



# Programme

## Internationalization

Cooperation of Dairies and Suppliers on Global Approaches



More information and registration at [www.mejritekniskselskab.dk](http://www.mejritekniskselskab.dk)  
**NEW BUSINESS • NEW CONTACTS • NEW PARTNERSHIPS**



# INTERNATIONALIZATION

## Cooperation of Dairies and Suppliers on Global Approaches

The aim of this conference is to establish a forum for inspiration, creation as well as contacts between the dairies and suppliers focusing on how future products and technologies can strengthen growth and competitiveness for the Danish Dairies. 18 topics will be presented in which the suppliers will give valuable information to the dairies of latest updates of international trends, future products and technologies. This conference is a unique opportunity to achieve and share knowledge and create awareness of new possibilities, which can make a difference.

**We are looking forward to welcoming you at the Dairy Supplier Day 2016**

The morning plenary is an introduction to a case story of how to facilitate consumer preference, extended market reach and lower cost of production. Additionally, International Business Centre of Aalborg University presents the result of a survey of suppliers' internationalization. The results show how the suppliers can add value to the Dairy Industry.

In the morning and afternoon session, professionals from the dairy supplier industry will share their knowledge and insights from the global markets – you have the possibility of making up your own programme by choosing between the various options of 6 sessions.

In addition, Dairy Suppliers Day 2016 offer you the forum for beginning new cooperation or strengthen already existing relationships with the dairies and industries.

**Your opportunity to - create new business - new contacts - new partnerships.**

### FACTS

The Dairy Suppliers Day 2016 is focusing on the importance of cooperation between customers and suppliers on creating mutual added value and results. Results, which is leading to success for both parties and growth for dairies as well as suppliers.

### Conference audience

- Management and leaders
- Key specialists with responsibilities for projects etc.
- Sales and development
- Project leaders
- Everybody focusing on optimization and improvements

Suppliers	KEY NOTE SPEAKERS
AAK Aarhus Karlshamn AB ALECTIA Alflow Auzmate Bila A/S Grundfos BioBooster CeramicSpeed Bearings A/S Chr. Hansen A/S COSUCRA GROUPE WARCOING CSK Food Enrichment Door System ECOLAB FOSS OBRAM S.A. Sacco SRL / Kemikalia AB SPX Flow Technology Stonehard	Commercial Product Manager, Dairy, Malin Thors Rosenquist AAK Aarhus Karlshamn AB  Marketing Director Karsten Tjener Chr. Hansen A/S  Professor Olav Jull Sørensen, International Business Centre, Aalborg University  Ongoing update of the list at <a href="http://www.mejeritekniskselskab.dk">www.mejeritekniskselskab.dk</a>

### Programme Committee

**Torben Slots,**  
Association of Masters in Dairy Science  
and Technology

**Rene Fredgaard,**  
Association of Dairy Managers and  
Specialists

**Kim Toft Andersen,**  
Danish Society of Dairy Technology

**Lise Berg Kildemark,**  
Arla Foods

**Anne-Sofi Christiansen,**  
Mælkeritidende (Dairy Magazine)

**Jette Rohde,** Mælkeritidende  
(Dairy Magazine)

### You will meet

You will meet Dairy Supplier specialists from both Denmark and Europe with great experience and competence on the international markets and with great knowledge in optimization and development as well as Masters in Dairy Science and Technology and Dairy Managers and Specialists, network formers as well as colleagues from the business which is interested in internationalization and cooperation between dairies and suppliers.

# PROGRAMME

Ongoing update  
of abstracts at  
[www.mejeri-  
tekniskselskab.dk](http://www.mejeri-<br/>tekniskselskab.dk)

9.00 – 9.30 Registration and coffee

9.30 – 11.00 Plenary

## Welcome

Niels Osterland, President of The Danish Society of Dairy Technology

## Strategic approach to new markets

Commercial Product Manager, Dairy, Malin Thors Rosenquist, AAK Aarhus Karlshamn AB

## Consumers and preferences

Marketing Director Karsten Tjener, Chr. Hansen A/S

## Supplier perspective on the dairy setors' competitiveness and value-creation

Professor Olav Jull Sørensen, International Business Centre, Aalborg University

11.00 – 11.30 Coffee Break

11.30 – 12.30 Morning Sessions

	CONSUMER	PRODUCT / QUALITY	TECHNOLOGY
11.30 – 11.50	Growth – Through internationalization of local concepts AAK	Traditional Undefined DL-Starters Sacco SRL / Kemikalia AB	Collaboration – key to success Bila A/S
11.50 – 12.10	Millennials – the upcoming consumers COSUCRA GROUPE WARCOING	Screening for abnormalities in milk FOSS	Auzmate Academy Auzmate
12.10 – 12.30	Mediterranean Flavour CSK Food Enrichment	Instant Fusion™ SPX Flow Technology	Dynamic Master Planning ALECTIA

12.30 – 13.30 Lunch

13.30 – 14.30 Afternoon Sessions

	PRODUCT / PROCESS	ENVIRONMENT	FACILITY
13.30 – 13.50	Alternative heating with gentle product handling Alflow	BiopROtector – A new technology Krüger	Global flooring solutions Stonhard
13.50 – 14.10	Hydrodynamic Cavitation Technology SPX Flow Technology	Reuse of RO-water Grundfos BioBooster A/S	Bearings - undiscovered opportunities CeramicSpeed Bearings
14.10 – 14.30	Cheese dedicated for slicing OBRAM S.A.	3D TRASAR™ CIP ECOLAB	New EU standards for fire doors Door System

14.30 – 15.30 B2B-dating & Coffee

## B2B-dating & Networking

Poster session and networking between dairies and suppliers

15.30 – 16.30 Plenary

## Social Profit Crossing Borders

### Danish Dairy Technology without Borders & Engineers without Borders

Programme Coordinator Isabel Sande Frandsen, Danish Dairy Technology without Borders & Chief Executive Officer Dorte Lindegaard Madsen, Engineers without Borders

16.10 – 16.30 Closure

› Thanks

## Participating Suppliers

### Gold



### Silver

Bila A/S  
Chr. Hansen A/S  
Door System  
OBRAM S.A.  
Sacco SRL / Kemikalia AB

### Bronze

FOSS Nordic A/S  
Procudan A/S  
Stonhard  
SPX Flow Technology  
Tetra Pak

### Other suppliers in B2B-dating

Alflow Scandinavia A/S  
Auzmate  
CeramicSpeed Bearings A/S  
CSK Food Enrichment  
CUSUCRA GROUPE WARCOING  
ECOLAB  
Eurofins Steins Laboratorium  
Krüger A/S  
Novadan  
MesseCenter Herning  
OBRAM  
Q-Interline A/S

Ongoing update at [www.mejeritekniskselskab.dk](http://www.mejeritekniskselskab.dk)

### Participant Fee

Registration at <a href="http://www.mejeritekniskselskab.dk">www.mejeritekniskselskab.dk</a> by April, 11th 2016	DKK
<b>Member of DMS, DMF, FMF</b> Includes conference fee for one person, coffee, lunch and afternoon coffee.	1.995,-
<b>Non member of DMS, DMF, FMF</b> Includes conference fee for one person, coffee, lunch and afternoon coffee.	2.495,-
<b>B2B dating</b> Includes conference fee for one person and participation in B2B dating - one hour in the afternoon programme - with company poster. Your company will be mentioned in Mælkeritidende if registering before February 19th 16.	2.695,-
<b>Visibility in Mælkeritidende (Dairy Magazine)</b> Includes editorial advert of product or concept with your company logo in Mælkeritidende no 6 ( distributed to 1.600 subscribers and free of charge at the conference) Deadline February 19th 16.	3.995,-



**Dairy**  
Suppliers Day



### Information

Date

Time

Place

Conference fee

Conference language

Registration

April 19th 2016

9.30 - 16.30 / 9.30 am to 4.30 pm

Hotel LEGOLAND Hotel & Conference  
(close to airport)

Please view possibilities above

English

[www.mejeritekniskselskab.dk](http://www.mejeritekniskselskab.dk) -

April 11th the latest