk management solutions to the dairy, beverage, food processing, and agribusiness industries.



## Randolph Associates, Inc.

Suite 100  
3820 3rd Avenue S  
Birmingham, AL 35222-1303  
www.raiconsult.com

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President  
henry.randolph@raiconsult.com  
Ph: (205) 595-6455  
Fax: (205) 595-6450

Randolph Associates, Inc. is an international Dairy and Food Processing Industry solutions firm. We provide a spectrum of services including: in-plant and offsite training programs, consulting, interim management, as well as engineering and maintenance assistance. We are a certified SQF Training Center. In addition, we offer comprehensive auditing services including SQF certification through Silliker Global Certification Services. Our Quality Improvement laboratory provides microbiological, compositional, and sensory testing.



## Rice Dairy LLC

135 South LaSalle  
Suite 3000  
Chicago, IL 60603  
www.ricedairy.com

Mr. Peter Turk  
Principal  
ppt@ricedairy.com  
Ph: (312) 756-3462  
Toll Free: (866) 334-2684  
Fax: (312) 492-4201

Rice Dairy LLC is a commodity brokerage firm that is positioned on the floor in the dairy pit of the CME Group Trading Floor. Rice Dairy provides their customers proprietary execution in all dairy futures and cash markets as well as they provide procurement/inventory risk hedging services.



## Richmond Baking Company

P.O. Box 698  
Richmond, IN 47375  
www.richmond baking.com

Ms. Sue Dixon  
Sales Manager  
sued@richmond baking.com  
Ph: (262) 325-8561  
Fax: (262) 275-5201

Richmond Baking is a supplier of baked products to the frozen dessert industry. Richmond Baking is an industry leader in ice cream cookie inclusions and granola. We are a leading provider of ice cream inclusions and dessert toppings.

## Rockwell Automation

### Rockwell Automation

9500 Arboretum Boulevard  
Austin, TX 78759  
www.rockwellsoftware.com

Mr. Ian Steele  
Manager, CPG Industry Solutions  
isteele@ra.rockwell.com  
Ph: (512) 438-1593  
Fax: (512) 438-1401

Rockwell Automation provides industrial automation control and information solutions to meet consumer demand and consistently and cost-effectively meet quality standards for your products. From stand-alone, industrial components to enterprise-wide integrated systems, our solutions can help your company improve production efficiencies and energy usage, reduce cost and improve quality while lowering your total cost of ownership.



## S&D Coffee

300 Concord Parkway South  
Concord, NC 28027  
www.sndflavors.com

Mr. Toby Tomblin  
Vice President of National Accounts  
tomblint@sndcoffee.com  
(704) 904-5396  
(800) 950-4378

Mr. Scott Geringer  
Food Innovation and Ingredients  
geringers@sndcoffee.com  
(800) 933-2210 x2249  
(800) 950-4378

S&D manufactures premium coffee and tea extracts as well as QAI organic certified botanicals. We offer the experience, skill, and talent to help you use extracts more effectively and produce your next great flavor



## SPX Flow Technology

611 Sugar Creek Road  
Delavan, WI 53115  
www.spxft.com  
Ph: (262) 728-1900  
Fax: (262) 728-4904

A global leader in the food & beverage industry, SPX Flow Technology serves a wide range of industries, including food, dairy, beverage; biotechnology, pharmaceutical and personal care; HVAC; power generation, oil and gas and

compressed air. From engineered components like pumps, valves, heat exchangers and dryers to complete packaged systems, our products feature uncompromising design and quality, while offering long service life, production efficiency and cost-effective performance. SPX Flow Technology ensures our customers are provided with solutions customized to their application and business needs.

## SIEMENS

### Siemens Industry, Inc.

P.O. Box 900  
Spring House, PA 19477  
www.usa.siemens.com/dairy

Siemens Industry, Inc.  
15438 Bay Tree Landing  
Cypress, TX 77429

Mr. Pablo Garcia  
Dairy Industry Manager  
pablo.garcia@siemens.com  
Ph: (713) 397-8121

Siemens provides solutions for dairy manufacturers that help improve efficiency, ensure quality, reduce costs, and optimize resource use. Siemens' integrated automation and IT solution ensures a seamless flow of information across the dairy value chain. Siemens energy management and water treatment technologies enable sustainable manufacturing practices. Siemens technology, combined with the expertise of our employees and strategic partners such as equipment builders and service providers, enables dairy manufacturers to answer your most difficult challenges.



## SIGNALDEMAND®

### SignalDemand

101 California Street, Suite 1950  
San Francisco, CA 94111  
www.signaldemand.com

Ms. Meghan Keough  
Vice President, Marketing  
meghan.keough@signaldemand.com  
Ph: (415) 356-0800 x597  
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SignalDemand provides predictive analytics and optimization for the dairy industry. Through on-demand software and services, SignalDemand delivers real time recommendations to help make complex prices, mix, supply and purchasing decisions across products, channels, segments, customers and suppliers. Using patented, comprehensive mathematical models to process thousands of variables, SignalDemand enables better day-to-day decision-making and increased profit margins.



## Silliker, Inc.

111 E. Wacker Dr., Suite 2300  
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Director, Marketing Communications  
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Ph: (708) 957-7878 222  
Toll Free: (888) 957-5277  
Fax: (312) 729-1320

Silliker food safety experts provide support to food manufacturers, restaurants and retailers to help assure product safety and nutrition. With locations worldwide meeting and exceeding ISO 17025 requirements, Silliker is the leading international network of accredited food testing and consulting laboratories. Working together, we'll help your company assess product safety, assure quality, guard against contamination and spoilage, verify products and processes, keep your costs under control and empower employees through education programs.



### Star Kay White, Inc.

85 Brenner Drive  
Congers, NY 10920  
www.starkaywhite.com

Mr. James Taft  
Vice President, Sales  
jimt@starkaywhite.com  
Ph: (845) 268-2600 x311  
Toll Free: (800) 874-8518  
Fax: (845) 268-3572

Ice cream ingredients, fluid milk flavors, egg nog base, unique, innovative, and creative. Chocolate, caramel, fruit, marshmallow, candy, chocolate nuts, and flavors. Quality products and service, product development, and custom formulation.



### Stellar

2900 Hartley Road  
Jacksonville, FL 32257  
www.stellar.net

Mr. Todd Allsup  
Vice President  
tallsup@stellar.net  
Ph: (904) 260-2900  
Toll Free: (800) 488-2900  
Fax: (904) 268-4932

Stellar is a fully integrated firm focused on design, engineering, construction and mechanical services including utility plant installation, refrigeration equipment and parts. With an emphasis on efficiency, sustainability, quality and safety, Stellar's facility experience centers on processors of farm gate milk, cream products, yogurt, butter, ice cream, cheese and powders. Stellar's engineers, construction professionals and refrigeration technicians understand precise design and superior workmanship are required since most dairy facilities utilize extensive piping and vat storage systems.



### SurePure Operations AG

Dammstrasse 19  
Zug, CH-6301  
SWITZERLAND  
www.surepure.net

Mr. Stephen Robinson  
Chief Financial Officer  
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Ph: 41 44 267 17 80  
Fax: 41 44 267 17 11

Manufacture non thermal purification equipment for the processing of turbid liquids.



### T.C. Jacoby & Company, Inc.

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St. Louis, MO 63131-1826  
www.jacoby.com

Mr. Ted Jacoby III  
Vice President, Cheese Sales  
ted3@jacoby.com  
Ph: (314) 822-5947  
Toll Free: (800) 325-9556  
Fax: (314) 909-2047

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### TIC Gums, Inc.

10552 Philadelphia Road  
Whitemarsh, MD 21162  
www.ticgums.com

Ms. Stacy K. VanDenHeuvel  
Marketing Specialist  
svandenheuvel@ticgums.com  
Ph: (410) 273-7300 x3319  
Toll Free: (800) 899-3953  
Fax: (410) 273-6469

TIC Gums plays an active role in developing stabilizers for the dairy industry. We offer innovative technology, a state of the art production facility, and a full scale dairy pilot plant. When looking for a custom stabilizer system, look to the Gum Gurus® at TIC Gums. Visit us at [www.ticgums.com/dairy](http://www.ticgums.com/dairy).



### Tate & Lyle Custom Ingredients

1631 South Prairie Drive  
Sycamore, IL 60178-3203  
www.tateandlyle.com

Mr. Steven G. Jobe  
Vice President, Sales, Food Ingredients  
steve.jobe@tateandlyle.com  
Ph: (217) 421-3046  
Fax: (217) 421-2881

Tate & Lyle is a world leading manufacturer of renewable food and industrial ingredients, transforming corn, sugar and other commodities into value-added single ingredients, co-processed and blended solutions. Dairy-specific solutions include stabilizer/emulsifier systems designed to deliver desired texture and shelf-life characteristics and flavored systems including chocolate dairy powders, eggnog bases, fruit drink concentrates and customized flavor and vitamin blends. Tate & Lyle also formulates G.C. Hahn & Co label solutions. Tate & Lyle is a market leader in starches, sweeteners, acidulants and the sole manufacturer of SPLEND® Sucralose.



### Tetra Pak CPS

P.O. Box 10  
Winsted, MN 55395-0010  
www.tetrapak.com/cheese

Mr. Trevor Clarke  
Vice President  
trevor.clarke@tetrapak.com  
Ph: (320) 485-4401  
Fax: (320) 485-2666

Tetra Pak Cheese and Powder Systems (Tetra Pak CPS) is a world leading systems and equipment business supplying the cheese and powder industries. Offering innovative solutions, Tetra Pak CPS provides custom manufacturing, process piping, process control systems, engineering, design, installation, start-up, plant renovation and turn-key projects for cheese and powder plants.



### Tetra Pak Hoyer

753 Geneva Parkway  
Lake Geneva, WI 53147  
www.tetrapakprocessing.com  
Mr. Gustav Korsholm  
General Manager  
gustav.korsholm@tetrapak.com  
Ph: (262) 249-7411  
Fax: (262) 249-7500

Tetra Pak Hoyer is a supplier of ice cream processing and packaging equipment for the industrial ice cream producer, covering all capacity ranges and market needs, including equipment upgrades, add-ons, reconditioning, spare parts and technical services.



### Tetra Pak Inc.

101 Corporate Woods Parkway  
Vernon Hills, IL 60061  
www.tetrapakusa.com

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Vice President, Processing  
goran.olsson@tetrapak.com  
Ph: (847) 955-6350  
Toll Free: (800) 358-3872  
Fax: (847) 955-3137

Tetra Pak is the world's leading food processing and packaging solutions company. Working closely with our customers and suppliers, we provide safe, innovative and environmentally sound products that each day meet the needs of hundreds of millions of people in more than 170 countries around the world. With almost 22,000 employees based in over 85 countries, we believe in responsible industry leadership and a sustainable approach to business. Our motto, "PROTECTS WHAT'S GOOD™," reflects our vision to make food safe and available, everywhere.



### Topco Associates, LLC

7711 Gross Point Road  
Skokie, IL 60077-2697  
<http://www.topco.com>

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lsnelgrove@topco.com  
Ph: (847) 329-3401  
Fax: (847) 676-2206

Private label product service management, procurement, and marketing.



### Uniloy Milacron LLC.

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Suite B  
Tecumseh, MI 49286  
www.milacron.com/dairy

Mr. Richard K. Smith  
Commercial Director - Uniloy N.A.  
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Ph: (517) 424-8756  
Toll Free: (800) 666-8852  
Fax: (517) 424-8904

Designer and builder of a complete line of blow molding machinery systems including reciprocating screw, injection blow, accumulator head, and structural foam. These systems are fully supported thru their life cycle by aftermarket parts, molds, tooling, service, and operator training.



**Virginia Dare**  
882 Third Avenue  
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[www.virginiadare.com](http://www.virginiadare.com)

Mr. Howard Smith Jr.  
President  
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Ph: (718) 788-1776  
Toll Free: (800) 847-4500  
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Virginia Dare is a leading manufacturer of the highest quality Vanilla, Tea, Coffee and Cocoa extracts and concentrates as well as a uniquely varied line of sweet, fruit and brown flavors for a broad spectrum of baked goods, beverages, confections, and dairy products.



**Waukesha Cherry-Burrell, An SPX Brand**  
**SPX Flow Technology**

611 Sugar Creek Road  
Delavan, WI 53115  
[www.sxft.com](http://www.sxft.com)

SPX, through its Waukesha Cherry-Burrell Brand, offers a complete line of positive displacement and centrifugal pumps, manual, single seat, and mix proof valves (including continuous process PMO compliant valves), fittings, clamps, dispersion equipment, and heat exchangers. Our primary markets include food, dairy, beverage, and pharmaceutical. SPX offers pump repair and remanufacturing services as well as a local, stocking distribution network.



“The International Dairy Foods Association wishes to thank IDFA Gold Business Partners for their exemplary support of the dairy industry. Congratulations on your excellent products and services!”

— Constance E. Tipton, President and CEO

