

Discover U.S. Dairy at IFT 2018



The U.S. dairy industry's broad and indispensable network of suppliers combines with versatile and wholesome product portfolios to create a key advantage for customers. U.S. dairy industry customers benefit from a diverse choice in partners, which include suppliers and corresponding products, specifications, processes and delivery options. The breadth and depth of high-quality products and capabilities support customers' strategic business ambitions and accelerate growth to help drive customers' businesses forward. Review this handout for information about dairy-related symposiums and USDEC member suppliers exhibiting at IFT 2018.

USDEC MEMBER SUPPLIERS

AGRI-MARK, INC. | agrimarkwheyproteins.com

S4455



Agri-Mark, Inc. is a cooperative in the northeast United States and is owned by 1,200 farm families. Agri-Mark, Inc. owns four manufacturing plants and produces a variety of dairy proteins, cheddar cheese, butter, cultured dairy products, nonfat dry milk, buttermilk powder and bulk condensed skim milk blends. Agri-Mark's dairy proteins, WPC80 and modified whey, are produced only with whey from our own manufacturing plants. All Agri-Mark manufacturing plants are SQF2000 Level 3 certified.

Dairy products offered: cheese, milk powders, whey proteins & ingredients, butter & milkfat, yogurt, permeate

AGROPUR, INC. | agropuringredients.com

S3649



Agropur is a manufacturer of products and services, including functional ingredients, ingredient distribution and contract manufacturing. Agropur's global network manages cheese, whey proteins, agglomeration, formulation, blending, dry packaging and branded ingredients, as well as RTD production and formulation.

Dairy products offered: cheese, lactose, whey proteins & ingredients, butter & milkfat, milk & cream, permeate

BLUEGRASS DAIRY AND FOOD, INC. | bluegrassdairy.com

S4431



Located in the heart of bluegrass country, Bluegrass Dairy & Food is a leading supplier of specialty ingredients for the food industry. Our focus is dairy but our capabilities go far beyond. With production facilities in both Glasgow and Springfield, Kentucky, and our own distribution center, we can offer our extensive line of products at very competitive prices. We are more than just a dairy company.

Dairy products offered: powders (cheese, cream, butter, creamers & shortening)

CP KELCO | cpkelco.com

S1341



CP Kelco is a leading global producer of specialty hydrocolloids including pectin, gellan gum, xanthan gum, carrageenan and cellulose gum. We offer various stabilizers and texturizers to suit the needs from rheology control to shelf life stability. We help customers convert innovative ideas and concepts into real-world products.

Dairy products offered: whey proteins & ingredients

ERIE FOODS INTERNATIONAL, INC | eriefoods.com

S1236



ERIE is a leading supplier and manufacturer of milk protein ingredients including casein and caseinates, milk protein concentrates, micellar casein, milk protein isolate, milk protein crisps and a variety of specialty blends, pre-mixes and custom formulations. In addition, ERIE offers custom processing options in both pilot scale and production agglomeration, extrusion, precision blending, low temperature grinding and particle coating.

Dairy products offered: milk proteins

GLANBIA NUTRITIONALS USA | glanbianutritionals.com

S1041



Glanbia Nutritionals specializes in crafting smarter ingredient solutions to meet our customers' product development needs. From product concept to completion, Glanbia Nutritionals delivers industry-leading, science-based nutritional and functional solutions including a wide range of specialty whey proteins, milk proteins, whey peptides, specialty dairy ingredients, next generation grain and functional ingredient systems for foods, beverages, nutrition bars and supplements. Industries served include functional foods and beverages, sports/performance nutrition, health and wellness and animal nutrition.

Dairy products offered: [cheese](#), [lactose](#), [whey proteins & ingredients](#), [milk proteins](#)

HILMAR CHEESE COMPANY & INGREDIENTS | hilmaringredients.com

S2021



From facilities in California and Texas, we deliver the promise of dairy—whey protein, lactose and milk powder—powerhouse ingredients for nutrition and function. Get flexible fortification with our whey proteins including clarity and bar texture. Our three plants are SQF level 3, products are non-GMO, kosher and halal.

Dairy products offered: [cheese](#), [lactose](#), [whey proteins & ingredients](#)

HOOGWEGT U.S., INC. | hoogwegtus.com

S1853



Hoogwegt U.S. provides an extensive range of milk powders, butter fats and whey products for the worldwide dairy market. Besides regular dairy ingredients, we also offer dairy proteins and specialty ingredients, liquid dairy products and cheese, including a selection of high-quality specialty cheeses. As part of the Hoogwegt Group, the world's largest privately owned dairy commodity provider, we are backed by a unique global network, 50 years of experience and a team of 400 commercial, technical and logistics experts. This enables us to provide you with high quality products, real-time market intelligence, smart logistics services and tailored risk management solutions.

Dairy products offered: [cheese](#), [lactose](#), [milk powders](#), [whey proteins & ingredients](#), [butter & milkfat](#), [milk & cream](#), [yogurt](#), [milk proteins](#), [permeate](#)

IDAHO MILK PRODUCTS, INC. | idahomilkproducts.com

S3822



Idaho Milk Products provides the highest-quality milk proteins and milk permeate powder, the best all-around service and the sustainable supplier partnership you deserve. When tested by third-party trained panels, our dairy ingredients consistently out-perform competitor products in delivering superior solubility, texture, hydration, consistency and flavor.

Dairy products offered: [milk & cream](#), [milk proteins](#), [permeate](#)

INGREDIA, INC. | ingredia.com

S0704



Thanks to its expertise in milk cracking and knowledge of markets, Ingredia offers strong added-value milk ingredients—native milk proteins, functional and nutritional systems—that are adapted to each of its customers within food and nutrition industries. As a real innovation partner, Ingredia brings its clients its expertise and industrial, applicative, sales and marketing knowledge to provide them functional and nutritional milk ingredients to conquer new markets.

Dairy products offered: [milk powders](#), [milk proteins](#)

LACTALIS INGREDIENTS (US) | lius.com

S0715



Lactalis Ingredients, one of the largest worldwide whey and dairy manufacturers, can offer standard (SMP, SWP, WMP, WPC34, WPC80, WPI, caseins) to functional dairy ingredients (Pronativ, Lactowell, Sensadairy, Caralac) to answer your needs. We can provide you sustainable dairy resources and optimization for your formulations, with improved functionalities (flavor enhancement, fat replacement, egg replacement, protein fortification and heat stability), improved taste and cost competitive solutions. Our ingredients are specifically designed to answer your needs and challenges within your sector from the feed and pet food industry to the food, baby food, health and wellness, sports nutrition and weight management industries.

Dairy products offered: [cheese](#), [whey proteins & ingredients](#), [butter & milkfat](#), [milk & cream](#), [permeate](#)

LAND O'LAKES, INC. | landolakes-ingredients.com/specialty

S3831



Land O'Lakes, Inc. is a growing, farm-owned food and agriculture cooperative doing business in all 50 states and more than 60 countries. Today, Land O'Lakes has approximately 10,000 employees, more than 3,600 direct producer-members and 850 member-cooperatives serving more than 300,000 agricultural producers. With annual sales exceeding \$14 billion, Land O'Lakes is No. 194 on the Fortune 500. Makers of the Land O'Lakes brand—America's #1 Brand of Butter and Deli American Cheese, an icon in our nation's kitchens and restaurants. We've carried on a tradition of producing simple goodness for our customers for more than 90 years. Our products service the retail, foodservice, ingredient and industrial segments.

Dairy products offered: [cheese](#), [milk powders](#), [whey proteins & ingredients](#), [butter & milkfat](#)

MILK SPECIALTIES GLOBAL | milkspecialties.com

S4238



Milk Specialties Global is comprised of three business units that share a singular focus: to create specialty proteins designed to optimize health and nutrition. But what really sets us apart is the passion and dedication of our people. Each day, we collectively explore new, innovative ways to enhance product performance and value. Milk Specialties Global Human Nutrition is a customized protein ingredient provider serving the rapidly growing sports nutrition and weight loss segment of the food and beverage industry. We also cater to the food industry at large, selling smaller companies and Fortune 500 companies for various food applications. From our state-of-the-art manufacturing facility in Mountain Lake, Minnesota, with management offices in nearby Eden Prairie, the group offers a broad portfolio of value-added whey protein isolates, hydrolysates and concentrates—with all the speed and flexibility it takes to meet our customers' critical deadlines.

Dairy products offered: lactose, whey proteins & ingredients, milk proteins, permeate

MITSUBISHI INTERNATIONAL CORP. | mitsubishicorp.com/us/en

S3625



Mitsubishi International Corporation ("MIC") is a wholly-owned U.S. subsidiary of Mitsubishi Corporation (Americas), the holding company for Mitsubishi Corporation's North American network. MIC offers high-value-added services in a broad range of business fields. MIC's primary businesses are related to the global trading of industrial products and commodities. Other important functions of MIC include marketing, distribution, materials procurement, technology transfer, product sourcing and supply-chain management.

Services offered: trade services

MITSUI & CO. (U.S.A.), INC. | mitsui.co.jp/en

S4333, S5338



Mitsui & Co., LTD is one of the world's most diversified comprehensive trading, investment and service companies. Headquartered in Tokyo, Mitsui maintains a global network of 142 offices in 66 countries, as well as approximately 420 subsidiaries and associated companies worldwide.

Services offered: trade services

OLAM AMERICAS, INC. | olamgroup.com

S0804



Olam Cocoa is the leading originator of cocoa beans, a globally leading cocoa processor and the world's foremost focused supplier of cocoa beans and cocoa products (powders, butters and masses). Our product brands include the iconic deZaan, and we process in both cocoa producing countries and in primary consumption markets.

Dairy products offered: cheese, lactose, whey proteins & ingredients, permeate

SAPUTO CHEESE USA INC. | saputo.com

S3962



Saputo produces, markets and distributes a wide array of dairy products of the utmost quality, including cheese, fluid milk, extended shelf life milk and cream products, cultured products and dairy ingredients. We are one of the top 10 dairy processors in the world, the largest in Canada, the third in Argentina and the fourth in Australia. In the United States, Saputo ranks among the top three cheese producers and is one of the largest producers of extended shelf life and cultured dairy products. Our products are sold in more than 40 countries under well-known brand names.

Dairy products offered: cheese, lactose, whey proteins & ingredients, permeate

SARTORI COMPANY | sartoricheese.com

S4621



Sartori has been producing artisan and premium cheese for over 75 years for ingredient, restaurant and foodservice, specialty and retail markets. Based in Plymouth, Wisconsin, Sartori has an impressive array of award winning cheese noted for innovative approaches and consistent top quality across their entire line.

Dairy products offered: cheese

SCOULAR | scoular.com

S1808



Scoular is committed to creating safe and reliable supply chain solutions for feed and food customers around the world. From 120 strategic offices, grain elevators and processing facilities, our employees are engaged in buying, selling, storing, handling and processing grain and ingredients as well as managing transportation and logistics worldwide.

Services offered: trade services



The U.S. Dairy Export Council is a non-profit, independent membership organization that represents the global trade interests of the U.S. dairy industry. USDEC's mission is to enhance demand for U.S. dairy products and ingredients by securing access and assisting suppliers to meet market needs. Stop by our booth and try this year's two prototypes.



Lemon ginger ice pops with U.S. whey protein



Savory Asian granola with U.S. whey permeate and protein

DAIRY-FOCUSED SYMPOSIUMS AND SEMINARS

The Unique Nutrition and Feeding Needs of Infants and Toddlers: Considerations for Product Development

Monday, July 16 | 10:30 AM-12:00 PM | S405AB

Recent Developments in Application of Membrane Filtration Technologies for Cheese and Beverage Manufacture

Monday, July 16 | 3:30-5:00 PM | S502AB

Characterizing Key Attributes of Various Proteins in Food Applications

Tuesday, July 17 | 8:00-9:00 AM | S403AB

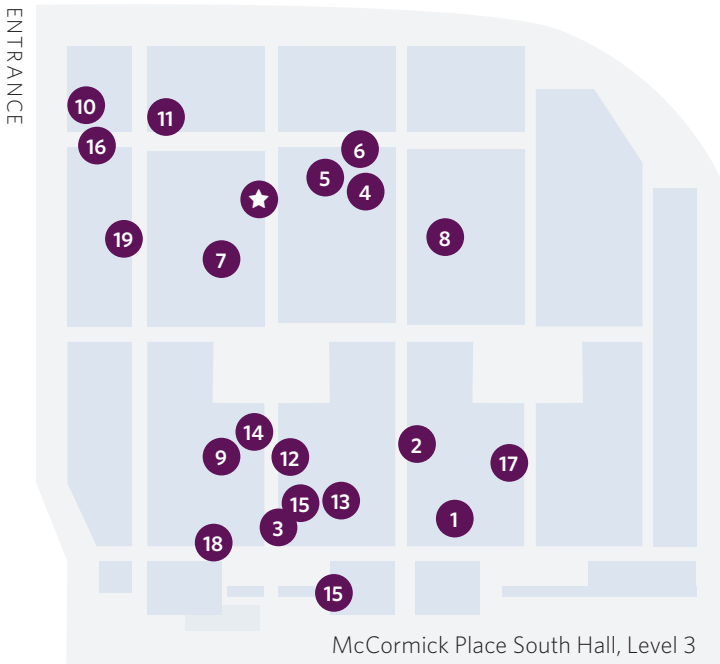
Recent Advances in Dairy-Based Novel Ingredients and Their Applications

Tuesday, July 17 | 9:05-10:05 AM | S403AB

Get Your Head in the Game. The Science Behind Ingredients for Sports Nutrition

Tuesday, July 17 | 12:30-2:00 PM | S405AB

VENUE MAP



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| 1. Agri-Mark, Inc. | 12. Land O'Lakes, Inc. |
| 2. Agropur, Inc. | 13. Milk Specialties Global |
| 3. Bluegrass Dairy and Food, Inc. | 14. Mitsubishi International Corp. |
| 4. CP Kelco | 15. Mitsui & Co. (U.S.A.), Inc. |
| 5. Erie Foods International, Inc | 16. Olam Americas, Inc. |
| 6. Glanbia Nutritionals USA | 17. Saputo Cheese USA Inc. |
| 7. Hilmar Cheese Company & Ingredients | 18. Sartori Company |
| 8. Hoogwegt U.S., Inc. | 19. Scoular |
| 9. Idaho Milk Products, Inc. | ★ U.S. Dairy Export Council |
| 10. Ingredia, Inc. | |
| 11. Lactalis Ingredients (US) | |



Looking for more information or additional resources in your search for U.S. Dairy?
 Website: ThinkUSAdairy.org | [@ThinkUSAdairy](https://twitter.com/ThinkUSAdairy) | [linkedin.com/in/Think-USAdairy](https://www.linkedin.com/in/Think-USAdairy)

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