

# NEUERO

# -Industrietechnik-

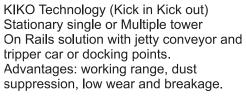
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# The GrainCorp

# **Management and** ownership of an end-to-end supply chain

- Largest network of storage facilities across eastern Australia
- ► 15 million tonnes of grain export capacity at our seven bulk ports
- International network of offices marketing 4 million+ tonnes of grain internationally

# **Quality assurance**

- Team of grain experts
- 4 NATA approved laboratories
- GAFTA approved analysis scheme
- IS09001 certified and ISO17025 accredited
- Halal certified for wheat and barley, kosher certified for edible oils

# **Agrifood processing** expertise

- 1.4 million tonnes malting capacity across five countries
- Presence and expertise at every stage of the oil processing chain
- 900.000 tonnes edible flour milling capacity per annum with 7 flour mills nationally

# **Our end-to-end supply chain**

# **Accumulation**



Eastern Australia's largest regional accumulation network

# **Storage**



Over 20mmt of country storage and handling capacity

# Marketing



Marketing to local and global markets

# **Discover More**

Speak with our team or visit graincorp.com.au to discover more about GrainCorp's marketing and supply chain capabilities.

# Advantage

# **Connection with local and global markets**

- Domestic and international marketing teams
- 6 million tonnes of grain sold and delivered each year to over 200 domestic and international customers across 30+ countries
- Experts specialising in different export markets
- Outstanding market analysis and price risk management

# Australian grain expertise

- Represented in Australia's grain growing regions by a marketing and origination team
- One of the largest marketers of Australian grain and the largest exporter of bulk grain from eastern Australia
- Competitive marketplace for traders and processors
- High demand for quality assured grain and confidence of delivery

# **Road & Rail**



Full freight connectivity for rapid turnaround



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# **Ports**



# **Processing**



A key end producer of malt, oils and flour

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Regional Manager | Middle East, Africa and Japan +61 418 383 336 | npoutney@graincorp.com.au

# **Nicholas Chambers**

Export Marketing Manager

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# WELCOME TO DUBAI, UNITED ARAB EMIRATES (UAE)

Dubai is the second largest of the seven Emirates and hailed as the top business gateway between the Middle East and the world. The GCC's most open economy serves as a role model to the region for its diversification strategy and reliance on non-oil trade including transport and tourism. Recently having won the right to host the prestigious Expo 2020, Dubai's growth will have a positive impact with a visible boost in infrastructure investment and development.

## Emergency Nos.:

Dubai Police Emergency No. 999
Dubai International Airport +971 4 224 5555
Faisal Basheer (IAOM MEA Expo Manager) +971 56 606 3651
Meriem Karoui (IAOM MEA Regional Office Manager) +968 9936 0236
Gulf Dunes (Official Tour Operator) +971 4 450 4460





JUMEIRAH ZABEEL SARAY

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# WELCOME MESSAGE IAOM MEA 2015 CONFERENCE CHAIRMAN

I am pleased to welcome you all to the 26th Annual IAOM MEA Region Conference & Expo on 31st October to 3rd November 2015 at the Dubai World Trade Center (DWTC), UAE.

Dubai is the commercial and travel hub of the Middle East, making it one of the top events destinations in the world. GCC's leading event venue with over one million square feet of multi-purpose space, the Dubai World Trade Center, is an ideal location to host this year's IAOM MEA conference and expo.

DWTC's Sheikh Maktoum Hall is transformed into a ConfEx venue combining conference, expo, lunch and coffee break areas facilitating interaction among delegates, exhibitors, and visitors. IAOM MEA strives to bring more millers from the region adding to the value of the association's goals.

Another key success factor to this conference is the revamped conference program featuring technical, what's new, feed milling, trading, and management topics. IAOM MEA Education Committee members developed the presentations with industry experts to meet the delegates' professional development needs.

We are honoured and privileged to host the 26th IAOM MEA in Dubai, UAE and are pleased to welcome our valued delegates, exhibitors and sponsors.

Yours Sincerely,

H.E. Essa Al Ghurair
IAOM MEA 2015 Conference Chairman
Chairman, Al Ghurair Resources, LLC





The 1st IAOM MEA Sub-Saharan Regional Forum 2015 was successfully held on 27-28 August 2015 at the Safari Park Hotel & Casino Nairobi, Kenya. The event provided the participants with top quality technical papers addressing the following regional topics:

- Maize Processing and Aflatoxin level control
- Flour wheat Quality Control
- Multi Grain processing
- Education and Training

A networking space was also provided for millers to interact with international suppliers and discover the most advanced milling technologies and solutions. The two-day forum featured 15 papers, and included an exclusive visit to Buhler's African School of Milling (AMS), a brand new learning facility for millers from the Middle East and Africa region.

IAOM MEA's 1st Sub-Saharan Regional Forum had a total number of 74 delegates comprised of 43 Millers from 28 Mills, and 31 Suppliers/Sponsors.















Thank you Delegates & Sponsors See you next year!

Visit www.iaom-mea.com for updates



























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\*The Malala Fund supports local education projects and global initiatives promoting girls' secondary education in Pakistan, Nigeria, Jordan, Lebanon, Sierra Leone, and Kenya.













France Export Céréales is a non-profit association built and funded by French grain producers Its aim is to promote the use of French cereals on International markets

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# WELCOME MESSAGE IAOM MEA REGIONAL DIRECTOR

2015 proves to be another exciting and progressive year for IAOM Mideast & Africa Region as we return to the United Arab Emirates (UAE) for the 26th Annual IAOM Mideast &

Africa Region Conference & Expo to be held on 31st October to 3rd November 2015 in Sheikh Maktoum Hall, Dubai World Trade Center (DWTC).

One of the main objectives for this year is to attract more millers especially from Sub-Saharan Africa. We've noted progress since we held our conference in Tunisia, and South Africa in 2013, and 2014 respectively. Our membership from Africa has increased by 70% just in the last two (2) years. We plan to further strengthen our regional outreach by organizing Regional Forums in countries like Kenya, Tanzania, and Uganda, which will focus on the most pressing and most relevant milling trends and topics in those countries.

The 1st IAOM MEA Sub-Saharan Regional Forum was successfully held on 27-28 August 2015 in Safari Park Hotel & Casino Nairobi, Kenya attended by 71 registrants--out of which 40 are millers from 26 milling companies.

IAOM MEA Leadership Council and Education Committee worked hard to customize the conference program according to millers' professional and technical development needs.

IAOM MEA is also proud to announce that Mühlenchemie GmbH & Co KG.'s Future of Flour has been completely translated into Arabic, and that the first 2,000 copies of the Arabic edition will be sold during the conference.

The continued success and growth of IAOM MEA Region is due to the outstanding support of our members, steadfast participation of exhibitors, generosity of sponsors, and commitment of the Leadership Council and Education Committee members.

Here's to another successful IAOM MEA conference & expo!

Ali Habaj
IAOM MEA Regional Director

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# IAOM MEA REGION LEADERSHIP COUNCIL



Merzad Jamshidi Chairman of the Board Global Prime Investment Inc. USA





Ali Habaj Regional Director Oman Flour Mills Sultanate of Oman





Essa Al Ghurair MEA Leadership Council Al Ghurair Resources, LLC United Arab Emirates





Bachar Boubess MEA Leadership Council Modern Mills of Lebanon SAL Lebanon

Nicolas T. Tsikhlakis





MEA Leadership Council
The Modern Flour Mills & Macaroni Factories Co.
Jordan







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Abubakar Bakhresa MEA Leadership Council Said Salim Bakhresa & Co. Ltd Tanzania





Eltalib Eissa MEA Leadership Council Turkish Milling Equipment Co. Sudan







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Ian Flagg MEA Leadership Council US Wheat Associates, Inc. Morocco



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our purpose is singular: to be the global leader in nourishing people

From a single seed in a farmer's field to a dinner table halfway across the globe. Cargill is working hard every day to provide access to safe, nutritious and affordable food for the world's growing population. We are working to help deliver inspiring products, improve efficiencies, reduce costs and lower the use of energy and resources that enable our customers to meet changing expectations and achieve sustainable results. Across our supply chains, we are helping millions of farmers raise more food more sustainably, reach new markets, receive fair pricing and improve their standards of living.

In the places where we live and work around the world, we are helping build vibrant and stable communities by supporting programs that provide long-term solutions to reduce hunger, improve education and protect the environment.

At Cargill, what matters most is not just what we do, but how we do it. We aim to make a difference and deliver results for our customers, employees, partners and communities.



We provide food and beverage manufacturers. food service companies and retailers with high-quality ingredients. meat and poultry products, and healthpromoting ingredients and ingredient systems.

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We serve industrial users of energy, salt. and financial customers starch and steel products. We also develop and market sustainable products made from agricultural feedstocks.







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Peter Lloyd
IAOM MEA Education
Committee Chairman
US Wheat Associates Inc.
Morocco.





**Merzad Jamshidi** Global Prime Investment Inc USA





**Ali Habaj** Oman Flour Mills Sultanate of Oman





**Prof. Dr. M. Hikmet Boyacioglu**Okan University
Turkey





Mohib Ahmed Khan Oman Flour Mills Sultanate of Oman







# IAOM MEA REGION EDUCATION COMMITTEE



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Abdullah Abul Aziz Ababtain Grain Silos & Flour Mills Organization Saudi Arabia





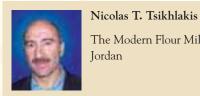
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**Dr. Hossein Yazdjerdi** Taban Flour Mills Iran





The Modern Flour Mills & Macaroni Factories Co. Jordan





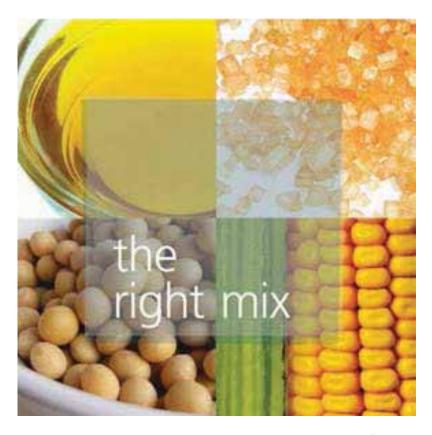
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Feeding a growing world is a big challenge. By helping farmers grow more, facilitating global trade, making high-quality foods and ingredients, and creating renewable energy, Bunge's mix of products and services are part of a sustainable solution. It is our work, and it creates value for our shareholders and the world.

Bunge is a leading agribusiness and food company with integrated operations that circle the globe.

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**Ali Habaj** Mideast and Africa Region Oman Flour Mills Muscat, Oman





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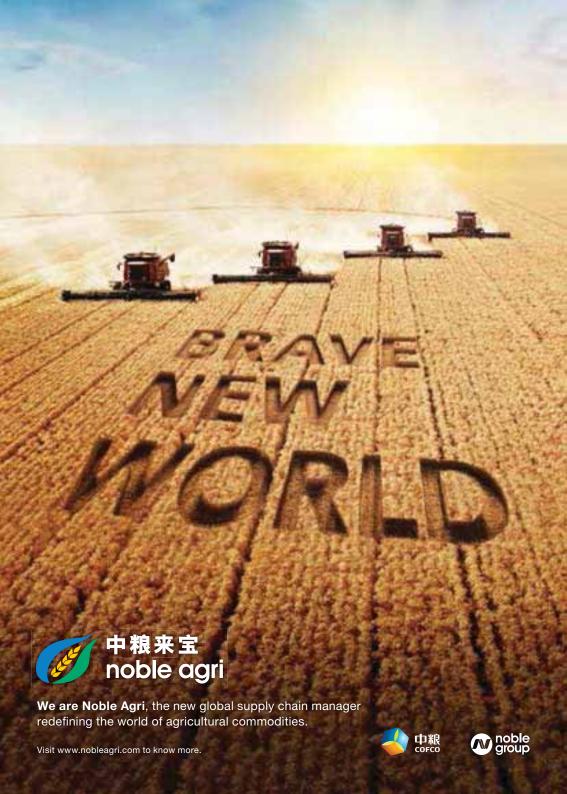
Tom Reed Allied Trades Representative Research Products Company Monticello, Illinois, USA





**TBD**Latin America District









# **IAOM MEA REGION TEAM**



**Ali Habaj** Regional Director





Meriem Karoui Regional Office Manager





**Faisal Basheer** Expo Manager





Mohib Ahmed Khan Technical Program Organizer





Sheena Astete Senior Events Executive







# IAOM MEA REGION TEAM



Valentina Jeyanayagam Events Executive





Rashnat Kamal Hossain Events Coordinator





Sandeep Roshan D'Souza Accountant





**Atiqa Al Riyami** Public Relations Officer



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# A trusted partner in Middle East & Africa

Louis Dreyfus Commodities is a global merchandizer of commodities and processor of agricultural goods, operating a significant network of assets around the world. Today we help to feed and clothe some 500 million people, originating, processing and transporting approximately 77 million tons of commodities annually.

We anchored Louis Dreyfus Commodities in the Middle East & Africa Region in 1924 and established our regional hub in Dubai in 2008. Today, we have offices in 22 countries within the region and operate more than a dozen commodities: wheat, maize, barley, sugar, sunflower seed, soybean, coffee, cotton, rice, fertilizers, crop protection products, metal and dairy.

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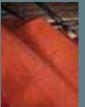


























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# Traders' Dinner Sponsors















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#### 1st November



#### 2nd November



#### 3rd November









# **Education Partner**



# Conference Stationaries



# Local Gift



# Coffee Break Sponsors

1st November



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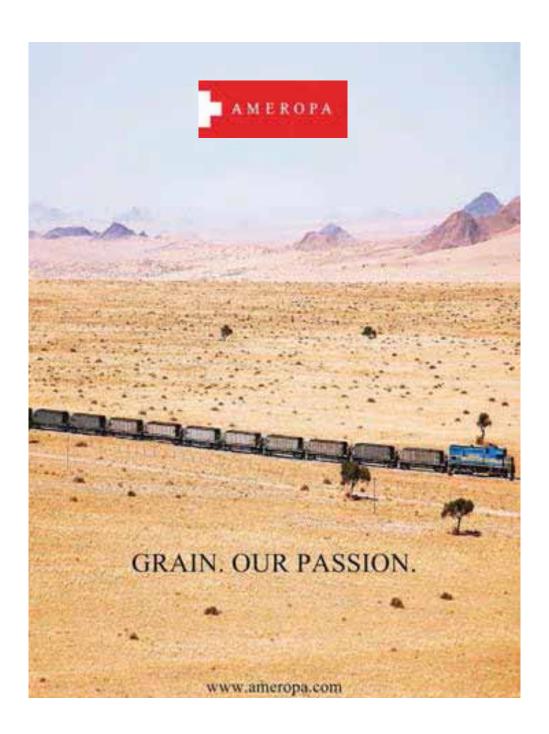
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### Developing Educational and Technical Proficiency in the 21st Century

The International Association of Operative Millers (IAOM) is an international organization comprised of grain millers and allied trades representatives devoted to the advancement of education and training opportunities in the grain milling industries. Membership consists of individual members who work at milling companies or for the industries that provide products and services to mills. With 16 districts in Latin America, the Middle East and Africa, Eurasia, Southeast Asia, and throughout North America, IAOM provides an international forum for networking, the exchange of ideas, technical and educational opportunities, and the discovery of new products and services.

#### IAOM Membership includes:

#### Access to Member-only sections of the IAOM Website

IAOM members enjoy access to special areas of the website where they can search past publications, view and listen to recordings of conference presentations, and search IAOM's online member database.

# Subscription to Annual Membership Directory

This user-friendly compendium of IAOM members is not available for sale, and provides the opportunity for networking with other professionals around the world involved in the industry. The Directory lists milling professionals, as well as suppliers who provide products and/or services to the industry. Individual listings include contact names, company names, addresses, phone numbers, fax numbers, websites and e-mail addresses.

# Subscription to International Miller

A valuable source of technical information and description of the latest developments in the various areas associated with milling and grain processing. Contributors are highly regarded professionals in their respective fields. International Miller also reports the activities of the association, its districts and standing committees, and other industry-specific news.



## Discounted tickets to the industry's premier milling conferences and expos

The IAOM Annual Conference and Expo (in North America) is the premier educational event for grain milling and seed processing professionals. The annual event gathers milling and allied trade professionals from around the world for three days of education, networking and fellowship.

The Annual IAOM Mideast & Africa District Conference—is where all of the operative millers of the region, as well as their upstream and downstream partners convene. Held in a different country in the district each year, this annual conference attracts the entire African and Middle Eastern regional milling family, which represents the largest wheat usage and consumption market in the world.

The Annual IAOM Southeast Asia District Conference& Expo –this conference brings together milling professionals from countries acrossSoutheast Asia and the Pacific Rim. The annual event draws milling and allied trade professionals from across the region for two days of education, networking and fellowship.

Discounted fees for the leading milling educational short courses and correspondence courses

#### The IAOM Correspondence Course in Flour Milling

Completely revised and rewritten by industry veterans and IAOM members, this course has been reorganized into eight units divided into 5-10 lessons each. It is suitable for trainees, or it can serve as a refresher course for experienced personnel, and for those in affiliated industries wishing to improve their knowledge of grain milling. Students must successfully complete a test at the conclusion of each lesson. A certificate is issued on the successful completion of each individual unit, with a diploma issued on the successful completion of all eight units. The course is currently offered in English, Unit 3 is available in Arabic, and Units 1, 2 and 3 are available in Spanish. All other units are being translated into Spanish.

## IAOM Resident Milling Courses at OCRIM

IAOM, in cooperation with Ocrim's International School of Milling Technology, offers two weeklong resident courses designed for those who wish to advance their



skills or careers in the milling industry. Bühler and Kansas State University offer executive and expert resident milling courses. The Resident Milling Courses provide hands-on instruction by industry experts and experienced instructors. Upcoming courses include:

#### IAOM Fundamentals of Milling I

Technical training course intended for employees, supervisors and managers closely associated with flour milling plant operations. Participants will be introduced to general flour milling plant operations including the grain elevator, cleaning, conditioning, milling, packaging and warehouse departments. Special focus will be placed on grain cleaning, conditioning and milling equipment role in the milling process and system flow sheets. Wheat quality characteristics and conditioning impact on mill processing will be qualitatively explored. Flour quality specifications and quality measurements will be identified for basic bakery product systems. In addition to lecture and discussions, participants will be engaged in hands on laboratory and pilot scale milling exercises.

# IAOM Fundamentals of Milling II

Technical training course intended for employees, supervisors and managers directly associated with flour milling plant operations. Participants will be introduced to a variety of technical and economic analytical tools for milling process evaluation. Technical tools to be presented include product granulation, cumulative ash, step chart development, and flow sheet equipment allocation analysis. Economic tools to be discussed include yield management, divide milling and the impact of moisture on profitability. Selected roller mill grinding, sifting, and purification variables will be examined in depth. Special emphasis will be put on mill balance and troubleshooting skill development during hands on laboratory and pilot scale milling exercises.

# Courses Offered Annually

- IAOM Fundamentals of Milling II (Cremona, Italy)
- Mill Maintenance I or II
- Buhler-KSU Expert Milling



- Buhler-KSU Executive Milling
- Buhler-KSU Curso para ExpertosenMolineria (in Spanish)
- Buhler-KSU Curso para Ejecutivos (in Spanish)

#### Discounted fees for milling educational publications and videos

#### **Publications**

- Cereal Millers Handbook
- Dictionary of Milling Terms & Equipment
- Sanifacs Manual
- Stored-Grain Insects
- Technical Bulletins, Volume II (1937 to 1943)
- Technical Bulletins, Volume IV (1944 to 1975)

#### Videos

- Good Manufacturing Practices in Grain Processing (English and Spanish on one disc)
  - Part I Good Manufacturing Practices in Grain Receiving, Handling and Storing Part II - Good Manufacturing Practices in the Milling Process
  - Part III Good Manufacturing Practices in Packaging, Storing and Distributing
- KSU Historical Milling Films
  - 3 films on 1 DVD: The Amazing Art of Flour Milling (45 minutes), Roller Mills in Action (37 minutes), and A Photographic Study of a Sifter Operation (35 minutes)
- 3-part DVD Series on Handling Emergency Situations
   Video I Strategic & Tactical Considerations of a Grain Elevator Explosion
   Video II Tactical Considerations at Grain Elevator Fires
  - Video III Agriterrorism

### Membership Classifications

#### Active Member

Any individual who is a professional grain miller and/or seed processor; milling engineer; manager or supervisor of quality control; food protection or safety; mill and other processing facility managers; facility and corporate superintendent who



is of proven ability and good character, and who actively engages in grain milling oraffiliated industries at the time of making application for membership in the International Association of Operative Millers.

#### Associate Member

Any individual who works at a firm or corporation that manufactures products and/ or provides services to the grain millingor affiliated industries.

#### Junior Active Member

Any person of good character and record who is enrolled in the milling science and management program at Kansas State University or a similar field of study at another like school approved by the IAOM Board of Directors.

#### Member Dues

Active: \$195 Associate: \$195 Junior Active: \$30

All dues paid in US funds and drawn on US bank





# CWB is becoming G3 Canada Limited.

"Our extremely knowledgeable team and extensive operational experience form the basis of a smarter path from Canadian fields to global markets."

G3 Canada Limited looks forward to continue serving customers around the world."

# **Ward Weisensel**

Senior Vice President, Trading, Procurement and Risk.





OLAM HAS OPERATIONS IN 65 COUNTRIES AROUND THE WORLD

Presence in major grain geographies

Wheat milling in Sub-Saharan Africa

Growing organisation fuelled by its people's ideas and energy

Contact Middle East markets: gurpreet@olamnet.com









# DAY 1 | NOVEMBER 1, 2015

No.	Presentation	Speaker	Designation	Company
OC1	Global Grain Trade Trends - The Importance of the Supply Chain	Mark Pa <mark>l</mark> mquist	Managing Director & CEO	GrainCorp (Australia)
MGT1	Keynote Management Presentation Three Keys to Creating Brand Remarkability	Keith Chambers	Marketing Expert to the Fortune 100; Founder	The Chambers Group (USA)
MGT2	Keynote Management Presentation Building Your Brand as a Leader	Dorie Clark	Marketing Strategy Consultant for Google, Microsoft, Yale University, and The World Bank; CEO	Clark Strategic Communications (USA)
TECH1	CombiMill - Production of Genuine Flour with PesaMill Technology	Peter Striegl	Head of Business Unit Industrial Milling	Buhler AG (Switzerland)
TECH2	Reduction and Replacement of Azodicarbonamide in Baking Applications	Dr. Lutz Popper	Head R&D	Muehlenchemie GmbH & Co. KG (Germany)



# DAY 1 | NOVEMBER 1, 2015

No.	Presentation	Speaker	Designation	Company
TECH3	Intelligent Fumigation in Mills & Silos	Vasilis Sotiroudas	Agriculturist - Food Scientist	AgroSpeCom (Greece)
WN1	Leonardo Rollermill	Pietro Barbalarga	Commercial Director	Omas (Italy)
WN2	One Step Ahead in Milling Efficiency and Food Safety	Urs Dübendorfer	Senior Advisor Grain Milling	Buhler AG (Switzerland)
WN3	Amylab - New Method for Quick Determination of Hagberg Value	Stephane Cochet	Export Director	Chopin Technologies (France)

# DAY 2 | NOVEMBER 2, 2015

dillian

No.	Presentation	Speaker	Designation	Company
FMTT1	MCFA-Application and Benefits in Agribusiness	Buis Ebbinge	CEO & Managing Director	Daavision (Netherlands)
FMTT2	Important Issues & Challenges in Poultry Industry	Dr. Roel Mulder	Secretary General	Worlds Poultry Science Association WPSA (Netherlands)





# DAY 2 | NOVEMBER 2, 2015

NI	D c ct	0 1	D : .:	0
No. FMTT3	Presentation  Reduced Feed Cost & Improved Performance with Altered Feed Particle Size	Prof. John T Brake	Designation  Distinguished Professor of Poultry Science, Physiology, and Nutrition,	North Carolina State University (USA)
FMTT4	Binder Technologies for Food and Feed	Dr. Ajay W Deoghare	Business Director	Bios AgriCorp Ltd. (Finland)
FMTT5	Phytases - Their Use and Differences Between Sources	Dr. Michael Richard Bedford	Research Director	AB-Vista Feed Ingredients (UK)
TECH4	Overall Considerations/ Benefits of Metallic Silos	Francesco Selva	Chief Design Engineer, Technical Department	FRAME Grain Storage Plants (Italy)
TRD1	US Market Outlook	Vince Peterson	Vice President of Overseas Operations	US Wheat Associates, Inc. (USA)
TRD2	Black Sea Market Outlook	Hans Stoldt	Director	Ameropa S.A. (Switzerland)
TRD3	Canadian Market Outlook	Chris Gillen	Manager, Marketing & Sales for Europe, Africa, the Middle East, & Latin America	G3 Canada Limited (Canada)



# DAY 2 | NOVEMBER 2, 2015

No.	Presentation	Speaker	Designation	Company
WN4	A Tool to Confidently Market Vitamin Enriched Flour	Dr. Anna Zhenchuk	Technical Marketing Manager	BioAnalyt GmbH (Germany)
WN5	MGA - Online Multifunction Grain Analyzer	Cristian Torri	Area Manager	Ocrim (Italy)
WN6	Smillago II Rollermill	Bora Gokdeniz	Sales Marketing and After Sales Manager	Alapala Machine Industry & Trade Inc. (Turkey)

# DAY 3 | NOVEMBER 3, 2015

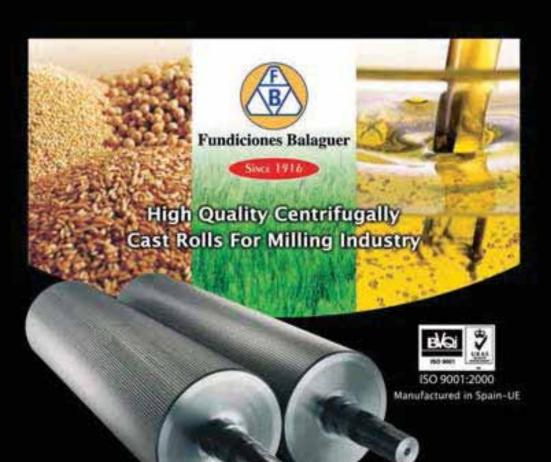
No.	Presentation	Speaker	Designation	Company
TECH5	New Flour Evaluation Test for	Edouard Navarre	Export Director MEA	Eurogerm (France)
	Soft Products			
TECH6	MultiGrain - New	Raphael	Head of	Buhler (UAE)
	Market Opportunity	Krucker	Customer	
	for Processing		Service and	
	Local Grain into		Business	
	Traditional Food		Development	
			MEA	
TECH7	Wheat Processing	Andrew	Applications	DuPont
	Enzymes for	John	Specialist in	Nutritional
	Enhanced Milling	Flounders	the Nutrition	Biosciences Aps.
	Efficiency		& Health	(Denmark)





# DAY 3 | NOVEMBER 3, 2015

No.	Presentation	Speaker	Designation	Company
TRD4	Keynote Trading Presentation  Managing Strategies & Price Risks for Flour Milling Firms	Dr. William Wilson	Distinguished University Professor, Department of Agribusiness & Applied Economics	North Dakota State University (USA)
TRD5	Baltic Sea Market Outlook	Indrek Aigro	Broker for Grains	Copenhagen Merchants (Denmark)
TRD6	Iran Agri Trade Prospective	Dr. Ali Ghanbari	Deputy Minister, Chairman & CEO	Government Trading Corporation (GTC) of Iran
TRD7	Australian Market Update	Andrew Vroland	Director Marketing	Glencore (Netherlands)
TRD8	French Market Outlook	Jean-Pierre Langlois- Berthelot	President	France Export Cereales (France)
TRD9	What This Means for the Miller	Djamal Djouhri	CEO	Al Ghurair Resources, LLC (UAE)





# Fundiciones Balaguer, S.A.

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# INSPIRING EXCELLENCE, TOGETHER

By excelling at everything that we do, we inspire our customers, suppliers and employees to achieve excellence.







































- Biscuits Wafers Cakes Snacks Chocolates Confectionery Ice Creams
- Flour Pasta Animal Nutrition Fresh Poultry Eggs Fruits Bakery Ingredients
- Frozen Foods Retail Industrial Fats Oil Trading Personal Care Culinary
- Spices Plastics Corrugated Boxes Chemicals Foodservices









# OPENING CEREMONY & MANAGEMENT SPEAKERS



Master of Ceremonies

RANIA ALI

TV Presenter & Live Events Host (UAE)

Rania Ali is a bilingual English and Arabic, TV Presenter & Live Events Host (Emcee). Trained as an Arabic News Anchor from Al Arabiya TV. With over 9 years commercial experience in Banking, Marketing & Events Management. She has firmly established her reputation as one of the top trusted & sought after live event presenters in the country. She regularly presents for His Highness Sheikh Mohammed bin Rashid Al Maktoum, including audiences of over 70 Arab & foreign ministers and in excess of 7000 guests.



Opening Speech by Conference Chairman

H.E. ESSA AL GHURAIR

Chairman, Al Ghurair Resources (UAE)

Mr. Essa Al Ghurair graduated from the San Diego State University in California USA with Business Administration. He serves as the Chairman of Al Ghurair Resources, a major supply chain provider and a key player in the field of agricultural commodities. He oversees the diverse business activities which include the manufacturing and marketing of edible oils and legumes; and in the trading of food grains, oils and meals. Specializing in industrial manufacturing and commodities trading in international markets, combined with extensive experience has led Mr. Essa Al Ghurair to be a leading figure in industry circles. Essa Al Ghurair Investment LLC (EGI) was founded in the year 2000. EGI is now a Holding Company, comprising of Four Main Business units - Foods, Real Estate, Investment & Venture Capital and Business Development. He also is the Director at Al Ghurair University, National Cement Co. PSC, Chairman at the Tharawat Advisory Board, Tharawat Family Business Forum and he is a Board Member in the Dubai Chamber of Commerce & Industry.







Welcome Speech - IAOM MEA Regional Director
ALI HABAJ

CEO, Atyab Investments & Oman Flour Mills Co. SAOG (Oman)

Ali Habaj is currently the Chief Executive Officer of Atyab Investments & Oman Flour Mills Co. SAOG. He holds an M.B.A in Marketing from the University of Bristol, UK and a General Management Program for top executives from Harvard University, USA to add to his credentials. Having worked in Oman for over 22 years in management roles, he possesses rich experience of which he has been driving Oman Flour Mills Co. SAOG and Atyab Investments since 2000. Taking over as the CEO, he has managed to diversify the flour & feed company into value added Food Industry including Industrial Bakery and poultry business. The company has grown threefold over the last decade under his leadership & guidance. It has a significant presence in the grain and the food value chain across the GCC region. As part of Atyab Investments, Ali Habaj is also the Chairman for both Modern Poultry Farms and Sohar Poultry Company. He is an active member at the Young President Organization (YPO) holding the office as an Education officer 2014-2015 & Chairman for 2015-2016.



Global Grain Trade Trends - The Importance of the Supply Chain MARK L PALMQUIST (BBUS)

Managing Director & CEO, GrainCorp (Australia)

Mark Palmquist joined the GrainCorp Board as Managing Director & CEO in October 2014. He was previously Executive Vice President and Chief Operating Officer, Ag Business, for CHS Inc., a leading global agribusiness, diversified in energy, grains and food. He has held a variety of leadership roles for a broad range of CHS agricultural inputs and marketing areas, retail businesses and grain-based food and food ingredients operations. Mr Palmquist was previously a Director of Rahr Malting, a leading US maltster. Mr Palmquist is a Director of Allied Mills Australia Pty Ltd.







Management Moderator
MARTIN SCHLAURI

Managing Director, African Milling School, Buhler MEA, Kenya

Mr. Martin Schlauri joined Bühler in 1980 after graduating as a milling technologist. After completing assignments in process development and plant commissioning, he was made responsible for the flour milling business in various countries and gained widespread experience in the Italian market as general manager of Bühler's flour milling department in Milan. Back to the headquarter in Switzerland, Martin Schlauri took over the management of the grain milling training center offering professional training to milling personnel from all over the world. Since 2000 Martin Schlauri was heading Bühler's worldwide grain milling activities. This position he held until October 2014. Martin Schlauri has been newly assumed the management of the African Milling School located in Nairobi, Kenya as well as special tasks in Key Account Management in the Bühler Group.



Three Keys to Creating Brand Remarkability
KEITH CHAMBERS, MARKETING EXPERT TO
THE FORTUNE 100

Founder, The Chambers Group (USA)

For over twenty-five years, Keith Chambers served as Creative Marketing Consultant to the Fortune 100. He has lead marketing strategy and executional tactics for more than 160 goods and service providers, including some of America's biggest household names like Arm & Hammer, Hormel, Coppertone, Claritin, 3M, McCormick, Clorox, General Mills, Dole, Frito Lay, and many more. In order to stay ahead of his competition, Keith reinvented the traditional marketing process and is now known for the extraordinary high conversion sales rates he routinely creates for his clients. In his keynote, he shares this extraordinary process as well as many of the new marketing insights he has produced. Keith credits his aggressive attitude for his long record of marketing successes.







Building Your Brand as a Leader

DORIE CLARK, MARKETING STRATEGY

CONSULTANT & SPEAKER FOR GOOGLE,

MICROSOFT, YALE UNIVERSITY, FIDELITY, AND

THE WORLD BANK

CEO, Clark Strategic Communications (USA)

Dorie Clark is an Adjunct Professor of Business Administration at Duke University's Fugua School of Business, guest lecturer at Harvard Business School, and the Harvard Kennedy School, and the author of Reinventing You (Harvard Business Review Press, 2013) and Stand Out (Portfolio/ Penguin, 2015). A former presidential campaign spokeswoman, she is a frequent contributor to the Harvard Business Review, Forbes and Entrepreneur. Recognized as a "branding expert" by the Associated Press, Inc., and Fortune. Dorie consults and speaks for a diverse range of clients, including Google, the World Bank, Microsoft, Morgan Stanley, the Ford Foundation, the Bill & Melinda Gates Foundation, Yale University, the Mount Sinai Medical Center, and the National Park Service. She has been named to the Huffington Post's "100 Must Follow on Twitter" list for 2013 and 2014, and to the #Nifty50 list of top women on Twitter. She was also named one of Inc. magazine's "100 Great Leadership Speakers for Your Next Conference," and recognized in Forbes as one of "25 Professional Networking Experts to Watch in 2015."





# TECHNICAL SPEAKERS



Technical & What's New Sessions Moderator
PETER LLOYD
IAOM MEA Education Committee Chairman
Regional Technical Director, US Wheat Associates, Inc.
(Morocco)

Principally a technical miller, but also experienced in quality control and training, Peter currently looks after a wide array of technical promotions throughout the Middle East, East and North African Region visiting mills in those countries and troubleshooting storage, phytosanitary or other issues. Peter joined USW in 1991 as Director General of the USW funded Egyptian Milling School. Following this, he became the chief analytical miller with the Tri-State and USW funded Wheat Marketing Center in Portland, Oregon. From 1998 – 2002 he served as Director of the USW Miller Outreach Program in Casablanca, Morocco.. Following a sabbatical year as Technical Manager for the Al Ghurair Foods Group in Dubai, Peter moved to Tunis in June of 2004 where he looked after technical issues throughout the North African Region returning to Morocco in 2009 to serve as Regional Technical Director for the Middle East, East and North Africa Regions of US Wheat Associates in charge of the regional Technical Outreach Program.



CombiMill - Production of Genuine Flour with PesaMill Technology

PETER STRIEGL

Head of Business Unit Industrial Milling, Buhler AG (Switzerland)

Mr. Peter Striegl joined Buhler in 1998 after graduating as a milling technologist. After completing assignments in plant commissioning, he was made responsible for the milling technology in Northern Europe. Back to the headquarter in Switzerland, Peter Striegl was heading the technology department of the grain milling in Switzerland. From 2012 to 2014 he was responsible for the milling technology wordwide. Since 2014 Peter Striegl is the Head of Business Unit Industrial Milling, Uzwil, Switzerland.







Reduction and Replacement of Azodicarbonamide in Baking Applications

DR. LUTZ POPPER

Head R & D, Muelenchemie (Germany)

Dr. Lutz Popper read food technology at the Berlin University of Technology, followed by research and instruction activities at the Institute of Food Technology. In his Ph.D. thesis he treated the extraction and application of antimicrobial enzymes. Since December 1993 Popper is with Muehlenchemie, as head of research and development, and since 2009 also as scientific director of the Stern-Wywiol Gruppe. He is an external lecturer for food technology at the Kiel University of Technology since 1997 and has contributed more than 135 articles and lectures to the field of food science.



Intelligent Fumigation in Mills & Silos VASILIS SOTIROUDAS

General Manager, EcO2 and AgroSpeCom (Greece)

Vasilis Sotiroudas is the General Manager of EcO2-Greece and AgroSpeCom two companies offering Pest Management Solutions, design of Quality Assurance systems and Personnel Training. Vasilis is also auditing food companies as an external auditor for Certification bodies and Retailers. Through this experience he has gained access to the largest Greek and Multinational Food Companies and has confronted many problems concerning pests, hygiene and quality. He is a registered auditor for all food certification protocols and has participated in over 350 audits. He is a trainer of the Greek Food Inspection Authority agents and he has organized and presented in about 100 seminars. Since 2008 Vasilis got involved with controlled atmosphere fumigations mainly with Heat Treatment of food facilities and Low Oxygen atmosphere in chambers and silos.







New Flour Evaluation Test for Soft Products
EDOUARD NAVARRE
EXPORT Director MEA, Eurogerm (France)

Edouard Navarre has 25 years' experience in the Milling & Bakery business. He first joined the biggest Milling group in France "Grands Moulins de Paris" to develop the sales of French flour and bakery mixes in the UK market then he moved to the Frozen bakery division of G.M.P to take in charge the sales development of "Délifrance" in Southern Europe (Spain /Portugal and Greece). He was then Managing Director of "Délifrance Iberica".



MultiGrain - New Market Opportunity for Processing Local Grain into Traditional Food

RAPHAEL KRUCKER

Head of Customer Service and Business Development MEA, Buhler (UAE)

Following an apprenticeship as milling engineer at Bühler and graduating in mechanical engineering in St. Gallen, Raphael Krucker continued his executive education at the IMD Business School in Lausanne, Switzerland during 2010 as well as at the WITS Business School in South Africa where he graduated in 2013 the Management Advancement Programme. From 2001, he worked in various project management positions, including Asia and Europe. He started working as Area Sales Manager in 2006 for African countries and took responsibility as Head of Sales in 2010 for the East and Southern African region. Since 2014 he is in charge as Head of Customer Service and Business Development Middle East and Africa Region.







Wheat Processing Enzymes for Enhanced Milling Efficiency ANDREW JOHN FLOUNDERS

Applications Specialist in the Nutrition & Health, DuPont Nutritional Biosciences Aps.(Denmark)

Andy has 30 years of experience in the food industry. Andy joined Danisco in 2001, which was acquired by DuPont in 2011. He is an Applications Specialist in the Nutrition & Health division with deep knowledge in the bakery and bread industry. He works on bakery technology projects for the UK/ Ireland and Middle Eastern regions.



Overall Considerations/Benefits of Metallic Silos FRANCESCO SELVA

Chief Design Engineer, Technical Department, FRAME Grain Storage Plants (Italy)

Francesco Selva is Chief Design Engineer in FRAME's Technical Department. He is responsible of project planning and management, silo design and in-house technical software developments. He has a solid background in structural engineering thanks to a Master Degree in Structural Engineering achieved in 2012 at University of Bologna. He had also experienced abroad, at UCSD University of California – San Diego.





## WHAT'S NEW SPEAKERS



Leonardo Rollermill
PIETRO BARBALARGA
Commercial Director Grain Milling, Omas (Italy)

Pietro comes from an Italian family with tradition in milling started by his grandfather. After graduating as milling technologist from Torino, he went on to proceed with assignments in process designs and plants commissioning worldwide. He was appointed Sales Area Manager for Northern Europe, and later on moved to South East Asia and Oceania. In 2004, Pietro joined Omas, and became Commercial Director four years later. He also became Omas shareholder in 2012. His technical and commercial expertise is instrumental in the role he plays in Omas' worldwide activities.



One Step Ahead in Milling Efficiency and Food Safety URS DÜBENDORFER

Senior Advisor Grain Milling, Buhler AG (Switzerland)

Urs Dübendorfer joined Bühler in 1991 as a start-up engineer after graduating as a milling technologist SMS. In 1992, he was assigned as milling technologist at our Bühler office in Italy where he focused mainly on durum milling and specific projects until 1998. Afterwards he returned to Uzwil, Switzerland and took over the position as Head of Customer Training Center, which he successfully managed until 2006. During that period he also adopted various teaching activities at the Swiss School of Milling in St. Gallen. In 2006 he was allocated in Bühler's Business Development in order to expedite innovative solutions and as Product Manager with special assignments he contributed to various pathbreaking developments in the field of grain processing. As a Bühler Senior Advisor since 2012, he brings in more than 30 years' experience in grain milling into worldwide markets, such as China and Africa.







Amylab - New Method for Quick Determination of Hagberg Value STEPHANE COCHET

Export Director, Chopin Technologies (France)

Stéphane has 20 years of experience in the grain and milling industry. He has been the Export Director of Chopin Technologies for 10 years now and also a member of the Chopin Board. He graduated with a Bachelor of Technology in ENSMIC (French Milling School) together with a Master for International Management in Essec Business School Paris – Singapore.



MGA - Online Multifunction Grain Analyzer CRISTIAN TORRI

Area Manager, Ocrim (Italy)

Cristian Torri was born in Rimini on 11.07.1976. He has studied at Bologna University and has a degree in Statistics. He's working in Ocrim commercial department since 2014 as Area Manager for the Gulf countries.



A Tool to confidently Market Vitamin Enriched Flour DR. ANNA ZHENCHUK

Technical Marketing Manager, BioAnalyt GmbH (Germany)

Dr. Anna Zhenchuk has held the position of Technical Manager at BioAnalyt since 2012, where she is involved in technical support, product development and technical marketing of the innovative test kits. She also regularly presents on the topic of quality control systems at flour fortification workshops across Africa and Asia. Dr. Zhen-chuk holds a PhD from the Technical University of Munich in Immunology and Nutrition. She was also trained at technical universities in Ukraine, USA, Norway and Sweden with focus on business and biotechnology.







Smillago II Rollermill BORA GOKDENIZ

Sales Marketing and After Sales Manager, Alapala Machine Industry & Trade Inc. (Turkey)

Bora Gökdeniz received his education at the Boshphourus University in Turkey 1990 and Technical University of Istanbul in Turkey 1985 in the Mechanical engineering science. From 1992 he worked for FIAT Auto, Turin as product development engineer. In 2000 he worked for BMW as Group Manager, in 2007 General Manager of Hyundai MOBIS – KAPAS in Korea responsible for spare parts operation. Mr.Gökdeniz has been Sales and Marketing Director of ALAPALA since 2012.





# FEED MILLING TECHNOLOGY & TRENDS SPEAKERS



Moderator RODERICK H PRINCE

International and Pet Business Director, Trouw Nutrition GB (UK)

Roderick Prince is the International and Pet Business Director at Trouw Nutrition GB where he has Management Board responsibility for all products exported from the company's site in Ashbourne, Derbyshire. He is also the leader of Trouw Nutrition Pet Team Europe which supplies leading global and regional Pet Food manufacturers across the whole of Europe including Russia. This team services brands in Europe with a value which exceeds \$12bn. Brand assurance and food safety is at the heart of the company's manufacturing ethos. Roderick was instrumental in Trouw Nutrition GB receiving the human food standard ISO22000: 2005 and Sedex 4-Pillar accreditation in 2013. He has a BSc (Hons) in Agricultural Science, an MSc in Agricultural Management and is a Member of The Institute of Export.



Mid Chain Fatty Acids (MCFA) <mark>– Application and its benefits in</mark> Agribusiness

**BUIS EBBINGE** 

CEO & Managing Director, Daavision (Netherlands)

Buis Ebbinge has been a successful professional before starting & establishing his Company Daavision, He has got more than 15 years experience in Organic Acid. He is now handling the company affairs as a CEO & Managing Director and has been instrumental to expand the business of Daavision in more than 33 countries with a turnover of over than 11 million Euros. Daavision BV is a first generation company, founded in 2003 by Mr Buis Ebbinge and Mr. Ejal Heijman in Wageningen the Agriculture capital of Holland. Today, Daavision is known as one of the leading companies specializing in organic acid mixture nominated two years in a row for Innovation Award (2013, 2014).







Important Issues and Challenges in Poultry Industry DR. ROEL MULDER

Secretary General, Worlds Poultry Science Association WPSA (Netherlands)

Dr Roel Mulder graduated from the Faculty of Chemistry, University of Delft in The Netherlands (1969) and completed his PhD in Agricultural Sciences at Wageningen University, Wageningen, The Netherlands (1982). He worked for 30 years at the Spelderholt Centre for Poultry Research, Beekbergen, The Netherlands, in several positions from scientist, head of department to acting Director. Main subjects are: technology of the production of poultry and egg products, hygiene, food safety, quality control, re-use of poultry waste, nutrition. After 3 years at the European Commission in Brussels, Belgium at the Research Directorate, he started Spelderholt® Poultry Consulting and Research, a consulting company in The Netherlands (2002). Currently he is Secretary General of the Worlds Poultry Science Association (WPSA).







Reduced Feed Cost & Improved Performance with Altered Feed Particle Size

#### PROF. JOHN T. BRAKE, PH.D., PAS

William Neal Reynolds Distinguished Professor of Poultry Science, Physiology, and Nutrition | Director of Graduate & Certificate Programs, North Carolina State University (USA)

Dr. John T. Brake grew up on a small farm in eastern North Carolina and graduated with highest honors from NC State University at Raleigh in 1974 with a double major in the Science options of Poultry Science and Animal Science and completed the requirements for the Ph.D. in Physiology with significant coursework in Biochemistry and Nutrition in 1977. He presently serves as William Neal Reynolds Distinguished Professor of Poultry Science, Physiology, and Nutrition as well as Director of Graduate and Certificate Programs in the Prestage Department of Poultry Science at NC State University. Dr. Brake has published over 900 scientific, technical, proceedings, abstracts, and popular articles that have been translated into over 10 languages. He has given over 400 presentations and/or consulted in over 50 countries. He has received from NC State University the Outstanding Young Alumnus Award, the Sigma Xi Faculty Research Award, an Outstanding Undergraduate Teacher Award, an Outstanding Graduate Instructor Award, and a Faculty Resource Development Award for his outstanding fund-raising efforts. He also received the Broiler Research Award and the Merck Award for Achievement in Poultry Science from the Poultry Science Association. He was named a Fellow in the Poultry Science Association in 2006.







Binder Technologies for Food and Feed
DR. AJAY W DEOGHARE
Business Director, Bios AgriCorp Ltd. (Finland)

Dr. Ajay W Deoghare presently is working as the Business Director of Finland based Bios AgriCorp Ltd, a global technology company for Agriculture, Animal Health and Food sectors. Bios AgriCorp mission is Protecting Promoting and Encouraging Life, which is centered on innovation, research and development. Dr. Ajay is a competent technocrat in the agribusiness sector, and an innovator. He holds a degree in Veterinary science and a Masters Degree in Business Management. Prior to this he had worked with Roche and BASF.



Phytases - Their Use and Differences Between Sources
DR MICHAEL RICHARD BEDFORD
Director of research, AB Vista Feed Ingredients (UK)

Dr.Michael completed his BSC degree (Animal Physiology, Nutrition, and Production) from University of Nottingham during 1978-81. He completed MSC in Poultry Amino Acid Nutrition from University of Guelph. He also completed a PHD from the same university in Interaction of Nutrition with poultry polyamine biochemistry during 1984 – 88. Dr. Michael worked as R&D Manager for Finn feeds International in 1991-2001 involved in basic research, product development and technical support of Enzyme products for Poultry, swine and Ruminants. During 2001-2007 worked as Director of feed applications research and development for Zymetrics, a unit of Syngeta. Since 2007 he is working as Director of Research in AB Vista feed ingredients, work related to development of feed enzymes and yeast product for Monogastric applications. Dr. Michael has published over 250 publications, including more than 150 full referred journal articles, principally in the field of Enzymes, more than 30 popular press articles and 3 book chapters. He published one book "Enzymes in farm animal nutrition" 2nd Edition in Dec 2010.





# TRADING SPEAKERS



Managing Strategies and Price Risks for Flour Milling Firms DR. WILLIAM W. WILSON

Distinguised University Professor, Department of Agribusiness and Applied Economics, North Dakota State University (USA)

Dr. William W. Wilson received his PhD in Agricultural Economics from the University of Manitoba in 1980. Since then he has been a Professor at North Dakota State University in Agribusiness and Applied Economics with periodic sabbaticals at Stanford University. Recently, he was named as a University Distinguished Professor at NDSU which is an honorary position, and a great achievement. His focus is risk and strategy as applied to agriculture and agribusiness with a particular focus on procurement, transportation and logistics, international marketing and competition. He was recognized as one of the top 10 Agricultural Economists in 1995 and more recently as one of the top 1% of agricultural economists by RePEc (Research Papers in Economics).



Black Sea Market Outlook HANS STOLDT

Director, Ameropa SA (Switzerland)

Hans Stoldt is director at Ameropa S.A., responsible for Black-Sea and Central EU grains and oilseeds. Ameropa is a private Swiss Company, trading and producing about 24 Mio tons grains and fertilizer. He started in 1986 as a trainee with A.C. Toepfer, before joining Cargill, Aston, WJ and finally Ameropa in various trading and management positions. He worked in 6 countries including Germany, Brazil, Spain, Hungary, Philippines and Switzerland.







US Market Outlook
VINCE PETERSON

Vice President of Overseas Operations, US Wheat Associates, Inc. (USA)

Vince is the Vice President of Overseas Operations at U.S. Wheat Associates, Inc. (USW) from June 2004. Vince has been working for USW since 1985. VInce served USW for eleven years directing operations in Europe and the Former Soviet Union and the three years managing export market development programs in the Middle East and East Africa. Vince also served as USW's Vice President of Marketing in Washington, DC from 1988 to 1993. As an Executive and Export Grain Merchandiser with Garnac Grain (Andre, Lausanne, Switzerland) and Domestic Grain Procurement Manager and Merchandiser with General Mills before joining USW, Vince brought a dozen years of practical trade and commercial experience to USW. Additionally, his past industry leadership positions include having been elected President and Board Member of both Portland Merchants Exchange and Pacific Grain Export Association.



Canadian Market Outlook
CHRIS GILLEN

Manager, Marketing & Sales for Europe, Africa, the Middle East & Latin America, G3 (Canada)

With over 26 years of grain marketing experience at the CWB and G3, Chris has worked extensively with African/ Middle Eastern and European buyers of Western Canadian spring/durum wheat. He currently holds the position of Manager, Marketing & Sales for Europe, Africa, the Middle East and Latin America.







Baltic Sea Market Outlook
INDREK AIGRO

Broker for Grains, Copenhagen Merchants (Denmark)

Indrek Aigro is a broker for grains since 2007. He works for Copenhagen Merchants which is one of the largest grain & oilseed brokers in Europe. Before CM, Indrek Aigro was working as a grain trader for Kesko Agro. He specializes on the Baltic Sea exports, a new origin for quality wheat. During the last decade he has witnessed a fast transformation of the Baltics market from importing countries into major exporters. In his presentation he will give us an insight to the real quality and supply from this part of the world.



Iran Agri Trade Prospective DR. ALI GHANBARI

Deputy Minister, Chairman & CEO, Government Trading Corporation of Iran (Iran)

Dr Ali Ghanbari was born on 24th June 1955 in Koohrang, Iran. He earned his PHD in Economics (Development) in 1993 at Tarbiat Modarres University, then immediately served as University Professor. Among the important positions he's held are: Governor of Farsan (1980-81), Consultate of Governor of Charmahal & Bakhtiary State (1981-82), Governor of Kohkilooyeh & Booyer Ahmad State (1982-86), Consulate of prime Minister (1986-88), Deputy of Jahad Minister (1988-91), Member of Parliament (1996-2004), Teacher of Tarbiat Modarres University (1993-2011), Member of Board of GTC (2011 to present). Dr Ali Ghanbari is currently Deputy of Minister of Jahad Agriculture and General Manager of GTC. He has written and translated several books and papers on the economics field; meanwhile, he is conducting and supervising several research projects and theses in his field of studies.







Australian Market Update
ANDREW VROLAND

Director Marketing, Glencore Grain B.V. (Netherlands)

Andrew commenced his career in the grain industry with AWB nearly 20 years ago and has a lifetime of experience in Agriculture. Within AWB he held a number of senior trading, marketing and leadership roles across Australia, Asia and the Middle East. The commencement of wheat deregulation in Australia prompted Andrew to move to ABB Grain as Manager International Marketing to build and manage their wheat export business in 2007. With ABB's subsequent acquisition by Viterra Inc. and Glencore Grain B.V. Andrew's career continued to progress and his roles extended most recently to Business Manager for Wheat and Pulses based in Adelaide and Melbourne, before relocating with his family to The Netherlands in January 2014. From 2011 to 2014, Andrew also played an active role as a member of the Wheat Classification Council which is responsible for maintaining Australia's wheat variety classification system as part of Wheat Quality Australia.



French Market Outlook

JEAN-PIERRE LANGLOIS-BERTHELOT

President of France Export Céréales (France)

Jean-Pierre is member of the board of the French Association of Wheat Producers (AGPB). In 2007, he was elected as President of France Export Céréales. He is also member of the board and member of the Scientific Council of the Technical Institute for arable crops called "Arvalis" (technical institute run and financed by French farmers in charge of applied research on agriculture). He has a post graduate degree in agro-sciences from Institut National Agronomique de Paris. A member of the agro-producers' Cooperative of Creully, he grows main crop productions (cereals, oilseeds, protein crops, flax for fiber, sugar beet) on 120 ha of land in Normandie (near Caen, Calvados).







What This Means for th<mark>e M</mark>iller DJAMAL DJOUHRI

CEO, Al Ghurair Resources, LLC (UAE)

Djamal Djouhri is currently the Chief Executive Officer of Al Ghurair Resources LLC Dubai, a trading and manufacturing organization that specialize in Grains, Oils and Proteins and Pulses, providing agricultural raw materials to manufacturers and traders of foods, bio-fuels and feeds, with different markets such as South East Asia, GCC, Iran, Yemen, East Africa, North Africa, Europe and as well as to local markets. Former roles include a position in (Bank of Oman), now known as Mashregbank, followed by Head of Marketing at Gulf Import & Export Co. Born in Algeria, Djamal is graduated from School of Economics in Algeria with a Bachelor's Degree in Economics, Major in Management, and completed his Master's Degree in Business Administration at San Diego State University, USA. Djamal is a member of US Wheat Association, International Association of Operative Miller (IAOM), Global Grains Association (GGA), Grain and Feed Trade Association (GAFTA), US Soy Bean Export Council (USSEC) and other relevant industries.

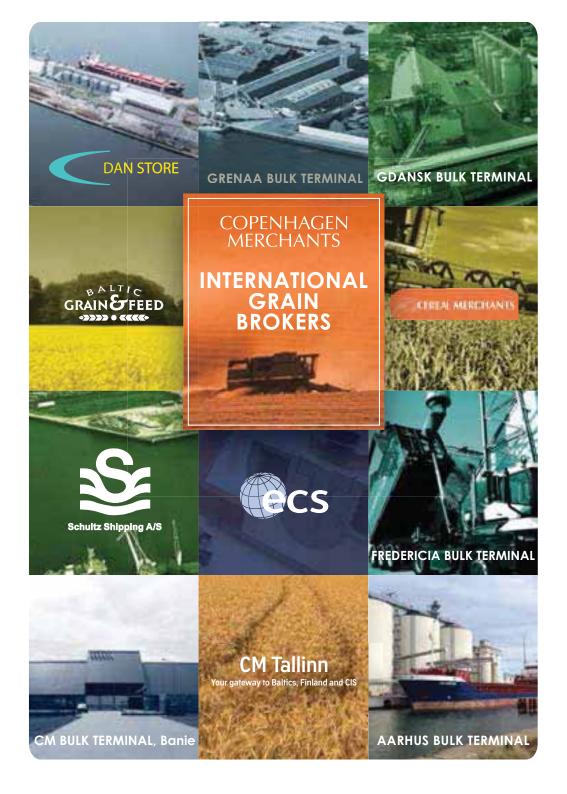
#### CLOSING CEREMONY



IAOM President Speech
ROY LEOPP

IAOM President, Director of Quality - Seaboard Overseas and Trading Group (USA)

Roy Loepp, Director of Quality with Seaboard Overseas and Trading Group in Shawnee Mission, Kan., became the 111th president of the International Association of Operative Millers (IAOM). Loepp has been an active member of IAOM since 1990. Loepp has served as a member of the IAOM Education Committee since 2000. From 2014-15, Loepp served as president of the International Milling Education Foundation (IMEF), a philanthropic partner of IAOM that funds a variety of educational programs related to the grain milling industry. Loepp is a native of Inman, Kan. He graduated from Kansas State University in 1989, with a degree in milling science and management. Upon graduation, he joined Cargill, Inc., In 1995, he took a milling technologist position at Seaboard Corporation in Shawnee Mission, Kan. Loepp holds an MBA from the University of Kansas.









#### Friday, 30th October 2015

### REGISTRATION DAY 1

12:00 - 18:00 Registration Sheikh Maktoum Hall entrance

#### Saturday, 31st October 2015

#### **REGISTRATION DAY 2**

08:00 - 18:00	Registration	Sheikh Maktoum Hall
		entrance
19:00 - 22:00	Welcome Reception Cocktail	Pool Deck, JW Marriott
	Dinner	Marquis Hotel Dubai
	sponsored by: Buhler, Sefar &	
	Agromatic AG	

Sunday, 1st November 2015 <b>DAY 1</b>		
08:30 - 09:00	Expo Opening	Sheikh Maktoum Hall entrance
09:00 - 09:05	Essa Al Ghurair Conference Chairman, Chairman, Al Ghurair Resources (UAE)	Opening Speech
09:05 - 09:10	Ali Habaj IAOM MEA Regional Director CEO, Atyab Investments & Oman Flour Mills (Oman)	Welcome Speech
09:10 - 09:20	Mark Palmquist Managing Director & CEO, GrainCorp (Australia)	Global Grain Trade Trends - The Importance of the Supply Chain
09:20 - 10.10	Keith Chambers  Marketing Expert to the Fortune 100  Founder, The Chambers Group (USA)	KEYNOTE MANAGEMENT PRESENTATION Three Keys to Creating Brand Remarkability



10:10 - 10:30	Coffee Break Sponsored by: Copenhagen Mer	rchants
10:30 - 11:20	Dorie Clark Marketing Strategy Consultant for Google, Microsoft, Yale Universtiy, and The World Bank CEO, Clark Strategic Communications (USA)	KEYNOTE MANAGEMENT PRESENTATION Building Your Brand as a Leader
11:20 - 11:50	Peter Striegl Head of Business Unit Industrial Milling, Buhler AG (Switzerland)	CombiMill - Production of Genuine Flour with PesaMill Technology
11:50 - 12:20	Dr. Lutz Popper Head R&D, Muelenchemie GmbH & Co. KG (Germany)	Reduction and Replacement of Azodicarbonamide in Baking Applications
12:20 - 12:50	Vasilis Sotiroudas Agriculturist - Food Scientist AgroSpeCom (Greece)	Intelligent Fumigation in Mills & Silos
12:50 - 13:00	Moderated by Peter Lloyd IAOM MEA Education Committee Chairman; Regional Technical Director MENA Region, USWA (Morocco)	Panel Q&A
13:00 - 14:00	Lunch Sponsored by: G3 Canada Limited (Canada)	
14:00 - 14:15	Pietro Barbalarga Commercial Director, Omas (Italy)	Leonardo Rollermill





14:15 - 14:30	Urs Dübendorfer Senior Advisor Grain Milling, Buhler AG (Switzerland)	One Step Ahead in Milling Efficiency and Food Safety
14:30 - 14:45	Stephane Cochet Export Director, Chopin Technologies (France)	Amylab - New Method for Quick Determination of Hagberg Value
14:45 - 15:15	Coffee Break Sponsored by: Copenhagen Mer	rchants
20:00 - 23:00	Traders' Dinner* (MusicHall at Jumeirah Zabeel Saray)	
	Sponsored by: Bunge, Cargill, Glencore, Noble Ameropa, Louis Dreyfus Comm	

Monday, 2nd November 2015 DAY 2		
09:00 - 16:00	EXPO	
09:00 - 09:25	Buis Ebbinge CEO & Managing Director, Daavision (Netherlands)	MCFA-Application and Benefits in Agribusiness
09:25 - 09:50	Dr. Roel Mulder Secretary General, Worlds Poultry Science Association WPSA (Netherlands)	Important Issues & Challenges in Poultry Industry
09:50 - 10:15	Prof. John T Brake Distinguished Professor of Poultry Science, Physiology, and Nutrition, North Carolina State University (USA)	Reduced Feed Cost & Improved Performance with Altered Feed Particle Size



Dr. Ajay W Deoghare Business Director, Bios AgriCorp Ltd. (Finland)	Binder Technologies for Food and Feed
Dr. Michael Richard Bedford Research Director, AB-Vista Feed Ingredients (UK)	Phytases - Their Use and Differences Between Sources
Moderated by Roderick Prince International & Pet Business Director, Trouw Nutrition GB (UK)	Panel Q&A
Coffee Break Sponsored by: PTM Technology	
Francesco Selva Chief Design Engineer, Technical Department, FRAME Grain Storage Plants (Italy)	Overall Considerations/ Benefits of Metallic Silos
Vince Peterson Vice President of Overseas Operations, US Wheat Associates, Inc.	US Market Outlook
Hans Stoldt Director, Ameropa S.A. (Switzerland)	Black Sea Market Outlook
Chris Gillen	Canadian Market Outlook
	Bios AgriCorp Ltd. (Finland)  Dr. Michael Richard Bedford Research Director, AB-Vista Feed Ingredients (UK)  Moderated by Roderick Prince International & Pet Business Director, Trouw Nutrition GB (UK)  Coffee Break Sponsored by: PTM Technology Francesco Selva Chief Design Engineer, Technical Department, FRAME Grain Storage Plants (Italy)  Vince Peterson Vice President of Overseas Operations, US Wheat Associates, Inc.  Hans Stoldt Director, Ameropa S.A. (Switzerland)





12:45 - 12:55	Moderated by Dr. William Wilson Distinguished University Professor, Department of Agribusiness & Applied Economics, North Dakota State University (USA)	Panel Q&A
12:55 - 13:50	Lunch Sponsored by: Alapala	
13:50 - 14:05	<b>Dr. Anna Zhenchuk</b> Technical Marketing Manager, BioAnalyt GmbH (Germany)	A Tool to Confidently Market Vitamin Enriched Flour
14:05 - 14:20	Cristian Torri Area Manager, Ocrim (Italy)	MGA - Online Multifunction Grain Analyzer
14:20 - 14:35	Bora Gokdeniz Sales Marketing and After Sales Manager, Alapala Machine Industry & Trade Inc. (Turkey)	Smillago II Rollermill
14:35 - 15:00	Coffee Break Sponsored by: PTM Technology	7
20:00 - 23:30	Desert Camp Dinner* Sponsored by: Al Ghurair Resources, LLC	Sahara Desert Fortress





Tuesday, 3rd November 2015		
09:00 - 16:00	DAY 3	
09:00 - 09:30	Edouard Navarre Export Director MEA, Eurogerm (France)	New Flour Evaluation Test for Soft Products
09:30 - 10:00	Raphael Krucker Head of Customer Service and Business Development MEA, Buhler (UAE)	MultiGrain - New Market Opportunity for Processing Local Grain into Traditional Food
10:00 - 10:30	Andrew John Flounders Applications Specialist in the Nutrition & Health, DuPont Nutritional Biosciences Aps.(Denmark)	Wheat Processing Enzymes for Enhanced Milling Efficiency
10:30 - 10:40	Moderated by Peter Lloyd IAOM MEA Education Committee Chairman; Regional Technical Director MENA Region, USWA (Morocco)	Panel Q&A
10:40 - 11:30	Dr. William Wilson Distinguished University Professor, Department of Agribusiness & Applied Economics, North Dakota State University (USA)	KEYNOTE TRADING PRESENTATION  Managing Strategies & Price Risks for Flour Milling Firms
11:30 - 12:00	Coffee Break Sponsored by: CBH Group	





12:00 - 12:15	Indrek Aigro Broker for Grains, Copenhagen Merchants (Denmark)	Baltic Sea Market Outlook	
12:15 - 12:35	Dr. Ali Ghanbari Deputy Minister, Chairman & CEO Government Trading Corporation (GTC) of Iran	Iran Agri Trade Prospective	
12:35 - 12:50	Andrew Vroland Director Marketing, Glencore (Netherlands)	Australian Market Update	
12:50 - 13:05	Jean-Pierre Langlois- Berthelot President, France Export Cereales (France)	French Market Outlook	
13:05 - 13:15	Djamal Djouhri CEO, Al Ghurair Resources, LLC (UAE)	What This Means for the Miller	
13:15 - 13:30	Moderated by Dr. William Wilson Distinguished University Professor, Department of Agribusiness & Applied Economics, North Dakota State University (USA)	Panel Q&A	



13:30 - 13:35	Roy Loepp Director of Quality, Seaboard Overseas and Trading Group (USA)	IAOM President
13:35 - 13:40	Announcement of IAOM MEA 2016	
13:40 - 14:40	Lunch Sponsored by: IFFCO	

#### Free Evening

DISCLAIMER: The organizers reserve the right to delete, modify or alter items from the program or to delete, modify or alter any aspect of the Conference timetabling and delivery at their sole discretion and without notice. Neither the host organization nor the meeting organizers will accept any liability for any loss or inconvenience caused to any party consequent to such changes.

\*All IAOM MEA delegates will be seated at the discretion of the venue management. No reservations or free seating.



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Booth No.	Company	Country
В7	4B Braime Elevator Components Ltd.	U.K.
A39	Agromatic - No contact details	Switzerland
C1, C2	AIT Ingredients (Soufflet Group)	France
B17, B18, B19	Al Ghurair Resources	U.A.E
B31	Al Hazaa Investment Group	U.A.E
A43, A44, A45, A54, A55, A56	Alapala Machines	Tur <mark>key</mark>
A76	Altinbelek	Turkey
B12, B13	Aybakar Co.	Turkey
B28	Bastak	Turkey
A80	BBCA	Turkey
ВЗ	Behlen MFG	U.S.A
B33	Behn + Bates	Germany
A19, A20	Brabender GmBH	Germany
C5	Branscan Limited	U.K
A33, A34, A35, A36, A37, A38	Buhler AG	Switzerland
A66, A67	Chemitec International	Egypt
В6	Chief Industries Ltd.	U.K
B35, B36	Chopin	France
A31	Clextral	France
A48	Control Union	The Netherlands
B16	Dy-Pack Verpackungen Gustav Dyckerhoff GMBH	Germany
A6	Edge Foods	Germany



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Booth No.	Company	Country
A7, A8	Entil	Turkey
A81	Erkaya Instruments	Turkey
A60, A61	Eurogerm S.A.	France
A1	Fawema	Germany
A11	Fiorini International Spa	Italy
A3	Fischbein S.A	Belgium
A73	FP Spomax Engineering	U.K
A64	Frame	Italy
A49	France Export Cereales	France
B15	FrigorTec GmbH	Germany
A30	Fundiciones Balaguer	Spain
A14	GENC DEGIRMEN	Turkey
A22, A23	Glencore B. V	The Netherlands
B4, B5	Golfetto Sangati SpA (Pavan Group)	Italy
B20	GrainCorp Operations	Australia
A51, A52	Grand Mills - Agthia Group P.J.S.C	U.A.E
C13, C14	GSI Group	Hungary
A15, A16,	Imas	Turkey
A27, A28	ALCOHOL: V	
A62	Imeco	Italy
C15	Interactive Data	U.S.A
A10	Italpack	Italy
A9	Kay Jay Chill Rolls	India
B32	KeplerWeber	Brazil
A57	Kice Industries	U.S.A
A24	Knack Packaging Pvt. Ltd.	India
A2	Lambton Conveyer	Canada
	Maxi Lift	U.S.A





Booth No.	Company	Country
A75	Meko	Turkey
A25	Mill Service	Italy
A29	Millrite	U.A.E
A40	Mirpain Gida San	Turkey
B8, B9	MMW	Germany
B22, B23	Molino	Turkey
B1	Morillon SAS	Fra <mark>nce</mark>
B25, B26	MTM Mill Teknoloji	Turkey
B27	Muller Beltex	The Netherlands
A18	Mulmix S.p.A.	Italy
A46, A47	Mühlenchemie	Germany
A59	Nasa A.S.	Turkey
B34	Necdet Kaya	Turkey
B21	Neuero	Germany
B11	Nutrex N.V	Belgium
C4	Ocrim	Italy
A71, A72, A83, A84	Omas srl	Italy
C10	p d NAVKAR bio-Chem Pvt. Ltd.	India
A12, A13	Perten Instruments	Sweden
A17	Polen Food	Turkey
A50	PTM Technology	Italy
A69	Rotex	U.S.A
B14	Saati	Italy
A4, A5	Sangati Berga S/A	Brazil
B24	Sarmasik Bakery System & Trade	Turkey
A53	Scafco Grain Systems	U.S.A
A32	Sefar A.G	Switzerland

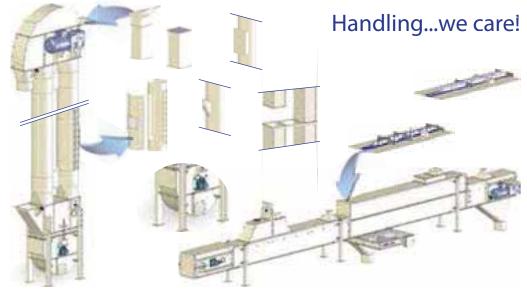


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Booth No.	Company	Country
C6, C7,	Selis	Turkey
C8, C9		
A26	SGS	Switzerland
C11	Silos Cordoba	Spain
B10	Satake	U.K.
A41	Statec Binder GmbH	Austria
A68	STIF	France
B30	Symaga	Spain
C12	Тарсо	U.S.A
B2	Techno Group	Saudi Arabia
A74	Thermal Remediation From Temp-Air	U.S.A
A42	U.S. Wheat Associates Inc.	Egypt
A77, A78,	Ugur Makina	Turkey
A79		
B29	Vatan Gida	Turkey
C3	Victam International BV	The Netherlands
A21	Vigan Engineering	Belgium
A58	Vortex Valves	U.S.A
A70	XOL Automation	Lebanon
A63	Yenar	Turkey
A65	Zanin F.lli s.r.l.	Italy







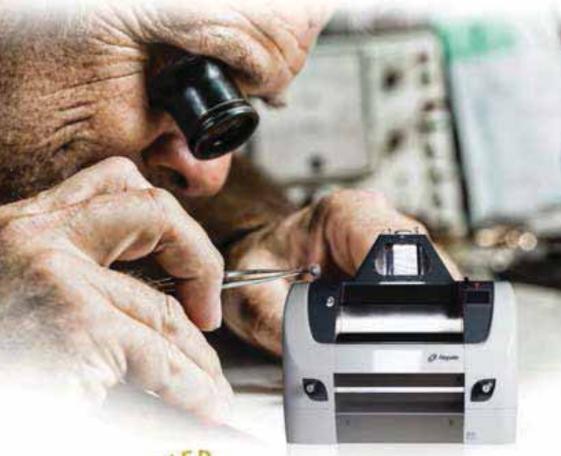














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#### AGROMATIC STAND A39

Agromatic AG - We are specialized manufacturer and provider of quality control and supervising equipments for mills and feed mill industries worldwide. Since 1979 Agromatic has gained the reputation for rugged temperature monitoring solutions and quality instrumentation, elevator speed and alignment control systems, level und jam sensors, smart lab-instruments, dampening systems and metal detection, as well as many other devices particularly suited for grain storage and cereal silos, feedstock and other crude bulk materials stockages. It's our aim to continuously develop high-value products at the best price ratio and of course it's a great pleasure to help you to find the best solutions for your purposes.



## AIT INGREDIENTS (SOUFFLET GROUP) STAND C1, C2

#### Olivier Jouffreau, Patrick Jouannic

Quai du Général Sarrail 10400 Nogent Sur Seine, France

Phone: +33 6 27 13 68 29, +33779492009, Fax: +33 1 60 90 05 01

Email: ojouffreau@soufflet-group.com, pjouannic@soufflet-group.com

Website:: www.ait-ingredients.com, www.soufflet.com/en/Trading

Soufflet Group is a specialist in the primary processing of cereals, major operator in Europe and world-wilde. AIT Ingredients, the wheat-flour-bread product chain expert, operates in the market of ingredients for the milling and bakery goods market as well as on catering products in more than 40 countries. AIT offers a wide range of solutions: sourdoughs, bread improvers, mixes for bakery and pastry. Specialised in the origination, transportation and export of cereals, oilseeds and dairy products Soufflet Négoce has developed deep expertise in the management of risks supply and logistics solutions meeting its clients' requirements.

#### AL GHURAIR RESOURCES LLC STANDS B17, B18, B19

#### Seyed Moineddin Ahmadi

National Flour Mill Bldg. Al Ghubaiba St., Bur Dubai, PO Box 5326, UAE

Phone: +971-4-3939633 / +971-4-3120153, Fax: +971-4-3939655

Email: moin.ahm<mark>ad</mark>i@al-g<mark>hurair.c</mark>om

Website: www.al-ghurair.com

Al Ghurair Resources with 5 million metric tons grain trading top to Middle East north Africa and South East Asia, sources quality grains from major producing countries in Europe, Canada, Australia, the black sea, the USA and south America. Thanks to its pioneering expertise in grain trading (wheat, barley, corn and oats), the company offers a competitive, accessible and reliable products and services. It's handling and storage facility located in the port of Jebel Ali (UAE) is one of the most strategic hubs within the middle east shipping industry. All handling, storage and shipping is looked after by Al Ghurair Resources, which has its own berth (max draft of 12.8m) and a wealth of experience in supply chain solutions.



## AL HAZAA INVESTMENT GROUP STANDS B31

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Website: www.alhazaagroup.com

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#### ALAPALA STANDS A43, A44, A45, A54, A55, A56

#### Ali Osman Korkut, Ayla Mumcu

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Block, 14 th Floor Ye ilköy 34149 – stanbul -Tu Phone: +90212 465 60 40, Fax: +90212465 6042 Email: aylamumcuqalapala.com, info@alapala.com

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#### AYBAKAR CO. STANDS B12, B13

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Email: info@bastak.com.tr Website: www.bastak.com.tr

Our Company Bastak Gida Makine Medikal Paz.Ith.Ihr.San.Tic.Ltd.Sti. established in 1999, Ankara, TURKEY. After this time our Company has begun to produce flour additives and quality control apparatus. The fundamental principle of our Company is the satisfaction of the valuable clients. We have exported our instruments more than 50 countries and Our 7000 instruments are working well in different countries of the world. Our Company gives great importance to R&D studies. Flour Additives, Quality Control Devices, Laboratory Chemical, Glass And Consumable Materials.

## BBCA DEPOLAMA S STEMLER TARIM N. VE MAK. SAN. T C. A. . STAND A80

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No: 29 Ergene, Tekirda , Turkey

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Email: info@bbca.com.tr

Website: http://www.bbca.com.tr/

BBCA Storex is manufacturing galvanized z600 steel silos with diameters from 1,80 meters up to 46 meters. BBCA Storex manufactures aeration fans, temporary grain storage structures, sweep augers, silo access doors, aeration floors, ladders and stairs. Available equipment also includes temperature control, ventilation control and automation systems. Bbca has designed systems for port projects as well as systems for high-capacity handling. BBCA Storex offers products which are adaptable according to customers variable demands, with tailor-made solutions, short delivery time and competitive pricing, combined with its handling lines, every BBCA Storex customer can be assured to have a top-quality complete grain management system.



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Email: Behlen@behlenmfg.com Website: www.behlenmfg.com

Behlen Mfg. Co. is a leading international manufacturer of grain storage systems with bin diameters ranging from 5 to 48 meters and capacities exceeding (51,000 cubic meters). With our years of experience, we know the importance of quality products and dedication to customer service. We are ready to help you with storage solutions that can assist you in gaining a competitive advantage. Behlen grain storage silos can be custom designed for many applications. The entire line of Behlen equipment can be manufactured to handle high winds and seismic conditions, as well as high filling and unloading rates.

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#### Gabriele Buss

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Website: www.behnbates.com

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#### BRABENDER® GMBH & CO. KG STAND A19, A20

#### Markus Löns

Kulturstraße 51-55 47055 Duisburg, Germany Phone: -49-203-7788-0, Fax: -49-203-7788-102

Email: food-sales@brabender.com Website: www.brabender.com

Since 1923 Brabender develops, manufactures and distributes as a leading supplier instruments and equipment for determination of material quality and physical characteristics in all fields of research, development and industrial production in the chemical and food industry world-wide. Brabender® laboratory instruments are for testing the quality of grain, flour, and dough; grain cleaner, mills, extruders, moisture testers, NIR technology, hardness tester; rheological tests on dough and foodstuff, starch testing (viscosity and gelatinization properties). Many international and national standards like AACC, ICC and ISO are fulfilled. New developments like the GlutoPeak, the Micro Extensograph, the Aqua-Inject and the NIR/NIT Kernelyzer range are representing the dynamic and potential of Brabender®.

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#### BÜHLER AG STAND A33, A34, A35, A36, A37, A38

#### Isabel Maganto, Marketing Communications

Gupfenstrasse 5 Switzerland

Phone: +41 71 955 11 11, Fax: +41 71 955 66 11

Email: milling@buhlergroup.com Website: www.buhlergroup.com

Bühler: one step ahead in processing grains to food - Every day, billions of people come into contact with Bühler technologies to cover their basic needs for foods, mobility, or communication. With our industrial process technologies and solutions, we contribute significantly to feeding the world's population, setting the focus on food security and safety. Bühler flour mills process around 65 percent of the wheat harvested worldwide into flour. Its contribution to processing rice and producing pasta, chocolate, or breakfast cereals is similarly important. The family-owned company Bühler is proud of its Swiss roots and feels particularly committed to sustainability.

## CHEMITEC INTERNATIONAL STAND A66, A67

Dr.Mohamed Labana, CEO

Juhaina sq., El-Sheikh Zayed, 6th of October City

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## CHIEF INDUSTRIES UK LTD STAND B6

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- Rotary grain cleaners Reciprocating flat-bed cleaners Weighing equipment
- Bagging equipment Grain sampling equipment Elevators Conveyors Ventilation Temperature control Fumigation Free project design Project Installation and Commissioning. A member of the Chief Industries Inc. group of companies, with over 60 years international service to the industry. Projects from farm storage, to milling and major industrial and port installations.

## CHOPIN TECHNOLGIES STAND B35, B36

#### Stéphane COCHET

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CHOPIN Technologies is specialized in methods and equipment for the quality control of cereals, flours, and by-products. The company offers products and services to cereal industries needing to carry out analyses to satisfy operational requirements and current regulations and to meet customer specifications. These devices are manufactured in France and distributed throughout the world via a network of 60 distributors, specially selected for their knowledge of the cereal industries. CHOPIN Technologies manufactures high quality equipment like Infranco, AlveoLAB, Mixolab, SRC-Chopin, RheoF4 and the last Amylab to control the amylasic activity, recognized by numerous international standards (ISO, CEN, Afnor, AACC, ICC...).



## CLEXTRAL STAND A31

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Starting up in the 50s with the twin screw extrusion technology, Clextral has become a leader in food extrusion processing industry and is present on the five continents. CLEXTRAL specializes in the design, manufacturing and the supply of turnkey processing lines associated to Twin-Screw Extrusion and Drying technologies for food processing industry and its applications like: Snacks, Breakfast Cereals, Multi-Grain Chips, Snack Pellets, Croutons, Co-Filled Extruded products, Couscous, Short Pasta, Encapsulated Flavoured particles, TVP & HMEC products (Soya Meat Analogues), Pet Food & Fish Feed...These turnkey solutions include engineering, installation, start-up, process support, operators training and after sales service.

#### CONTROL UNION STAND A48

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Website: www.controlunion.com

Control Union is a global network of inspection operations and dedicated laboratories. Our speciality? Independent worldwide cargo surveying and superintendence activ in 60 countries. Through innovative solutions, specialised services and product knowledge, we offer complete packages for logistics, quality and quantity management. From the country of origin to the final destination. And with an open mind towards clients' demands for your certifications, collateral service, inspection and analysis requirements.



## DY-PACK VERPACKUNGEN GUSTAV DYCKERHOFF GMBH STAND B16

#### Aziz Abu Rumman

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Dy-pack is one of the leading manufacturers of specialty paper bags for demanding applications in the chemical, building materials and food industry. The production plant is situated in germany and export is done to 40 countries worldwide. We specialize in finding solutions for the most demanding and tough packaging products. In the food industry dy-pack supplies a variety of packaging such as flour bags from 500 g up to 25 kg and bags for oats, semolina, etc... Plastic film bags for bread and film for bakery items such as croissants, muffins and puffs.

#### EDGE-FOODS GMBH STAND A6

#### Markus Bostel

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Edge-foods GmbH focuses on individual technical solutions through the supply of special ingredients for a modular system of flour treatment. The portfolio contains all kind of enzymes, oxidizing and reducing agents, flour bleaching agents, single vitamin and vitamin mixes as well as bread improver ingredients. In recent years, the number of wheat exporting countries increased tremendously with the result of hardly understandable wheat qualities and wheat mixes. To help the miller, finding nevertheless an optimized flour treatment is the main focus .



## ENTIL ENDÜSTRI YATIRIMLARI VE TIC. A. . STAND A7, A8

#### Mehmet U ur GÜRKAYNAK

O.S.B. Sehitler Bulvarı No: 2 – 26110 Eski ehir / TURKEY

Phone: 00.90.222.237 57 46, 00.90.532.692 68 23, Fax: 00.90.222.237 26 75

E.mail: mehmetgurkaynak@entil.com.tr

Website: www.entil.com

ENT L, is one of the establishments of ZEYTINOGLU HOLDING since 1964. ENT L with ist 52 years experience, utilizing advanced technology and modern management techniques manufactures with its 308 personnel high quality products such as rollermill rolls for flour and feed mills. As well as for oilseed, chocolate, coffee, plastic, steel and iron industries. ENTIL contributes flour mills at quality, capacity and yield by developing the techniques of grinding, sand blasting, fluting and durability on rollermill rolls.

## ERKAYA LABORATORY INSTRUMENTS & FLOUR IMPROVERS LTD.CO STAND A81

#### Ertan KAYA

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ERKAYA is one of the leading and outstanding manufacturers of Turkey in the field of Wheat and Flour Analysing Instruments & Ingredients for flour mills and bakeries. Erkaya exports 80% of its production to many countries worldwide by the contribution of its professional work force and very competitive quality and price. Erkaya has many valuable references on every continents in many countries including Belgium, Italy, Serbia, Greece, Brasil, Uruguay, Colombia, Kazakhistan, Ukraine, Russia, Iraq, Egypt, Vietnam, Israel, Jordan, Yemen, Lebanon, Tunisia, Nigeria, , Zambia, Madagaskar and Iran. We have one another office in Kazakhistan that is the leading country in flour production.



#### EUROGERM STAND A60, A61

#### Edouard NAVARRE

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Email: contact@eurogerm.com Website: www.eurogerm.com

EUROGERM is specialized in research, development, blending and marketing for the wheat-flour-bread-morning goods sector: - Flour correctors: flour quality - Bread improvers: softness, crustiness, texture, flavour...- Premix specialty breads/morning goods: bread with cereals, seeds, taste, colour...- Technological and customising ingredients: gluten, enzymes, roasted cereals flours, wheat germs, fibres, vitamins... Most of EUROGERM products are custom made, tested in our baking centre. A sensory evaluation centre offers practical tools for improvement of taste, flavour, visual aspect and nutritional capacities of your final products. Eurogerm proposes on-site technical assistance in order to help its customers in achieving their developments.

#### FAWEMA GMBH STAND A1

#### Mark Wild

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Email: info@fawema.com Website: www.fawema.com

Fawema, based near Cologne in Germany is your reliable partner for all matters relating to flour packing. With almost a century of providing quality-based solutions, Fawema is able to assist you in every phase of your project: from initial consultation, through project development and planning, machinery manufacture, testing, shipping, installation and final on-site commissioning. We are able to supply: · Automatic flour packing machinery for bag sizes between 500 grams and 5 kg. · Automatic flour packing machinery for bag sizes between 5 kg and 12.5 kg. · Automatic flour packing machinery for bags sizes between 10 kg and 25 kg.



#### FIORINI INTERNATIONAL SPA STAND A11

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Fiorini international is the largest European paper bag and printed roll producer for industrial packaging. Our long tradition as a paper bag manufacturer together with a continuous investment in new machinery and innovation allow us to supply highly performance packaging, with innovative solutions and a very advanced quality printing. One of our main core business is flour packaging: printed rolls and paper bags from small to bigger sizes. We currently export to all continents and several countries across Africa. Good service and long term partnerships is our company policy and objective.

#### FISCHBEIN SA STAND A3

#### Tarek Zakaria

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Email: sales@fischbein.be

Website: www.fischbein.com/eastern

Fischbein S.A. assembles, distributes and markets a large range of machines and equipment to close open mouth bags for Europe, Africa and the Middle East: The pieces of equipment for the closing of open mouth bags are divided within the following ranges: sewing, sealing, gluing and combined means for manual, semi-and automatic processes. To complete the bagging lines, Fischbein developed other solutions like bag presenters, bag top formers, tag dispenser, conveyors...Moreover, Fischbein provides its customers with a wide range of consumables: from spare parts, industrial sewing thread and crepe paper



## FP ENGINEERING LTD - FP SPOMAX SA STAND A73

#### William Lesniak

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Email: fpspomaxuk@yahoo.co.uk Website: www.fp-engineering.com

Designers and manufacturers of grain processing and handling equipment. Suppliers of complete flour and maize mills since 1882 with over 600 installations operating in more than 40 countries. We pride ourselves on our quality grinding, screening, sifting and conveying systems for milling industry and first-class customer service. We offer complete flour mills as well as individual pieces of equipment such as: state of the art roller mills, milling rolls, plansifters, screen room machines, pin mills, Root's type blowers, filters, pneumatic conveying systems. We are one of the biggest European manufacturers and suppliers of centrifugally cast rolls for numerous industries.

#### FRAME SRL STAND A64

#### Peter Tatlow

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Em<mark>ail: info@</mark>framespa.it Web: www.framespa.it

FRAME is one of Europe's largest manufacturers of corrugated steel storage silos. The FP flat bottom range of silos is available up to 20,000 tonnes capacity. All FRAME silos can be manufactured to the latest Eurocode standard even if ASAE & DIN designs can also be supplied upon request. Moreover FRAME silos can be delivered with CE Certification and it has been awarded the UNI EN ISO 9001:2008 & UNI EN ISO 3834-2:2006 Quality Management Certification. A full range of accessories, including aeration & temperature sensing systems together with catwalks, access ladders & platforms as well as sweep augers are produced in the modern FRAME manufacturing facilities in Italy.



#### FRANCE EXPORT CÉRÉALES STAND A49

#### Roland Guiragossian

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Website: www.franceexportcereales.org

France Export Céréales is a non-profit association established and financed by French growers. Our offices are located in Paris (head office), Casablanca, Cairo, Algiers and Beijing. Our mission is to promote the use of French cereals on international markets. 6 targets: 1. Maintain close relationship with our customers, 2. Promote the use of French cereals through seminars, colloquiums and international trade shows, 3. Trains millers, bakers, malt producers and brewers to work with French cereals, 4. Keep an eye on competitors and identify strengths and weaknesses of our cereals 5. Prospect new markets opportunities 6. Develop feedback to French cereal growers.

#### FRIGORTEC GMBH STAND B15

#### Marcel Berendsen

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Phone: +49 7520 91482 0, Fax: +49 7520 91482 22

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Website: www.frigortec.com

FrigorTec GmbH is a German based company developing, producing and selling GRANIFRIGOR™ mobile grain cooling units ("Made in Germany") for the cooling of grain and oilseeds in storage worldwide for more than 50 years. Spontaneous heating of grain and oil seeds in storage often causes great damage. Grain Conservation Cooling with conditioned cold air independent of the weather conditions will reduce the infestation of insects, fungi and microbes and minimizing the loss of dry substances due to respiration as well as spoiling due to moisture allowing riskless long term storage of grain without losses in yield and quality.



#### FUNDICIONES BALAGUER SA STAND A30

#### David Balaguer

Poligono Industrial Los Vasalos Parcela 104. 03430 Onil (Alicante), Spain

Phone: +34 965564850, Fax: +34 965564966

Email: info@balaguer-rolls.com Website: www.balaguer-rolls.com

Balaguer rolls are made in spain since 1916, family business is being run today by its fourth generation, 16.000 rolls are manufactured every year and exported to 130 countries worldwide. Most of reputed food milling equipment manufacturers fit Balaguer rolls on their roller mills. Strict roll quality control and existing customer service is the daily target of Balaguer company, this is the way how the company has been on business for almost 100 years and keeps growing year after year, rolls sizes available at Balaguer company from 150 to 900 mm. Diameter and 2.500 mm maximum length.

## GENC DEGIRMEN MILLING MACHINERY STAND A14

#### Immahan Ceylan

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Phone: +90 332 444 0894, Fax: +90 332 444 0895

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Our corporation was established in 1990 and has been carrying on its production on 30.000 m2 field in Konya with its 130-person experienced staff and with franchising network in many countries offering turn-key solutions to the customers on flour and semolina production plants. - Turnkey Delivery Flour & Semolina Factories - Storage and Transportation Systems - Cleaning and Grinding Systems

- Automation Systems



#### GLENCORE GRAIN BV STAND A24, A23

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Phone: +31104044400, Fax: +31104129635

Website: wwww.glencore.com

We are a major producer and marketer of over 90 commodities. Our diversified operations comprise over 150 mining and metallurgical sites, oil production assets and agricultural facilities.

#### GOLFETTO SANGATI S.R.L. STAND B4, B5

#### Michele Darderi

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Phone:+39 049 9423111 Email: marketing@pavan.com Website: www.golfettosangati.com

Golfetto Sangati, part of Pavan since February 2010, is the result of a merger between the Golfetto and Sangati Berga brands, leading Italian companies for the engineering and building of cereal, rice and animal feed milling plants, storage and grain handling terminals in harbors. The Golfetto brand has more than 80 years of experience, building facilities across the world with a capacity from 30 to 1,500 tons per day. The company has technological know-how in the engineering of new and existing plants, in the design of automated systems from the storage of the raw materials, to the cleaning, milling and final packaging. The Sangati Berga brand is experienced in the design and engineering of single machines and complete milling plants, rice mills, animal feed mills, storage silos, and handling terminals for ship loading and unloading.



## GRAINCORP OPERATIONS LTD STAND B20

#### Nick Poutney

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GrainCorp is a leading Australian-based international agribusiness, offering grain to the Middle East and Africa from multiple global origins. Our team draws on a global network of relationships and industry experience to meet the specific needs of customers throughout Middle Eastern and African markets. The company's significant scale in grain marketing, storage and transport ensure we are reliable and deliver the highest levels of customer service. Supporting this, we have a team of internationally accredited experts focused on quality assurance, innovation and ensuring we operate the safest and most reliable of global supply chains.

## GRAND MILLS - AGTHIA GROUP P.J.S.C STAND A51, A52

#### Anzette Fernandes

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Email: Anzette.fernandes@agthia.com

Website: www.agthia.com

Agthia's Agri Business Division consists of two business categories: Flour and Animal Feed. Established in 1978 as Grand Mills under the patronage of the founder of the UAE, H.H. Sheikh Zayed bin Sultan Al Nahyan (mercy be upon him), to fulfill an important part of the nation's objective of providing food security to its people in the areas of grains and animal feed; Grand Mills was first established with only flour mills and silos, followed by animal feed mills in 1981.

Agthia's Agri Business Division's aim is to go beyond providing the best quality produce, to engaging and participating in major lifestyle concerns, on how to lead healthier, more enriching lives. This is the essence of Agthia's For Wholehearted Living approach.



#### GSI GROUP STAND C13, C14

#### Zsolt KOVACS

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GSI is a world class manufacturer of grain storage, material handling, conditioning and drying equipment as well as a full line supplier of poultry production equipment. We are aware that as our customers grow, their needs grow with them and no one is better qualified to understand and meet those needs than GSI. Along with our local partners, we are just around the corner bringing expertise from around the world. We are able to deliver integrated solutions that help our customers achieve their goals in the grain, swine and poultry industry.

## IMAS INTEGRATED MACHINERY SYSTEMS STAND A15, A16, A27, A28

#### Ahmet Abdulrahman

2 Organize Sanayi Bolgesi Lalehan Cad. No: 61 42300 Konya, Turkey

Nishistanbul Cobancesme Mahallesi Sanayi Cad. D Blok Kat: 11 No: 138, Turkey

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IMAS was established in 1989 as one of the daughter companies of ITTIFAK Holding, which is one of the most dynamic groups in Turkey. We have been producing turn-key grain milling systems for nearly a quarter century and we offer these systems with the MILLERAL trademark. We manage manufacturing, marketing and after sales service activities successfully in keeping with international norms. With our experienced professional staff, we set up complete wheat, semolina, feed and maize flour mills throughout the world.



#### IMECO STAND A62

#### Michele Giorgetti (Global Sales & Marketing Director)

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Imeco provides weighing, dosing, bagging, palletizing & load securing solutions for bulk products. The grain milling is the sector where nearly 30 years ago Imeco started providing his solutions. The several thousand machines installed in mills throughout the world are the proof of the quality, reliability, and smart solutions provided by Imeco. This include bulk weighers for intake, flow monitoring and bulk load-out applications, feeders and loss in weight feeders for dosing and mixing applications, manual & fully automatic bagging lines for premade open mouth bags, Bulk bag filling lines, high & low in-feed bag palletizer, robotic arm palletizer, as well as wrapping machines, stretch hooder, etc.

#### INTERACTIVE DATA STAND C15

#### Jorge Sanchez-Galiani

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Interactive Data is a trusted leader in financial information. Thousands of financial institutions and active traders, as well as hundreds of software and service providers, subscribe to our fixed income evaluations, reference data, real-time market data, trading infrastructure services, fixed income analytics, desktop solutions and web-based solutions. FutureSource is a preferred global market data and analytics platform for market professionals who need to make more informed buying and selling decisions. It incorporates cutting-edge functionality and tools designed to support traders, brokers and analysts with risk management. This system is designed to provide commodity traders with reliable data and functionality.



## ITALPACK PACKAGING MACHINES STAND A10

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Email: b.leo@italpack.net Website: www.italpack.net

Compact and versatile solutions for packing flour in ready made kraft paper bags, fully automatic systems, heavy duty and user friendly. Range of carousel machines suitable for packing sizes from 500g to 15kg, multiformat machines. Lines complete of bundling collators, bailing systems, stackers for larger formats. Integrated weight control systems, date coding, metal detecting. On line remote connection for real time assistance, further to a team of experienced engineers on call and parts available to ship in 24hrs. Reknown italian quality, machines present in most of the worlds mills, years of experience, tailor made solutions. Italpack your packaging partner.

#### KAY JAY CHILL ROLLS PVT LTD STAND A9

#### Nikhil Jindal

27 Industrial Area Phase – II India

Phone: +91 987 800 0859, Fax: +91 172 256 8156

Email: sales@kjrolls.com Web: www.kjrolls.com

Kay Jay Chill Rolls is supplying rolls for various industries since 1979, we have always been concentrating on the research and development in production of mill rolls, and make them of highest quality standards. We have developed new grades like kicr® for the break rolls, which has much better & longer life in the year 1999, we started manufacturing combined roll grinding fluting machines. Today we are producing all types of rolls and machines in joint venture with Walzen Irle Gmbh, Germany. The whole manufacturing processes for producing rolls & machines are carried out with complete technical know-how from Germany.



## KEPLER WEBER INDUSTRIAL S/A STAND B32

#### Antonio Campos

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Phone: + 55 11 4873.0300, Fax: + 55 11 4873.0300

Email: comex@kepler.com.br Website: www.kepler.com.br

Kepler Weber is a Brazilian company that manufactures equipment for grain storage, drying, cleaning and handling. We are able to provide a complete solution for your grain business - present in the market for more than 90 years, exporting for over 90 countries worldwide since 1972. Leading the Latin American Market, our portfolio includes galvanized steel silos, material handling equipment, grain dryers and cleaning machines. Brazil is one of the largest grain producers in the world, with more than 60% of its production going through a Kepler Weber solution – the largest Brazilian company in the grain storage business.

#### KICE INDUSTRIES STAND A57

#### Alex Kice

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Founded in 1946, Kice Industries is a fourth generation, family owned business based in Wichita, KS. USA. We design complete industrial air systems and build most of the equipment specified for these systems. Applications include pneumatic conveying, dust control, and air classification. We serve a wide range of industries including grain, plastics, food, feed, wood and minerals.



#### KNACK PACKAGING PVT LTD STAND A24

#### Sid Nair

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Thaltej, India

Phone: +91 9727717461

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We Knack Packaging Private Limited introduce ourselves as eminent Manufacturers and Exporters of PP Woven Bags and BOPP Woven bags, Our bags are appreciated by our clients all around the globe, We are BRC certified company specialized in Flour Packaging bags & all types of Food Packaging bags. We have market presence in more than 35 countries and are working as Packaging Partners for all the Big Brands around the Globe.

## LAMBTON CONVEYOR LIMITED STAND A2

#### Christian Jordan

102 Arnold St, Wallaceburg, Ontario N8a 3p4, Canada

Phone: 519-627-8228, Fax: 519-627-0250 Email:sales@lambtonconvevor.com

Website: www.lambtonconveyor.com

Lambton is a manufacturer of galvanized material handling and grain storage equipment since 1965. Some of our equipment consists of farm and commercial grain silos ranging from 40 to 27,699 tons, hopper tanks, bulk feed tanks, flat bottom, incline and self-cleaning u-trough chain conveyors, screw conveyors, belt conveyors and bucket elevators up to 1500 mt/hr which include a variety of accessories, as pendulum, full round and flat back distributors, valves, conveying loop system, grain cannons, gravity and drum pre-cleaners, catwalks, towers, unload augers and more. Visit our website for more details and specifications at www.lambtonconveyor.com



#### MAXI-LIFT INC STAND A82

Byron Smith - VP International Sales

16400 Midway Road, Dallas, TX 75001, USA Phone: 972-735-8855, Fax: 972-735-8896

Email: bsmith@maxilift.com Website: www.maxilift.com

Maxi-Lift, Inc. is the world's largest manufacturer of plastic conveying components for the agricultural and industrial bulk material handling industries. Our products are used for moving and elevating materials like grain, feed, minerals, sand, cement, and glass cullet. They are used in a variety of industries from foundries and concrete batch plants to wall-board manufacturers, ethanol plants, and grain elevators. Maxi-Lift is recognized as the leader for strong long-lasting products that reduce customer's downtime and facility costs. Customers include the largest companies in the world such as Cargill, ADM, Bunge, Ford, GM, and Cemex. Headquartered in Dallas, Texas, USA, our conveyor products are distributed globally in more than 70 countries.

#### MEKO A.S. STAND A75

#### Mustafa Alper Isiksal

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MEKO has great expertise specifically for flour and feed mills since 1983. PLC and Computer Controlled Industrial Automation Systems, Electronic Weighing, Batching and Bagging Systems for companies of all sectors, aiming at production at maximum capacity and quality with minimum cost are our main areas of business as well as poultry automation systems. MEKO INC. is the system integrator of SCHNEIDER ELECTRIC authorised manufacturer of Merlin Gerin Prisma Cubical and distributor of PREMIER TECH CHRONOS (Bagging, Filling and Palletizing Systems), SKOV (Poultry House Automation Systems), HELLMANN (poultry equipments), ENDRESS+HAUSER (Level Measurement Systems), SUPERTECH (Tempurature Monitoring Systems) for Food and Grain Sectors, Turkey and Northern Cyprus.



## MILL SERVICE S.P.A. STAND A25

#### Carrain Paolo

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MILL SERVICE is a leading company in the milling branch and counts amongst its ranks the state of the art of Italian milling engineers. COMPANY CORE BUSINESS: Cereal intake and storage plants, Soft/hard/and durum wheat cleaning and milling plants, Maize milling plants, Flour storage, blending and packing plants, By product storage and packing plants, Special parts. RANGE OF PLANT CAPACITIES: On demand. ALL THE ABOVE INCLUDING: Electricals, Control, Goods shipment, Installation services, Plant commissioning, After sale services.

#### MILLRITE STAND A29

#### Habeeb Azmath

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Millrite provides a comprehensive range of products to the Flour Milling and associates industries. We possess a wealth of experience and enthusiasm ensuring only high quality products is supplied incorporating design enhancements to improve performance in line with the exacting demands of the modern miller. We specialize in Sieve Clothing, connecting sleeves, filter bags/sleeves for the flour milling industry with added features of Anti-Static & liquid Repellent that performs best in humid operating conditions and have supplied over 300,000 filter bags for flour mills in and around the Middle East.



## MIRPAIN GIDA SAN. VE TIC. A. S. STAND A40

#### Faruk Hacibayramoglu

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MIRPAIN is a world-wide known company producing bakery and milling ingredients and raw materials. We produce tailor-made ingredients to meet specific demands of our customers. We are continuously improving our milling ingredients at our laboratories and test bakeries which have the latest technology. We invite all our miller customers and industrial bakeries at our research center for free trainings, demonstrations and formula update sessions. You can try our standard flour improvers and bread improvers which are tested and approved by hundreds of mills and bakeries.

#### MMW TECHNOLOGIE GMBH STAND B8, B9

#### Frank Spalek, Sales Director

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Email: frank.spalek@mmw-group.com

Website: www.mmw-group.com

Member of PETKUS Group. Flour mills and milling machines, Grain handling, storage and –processing, Feed mills, Plants and equipment - Made in Germany - for: High quality Bakery flours, Flours for Starch Production, Coarse grinding for Bioethanol Production, Specialty Milling, Feed mills, Seed processing, Silo plants, Grain dryers, Optical Sorter, Specifically-designed for a wide range of services adaptable to the needs of customers and markets, Creative and tailor-made solutions for Complete line concepts from intake the grain till storage and packaging of final products, Plant segments, Reconstruction of existing plants, Capacity expansions, Single machines and spare parts.



#### MOLINO INC. STAND B22, B23

#### Abdallah Ghandoura

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We have said "hello" to the milling sector with our 240 m2 shop in 1965, now that we are continuing our production activity with much more modern and comprehensive factory in 30.000 m²covered and 54.000 m² open area. When we say "hello" firstly, we felt proud of the initial indigenous flour mill. Time has been passed like water, MOLINO COMPANY; has worked, has produced, has grown itself, and here it is, declaring to continue serving to you and to become much bigger company. Something has been changed during this time rapidly, however the only invariable thing is that the marketing strategies of MOLINO COMPANY. Again, we are working with our successful teamwork, again everybody in MOLINO COMPANY has responsible for quality and satisfying our customers without any changing about the quality understanding, the satisfying of customers and the stable values of MOLINO COMPANY...

#### MORILLON STAND B1

#### Marielle Rochard

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Website: www.morillonsystems.com

Founded in 1865, Morillon is the European specialist of silo unloading systems. Our services include design, manufacture in our workshops, commissioning and maintenance worldwide. The Morillon sweep-auger is designed for flat bottom silos and free-flowing materials (wheat, corn, barley, oil seeds, pellets...) to reclaim the remaining products once the gravity unload has been completed. The fully automatic design of the spirogyre allows a safe and reliable reclaim all around the silo, without any labor required.



#### MTM MILL TEKNOLOJI STAND B25, B26

#### Mehmet Dikkaya

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Our firm has been producing grain cleaning and tempering section equipments, grinding-sieving and classification section equipments and addition equipments are required for these, furthermore has been also displaying activity about modernization of available facilities. We aim at increasing our production more quality and capacity by using developing technological production standards. We make the margin of error be down to zero by using CNC CAD-CAM and laser cutting system for the machines we produce. Our firm is committed to customer satisfaction with the comprehension to be the partner of customers for solution. Our firm also gives a quality service to the customers with experienced service team after sale.

#### MULLER BELTEX STAND B27

#### Lars M. Muller

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Website: http://www.mullerbeltex.com

Muller Beltex is supplier for spare parts for equipment used in the flour and grain handling industry for conveying and processing equipment such as elevators, belt and chain conveyors and sifter machines. Polysur elevator belting, elevator buckets and components. E-components bearing sensors and monitoring equipment and belt misalignment control. Conveyor belting food grade and safe, conveyor chains, Karolee polyball sifter cleaning balls. Wear resistant polyurethane liners for bins and spouts. Engineering, equipment upgrades and our focus on ´total cost of ownership´ are our skills we offer our customers.



#### MULMIX SPA STAND A18

#### Beatrice Toniato

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Email: mulmix@mulmix.info, executive.secretary@mulmix.info

Website: www.mulmix.it

Mulmix was founded more than 40 years ago and is specialized in the production of storage plants, feed mill units and seeds selection. Mulmix's strength is to realize customer oriented installations and turnkey projects; each customer is followed by a project manager during all the phases of the contract (engineering, production, assembly). The widespread presence in many countries is the element that distinguishes the company; sales offices and organizations create the necessary contact with the customer

#### MÜHLENCHEMIE GMBH & CO. KG STAND A46, A47

#### Nazim Hamed

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Email: info@muehlenchemie.de Website: www.muehlenchemie.de

Mühlenchemie is one of the world's best-known companies in the flour treatment industry. Its core competence is customized solutions for standardizing, improving and fortifying flour. At the Technology Centre in Ahrensburg a team of research scientists and applications technologists works on innovations for the future. One of their latest developments is the enzyme compound Alphamalt AX, that can be used as an alternative to azodicarbonamide (ADA). For pasta manufacturers a new pilot plant has closed the gap between laboratory-scale trials and industrial production. Customized pasta improvers optimize pasta recipes in terms of quality as well as providing financial benefits.



#### NASA STAND A59

#### Ahmet Eskiyapan

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NASA has been established in 1980 in Ankara to supply spare parts & technical help to flour, maize & feed mills. NASA is not only the trading company for all types of spare parts for milling industry but also the manufacturer of many consumables like sewing thread, cotton and synthetic cleaners, filter and sifter sleeves, plastic and metal buckets and bolts. Since 2012 Nasa is proudly producing reinforced "Kraft Paper Bags" for the flour industry. This unique product is well appreciated in the market with its durability and new appearance provided by its inner texture.

#### NECDET KAYA DE IRMEN VE SANAYI MALZ. TIC. VE SAN. LTD TI STAND B34

#### Wesam Kaya, Sinem Kaya

Fevzi Çakmak Mah. 10617 Sok No 6 Karatay Konya / Turkey

Phone: 0090332 342 70 24, Fax: 0090332 342 70 29

Email: info@necdetkayadegirmen.com Website: www.necdetkayadegirmen.com

NECDET KAYA DEGIRMEN LTD. was founded in 1993 in Konya city /Turkey the company which are interacting with 3200 customers in the world at same time are supplying more than 5.000 different products for milling machinery, currently, our company s products are displayed and presented to customers in the markets of many countries, such as the central Asian states, Europe , Russian Federation, Balkan states, Middle East and several African states. Products: Milling Machines And Equipments & Spare Parts : Plastic- Metal Elevator Buckets, Elevator Buckets , Inox Pipes And Equipments , Sifter Plastic Cleaners , Sifter Cotton Cleaner , Sieve Bags , Filter Bags , Sifter Sleeves , Pneumatic Glasses ,Rubber For Pneumatic...



#### NEUERO INDUSTRIETECHNIK STAND B21

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NEUERO INDUSTRIETECHNIK is a German manufacturer and supplier for pneumatic and mechanical ship unloader and loader for dry agriculture bulk cargo, with capacities up to 1.200 t/h for unloading and 3.000 t/h for ship loading. NEUERO always follows the MADE IN GERMANY tradition in supplying reliable, safe, efficient and high quality equipment for essential projects in industrial plants, grain terminals, flourmills, power plants, and alumina smelters worldwide. Over 100 years of experience in bulk handing equipment, over 6000 references worldwide is a treasure of experience, which is reflected in each new ship-unloader, and ship loader project we deliver. 100 YEARS NEUERO.)

#### NUTREX NV STAND B11

#### Geert Van de Mierop

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Phone: +32 14 88 31 11, Fax: +32 14 88 33 40

Email: geert.vand<mark>emierop@nutre</mark>x.be

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Nutrex is specialized in the development, production and sales of additives, aiming to provide the finishing touch for nutrition in the food industry. In combination with our worldwide access to prime raw materials and technologies, our strategic R&D investments and constant focus on providing added value have resulted in a number of top notch products and solutions for the baking and milling industry. We assess flour qualities from around the world in our baking lab and provide customers with tailor made solutions adapted to their specific needs. We can therefore supply full service complex flour improvers or single ingredients. Our aim is to grow together with our customers and to share our know-how and application ideas. Try us!



#### OCRIM SPA STAND C4

#### Cristian Torri, Area Manager

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Email: info@ocrim.com Website: www.ocrim.com

Ocrim was founded in 1945 and now is a company moving towards the future, determined in enhancing its activities in research, engineering, manufacturing and realization of wheat and maize milling plants, feed mills, cereal handling systems. Ocrim, whilst maintaining its Italian core manufacturing, has devoted its commercial strategy in satisfying the needs of the milling market in all continents. The scope of Ocrim activity is concentrated in the supply of plants designed to deliver high performance, which translates into low operating costs as well as maximum reliability.

#### OMAS SRL STAND A71, A72, A83, A84

#### Barbalarga Pietro

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Arsego Padova, Italy

Phone: 0499330297, Fax: 0499330366 Email: alessandra@omas-srl.com Website: www.omas-srl.com

Omas was created in 1966 as the first of four enterprises that today are part of the industrial Nalon group. The company is now an international brand, with enthusiastic customers in more than 50 countries. Made in Italy is the DNA of Omas excellence, as it is a long-standing tradition for excellence, built on the skills of the craftsman, technology and an utmost attention to quality. Omas' products have truly conquered the international markets, setting new standards in designing millig plants, thanks to strong investments in R&D, a deep know-how, and a true attention for every customer's needs.



## P D NAVKAR BIO-CHEM PVT LTD STAND C10

#### Pratish R Batavia

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The family-owned company P D Navkar Bio-Chem Pvt Ltd was Founded in 1989 and introduced the Indian market to high-quality additives for specialty applications for Flour & Food with quality levels on par with international standards. A pioneer in the manufacturing and marketing of Flour Improvers in India, we supply single ingredients to complex improvers and have expanded our range to bromate free improvers, bread improvers, fortification premix, enzymes and many more. Our customer base includes

leading Mills, bakeries, manufacturers of ice-cream, biscuits, beverages, noodles, pasta, confectionery and other health & wellness products.

#### PERTEN INSTRUMENTS STANDS A12, A13

#### Maria Lindh

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Perten Instruments offers innovative quality control solutions for grain, flour, food, feed and more. With 51 years in business, and representations in 100 countries globally, Perten Instruments is a leading supplier of quality control systems. Well known are Falling Number, Glutomatic etc. Other solutions are Diode Array NIR Analyzers, for laboratory and on-line use analyzing all types of samples; grain, flour, feed, etc, Inframatic NIR Analyzers now for whole grain and flour in one instrument, Aquamatic 5200 for moisture in whole grain, Rapid Visco Analyzers for viscosity measurement, doughLAB for dough characteristics as well as Texture and Bread Volume Measurements.



#### POLEN FOOD STAND A17

#### Alessandro D'Alba

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Since its foundation in the 1997 Polen Food focused its efforts on providing to the millers the best flour improvement solutions. A global approach but with personalized solutions, a chain of expertise from ingredients through market till bakery and a strong passion for "What We do". All of this allows Polen Food to produce not only products but also valuable solutions for its partners. With a presence in more than 60 countries Polen Food is producing and commercializing several products such as: Flour improvers Bread improvers Flour fortifiers Pasta & Noodle Improvers Tailor made improvers for the milling and bakery industry.

## PTM TECHNOLOGY – WESTEEL STAND A50

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PTM Technology is the right partner manufacturing complete handling equipment for Operative Millers, Feed-mills and storage solution. Product range includes Bucket Elevators, Chain Conveyors and Belt Conveyors Thanks to its long experience and know-how, PTM focuses on Operative Millers needs with specific line of product offering easy-to-install and easy-to-clean machines with food grade painting, built for intensive usage >3500 hrs./year PTM machines have been installed throughout 45 countries, operating in different climate conditions, processing Cereals, Flour, Feed for livestock, Oilseeds, Malt & Grits PTM is proud member of AGI - Ag Growth International's extensive family of brands.



#### ROTEX EUROPE STAND A69

#### Martin Anderton

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Rotex is a leader in dry separation and screening machines. Main applications are fine screening application which require accurate separation with high efficiency. Rotex screeners offer horizontal installations and gyratory motion which guarantees high screening performance. Agricultural installations around the world have ROTEXâ and MEGATEXâ Screeners hard a work. High capacity, efficient screening is the key to their success. The distinct screening motions of the ROTEXâ and MEGATEXâ Screeners combine high capacity with accurate separation capability. From small local feed house to large export terminals, ROTEX offers the right screener for each installations.

#### SAATI S.P.A. STAND B14

#### Daniela Rizzardi

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Website: www.saati.com

Saati is an Italian multinational company that develops, produces and commercializes highly advanced technical precision fabrics and chemicals for industrial use since 1935. Over the past 80 years, saati has perfected the technology of manufacturing fabrics to a high degree of precision. These include a broad range of polyamide and polyester fabrics which are ideal for accurate sifting, screening and separating procedures used in the food, chemical, pharmaceutical and mining industries. Our fabrics, dedicated to the flour milling industry, are manufactured in accordance with: ISO 9001:2000, FDA code of federal regulations, as well as regulations CE 1935/2004 and EU 10/2011.



#### SANGATI BERGA STAND A4, A5

#### Ricardo Pereira, Pedro Pereira

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Phone: +55 (85) 4008.5000

Email: marketing@sangatiberga.com.br Website: www.sangatiberga.com.br

Sangati Berga manufactures technologically advanced equipments, providing and entire line of machinery and equipments for the wheat and milling sectors, pulverulent mixtures plants towards the food industry, animal feed factory, rice improvement and ficilities for cereal and it's derivaties bulk shipping.

## SARMASIK BAKERY MACHINERY CO. INC. STAND B24

#### Nevin Toprak

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Website: www.sarmasik.com.tr

As Sarmasik Group, we comprehensively dedicated ourselves with the needs of bakeries. Starting from project development, until installation and commissioning of complete bakeries, we offer turn-key solutions to our customers for fresh bread production systems. The main product range: ·silo · spiral mixers · bowl elevators · dough chunkers · bun make up lines · dough dividers · dough rounders · intermediate proofers · moulders · final proofing systems · tunnel ovens · deck ovens · rack ovens / convection ovens · depanners · spiral cooling towers · bread packaging machines · cookie depositors · fully/semi automatic complete lines



#### SATAKE STAND B10

#### Cassie Hughes

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Website: www.satake-europe.com

Satake is one of the world's leading suppliers of process equipment for cereal grain applications. Founded in 1896, Satake has at its disposal a wealth of experience to provide bespoke solutions to wheat, maize and rice customers. To support Satake's expanding customer base in Africa and the Middle East, Satake Europe Ltd provides individual machines through to turnkey projects. Their Customer Service department offers parts, service and maintenance for all Simon, Robinson and Satake machines. Satake Europe also provides its customers with a versatile test plant incorporating the latest colour sorting, PeriTec debranning and milling technology.

#### SCAFCO GRAIN SYSTEMS STAND A53

#### Daniel Wambeke

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SCAFCO Grain Systems is a market leader in the design and manufacturing of corrugated galvanized grain storage solutions. SCAFCO engineers custom design to meet individual requirements and has supplied grain storage projects to more than 80 countries worldwide. SCAFCO products are engineered for quick on-site assembly, simple operation, and lasting quality.



#### SEFAR AG STAND A32

#### Joe Klingler, Roland Rieder

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Sefar is the leading provider of synthetic and wire screening products for the milling industry. With 183 years of experience, world-class production facilities and a proven history of exceptional customer service, we have become the industry's top provider of high quality products. Sefar is constantly testing and improving its product range of fabrics accessories. The fabrics from the SEFAR NYTAL® range are made from yarns that contain only substances recognized as safe according to the "FDA Code of Federal Regulations (USA), Food and Drugs, title 21, part 177.1500 for PA respectively 177.1630 for PET (indirect food additives: Polymers)" and the "EC COMMISSION DIRECTIVE 2002/72/EC incl. all amendments up to 2011/10/EC, which refers to plastic materials and articles intended to come into contact with foodstuffs. Pick up a copy of our new Milling Documentation.

## SELIS MAK. END. VE TIC. LTD. STI. STANDS C6, C7, C8, C9

#### Temel Harmankaya

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Since 1964, Selis with an experience of more than a half century manufacture machinery-equipment for flour, semolina and maize plants and realizes turn-key projects for these plants. Thanks to the experience and expertise in the global arena by finding customer focused solutions Selis can offer the best after sales service. Selis make innovation works for milling technologies since 30 years and take patents. New works that are developed in the R&D office with a professional team who are following up-to-date technology carried our company to a different position in its sector. Our company has an extensive reference portfolio with plants erected in 45 countries and services supplied. We are proud to be a company growing steadily by working with right and reliable partners and also offering innovative and advanced equipment.



#### SGS GROUP STAND A26

#### Aurelia Resines

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Website: www.sgs.com

SGS is the world's leading inspection, verification, testing and certification company. SGS is recognized as the global benchmark for quality and integrity. With more than 80,000 employees, SGS operates a network of over 1,650 offices and laboratories around the world. We help ensure the integrity of the food chain by providing services that cover all aspects of the agricultural industry, helping customers manage crops, enhance seed development, conduct soil testing and harvesting, move product through the global supply chain and manage trade inspection at export and import. Serving all of the major players in the agricultural sector, our services reduce risk, ensure quality and improve productivity.

#### SILOS CORDOBA S.L. STAND C11

#### Nouh Badih

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Silos Cordoba is a leading manufacturer of metal silos for grain storage (grain storage bins). In addition to a large selection of grain storage solutions, including flat silos, hopper silos, truck load silos and farm silos, we also manufacture a full line of handling equipment: elevators, belt conveyors, chain conveyors and screw conveyors. Silos Cordoba has a livestock division, Gandaria Servicios Ganaderos, which manufactures livestock equipment and supplies all the equipment required for poultry houses (feed lines, cooling, heating and control systems, etc...) to suit the needs of every client. We manufacture as well metal structures and cladding.



#### STATEC BINDER GMBH STAND A41

#### Guenter Haiden

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STATEC BINDER is a specialist in packaging and palletizing machines and is providing worldwide solutions in the field of packaging and palletizing of bulk goods. The know-how of STATEC BINDER is reflected in a wide range of machines as well as complete systems – packaging, palletizing, pallet securing and special accessory. All varieties of packaging systems are offered for polyethylene (PE), polypropylene (PP) and paper bags with filling weights from 5 - 50 kg. STATEC BINDER develops, designs and produces all machines within its manufacturing plant in Austria. To date, more than 1000 packing machines have been supplied all over the globe.

#### STIF STAND A68

#### Jose Burgos

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STIF is a specialized manufacturer of components for the bulk material handling industry. STIF is a French company worldwide represented and installed already in Europe, Asia (Singapore & China) and in Central America. Our main products are pressed steel and plastic elevator buckets, rubber elevator belts, compression coupling (for pneumatic handling), slide-valve and diverter valve (grain handling), safety valve and manholes, and our new product range: the Explosion Protection with Vent Panel and Flame Arrestor VIGILEX (dedicated webpage: www.vigilex. eu) At IAOM we will introduce: - Our new range of VQ Flame Arrestor with Atex certificate EN16009 - The EC certified curved explosion vent panel V-Flex. - The bucket elevator dedicated range of Monitoring System. Under speed monitor and belt alignment devices the most accurate in the market.



#### SYMAGA STAND B30

#### Julio Lopez

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Symaga, a Spanish company specializing in the design, manufacture and supply of steel silos for storing seeds, cereals, malts, oilseeds, grains and pellets, rice and, in general, for the agriculture, agro-industry, biofuels and biomass, and with more than 30 years' experience and over 15 million m³ of storage space worldwide, ensuring our capacity to tackle any project. Symaga supplies a wide range of silos, flat bottom up to 25.000 m³ and hopper silos, reaching 12 m. diameter with 45° hopper and 2.700 m³ capacity, completely galvanized and the double welded compression ring. We provide Z600 gr/m² galvanization ensuring the highest service life of the market, we continue investing in research and development, allowing us to develop new products as ventilated cones and fully perforated floor, to reach customer needs.

#### TAPCO INC. STAND C12

#### Yassine Abbad, Vice President of Sales

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Phone: 01.314.739.9191, Fax: 01.314.739.5880

Email: info@tapcoinc.com, Website: www.tapcoinc.com

Tapco Inc., St. Louis, Missouri, USA manufactures the most widely accepted line of nonmetallic elevator buckets in the industry. Buckets are injection-molded in polyethylene, nylon and polyurethane. Popular styles include CC-HD (Heavy Duty), CC-XD (Xtreme Duty), EuroBucket and AA. Super EuroBuckets are specifically engineered to replace existing European style steel buckets and provide equal or greater capacity. Tapco stocks 1 million elevator buckets in 178 sizes for immediate shipment, along with the 15 million elevator bolts in 54 sizes in six styles in carbon steel, zinc plate, and stainless. Tapco also inventories belt splices, abrasion-resistant sheeting, drag flights, and hanger bearings.



#### TECHNO GROUP STAND B2

#### Tamar Omari

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EPC Contractor for Grain Storage and Port Facilities. Techno Group has been providing its range of activities to its clients in the MENAS region for almost 26 years, covering various mechanical/electrical/automation solutions up to full turnkey EPC projects. Techno Group's successful projects covered various Storage facilities (Grain, Cement, Oil, etc...) including Ship unloaders, Grain Handling equipment, Silos (Concrete and Steel), Packing Plants. Techno Group is currently serving as the EPC Contractor for the New Aqaba Grain Receiving and Storage Port Facility as well as multiple projects for the Saudi Grain Silos and Flour Mill Organization. TECHNO GROUP also specializes in feedmills and Sugar refineries.

## THERMAL REMEDIATION FROM TEMP-AIR STAND A74

#### Dr. Raj Hulasare

3700 West Preserve Boulevard, Burnsville, MN 55337, USA

Phone: 1-800-836-7432, Fax: 1-952-707-5221

Email: rhulasare@temp-air.com Website: thermalremediation.com

Temp-air's Thermal Remediation® heat treatment equipment is used to control stored product pests in bins and silos, food processing plants and storage facilities. Temp-air's patented 'positive pressurization' process using direct fired, makeup air heaters in conjunction with fans and high temperature duct work and predetermined air-changes is highly effective to control stored product pests. This patented process is an environmentally friendly alternative to chemical fumigation and has proven results in North America, Europe and Asia. Advantages include: shorter treatment times (6-12 hours); penetrates & reaches areas that chemicals cannot; dries out residual grain mass killing all life stages of insects.



### US WHEAT ASSOCIATES, INC. STAND A42

#### Mina El-Hachimi

Bldg#7, Block 1153, Sheraton Heliopolis Area; POB 3008 El-Horreya, 11361

Heliopolis, Cairo, Egypt

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Email: melhachi@uswheat.org Website: www.uswheat.org

Market Development and Promotion of U.S. Wheat in the Middle East, East and North Africa through various activities, seminars, regional conferences and workshops.

#### UGUR MAKINA SANAYI GIDA N AAT TAAHHÜT ENDÜSTRIYEL YAPILAR TURIZM TARIM DI TICARET LTD IRKETI STAND A77, A78, A79

#### Garip Cantemir

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UGUR MAKINE is one of the oldest mill machinery manufacturers since 1955. UGUR has proved its name with its 60 years of experience in flour, semolina and feed milling machinery manufacturing industry. Recent 20 years, UGUR is gives turnkey solutions in all grain processing plants as well as compact and industrial mills in every capacity.



#### VATAN GIDA LTD. STI. STAND B29

#### Ayse Dogandemirel

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In 1987, Vatan Gida was founded by Fevzi Avcı to find specific solutions to quality problems being experienced by milling sector in Turkey. After a short time, Vatan Gida created its own brand "PROVIT" and made it one of the most well-known flour additive brand, both in domestic and foreign market. Vatan Gida built first modern and well-equipped laboratory and broad facility R&D department by employing experienced technical staff. Since our first priority is quality, we are certified to ISO 9001:2000 Quality System. All Provit products have HALAL Certificate. All of our Provit additives carry "Food Production Certificate" given by Ministry of Turkish Agricultural and Village Affairs. We guarantee that none of our products include Genetically Modified Organisms (GMOs) and hazardous chemicals.

## VICTAM INTERNATIONAL BV STAND C3

#### Bep Spruijt

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GRAPAS exhibitions and conferences are held in Cologne and Bangkok. These events are co-located with FIAAP and VICTAM. Exhibitors: The latest technology used within a rice or flour mill/food processing plant will be displayed. Also on show will be a wide and varied display of ancillary equipment and systems – silos, elevators, magnetics, conveyors, bagging, trucks etc. There will also be specialist technology used within the preservation and storage of grains. Visitors: The senior international executives that attend GRAPAS will comprise CEO's, directors, mill managers, plant managers, transportation managers, nutritionists etc. These influential visitors will have come from rice mills, flour mills, food processing plants, storage facilities, port terminals, etc.



#### VIGAN ENGINEERING SA STAND A21

#### Valérie Veriter

Rue de l'Industrie 16 – 1400 Nivelles, Belgium Phone: 0032 67 89 50 41, Fax: 0032 67 89 50 60 Email: info@vigan.com, Website: www.vigan.com

With more than 1.200 machines sold over 45 years throughout more than 90 countries, VIGAN ENGINEERING S.A. is designing and manufacturing ship loaders & unloaders for dry agri-bulk cargo: Mobile portable machines or "grain pumps", with a capacity of 100-250 tons/hour. Pneumatic Continuous Ship Unloaders ("Tower" type and NIV), designed for a capacity of 160-800 tons/hour for all sizes of vessels. They are able to handle many kinds of free-flowing products like cereals, animal feed, alumina, chemicals, wood pellets... Mechanical Continuous Ship Unloaders "SIMPORTER" can discharge up to 1.500 tons/hour from big vessels (Panamax, Cape) thanks to their Twin-Belt technology. Ship loaders are designed for a capacity up to 1.500 tons/hour. VIGAN is also able to manage complete turnkey projects like Grain Terminals.

#### VORTEX VALVES STAND A58

#### Travis Young

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Email: vortex@vortexvalves.com, Website: www.vortexvalves.com

Vortex specializes in innovative valve solutions for the dry bulk industry handling foods, plastics, chemicals, minerals and abrasives. Vortex slide gates, diverters, and iris valves are uniquely designed to maximize production efficiency, eliminate material leakage, and increase service life. Vortex has handled thousands of dry materials for more than 10,000 clients worldwide. With 21 product lines and over 8 million design variations, Vortex will select the appropriate valve and modifications for the most demanding applications. Our products are backed with the highest level of technical support in the industry, with service centers throughout North America, Latin America, Europe and Asia.



## XOL AUTOMATION STAND A70

#### Mayssa El Khoury

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Phone: +961 1 891844, Fax: +961 1 891889

Email: info@xolautomation.com Website: www.xolautomation.com

XOL Automation is the leading engineering company specialized in the agricultural industry that brings you the latest equipment from the world's leading brands to serve your needs. This equipment, along with our best-of-class engineering practices, will help you improve productivity and maximize your profitability.

## YENAR A.S. STAND A63

#### Hikmet Yegin

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Email: hikmet@yenar.com.tr Website: www.yenar.com.tr

As YENAR A.S., we are one of the world leader producers of double centrifugal cast iron rolls for flour, oil, coffee and animal feed milling industry. We are currently producing 22.000 rolls / annually with the newest technology in 40.000m2 area for the main machine manufacturers ,and also for the aftermarket. Our production range varies from 150 mm to 820 mm in diameter and up to 2.200 mm in length. The rolls are produced according to the machine manufacturers design and fully finished or rough machined according to the customer request. We also have a capacity to corrugate and make sandblasting rolls up to 2,200 mm length and 820 mm in diameter. Briefly, Yenar always supply the best solution in roll sector.



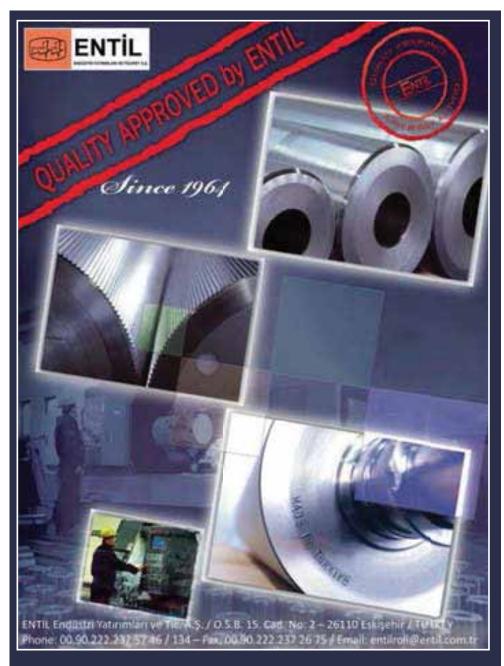
#### ZANIN F.LLI SRL STAND A65

Viale Delle Industrie, 1, Casale Sul Siel (TV) Italy Phone: 0039 0422 785444, Fax: 0039 0422 785805

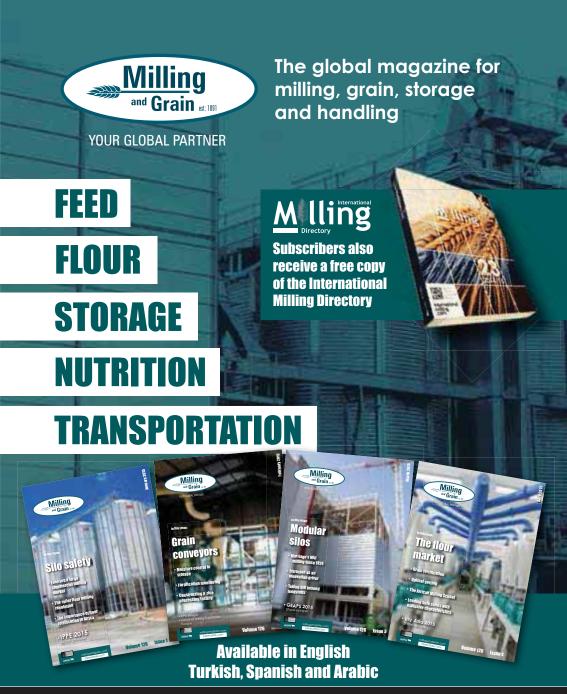
Email: beatrice.friedli@zanin-italia.com

Website: www.zanin-italia.com

ZANIN FLLI designs, produces and installs plants and machinery for the Industrial and Agro-Industrial markets. With a strong company culture on achieving product and service quality, we offer almost 60 years of experience in assisting our customer's needs. INDUSTRY: Port- and Railway-Logistic, Conveying, Product Cleaning, Storage, Complete Sytems, AGRO-INDUSTRY: Drying, Cleaning, Conveying, Mechanization, Storage, Ventilation, Personalized Solutions- Accessories and Components, Turnkey Plants.



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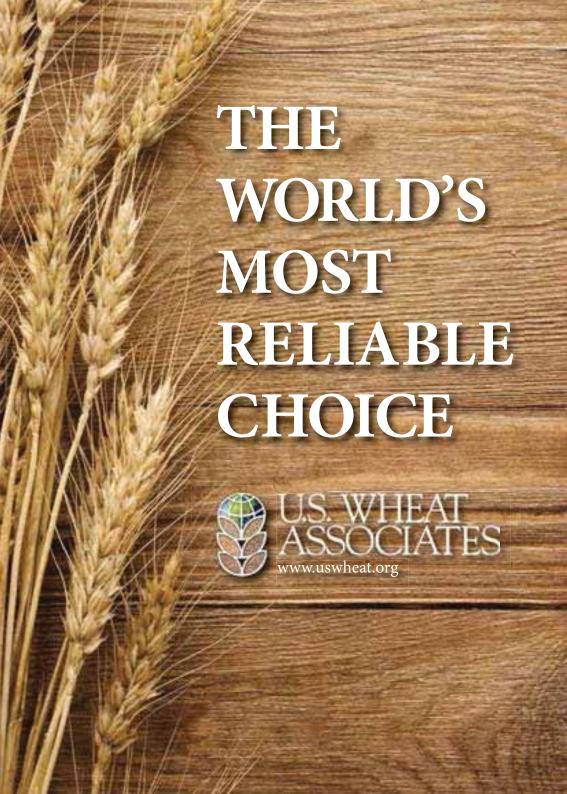
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