

Gulfood 2019

✓ DISCOVER U.S. DAIRY



The global food and beverage industry is not standing still, and neither is the U.S. dairy industry. Throughout the supply chain, from farm families, to milk processors and then to product and ingredient manufacturers, the U.S. dairy industry continues to ramp up investments and deliver an expanded range of dairy products which fulfill customers' evolving product and business needs.

Visit the U.S. Dairy Pavilion (F2-34, Hall 2) to meet with some of the industry's finest dairy suppliers and learn more about what the U.S. dairy industry has to offer!

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U.S. DAIRY EXPORT COUNCIL | F2-34



The U.S. Dairy Export Council (USDEC) is a non-profit, independent membership organization that represents the global trade interests of U.S. dairy producers, proprietary processors and cooperatives, ingredient suppliers and export traders. USDEC's programs in the Middle East/North Africa region and around the world are focused on accelerating global buyers' and end-users' success when purchasing and innovating with quality, versatile U.S. cheeses, whey ingredients, milk powders, butter and more to meet consumer demand for dairy around the world.

ThinkUSAdairy.org (English) or ThinkUSAdairy.me (Arabic)

AGRI-MARK, INC. | F2-40



Agri-Mark, the premier dairy co-operative in the Northeast, markets more than 336 million gallons of farm fresh milk each year for 1,000 dairy families in New England and New York. The cooperative has been marketing milk for dairy farmers since 1913. Agri-Mark farmers own the award-winning Cabot brand of Vermont Cheddar, butter and other dairy products. In addition, Agri-Mark manufactures and markets whey proteins globally, specifically WPC80 and DPS.

agrimark.coop

Dairy products offered: food grade whey permeate, whey protein, cheddar cheese, skim milk powder
Virginie Saulnier, VP, Dairy Global Sales, vsaulnier@agrimark.net

AGROPUR, INC. | F2-36



Experienced cheesemakers and state-of-the-art equipment create cheeses of outstanding consistency. We invite you to discover our capabilities whether utilizing cheese as a stand-alone product, functional ingredients or pizza topping. Our sustained history of customer satisfaction is a testament to the readiness and commitment of our team to ensure our partners succeed.

agropur.com

Dairy products offered: cheese, whey proteins
Ivan Beck, Director of International Sales, ivan.beck@agropur.com

CAYUGA MILK INGREDIENTS | F2-41



Cayuga Milk Ingredients offers locally produced, high-quality and specialized dairy ingredients. The state-of-the-art facility is designed to manufacture milk protein concentrates, milk protein isolates, cream, skim milk powder and customized blends. CMI specializes in low-spore powders, UHT applications and offers certifications for project verified non-gmo, organic, kosher and halal. CMI is 100% owned by farmers who are committed to producing the highest quality milk, devoted to animal welfare, environmental stewardship and are dedicated to excellence.

cmingredients.com

Dairy products offered: milk protein, skim milk powder, cream
Amie Thomas, Director, Sales and Marketing, athomas@cmingredients.com

COMMERCIAL CREAMERY COMPANY | F2-37



Commercial Creamery Company is a third and fourth generation family business founded in 1908. As the first company to spray dry specialty dairy products, we have a lot of experience in this area. Our factory is ideally located in an area with an abundance of high-quality, raw materials and very dry air, which is perfect for spray drying. We tailor our products for more than 30 countries. We can provide all your document needs.

cheesepowder.com

Dairy products offered: dry cheese, butter, sweet cream, sour cream, cream cheese, yogurt
Mariano del Carril, International Sales Manager, mariano@cheesepowder.com

DAIRY FARMERS OF AMERICA | G2-38



DFA is one of the world's leading farmer-owned dairy cooperatives. We work with some of the largest food companies across the globe to develop ingredients their customers are craving, innovation where it counts and provide a steady supply of high-quality raw milk and dairy solutions. At DFA, customization for nutrition, flavor and texture is the core of our powder business.

dfamilk.com

Dairy products offered: skim milk powder, whole milk powder, milk protein, cheese
Dale Mills Jr., Vice President of Sales, dmillsjr@dfamilk.com

DAIRYAMERICA | G2-50



DairyAmerica is a federated marketing cooperative association organized for the purposes of marketing dairy products. Our members are: Agri-Mark, Inc., California Dairies, Inc., O-AT-KA Milk Producers, Inc. and United Dairymen of Arizona. DairyAmerica markets 100% of the milk powder produced by our members.

dairyamerica.com

Dairy products offered: skim milk powder, milk protein, buttermilk powder

David Brewer, Sales Director, david@dairyamerica.com

DARIGOLD, INC. | F2-44



Darigold is a 100-year-old farmer-owned dairy company based in the northwestern United States. Known throughout the world for high-quality, consistent and fresh tasting dairy, we produce consumer products, food service items and bulk ingredients, solutions, functions and applications. Made up of nearly 500 family farms and 11 plants, we process nearly a billion pounds of milk annually.

darigoldingredients.com

Dairy products offered: cheese, butter, milkfat, skim milk powder, whole milk powder, whey powder, whey protein

Ashwini Law, Vice President, International Business, ashwini.law@darigold.com

GLANBIA NUTRITIONALS | G2-52



Glanbia is a global nutrition group with operations in 32 countries. It has leading market positions in sports nutrition, cheese, dairy ingredients, specialty non-dairy ingredients and vitamin and mineral premixes. Glanbia products are sold or distributed in over 130 countries. While Europe and the USA represent the biggest markets, the group is continuing to expand into the Middle East, Africa, Asia Pacific and Latin America. Glanbia has over 6,200 employees worldwide in 32 countries. Our purpose is "Delivering better nutrition for every step of life's journey."

glanbianutritionals.com

Dairy products offered: American-style cheese, whey proteins, lactose

David J. Snyder, Vice President International Sales, dsnyder@glanbia.com

INTERRA INTERNATIONAL, LLC | F2-46



Interra International is a global leader in the trade and distribution of commodities and animal proteins, selling over 4,300 products from 45 source countries to over 95 destination countries. Headquartered in Atlanta, Georgia, with five U.S. offices and multiple office locations worldwide, Interra International has an effective and efficient global reach. How can we help you?

interrainternational.com

Dairy products offered: milk powder, butter, cheese, casein, caseinate, milk protein, milk permeate, whey powder, whey protein, lactose

George Meyer-Christian, Sales Manager, gmchristian@interrainternational.com

INTL FCSTONE | G2-40



INTL FCStone is a leader in dairy risk management and advisory services. With dairy experts located all over the world, we are uniquely qualified to help you get the most trade volume, best trade strategy recommendations and leading fundamental market intelligence. Helping companies with dairy, and other commodities, price-risk management is our bread and butter. With roots dating back to 1924, we are today a Fortune 500 company, and our client-first approach emphasizes guidance, integrity, transparency and trust.

intlfcstone.com

Services offered: risk management for dairy products

Charlie Hyland, Head of EU Dairy, charlie.hyland@intlfcstone.com

JAMES FARRELL & CO | F2-45



James Farrell & Co. (JFCO) provides a consistent supply of top-quality dairy and food ingredients for use in the food and beverage industry around the world. Our exclusive marketing relationships with key suppliers promote close cooperation with production and quality control teams, allowing JFCO and the producers we work with to provide customers with ingredient supply solutions to meet their unique needs. JFCO is a global supplier with offices located in the USA, Mexico, China and Malaysia.

jamesfarrell.com

Dairy products offered: white cheddar, skim milk powder, non-fat dry milk, butter, whole milk powder, AMF, lactose, demineralized whey powder

Margaret Johnston, Sales & Marketing, megi@jfarrell.com

LAND O'LAKES, INC. | F2-42



In 1924, the Land O'Lakes name became synonymous with the highest quality dairy products. Today, that hasn't changed. We remain an icon in our nation's kitchens and restaurants, and we are a key supplier to food manufacturers around the world.

landolakesinc.com

Dairy products offered: butter, cheese, cheese powders, skim milk powder, dry sweet whey
Suganya Gunaseelan, Sales Manager, sgunaseelan@landolakes.com

MCT DAIRIES, INC. | G2-48



Our formula for success is what we call "Thinking Outside the Barn," developing breakthrough product formulations and hedging solutions while sourcing supply worldwide and creating new markets in cheese, butter and dairy. MCT Dairies, Inc. has developed a stellar reputation through our extensive knowledge of world dairy markets, hedging strategies, products and pricing. We have forged strong domestic and international business relationships that allow us to rapidly source cheese, butter and dairy products competitively throughout the world. This unparalleled expertise and purchasing power allows us to assist our customers in product development, sourcing, purchasing, logistics and inventory management. We offer export and import services as well as worldwide market analysis. We are adept market economists, helping to ensure consistent supply and competitive pricing. MCT Dairies delivers high-quality products, services and specialized formulations at the best possible price and with complete logistics support.

mctdairies.com

Dairy products offered: cheese, dairy powders, specialty blends
Ryan Wucherer, Director of International Sales, ryanw@mctdairies.com

PERRIGO NUTRITIONALS | F2-39



Perrigo Nutritionals is the largest supplier of private label infant formulas and nutrition products in the world with a presence in 40,000 retail locations in 27 countries. Our wide range of Halal certified infant, follow-on and toddler formulas are made exclusively in the USA in a U.S. FDA-inspected, ISO 9001:2008-certified facility.

perrigonutritionals.com

Dairy products offered: powder formulas from infant to adult
Kelly Gillig, Manager International Commercial Operations, kelly.gillig@perrigo.com

RONALD A. CHISHOLM LIMITED | 297



In business since 1938, Chisholm is an independent merchant of all dairy (and meat) ingredients to food manufacturers and importers/distributors the world over. Our network of offices, subsidiaries and JV operations give us a physical presence in all regions of the globe, enhancing our responsiveness to local market demands.

rachisholm.com

Dairy products offered: milk powder, milk protein, milk fat, cheese, whey
Pankaj Jain, Manager - Global Dairy Trade, pjain@rachisholm.com

SCHREIBER FOODS, INC. | G2-36



Schreiber Foods is a global, employee-owned business headquartered in Green Bay, Wisconsin. Schreiber sells its products—which include cream cheese, natural cheese, process cheese and yogurt—to leading retailers, restaurants, distributors and food manufacturers around the globe. Schreiber's vision is to be the best customer-brand dairy company in the world. The company strives to create sustainable value for its customers as a modern, global partner delivering exceptional quality, service, innovation and insight—all while enriching lives around the globe.

schreiberfoods.com

Dairy products offered: cream cheese, natural cheese, processed cheese, specialty cheese, yogurt
Mike Lehmann, International Sales Manager, mike.lehmann@schreiberfoods.com

SCHUMAN CHEESE | 295



Schuman Cheese is a leading U.S. cheese company and global exporter with innovative and traditional products. New Products: Whisps, Party Trays, Entertaining Cheese Boards. Traditional Products: Parmesan, Romano, Asiago, Gorgonzola, Blue Cheese and Mascarpone. CELLO fresh grated, shaved and shredded cheeses are available in a full range of sizes. Schuman makes its own cheese in seven cheesemaking and processing plants and is known for award winning, consistent, high-quality products.

schumancheese.com

Dairy products offered: cheese
Joan Allen, Managing Director, jallen@schumancheese.com

SCOTT BROTHERS DAIRY | F2-35



Over the last 100 years, we have been producing our frozen yogurt, ice cream mixes and drinkable yogurts with fresh milk from our family farm. We are one of the only co-packers that pick up milk directly from our own farm.

scottbrothers.com

Dairy products offered: soft serve frozen yogurt, ice cream, drinkable yogurts
Richard Morgan, International Sales Representative, morganr@scottbrothers.com

T.C. JACOBY & CO., INC. | F2-43



T.C. Jacoby & Co. is a third-generation, family-owned business and one of North America's premier dairy product trading companies. We specialize in the physical trading of all dairy commodities including fluid milk, cream, liquid milk protein concentrate, butter, cheese, whey and milk powders, including non-fat dry milk and skim milk powder.

jacoby.com

Dairy products offered: cheese, butter, whey, milk powders
Brienne Breed, Vice President Cheese Sales, gulfood@jacoby.com

TALMERA USA, INC. | F2-38



Talmera USA Inc. is an international distributor of high-quality dairy products and ingredients specializing in providing solutions for its customers' needs. It supplies cheese, powders, milk fats, dairy desserts and fluid milk. It can also arrange toll manufacturing of a range of different products for its customers.

talmera.com

Dairy products offered: cheese, cream, sour cream, butter, milk fat
Beatriz Morales, Sales Coordinator, bmorales@talmera.com

TROPICAL FOODS, LLC / BELGIOIOSO | G2-34



Tropical Foods, LLC specializes in the international distribution of dairy, deli, beverage and gourmet foods, with 100+ brands and customers in nearly 50 countries.



Belgioioso Cheese is a privately-owned, Green Bay, Wisconsin, based cheese company producing retail and foodservice cheeses made from rBST hormone-free milk and are all natural. Popular award-winning cheeses include fresh mozzarella, parmesan, romano, asiago, mascarpone, ricotta, fontina, gorgonzola, provolone and American Grana.

tropicalfoodsllc.com | belgioioso.com

Dairy products offered: cheese, beverage, yogurts
Genesis Civitico, Marketing Coordinator, genesis@tropicalfoodsllc.com

UNITED DAIRYMEN OF ARIZONA | G2-56



An Arizona-based dairy cooperative with annual milk production of over 1.9 billion liters. Export sales are managed through our joint ventures: Arizona Dairy Ingredients (a division of UDA), Dairy America, Australian Milk Products Mexico (AMP M), Arizona Cheese Company (ACC), American Dairy Goods USA (ADG USA), Alliance Dairy Goods Middle East North Africa (ADG MENA) and Ferrin-Tech (APS BioGroup).

uda.coop

Dairy products offered: skim milk powder, milk protein concentrates, lactose, buttermilk powder, butter, whey protein, dry powder blends, lactoferrin
James (Jimco) Hrusovszky, Vice President of Business Relations & Development, jimco@uda.coop

For a full listing of U.S. dairy suppliers with products available for export, visit the U.S. Dairy Export Council's extensive online U.S. Dairy Supplier Directory to search for U.S. dairy companies and products that meet your needs:

ThinkUSAdairy.org/SupplierSearch

U.S. Dairy Products

The United States' ample, quality milk supply is transformed every day by dedicated dairy companies into a wide array of dairy products and ingredients. U.S. dairy suppliers are committed to delivering an expanded range of products and services that meet global customers' needs.



BUTTER & MILKFAT

U.S. manufacturers provide a variety of different butter and milkfat products processed under strict guidelines to meet stringent demands of global customers.



CHEESE

The United States produces 600+ types of delicious cheeses, including European-style selections such as cheddar and mozzarella alongside American Originals like monterey jack, colby and cream cheese.



MILK POWDERS

Beyond being the world's largest skim milk powder producer, the United States is also boosting whole milk powder production in direct response to strong customer demand.



MILK PROTEINS

U.S. manufacturers have become increasingly specialized in the production of milk proteins which offer a variety of functional benefits to expand development of protein-packed foods and beverages that consumers demand.



WHEY PROTEINS & INGREDIENTS

From whey protein concentrates and isolates to sweet whey and permeate, the United States produces whey ingredients in a wide range of protein levels to suit diverse customer formulation needs.



YOGURT, ICE CREAM & DAIRY DESSERTS

The United States is recognized for innovation and quality for frozen dairy desserts as well as tasty and nutritious yogurt products.



LACTOSE

A track record as the world's largest lactose producer and exporter makes the United States a trusted, go-to lactose source for feed, food and pharmaceutical uses.



PERMEATE

Rising production of U.S. whey and milk permeates is creating attractive new opportunities to utilize these versatile ingredients to enhance flavor, reduce sodium and lower costs, too.



Looking for more information or additional resources in your search for U.S. Dairy? Please visit our website ThinkUSAdairy.org (English) or ThinkUSAdairy.me (Arabic), or contact USDEC's Middle East/North Africa office with any questions.

USDEC MIDDLE EAST/NORTH AFRICA (AMFI)

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TOUCH**