



INTERNATIONAL  
ASSOCIATION OF  
OPERATIVE MILLERS



Mideast & Africa Conference & Expo  
24-27 Oct 2016 | Addis Ababa, Ethiopia

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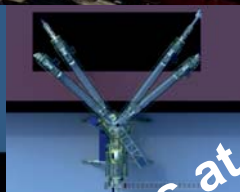
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# The GrainCorp

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

- ▶ Largest network of storage facilities across eastern Australia
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- ▶ 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



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### Marketing



Marketing to local and global markets

## Discover More

Speak with our team or visit [graincorp.com.au](http://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

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### Nicholas Chambers

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## WELCOME TO ADDIS ABABA, ETHIOPIA

Ethiopia is the second most populated country in Sub-Saharan Africa, and is the fastest growing economy in the world!

Boasting an average GDP of 9.6% in the last 10 years, Ethiopia has a population of 100.4 million, and more than 200 mills with grown food crops: wheat, teff, maize, beans, peas, lentils, soybeans, chickpeas, etc. Even though the country produces food crops, food scarcity remains an issue due to the country's increasing demand. Great opportunities exist for export, commercial production and processing of these food crops.

Ethiopia also needs new high technologies for food processing industry, machinery/equipment and production design, in addition to state-of-the-art packaging systems to improve the country's ventures in processed foods.



## French cereals: for world markets

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## WELCOME MESSAGE IAOM MEA 2016 CONFERENCE CHAIRMAN

It is with great pleasure I welcome you all to the 27th Annual IAOM MEA Conference & Expo 2016 to be held from the 24th to the 27th of October 2016 here in Addis Ababa at the Millennium Hall, where more than 300 companies in the agro-processing sector from all over the globe are expected to participate in the conference and expo. This is a great opportunity for Ethiopia to present its investment potential offered to investors.

The topic of industrialization is high on the agenda for Ethiopia. The country has set a vision to reach middle income status and to be a leading nation in light manufacturing in Africa by 2025. To realize the vision, Ministry of Industry has developed a 13 year (2013-2025) Industrial Development Road Map and also prepared more than 19 sector based strategies altogether putting industrialization as the catalyst for the sustainable and inclusive transformation of the economy. In the second Growth and Transformation Plan (GTP II, 2016 – 2020), the country has set an objective to transform the economy and expedite the industrialization process with the manufacturing sub-sector given top priority for accelerated growth.

Agro-processing is among the most prioritized investment areas in which the country has comparative advantages in the area. The Government of Ethiopia has put in place various incentive packages and supporting instruments including the development of Integrated Agro-Industrial Parks (IAIPs). The IAIPs aim to coordinate and integrate dispersed value chain components by clustering and creating linkages between farmers, processors and consumers.



The IAIPs will be spread across the country and linked to each other through agro-industry growth corridors (AIGC). A total of 17 AIGCs were selected in different parts of the country, from which four were identified for pilot projects. Implementation of the IAIPs would create ample investment opportunities to the private sector.

Ethiopia is strategically located to the European and Asian markets. Being the second largest populous country in Africa, it also offers a potentially growing domestic market. It is also the home of many international organizations and institutions while becoming an important venue for various global and regional events.

We, therefore, strongly believe that the IAOM MEA Conference & Expo 2016 will create an opportunity for participants to explore dedication of the Government and the people of Ethiopia in attracting and sustaining private sector investment. It also presents a platform for participants to learn of the wide range of investment opportunities in the country.

In this regard, we assure you all that we will jointly work with all stakeholders to make the event very successful and fruitful. We are honored and privileged to host the 27th IAOM MEA Conference & Expo 2016 and are pleased to welcome you all.

I look forward to seeing you at the conference in Addis Ababa October 24-27 this year.

Warmest regards

**H.E. Dr. Mebrahtu Meles**

Ethiopia's State Minister of Industry





## **WELCOME MESSAGE IAOM MEA REGIONAL DIRECTOR**

I gladly welcome all of you to the 27th Annual International Association of Operative Millers Mid-east & Africa Region (IAOM MEA) Conference & Expo on 24-27 October 2016 at the Millennium Hall Addis Ababa, Ethiopia.

Our region is facing challenging times that call for creative, practical, and sustainable solutions to serve our association's main goal of advancing education and training opportunities in the grain milling industries.

In line with the steps we've taken in recent years to connect with our fellow millers in Africa, it's vital that we gather in Africa's political and diplomatic capital, Ethiopia. The country is Sub-Saharan Africa's largest wheat consumer and fastest growing economy in the world.

We have consulted with our local host, Ethiopian Millers Association, on the technical topics and challenges they would like to be addressed during the conference. Our dialogue launched the idea of a panel discussion, "Feeding the Fastest Growing Economies of East Africa," which gathers milling industry leaders to discuss the most serious challenges faced by the region these days.

The other panel discussion, "Regional Review: The Modern Middle East," focuses on the consequences of privatization and subsidy reforms in Egypt, Iran, Lebanon, Turkey, and UAE.

Dan Basse, President and Founder of AgResource Company, will join both panel discussions and will also moderate the trading sessions.



Following the success of the 1st Sub-Saharan Regional Forum held last year in Kenya, IAOM MEA organized the 1st Middle East Regional Forum on 18-19 May 2016 in Movenpick Hotel Cairo - Media City, Giza, Egypt, which was attended by almost 100 millers from Egypt, Jordan, Tunisia, Kuwait, Lebanon, Saudi Arabia, Sudan, Turkey, and UAE.

IAOM MEA is also working with Buhler to develop a one-week milling course entirely in Arabic, which is targeted to happen by spring 2017.

Finally, IAOM MEA has launched its revamped website. The new portal features industry news, listings of used machines and spare parts, job opportunities, feature articles and interviews with key personalities and innovators of MEA's milling industry.

All these educational initiatives would not have been possible without your continuous support and active participation in IAOM MEA events throughout the region. We are also thankful to our generous sponsors, and the volunteerism of our Leadership Council, Education Committee, and Forum Leaders.

Enjoy the conference!

Sincerely yours

**Ali Habaj**

IAOM MEA Regional Director

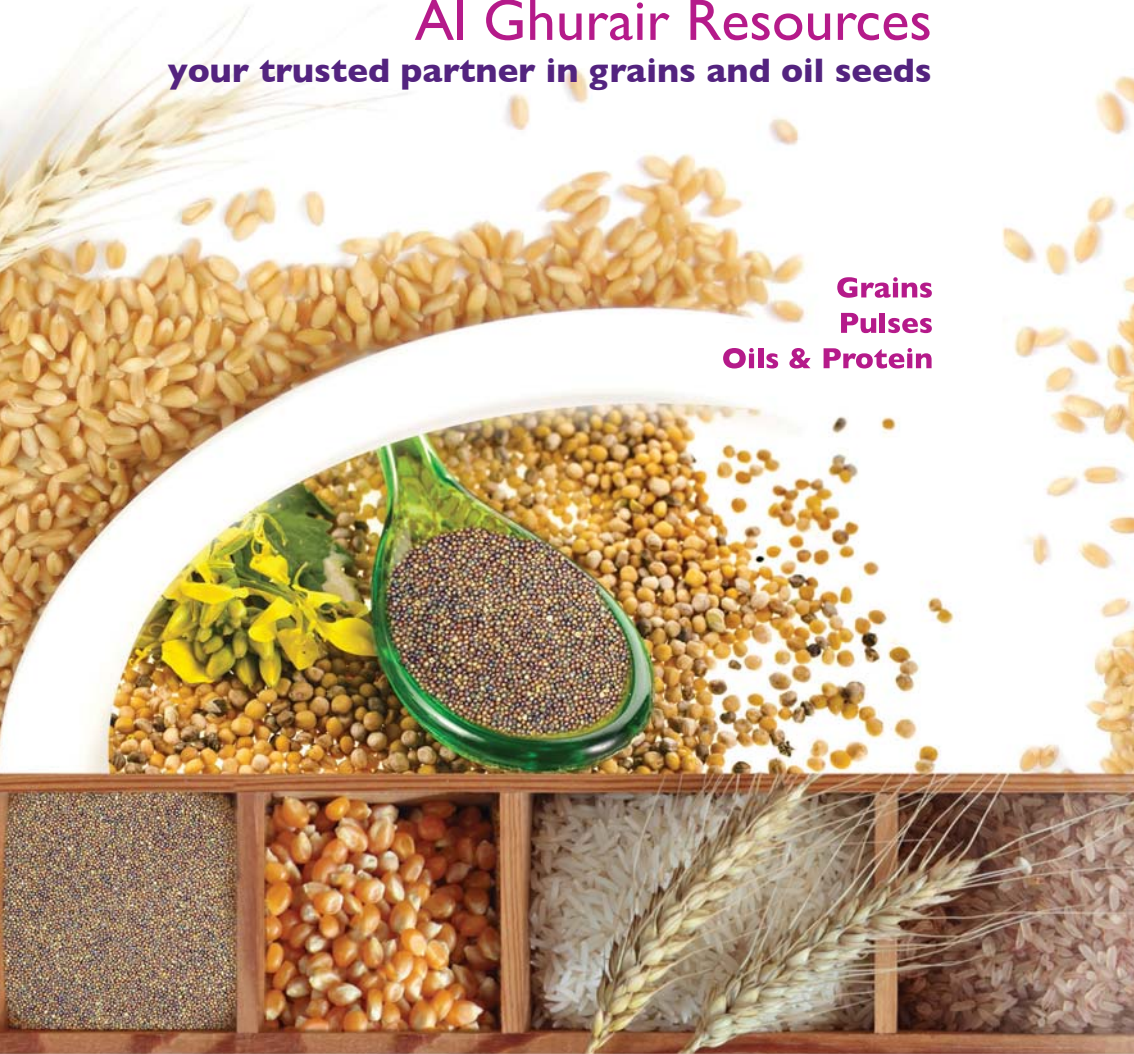
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*Bunge is a leading agribusiness and food company with integrated operations that circle the globe.*

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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.

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## Agriculture



## Financial



## Industrial



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

We buy, process and distribute grain, oilseeds and other commodities to makers of food and animal nutrition products. We also provide products and services to crop and livestock producers.

We provide our food, agricultural, industrial and financial customers around the world with risk management and financial solutions.

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





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Cooperation adds value





## IAOM MEMBERSHIP BENEFITS



## IAOM MEMBERSHIP BENEFITS

### About IAOM

#### 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 12 districts in North America and international regions in Latin America, the Middle East and Africa, Eurasia, and Southeast Asia, 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**

Avaluable 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.



## IAOM MEMBERSHIP BENEFITS

### 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 Mid-east & 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 across Southeast 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 resident 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 five to ten 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, it will soon be available in Arabic, and Units 1-4 are available in Spanish. All other units are being translated into Spanish.

#### **IAOM Resident Milling Courses**

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



## IAOM MEMBERSHIP BENEFITS

offer executive and expert resident milling courses. The Resident Milling Courses provide hands-on instruction by industry experts and experienced instructors.

### **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.

### **Milling Technician Certificate Program**

This unique certificate program prepares candidates to work in flour mills as an associate working in many of the areas of the modern mills. Studies will include basic math needed for the mill environment, as well as an overview of equipment, electronics and electricity, and pneumatic fundamentals. Students will be introduced to the milling process, the wheat characteristics and the industry, and the various requirements of the gradual reduction process in making wheat flour. Quality assessments will be an integral part of studies. At the conclusion of the





## IAOM MEMBERSHIP BENEFITS

courses, candidates will complete an internship at a commercial flour mill.

### Electrical Training Course

Working with real world components, students in this “hands-on” electrical maintenance course will learn how to fix electrical problems plain and simple. This three-day electrical troubleshooting and preventive maintenance training was created to bring students up to speed in their electrical troubleshooting skills as quickly and safely as possible, and it was designed to cover the most commonly performed electrical troubleshooting tasks a maintenance technician faces in their job every day in a flour mill. For the novice or experienced electrician, this training course provides a no-nonsense, practical and real world systematic approach to electrical troubleshooting.

### Courses Offered Annually

- IAOM Fundamentals of Milling I (Cremona, Italy)
- IAOM Fundamentals of Milling II (Cremona, Italy)
- Mill Maintenance I or II(USA)
- Electrical Maintenance (USA)
- 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)





## IAOM MEMBERSHIP BENEFITS

### 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 or affiliated 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 milling or affiliated industries.

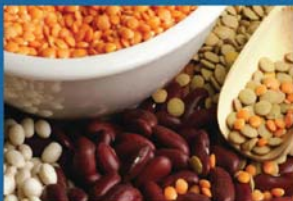
#### Junior Active Member

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

|                       |       |
|-----------------------|-------|
| <b>Active:</b>        | \$195 |
| <b>Associate:</b>     | \$195 |
| <b>Junior Active:</b> | \$30  |

All dues paid in US funds and drawn on US bank



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## PAPERS SUMMARY



## DAY 1 | OCTOBER 25, 2016

| No.   | Presentation   | Speaker           | Designation                           | Company                      |
|-------|--|-------------------|---------------------------------------|------------------------------|
| TECH1 | The Comparison of Compact & Standard Mills   | David Fraser      | Area Sales Manager                    | Buhler (Kenya)               |
| TECH2 | Ozonization - A New Technology to Disinfect Mills  | Peer Hansen       | Technical Director                    | Igrain (Denmark)             |
| TECH3 | Flour Correction & Falling Number Reduction Enter a New Phase with the Introduction of an Innovative Amylase | Dr Irina Matveeva | EMEA Baking Technology Manager        | Novozymes (Russia)           |
| WN1   | Leonardo Hightech Rollermill: Save 50% of Electric Power   | Pietro Barbalarga | Commercial Director                   | Omas (Italy)                 |
| WN2   | LabMill by Chopin Technologies - New Laboratory Mill Designed to Evaluate Wheat Milling Performance          | Stephane Cochet   | Export Director                       | Chopin Technologies (France) |
| WN3   | Processing Local Grains for Genuine Staple Food  | Raphael Krucker   | Head of CS & Business Development MEA | Buhler DMCC (UAE)            |
| WN4   | Brabender MetaBridge - Smart Software for Interconnected Communications                                      | Philipp Deiters   | Sales Manager Africa                  | Brabender (Germany)          |
| WN5   | Dynamic Angular Positioning (DAPS) System  | Temel Harmankaya  | Business Development Director         | Selis (Turkey)               |
| WN6   | Energy Efficiency  | Mauro Pizzamiglio | Technical and Sales Director          | Alapala (Turkey)             |



## DAY 2 | OCTOBER 26, 2016

| No.   | Presentation  | Speaker                        | Designation                                   | Company                                 |
|-------|---|--------------------------------|---|---|
| TECH4 | Nutritional and Technical Improvement of Flour for Bread and Pasta                | Dr Lutz Popper                 | Head Research & Development                   | Muehlenchemie (Germany)                 |
| TECH5 | Pasta Processing & the Contribution of Extrusion Technologies                     | Marco Loschi                   | Product Manager Business Unit Pasta & Noodles | Buhler (Switzerland)                    |
| TECH6 | Optimizing Wheat Mill Co-Product Value in Broiler and Layer Production            | Vaughn Studer                  | CEO   | Engrain LLC (USA)                       |
| TRD1  | Australian Market Outlook   | Nick Poutney                   | Regional Manager, M.East, Africa & Japan      | GrainCorp Limited (Australia)           |
| TRD2  | French Market Outlook   | Jean-Pierre Langlois-Berthelot | President                                     | France Export Cereales (France)         |
| TRD3  | US Market Outlook   | Ian Flagg                      | Regional Director Europe & MENA               | US Wheat Associates, Inc. (Netherlands) |
| WN7   | Amazing Savings with the New Vacuum Filling for Flour                             | Christian Helwig               | Area Manager ME                               | Rovema (Germany)                        |
| WN8a  | Fully-Automatic Packing Machinery's Benefits in Flour Mill Commercial Performance | Mark Wild                      | Sales Manager                                 | Fawema (Germany)                        |

## DAY 2 | OCTOBER 26, 2016

| No.  | Presentation  | Speaker         | Designation                      | Company                        |
|------|---|-----------------|----------------------------------|--------------------------------|
| WN8b | Demands in the Complete Value Chain for Grain Bags                                    | Lars Bergstroom | Senior Technical Service Manager | Billerud-Korsnas (Sweden)      |
| WN9  | Optical Fluting Test  | David Balaguer  | Sales Director                   | Fundiciones Balaguer (Spain)   |
| WN10 | Couscous: A Versatile Process & Product   | Mohamed Lammi   | Sales Manager MEA                | Clextral (France)              |
| WN11 | Rapid Assessment of Sprout Damage Using the New Fast Falling Number Prediction Method | Martin J Hallin | Product Manager                  | Perten Instruments AB (Sweden) |

## DAY 3 | OCTOBER 27, 2016

| No.   | Presentation  | Speaker               | Designation                    | Company  |
|-------|---|-----------------------|--------------------------------|--|
| TECH7 | Gluten Saving and Water Absorption on Wheat Flour                               | Pierre Edouard Molina | Managing Director              | Eurogerm (South Africa)                              |
| TECH8 | Gluten Aggregation Kinetics as a Tool for Predicting Wheat Quality and End-Use  | Markus Loens          | Senior Sales Director for Food | Brabender (Germany)                                  |
| TRD4  | Baltic Sea Market Outlook   | Indrek Aigro          | Broker for Grains              | Copenhagen Merchants (Denmark)                       |
| TRD5  | Wheat Logistics in East Africa: Ethiopia & Beyond                               | Shujjat Alikhan       | Vice President                 | International Marine & General Services "IMGS" (UAE) |
| TRD6  | Wheat Price Volatility: Assessment & Overview of Solutions Available to Millers | Jeremie Girod         | Managing Director              | Terraxis Commodities (Switzerland)                   |
| TRD7  | Milling Wheat Procurement in the Information Age                                | Siavosh Arasteh       | Managing Director              | AgFlow (Switzerland)                                 |
| TRD8  | Proprietary Crop Sourcing for Greater Milling Functionality                     | Nicole Rogers         | CEO                            | Agriprocity (UAE)                                    |

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## SPEAKER LINEUP

## OPENING CEREMONY



### *Opening Speech - Conference Chairman*

**H.E Dr. Mebrahtu Meles**

State Minister of Industry (Ethiopia)

Mebrahtu Meles Currently serves as a State Minister of Industry in Ethiopia. He has 20 years of work experience in government offices with the private sector out of these more than 15 years in management up to senior and executive level. He has extensive experience in managing and organizing different regional, federal private sector supporting institutions, programs and projects in private sector. He has received PhD in the Area of Research Private Sector Development and has been awarded a Master's in Economics and Management in Agro-Industrial Complex.



### *Master of Ceremonies*

**Munit Mesfin**

Artist | Creative Director (USA/ Ethiopia)

Munit Mesfin is an Ethiopian-American artist, creative director and professional moderator who resides and works in the US and Ethiopia. With a background in Economics and Government from Smith College in Northampton, MA, Munit has, over the past ten years, used her skills, knowledge and platform, to work on her passion for sustainable development, gender empowerment and positive social change. She is currently a Creative Director for Music for Yegna, an innovative musical radio drama that is part of the Girl Effect movement that strives to empower girls and shift the perceptions society has about them so that they can have the opportunity to realize their full potential. She also works as a professional moderator and consultant for events large and small, including concerts, festivals, conferences, workshops and fundraisers, in Amharic and English.



*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 three fold 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.

## PANEL DISCUSSION: Feeding the Fastest Growing Economies of East Africa



*Moderator, Panel Discussion: "Feeding the Fastest Growing Economies of East Africa"*

**Martin Schlauri**

Managing Director, African Milling School, Bühler 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.





*Panellist, "Feeding the Fastest Growing Economies of East Africa"*

**Abubakar Said Salim Bakhresa**

Executive Director Said Salim Bakhresa & Co Ltd (Tanzania)

Abubakar Said Salim Bakhresa is the Managing Director of Bakhresa Malawi Limited, Bakhresa Grain Milling (Rwanda), Bakhresa Grain Milling Limitada (Mozambique) and Bakhresa SA (Pty) Limited. He's the Executive Director of Said Salim Bakhresa & Co Ltd. Mr. Abubakar holds a B.Sc in Business Administration, majoring in Finance from Georgetown University, Washington D.C. USA. He is primarily involved in the wheat milling businesses of the Group and looks after the wheat procurement for the Group.



*Panellist, "Feeding the Fastest Growing Economies of East Africa"*

**Nick Hutchinson**

Group Managing Director, UNGA Holdings Ltd.; Chairman of the Cereal Millers Association (Kenya)

Group Managing Director of Unga Holdings Limited (headquartered in Nairobi) since September 2000. Unga Holdings Limited, an equity partnership between Unga Group Limited and Seaboard Corporation, operates flour milling operations in Kenya and Uganda, animal feed milling operations in Kenya and a specialty bakery in Kenya. Nick holds a BSc (Hons) degree in Horticulture from the University of London and has many years of business management experience working for Monsanto Company in East Africa, Europe, North America and South Asia. He is current Chairman of the Cereal Millers Association and the Kenya National Food Fortification Alliance; he is a Director of the National Cereals and Produce Board and a past Chairman of the Eastern Africa Grain Council.



*Panelist, "Feeding the Fastest Growing Economies of East Africa"*

**Ayele Gebreamlak**

Director: Commercial and Contract Farming, Agricultural Transformation Agency (Ethiopia)

Ayele Gebreamlak is a Director for Commercial and Contract Farming Program at the Ethiopian Agricultural Transformation Agency (ATA). Ayele has several years of experience both at Government and NGOs and has diverse knowledge on Planning, implementation, monitoring and evaluation of rural development and food security, water supply and sanitation, energy, and pro poor eco truism programs and projects. He has served at LVIA, CSLUF, Italian development Cooperation, MoANR, Amhara Region Investment office and the then Ministry of Coffee and Tea Development. Ayele have MA Degree in Management of Development (MoD), Specialization in International Agriculture from Larenstein University, Wageningen, The Netherlands. He have also received BSc degree in Agricultural Economics from the then Alemaya University of Agriculture.



*Panelist, "Feeding the Fastest Growing Economies of East Africa"*

**Esubalew Kefale**

Project Manager, Ahadukes Food Products S.C. (Ethiopia)

Esubalew Kefale has served under various capacities in food processing sector. He has been Production Manager, Production and Technical Manager, Project Manager, Project Coordinator, Milling Consultant for different flour mills, biscuit plant and pasta projects. Presently he is a Project Manager of Ahadu Food Products SC a position he has assumed during the last four (4) years. In this capacity he is responsible for technology and plant machinery and equipment selection, planning and implementation of the whole project which among others include equipment and material procurement, manpower recruitment, plant erection and commissioning.

## PANEL DISCUSSION: Regional Review - The Modern Middle East



*Moderator, Panel Discussion:*

*"Regional Review: The Modern Middle East"*

**David McKee**

Grain Industry Consultant (USA)

David McKee is a food industry specialist who has delivered grain policy analysis, project planning, feasibility and technical studies, cereals value chain research, industry assessments, marketing strategies and other services to a wide range of companies, governments, and international organizations. His consultancy is Key International LLC, based in Seattle, USA. As an independent contributor, he has published over 60 articles in World Grain magazine and other publications. His professional background includes a stint in international banking with Bank of America followed by several years in the global brewing industry in the US and Germany.



*Panelist, "Regional Review: The Modern Middle East"*

**Patricia Bakalian**

CEO, Bakalian Flour Mills - SIDUL SAL (Lebanon)

Patricia Sarkis Bakalian is the CEO of Bakalian Flour Mills, a fourth generation, family-run business, in Lebanon. Since 2009 she has lead the company through an extensive restructuring phase. She holds an MSc in Entrepreneurship and Management from Cass Business School, London, with a thesis in family business: sustainability, development and growth.



***Panellist, "Regional Review: The Modern Middle East"***

**Essa Al Ghurair**

Chairman, Essa Al Ghurair Investment LLC (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 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.





***Panellist, "Regional Review: The Modern Middle East"***

**Gunhan Ulusoy**

Chairman, Turkish Flour Industrialists' Federation (TFIF),  
Chairman BoD, Ulusoy Flour (Turkey)

Gunhan Ulusoy graduated from Bogazici University, Faculty of Economics and Administrative Sciences, Department of Business on 2003, and completed his Master's Degree in the field of Agricultural Economy in Ondokuz Mayıs University on 2014. He took the position of General Manager in Ulusoy Un Sanayi ve Ticaret A.S. for which he is a company partner of, between 2004-2010. He has continued his career as the Chief Executive Officer between 2010-2015, and has been elected as the Chairman of the Board for three years in the general meeting held on March 2015. Ulusoy Flour now has 5% share of total Turkish flour export with its two factories located in Samsun and Corlu. Total wheat milling capacity is 900 mtons/day. This capacity will increase to 1500 mtons/day with third factory whose construction will be finished in 2016. Ulusoy Flour opened to public on November 2014 and became the first listed flour milling company in Istanbul Stock Exchange. At the same time, Gunhan Ulusoy is continuing his duties of Black Sea Region Association of Flour Industry Chairman of the Board; Black Sea Grain, Pulses and Oilseeds Exporters' Association Vice Chairman of the Board; and Samsun Commodity Exchange Vice Chairman of the Board. Gunhan Ulusoy attended many national and international conferences and meetings, in which most of them he was participating as a speaker. Some of them were Global Grain Geneva, Global Grain Singapore and International Grain Round at Gelendzhik and ICBC, Istanbul. He will also represent his speech at the event of International Grain Council in June 2016. During the General Assembly Meeting of Turkish Flour Industrialists' Federation (TFIF), held in Ankara on May 2nd, 2015, he has been elected as the Chairman of the Executive Board of TFIF.



*Panellist, "Regional Review: The Modern Middle East"*

**Walid Diab Ghanem**

CEO, Egyptian Millers Co.; Vice President, Egyptian Milling Association (Egypt)

Walid Diab Ghanem is the CEO of Egyptian Millers Company, a family-owned business that was founded in 1935. Ghanem, who graduated from Cairo University with a degree in Mechanical Engineering, has been running the company for 27 years. He is also the Vice President of the Egyptian Milling Association.



*Panellist, "Regional Review: The Modern Middle East"*

**Seyed Mohammed Reza Mortazavi**

Director, Federation of Iranian Food Industries (Iran)

Born in a millers family, Mr Mortazavi is the third generation of millers who started his activities in Milling business since 1980. The family have had a major role in creating the Iranian association of millers and young Mohammad continued the family role in the association of Iranian millers entering the Federation of Iranian Food Industry association in creating new frontier in his activities. 10 years of effort as the board Director of Tehran House of Industries & Mines and 35 years of experience in Milling society and Food Industry allows him to share all his knowledge in Iranian business atmosphere with the honored participants.



## TECHNICAL SESSION



### *Technical Session Moderator*

#### **Peter Lloyd**

IAOM MEA Education Committee Chairman | Regional Technical Director, US Wheat Associates, Inc. (MENA)

Primarily 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.



### *The Comparison of Compact & Standard Mills*

#### **David Fraser**

Area Sales Manager, Buhler (Kenya)

David Fraser joined Bühler South Africa in 2009 as an engineer in the milling department. After graduating from University with a degree in Mechanical Engineering, he developed his career in Project Management and Milling technology. He was based in the Buhler office in South Africa and managed milling projects in various countries of Southern Africa. In 2013 he moved to the Buhler office in Kenya where he took over the sales responsibilities in Ethiopia and other East African countries.



### *Ozonization - A New Technology to Disinfect Mills*

#### **Peer Hansen**

Technical Director, Igrain (Denmark)

Peer Hansen is a Biochemist from University of Copenhagen. His career spans 30 years of dedication to science and creation of industrial applications based on frontier science. During the past 15 years he has been involved in application of the newest scientific findings in industrial solutions in the grain processing industry. Peer Hansen has also been involved in grain chilling technology and made systems available for very hot climates, where chilling may be needed the most. Possibly, Peer Hansen has become most known for his research into elimination of infestation in stored grain with Ozone. This research was conducted together with scientists from Aarhus University, Denmark. Peer Hansen won the Innovation Award at the recent VICTAM show in Thailand for his series of new Ozone Generators focusing on practical application. Peer Hansen's new laboratory under the Crop-Protector organization in Copenhagen cooperates with scientist from around the world, and he encourages both scientists and industrial opinion leaders to participate in new science for the betterment of the food quality supply.





*Flour Correction & Falling Number Reduction Enter a New Phase with the Introduction of an Innovative Amylase*

**Dr Irina Matveeva**

EMEA Baking Technology Manager, Novozymes (Russia)

Dr. Irina Matveeva graduated from Moscow State University of Food Processing in 1980 with the specialty of engineer-technologist of baking, confectionery and pasta industries. Dr. Irina Matveeva has more than 30 years' worldwide experience in bread-making and milling technologies science; she is the author and co-author of three books, more than 250 scientific publications and 20 patents. Following the Ph.D. in bread-making technology in 1983, and then the Doctorate Scientific Degree in 1993, she accepted the positions of Senior Scientific Researcher, Lecturer, Associate Professor, and Professor in Moscow State University of Food processing. Dr. Matveeva has been acting in ICC representing Russia since 1996. Since from 1999 Dr. Irina Matveeva started her career in Novozymes A/S Company acquiring the responsibilities over the baking and milling segments for technical service and support in Russia and other CIS countries followed by position of EMEA Baking Technology Manager providing trainings, technical solutions and support for customers in Europe, Middle East and Africa.



***Nutritional and Technical Improvement of Flour for Bread and Pasta***

**Dr Lutz Popper**

Head R&D, Muelenchemie GmbH & Co. KG (Germany)

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 anti-microbial 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 Group. He is an external lecturer for food technology at the Kiel University of Technology since 1997 and has contributed 160 articles and lectures to the field of food science.



***Pasta Processing & the Contribution of Extrusion Technologies***

**Marco Loschi**

Product Manager Business Unit Pasta & Noodles, Bühler AG (Switzerland)

Marco Loschi joined Bühler in 2015, after working for 17 years with Barilla G. e R. F.lli S.p.A (Italy), the world's largest pasta manufacturer. After graduating from University in Food Science and Technology, he developed his career in Research and Development, across different businesses and product technologies, both in Italy and in the United States, where he completed two assignments for a total of 6 years. Before joining Bühler, Marco Loschi was Sr. Manager of R&D Industrialization Pasta and Meal Solutions for Barilla.



***Optimizing Wheat Mill Co-Product Value in Broiler and Layer Production***

**Vaughn Studer**

CEO & Co-Founder, Engrain LLC (USA)

Vaughn Studer is the chief executive officer and co-founder of Engrain LLC. Prior to forming Engrain, Mr. Studer served on the staff of Kansas State University and played an integral role in the development of the Hal Ross Flour Mill, the International Grains Conference Center and the O.H. Kruse Feed Technology Center on the Grain Science & Industry campus. Studer leads Engrain in its strategic vision and execution of the company's research and development efforts. Studer is a trained technical nutritional physiologist and holds a bachelor's degree in animal science and industry from Kansas State and a master's degree in dairy science from the University of Wisconsin-Madison. He has also earned a master's degree in business administration from the University of Nebraska.



***Gluten Saving and Water Absorption on Wheat Flour***

**Pierre-Edouard Molina**

Managing Director, Eurogerm South Africa (South Africa)

Pierre-Edouard Molina has 9 years experience in the Milling and Bakery sector. After graduating from Ecole Ingenieur Purpan (EIP) in France, he joined Eurogerm in Morocco in 2008 as Deputy Director, focusing on technical developments and sales in the country. Then he was promoted to Export Area Manager, other Africa and Southern America. He became Managing Director of Eurogerm South Africa, a new Eurogerm branch based in Durban in 2013.



*Gluten Aggregation Kinetics as a Tool for Predicting Wheat Quality and End-Use*

**Markus Löns**

Senior Sales Director Food, Brabender (Germany)

Markus Löns joined Brabender® in 2002 as sales director for the food department. Before this he graduated as Engineer for Food Technology, specializing in flour and grain, and has worked some years at the Leibniz University Hannover, Germany, as the head of the research and training laboratory baking & sweets. The first years Markus worked worldwide at Brabender® as sales specialist for lab equipment, especially rheology, moisture, milling, and viscosity. In 2012 Markus took over the leadership of the food department as Senior Sales Director Food.



## WHAT'S NEW SESSION



### *What's New Session Moderator*

#### **Nicolas Tsikhlakis**

CEO and Vice Chairman, Modern Flour Mills and Macaroni Factories (Jordan)

Nicolas Tsikhlakis is CEO and vice chairman of Modern Flour Mills and Macaroni Factories in Amman, Jordan. He is also founder, Chief Executive Officer, and Chairman of Good Harvest Investment Company. Mr. Tsikhlakis holds a BS degree in Biology from the University of Miami and a Masters degree in Food Science and Technology from the University of Jordan. In addition, he studied milling engineering at the Swiss School of Milling, one of the most important international training centers for grain milling technology and attended Lutzern Baking Institute in Switzerland. He has acquired additional expertise in Commodity Price Management, Grain Marketing and Export, Wheat Grading and Inspection (US Department of Agriculture), Grain Storage and Handling (US Wheat Associates) and Commodity Price Management (Chicago Board of Trade). He is a member of the Association of Operative Millers (AOM) and the American Association of Cereal Chemists (AACC). He serves on the Board of Directors of the IAOM (International Association of Operative Millers) - Middle East and East Africa District. He is also a member of the Technical Committee and Chairman of the Union of Grain Millers Cooperative in Jordan and a member of the Jordanian Nutrition Higher Council. He served on the board of directors of GAIN (Global Alliance for Improved Nutrition and on the Executive management team of FFI (Flour Fortification Initiative). He serves on the board of the Jordan Restaurant Association.



***Leonardo Hightech Roller mill: Save 50% of Electric Power***

**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.



***LabMill by CHOPIN Technologies - New Laboratory Mill Designed to Evaluate Wheat Milling Performance***

**Stéphane 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.



***Processing Local Grains for Genuine Staple Food***

**Raphael Krucker**

Head of CS & Business Development MEA, Buhler DMCC (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



***Brabender MetaBridge - Smart Software for Interconnected Communications***

**Philipp Deiters**

Sales Manager Africa and Sales Manager Food Extrusion, Brabender (Germany)

Philipp Deiters, Sales Manager Africa and Sales Manager Food Extrusion at Brabender, is the first contact for all customers in the food industry. Beside the technical sales support his duties include visiting customers as well as organizing laboratory courses and exhibitions in Africa. He has a Master Degree in Chemical Process Engineering at Karlsruher Institute of Technology (KIT) with focus on food extrusion processes.



*Amazing Savings with the New Vacuum Filling for Flour*

**Christian Helwig**

Area Manager ME, Rovema (Germany)

Christian Helwig is 60 years old, married and has 2 daughters. With a degree in industrial engineering, he is looking back on 28 years in the packaging machinery industry. He has experience in managing, selling and consultancy positions within this sector.



*Fully-Automatic Packing Machinery's Benefits in Flour Mill Commercial Performance*

**Mark Wild**

Sales Manager, Fawema GmbH (Germany)

Mark has over 25 years' experience in automated packing systems for handling flour and other food products. He is happy to offer sound advice on all aspects of packaging automation and is able to deliver sensible, logical and cost-effective solutions to anybody seeking modern technology within their flour packing facilities throughout Africa and the Middle East.





***Demands in the Complete Value Chain for Grain Bags***

**Lars Bergström**

Senior Technical Service Manager, BillerudKorsnas (Sweden)

Lars Bergström is 62 years old and has since 2002 worked as Technical Customer Service Manager for BillerudKorsnas in the field of Bag Solutions mainly for the dry food packaging industry. Before 2002 Lars Bergström worked for Valmet Corporation mainly in the field of R&D and as Project Manager for supply of paper machines.



***Optical Fluting Test***

**David Balaguer**

Sales Director, Fundiciones Balaguer (Spain)

David Balaguer Sales & Marketing Director from Fundiciones Balaguer SA-Balaguer rolls during last 10 years. He has been serving the company for 20 years. Married, two daughters, university degree on economics & marketing.



***Couscous: A Versatile Process & Product***

**Mohamed Lammi**

Sales Manager MEA, Clextrel (France)

Mohamed Lammi is Clextrel's Sales Manager MEA. He has 20 years of experience in global sales. He has also served as Project Manager in various regions. Mohamed has a Masters Degree in Technical Instrument and Optical from the University of Saint Etienne, and Mechanical and PLC Engineer Degree from Energy and Material High School of Orleans. Clextrel is French company specialized in extrusion processing line and turnkey line for food industries (snacks, breakfast cereals, co-extruded biscuits, ingredients, encapsulated flavours, etc.). Couscous and pasta and Feed industries (fishfeed and petfood). Clextrel is manufacturing a wide range of twin screw extruders, dryers, coating unit, etc.)



***Rapid Assessment of Sprout Damage Using the New Fast Falling Number Prediction Method***

**Martin J Hallin**

Product Manager, Perter Instruments AB (Sweden)

Martin Hallin is a Swedish citizen living in Stockholm, Sweden. He holds a Master of Science in Chemical Engineering 1985 from Royal Institute of Technology in Stockholm, Sweden. He has 10 years of experience in the vegetable oil industry prior to Perten Instruments employment. Martin has been with Perten Instruments since 1995, and he has held various positions within Perten Instruments in both Area Sales Management and the Marketing department. He has since served for approx. 10 years as Product Manager for the full Rheology range including the Falling Number products.



#### *Dynamic Angular Positioning (DAPS) System*

##### **Temel Harmankaya**

Business Development Director Food Process Engineer, Selis Co. (Turkey)

Temel Harmankaya is business development director of The Selis Company , Grain Milling Systems manufacturer firm located in Eskisehir, Turkey. He serves as managing day-to-day operations, working with existing clients and winning new accounts with his engineering background. Harmankaya is a graduate from the university with bachelor of science in food process engineering and Masters Degree in Business from Heriott-Watt Business school in the U.K . He launched his career in London in different companies before he continue his career in Selis Company.



#### *Energy Efficiency*

##### **Mauro Pizzamiglio**

Technical and Sales Director, Alapala (Turkey)

Mauro Pizzamiglio has more than 40 years of experience in the field of flour milling. He has served for 10 years as Project Manager in various regions for one of the most important international companies in this field and in 1990 he was appointed Sales Area Manager for Middle East and North Africa. Almost two years ago, he jointed Alapala Group as Technical and Sales Director.

## TRADING SESSION



*Trading Session Moderator & Keynote Speaker*

*Panellist, “Feeding the Fastest Growing Economies of East Africa,” and  
“Regional Review - The Modern Middle East”*

**Dan Basse**

President & Founder, AgResource Co. (USA)

Daniel Basse is President of AgResource Company. AgResource Co. is a domestic and international agricultural research firm located in Chicago, which forecasts domestic and world agricultural price trends. AgResource Co. provides information/research to; farmers, elevators, soy and corn processors, wheat millers, food companies, trading companies, importers, exporters and meat packers. AgResource’s research is sold around the globe in 81 nations.

Mr Basse is an economist that has been in the commodity business since 1979. Raised on a dairy/grain farm in Waukesha, Wisconsin, MrBasse has a keen sense of production agriculture. Mr Basse graduated from the University of Wisconsin, Madison in 1979 and has worked with Professional Farmers of America, Brock Associates and the ag research division of GNP Commodities in Chicago. In 1987, Mr Basse founded AgResource Company to serve the needs of the US and world agricultural community. Mr Basse is a member of Farm Foundation and the Commodity Market Council.





#### **Australian Market Outlook**

##### **Nick Poutney**

Regional Manager, M.East, Africa & Japan, GrainCorp Limited (Australia)

Nick is a Senior Trader with GrainCorp responsible for managing all the bulk grain exports into the Middle East, Africa and Japan. Nick is also the Head trader for the GrainCorp Pulse business (specialising in peas, beans and lentils). Based in Sydney, Nick has 15 years of international grain trade experience with Australian Wheat Board, Viterro and GrainCorp, including 8 years positioned in Geneva.



#### **US Market Outlook**

##### **Ian Flagg**

Regional Director Europe & MENA, US Wheat Associates Inc. (Netherlands)

Ian Flagg is the Regional Director of USW Associates Rotterdam for Europe, Middle East, and North Africa based at the regional headquarters in Rotterdam, Netherlands. Before accepting his current position, Flagg was the Assistant Regional Director in Cairo, Egypt, the market analyst at the headquarters of Arlington, VA, and was deputy director of the West Coast, Portland, OR, where he was responsible for the liaison work between the grain trade and state wheat commissions. He chaired the foreign visits of trade delegations and met the needs of 16 overseas offices. Flagg joined US Wheat Associates in 2005. Prior to joining USW, Flagg has worked as a Research Assistant at the North Dakota State University. Flagg holds a BS and MS degree in agribusiness and applied economics from the same university.



#### *French Market Outlook*

#### **Jean-Pierre Langlois-Berthelot**

President, 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).



#### *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.



*Wheat Logistics in East Africa: Ethiopia & Beyond*

**Shujjat Alikhan**

Vice President, International Marine & General Services (UAE)

Mr. Shujjat Alikhan joined IMGS in 2014 after working globally as a management consultant with Ernst & Young and the Boston Consulting Group. Shujjat's focus, both academically and professionally, has been performance optimization and business strategy. Assisting global multinationals such as Nestle, ADM and Maersk over his career, Shujjat with IMGS now focuses on working with clients throughout Europe and Africa to assist them with best-in-class bulk cargo management, maritime advisory and terminal operations. IMGS operates in over 65 ports globally and works with various NGOs, governments and trading houses to ensure the efficient handling of wheat, fertilizers and all other dry bulk. Since 2015, Shujjat has had a central role in assisting suppliers to the Government of Ethiopia with the optimization of its wheat imports through the Port of Djibouti. Shujjat is an MBA from Ivey Business School in Canada and the School of Political Science at the University of Toronto.



***Wheat Price Volatility: Assessment & Overview of Solutions Available to Millers***

**Jérémie Girod**

Managing Director, Terraxis Commodities (Switzerland)

Mr. Jérémie Girod is a Commodity Trading Adviser with over 10 years' experience as a Grains & Oilseeds trader (Noble Resources & the US farm cooperative CHS), and over 15 years' experience in the future and option markets. He has managed various Grains & Oilseeds physical, future and option trading books. He started his career as a risk & back office manager and subsequently became an option market maker on Swiss Index stocks. Jérémie is also a lecturer in commodity derivative trading at the HES-SO University of Applied Sciences Switzerland & the ISFB (Institute for Studies in Finance & Banking). Jérémie is a certified Technical Analyst (CFTe, 2013) and derivatives trader (Eurex, 2001). He holds a Masters in Economics from the Université Paris II Panthéon (1995).



***Milling Wheat Procurement in the Information Age***

**Siavosh Arasteh**

Managing Director, AgFlow (Switzerland)

Siavosh Arasteh is Managing Director of AgFlow, an innovative trade intelligence platform serving the global grain, oilseeds and edible oils trade. Born in Geneva, Siavosh studied Business Management (BSc) and International History (MSc) at the London School of Economics and Political Science. He later served customers across the grain supply chain with traditional information services (newsletters, bespoke analysis, consulting projects). As a result of this experience, Siavosh and his colleagues developed a new approach to modernise the trade intelligence landscape, which provided the foundation of AgFlow, in which SGS made a strategic investment in July 2016. Siavosh has presented in front of audiences in the past (TEDx) and also have spoken on TV channels (BBC) regarding grain markets.





### *Proprietary Crop Sourcing for Greater Milling Functionality*

#### **Nicole Rogers**

CEO, Agriprocity (UAE)

Nicole Rogers hails from one of the largest and oldest farming operations in Canada. Nicole grew up as part of her family's various agri-trading and marketing businesses including, Farms.com, North America's first agriculture sector focused web platform. In 2008, Nicole moved to Dubai to serve as Canada's Trade Commissioner for Agriculture and Agri-food Canada. In 2013, Nicole transitioned into the private sector and today is CEO of Agriprocity, a company focused on direct crop origination from Canada, Australia, the U.S.A. and Africa. Nicole is a private sector delegate on the United Nations (FAO)'s Near East Food Security panel, a founding member of the Dubai Food Trade Advisory Group (in partnership with the Dubai Multi-Commodities Centre), sits on the advisory board of Global AgInvesting, and is a global agri innovations partner of the Bill & Melinda Gates Foundation.

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## CONFERENCE PROGRAM

| Sunday, 23rd October<br>REGISTRATION DAY 1 |   |   |
|--|---|---|
| 12:00 - 17:00                              | Registration/ Badge Collection  | Entrance, Millennium Hall (MH)              |
| Monday, 24th October<br>REGISTRATION DAY 2 |   |   |
| 8:00 - 17:00                               | Registration/ Badge Collection  | Entrance, Millennium Hall (MH)              |
| 19:00 - 22:00                              | Welcome Reception<br>Sponsored by Buhler, Sefar, and Agromatic  | Sheraton Hotel Addis Ababa, Terrace & Foyer |
| Tuesday, 25th October<br>(Axum Hall, MH)   |   |   |
| 09:00 - 16:00                              | Expo  |   |
| 09:00 - 09:05                              | Opening Speech<br><b>HE Dr Mebrahtu Meles</b><br>Conference Chairman<br>Ethiopia's State Minister of Industry   |   |
| 09:05 - 09:10                              | Welcome Speech<br><b>Ali Habaj</b><br>IAOM MEA Regional Director<br>CEO, Oman Flour Mills & Atyab Investments (Oman)  |   |
| 09:10 - 09:40                              | Panel Discussion<br><b>FEEDING THE FASTEST GROWING ECONOMIES OF EAST AFRICA</b><br>(Sustainable Agriculture, Efficiency in Plant Operation, Quality & Variety in the Finished Product, Food Safety Challenge)<br><b>Moderator: Martin Schlauri</b><br>Managing Director, African Milling School, Buhler MEA (Kenya)<br><b>Panellists:</b><br><b>Abubakar Bakhresa</b><br>Executive Director, Said Salim Bakhresa & Co Ltd. (Tanzania) |   |



| Tuesday, 25th October<br>(Axum Hall, MH) |  |
|--|--|
|  | <p><b>Nick Hutchinson</b><br/>Group Managing Director, UNGA Holdings Ltd.<br/>Chairman, Cereal Millers Association (Kenya)</p> <p><b>Ayele Gebreamlak</b><br/>Director: Commercial &amp; Contract Farming, Agricultural Transformation Agency (Ethiopia)</p> <p><b>Esubalew Kefale</b><br/>Project Manager, Ahadukes Food Products S.C. (Ethiopia)</p> <p><b>Dan Basse</b><br/>President &amp; Founder, AgResource Co. (USA)</p> |
| 09:40 - 10:30                            | <p><b>Coffee Break &amp; Networking</b><br/>Sponsored by PTM Technology</p>  |
| 10:30 - 10:55                            | <p><b>The Comparison of Compact &amp; Standard Mills</b><br/><b>David Fraser</b><br/>Area Sales Manager, Buhler (Kenya)</p>  |
| 10:55 - 11:20                            | <p><b>Ozonization - A New Technology to Disinfect Mills</b><br/><b>Peer Hansen</b><br/>Technical Director, Igrain (Denmark)</p>  |
| 11:20 - 11:45                            | <p><b>Flour Correction &amp; Falling Number Reduction Enter a New Phase with the Introduction of an Innovative Amylase</b><br/><b>Dr Irina Matveeva</b><br/>EMEA Baking Technology Manager, Novozymes (Russia)</p>   |
| 11:45 - 11:55                            | <p><b>Panel Q &amp; A</b><br/><b>Moderated by Peter Lloyd</b><br/>Regional Technical Director, US Wheat Associates, Inc. (MENA)</p>  |
| 11:55 - 13:00                            | <p>Lunch<br/>Sponsored by Midstar FZE</p>  |
| 13:00 - 13:10                            | <p><b>Leonardo Hightech Roller mill: Save 50% of Electric Power</b><br/><b>Pietro Barbalarga</b><br/>Commercial Director, Omas (Italy)</p>   |

| Tuesday, 25th October<br>(Axum Hall, MH) |   |
|--|---|
| 13:10 - 13:20                            | <b>LabMill by CHOPIN Technologies - New Laboratory Mill<br/>Designed to Evaluate Wheat Milling Performance</b><br><br><b>Stephane Cochet</b><br>Export Director, Chopin Technologies (France)                     |
| 13:20 - 13:30                            | <b>Processing Local Grains for Genuine Staple Food</b><br><b>Raphael Krucker</b><br>Head of CS & Business Development MEA,<br>Buhler DMCC (UAE)   |
| 13:30 - 13:40                            | <b>Brabender MetaBridge - Smart Software<br/>for Interconnected Communications</b><br><b>Philipp Deiters</b><br>Sales Manager Africa, Brabender (Germany)   |
| 13:40 - 13:50                            | <b>Dynamic Angular Positioning (DAPS) System</b><br><b>Temel Harmankaya</b><br>Business Development Director, Selis (Turkey)  |
| 13:50 - 14:00                            | <b>Energy Efficiency</b><br><b>Mauro Pizzamiglio</b><br>Technical and Sales Director, Alapala (Turkey)  |
| 14:00 - 15:00                            | <b>Coffee Break &amp; Networking</b><br><b>Sponsored by PTM Technology</b>  |
| 19:30 - 22:00                            | <b>Traders' Cocktail Dinner</b><br>(Sheraton Hotel Addis Ababa, Ballroom)<br><b>Sponsored by: Ameropa, Bunge, Cargill, Glencore, Invivo<br/>Trading, Louis Dreyfus Commodities, Olam,<br/>Phoenix Commodities</b> |

| Wednesday, 26th October<br>(Axum Hall, MH) |   |
|--|---|
| 09:00 - 16:00                              | Expo  |
| 09:00 - 09:25                              | <b>Nutritional and Technical Improvement of Flour for Bread and Pasta</b><br><b>Dr Lutz Popper</b><br>Head Research & Development<br>Muehlenchemie (Germany)              |
| 09:25 - 09:50                              | <b>Pasta Processing &amp; the Contribution of Extrusion Technologies</b><br><b>Marco Loschi</b><br>Product Manager Business Unit Pasta & Noodles, Buhler<br>(Switzerland) |
| 09:50 - 10:15                              | <b>Optimizing Wheat Mill Co-Product Value in Broiler and Layer Production</b><br><b>Vaughn Studer</b><br>CEO<br>Engrain LLC (USA)   |
| 10:15 - 10:25                              | <b>Panel Q &amp; A</b><br><b>Moderated by Peter Lloyd</b><br>Regional Technical Director, US Wheat Associates, Inc.<br>(MENA)   |
| 10:25 - 11:00                              | Coffee Break & Networking<br><b>Sponsored by Copenhagen Merchants</b>   |
| 11:00 - 11:15                              | <b>Australian Market Outlook</b><br><b>Nick Poutney</b><br>Regional Manager, M.East, Africa & Japan<br>GrainCorp Limited (Australia)                                      |
| 11:15 - 11:30                              | <b>French Market Outlook</b><br><b>Jean-Pierre Langlois-Berthelot</b><br>President, France Export Cereales (France)   |

| Wednesday, 26th October<br>(Axum Hall, MH) |  |
|--|--|
| 11:30 - 11:45                              | <b>US Market Outlook</b><br><b>Ian Flagg</b><br>Regional Director Europe & MENA<br>US Wheat Associates, Inc. (Netherlands)   |
| 11:45 - 11:55                              | <b>Panel Q &amp; A</b><br><b>Moderated by Dan Basse</b><br>President & Founder, AgResource Co. (USA)   |
| 11:55 - 13:00                              | Lunch<br><b>Sponsored by Alapala</b>   |
| 13:00 - 13:10                              | <b>Amazing Savings with the New Vacuum Filling for Flour</b><br><b>Christian Helwig</b><br>Area Manager ME, Rovema (Germany)   |
| 13:10 - 13:30                              | <b>Fully-Automatic Packing Machinery's Benefits in Flour Mill<br/>Commercial Performance /<br/>Demands in the Complete Value Chain for Grain Bags</b><br><b>Mark Wild</b><br>Sales Manager, Fawema (Germany)<br><b>Lars Bergstroom</b><br>Senior Technical Service Manager, BillerudKorsnas (Sweden) |
| 13:30 - 13:40                              | <b>Optical Fluting Test</b><br><b>David Balaguer</b><br>Sales Director, Fundiciones Balaguer (Spain)   |
| 13:40 - 13:50                              | <b>Couscous: A Versatile Process &amp; Product</b><br><b>Mohamed Lammi</b><br>Sales Manager MEA, Cletral (France)  |
| 13:50 - 14:00                              | <b>Rapid Assessment of Sprout Damage Using the New Fast<br/>Falling Number Prediction Method</b><br><b>Martin Hallin</b><br>Product Manager, Perten Instruments AB (Sweden)  |
| 14:00 - 15:00                              | Coffee Break & Networking<br><b>Sponsored by Copenhagen Merchants</b>  |



| Thursday, 27th October<br>(Axum Hall, MH) |   |
|---|---|
| 09:00 - 16:00                             | Expo  |
| 09:00 - 09:25                             | <b>Gluten Saving and Water Absorption on Wheat Flour</b><br><b>Pierre-Edouard Molina</b><br>Managing Director, Eurogerm (South Africa)                                      |
| 09:25 - 09:50                             | <b>Gluten Aggregation Kinetics as a Tool for Predicting Wheat Quality and End-Use</b><br><b>Markus Loens</b><br>Senior Sales Director for Food, Brabender (Germany)         |
| 09:50 - 10:00                             | <b>Panel Q &amp; A</b><br><b>Moderated by Peter Lloyd</b><br>Regional Technical Director, US Wheat Associates, Inc. (MENA)  |
| 10:00 - 10:30                             | Coffee Break & Networking<br><b>Sponsored by CBH Group</b>  |
| 10:30 - 10:45                             | <b>Baltic Sea Market Outlook</b><br><b>Indrek Aigro</b><br>Broker for Grains, Copenhagen Merchants (Denmark)  |
| 10:45 - 11:00                             | <b>Wheat Logistics in East Africa: Ethiopia &amp; Beyond</b><br><b>Shujjat Alikhan</b><br>Vice President, International Marine & General Services «IMGS» (UAE)              |
| 11:00 - 11:15                             | <b>Wheat Price Volatility: Assessment &amp; Overview of Solutions Available to Millers</b><br><b>Jeremie Girod</b><br>Managing Director, Terraxis Commodities (Switzerland) |
| 11:15 - 11:30                             | <b>Milling Wheat Procurement in the Information Age</b><br><b>Siavosh Arasteh</b><br>Managing Director, AgFlow (Switzerland)  |

| Thursday, 27th October<br>(Axum Hall, MH) |  |
|---|--|
| 11:30 - 11:45                             | <b>Proprietary Crop Sourcing for Greater Milling Functionality</b><br><b>Nicole Rogers</b><br>CEO, Agriprocity (UAE)   |
| 11:45 - 11:55                             | <b>Panel Q &amp; A</b><br><b>Moderated by Dan Basse</b><br>President & Founder, AgResource Co. (USA)   |
| 11:55 - 12:25                             | Panel Discussion<br><b>REGIONAL REVIEW: THE MODERN MIDDLE EAST</b><br>(Privatization, Susidy Reforms, Trading, Raw Materials Supply)<br><br><b>Moderator: David McKee</b><br>Grain Industry Consultant (USA)<br><br><b>Panellists:</b><br><br><b>Patricia Bakalian</b><br>CEO, Bakalian Flour Mills - SIDUL SAL (Lebanon)<br><br><b>Essa Al Ghurair</b><br>Chairman, Essa Al Ghurair Investment LLC (UAE)<br><br><b>Walid Diab Ghanem</b><br>CEO, Egyptian Millers Mills Co. (Egypt)<br><br><b>Seyed Mohammad Reza Mortazavi</b><br>Director, Federation of Iranian Food Industries (Iran)<br><br><b>Gunhan Ulusoy</b><br>Chairman, Turkish Flour Industrialists' Federation<br>Chairman BoD, Ulusoy Flour (Turkey)<br><br><b>Dan Basse</b><br>President & Founder, AgResource Co. (USA) |



| Thursday, 27th October<br>(Axum Hall, MH) |   |
|---|---|
| 12:25 - 12:30                             | Closing Speech<br><b>Brad Allen</b><br>IAOM President 2016-2017<br>VP & Operations Lead, Ardent Mills (USA) |
| 12:30 - 12:35                             | IAOM MEA 2017 Dubai, UAE<br>Announcement  |
| 12:35 - 13:35                             | Lunch<br><b>Sponsored by Al Ghurair Resources</b>   |

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## EXHIBITORS LIST

| Booth No.                          | Company   | Country         |
|------------------------------------|---|-----------------|
| H11                                | <b>4B Braime Components Ltd.</b>                          | U.K             |
| C16                                | <b>Agrex Spa</b>  | Italy           |
| F15                                | <b>Agromatic AG</b>                                       | Switzerland     |
| G15                                | <b>AIT Ingredients - Soufflet-Group</b>                   | France          |
| E03                                | <b>Al Ghurair</b>   | U.A.E           |
| F09, G09                           | <b>Al Hazaa Investment Group</b>                          | U.A.E           |
| F01, F02,<br>F03, G01,<br>G02, G03 | <b>Alapala Machine Trade Inc.</b>                         | Turkey          |
| A06                                | <b>Altinbelek</b>   | Turkey          |
| E05, E06                           | <b>Aybakar</b>  | Turkey          |
| H07                                | <b>BASTAK Instruments</b>                                 | Turkey          |
| B09, C09                           | <b>Behlen Mfg. Co.</b>                                    | U.S.A           |
| C04                                | <b>BEHN + BATES Maschinenfabrik GmbH<br/>&amp; Co. KG</b> | Germany         |
| A09                                | <b>BillerudKorsnäs AB</b>                                 | Sweden          |
| D13                                | <b>Bentall Rowlands Storage Systems Limited</b>           | U.K             |
| D05, D06                           | <b>Brabender® GmbH &amp; Co. KG</b>                       | Germany         |
| B01, B02,<br>B03, C01,<br>C02, C03 | <b>Buhler AG</b>  | Switzerland     |
| G04                                | <b>Chemitec International</b>                             | Egypt           |
| A15/16                             | <b>Chemiteczymes Co.</b>                                  | Egypt           |
| G13                                | <b>Chief Industries U.K. Ltd.</b>                         | U.K             |
| B10, C10                           | <b>Chopin Technologies</b>                                | France          |
| B15, C15                           | <b>Cimbria Unigrain A/S</b>                               | Denmark         |
| A03                                | <b>Clextral</b>   | France          |
| E09                                | <b>Control Union Ethiopia</b>                             | The Netherlands |

| Booth No.          | Company  | Country         |
|--------------------|--|-----------------|
| A10                | <b>Dune Packaging Ltd.</b>                               | Kenya           |
| F17                | <b>Edge Foods GMBH</b>                                   | Germany         |
| H08, H09           | <b>ENTİLA.Ş.</b>   | Turkey          |
| H18                | <b>Erkaya Instruments &amp; Flour Improvers Ltd. Co.</b> | Turkey          |
| H01                | <b>Ethiopian Millers Association</b>                     | Ethiopia        |
| G05, G06           | <b>Eurogerm</b>  | France          |
| A11                | <b>FAWEMA</b>  | Germany         |
| F06                | <b>Fiorini International SPA</b>                         | Italy           |
| H15                | <b>Fischbein SA</b>                                      | Belgium         |
| H12                | <b>FP Engineering - FP Spomax</b>                        | U.K             |
| D07                | <b>Frame S.r.l</b>                                       | Italy           |
| B04                | <b>France Export Cereales</b>                            | France          |
| A08                | <b>FrigorTec-Grain Cooling</b>                           | Germany         |
| G12                | <b>Fundiciones Balaguer SA</b>                           | Spain           |
| B13, B14, C13, C14 | <b>GENC DEGIRMEN - Milling Machinery</b>                 | Turkey          |
| A01, A02           | <b>Glencore Grain B.V.</b>                               | The Netherlands |
| H05                | <b>Golden Grain</b>                                      | Hong Kong       |
| E13                | <b>Golfetto Sangati SpA (Pavan Group)</b>                | Italy           |
| D01                | <b>GrainCorp Limited</b>                                 | Australia       |
| G16, G17           | <b>GSI Hungary Kft</b>                                   | Hungary         |
| E04                | <b>Haubelt Laborgeräte GmbH</b>                          | Germany         |
| B17                | <b>Hebei Pingle Flour Machinery Group Co., Ltd.</b>      | China           |
| B11, B12, C11, C12 | <b>IMAS Integrated Machinery Systems</b>                 | Turkey          |
| H13                | <b>IMECO</b>   | Italy           |
| A07                | <b>IMGS Dubai</b>  | U.A.E           |

| Booth No.             | Company                               | Country         |
|-----------------------|---------------------------------------|-----------------|
| A14                   | <b>Italpack</b>                       | Italy           |
| E07                   | <b>Kay Jay Chill Rolls Pvt. Ltd.</b>  | India           |
| F16                   | <b>Kepler Weber Group</b>             | Brazil          |
| H10                   | <b>Knack Packaging Pvt. Ltd.</b>      | India           |
| A05                   | <b>Mill Service S.P.A</b>             | Italy           |
| F12                   | <b>Millrite Ltd.</b>                  | U.A.E           |
| F14                   | <b>Mirpain Gida San ve Tic A.S</b>    | Turkey          |
| G11                   | <b>Mitchells Europe</b>               | Luxembourg      |
| H14                   | <b>MMW Technologie GmbH</b>           | Germany         |
| F04, F05              | <b>Molino</b>                         | Turkey          |
| D12, E12              | <b>Muhlenchemie GmbH &amp; Co. KG</b> | Germany         |
| B07                   | <b>Mulmix S.P.A</b>                   | Italy           |
| D04                   | <b>Nasa A.S.</b>                      | Turkey          |
| H16                   | <b>Necdet Kaya Degirmen Ltd Sti</b>   | Turkey          |
| E01                   | <b>Neuero Industrietechnik</b>        | Germany         |
| B16                   | <b>Nutrex</b>                         | Belgium         |
| H06                   | <b>Ocrim</b>                          | Italy           |
| B05, B06,<br>C05, C06 | <b>Omas Srl</b>                       | Italy           |
| C17                   | <b>Ortas Degirmen</b>                 | Turkey          |
| A12, A13              | <b>Perten Instruments AB</b>          | Sweden          |
| F13                   | <b>Polen Food</b>                     | Turkey          |
| G14                   | <b>PREMIER TECH CHRONOS</b>           | The Netherlands |
| C07                   | <b>PTM Technology s.r.l.</b>          | Italy           |
| H20                   | <b>Robert Bosch GmbH.</b>             | Kenya           |
| D08                   | <b>Rovema GmbH</b>                    | Germany         |
| H19                   | <b>Saati S.p.A.</b>                   | Italy           |



| Booth No.          | Company   | Country     |
|--------------------|---|-------------|
| H2, H3             | <b>Sangati Berga</b>                                    | Brazil      |
| A04                | <b>SCAFCO Grain Systems Company</b>                     | U.S.A       |
| D02                | <b>Sefar AG</b>   | Switzerland |
| F07, F08, G07, G08 | <b>Selis</b>  | Turkey      |
| E08                | <b>SGS</b>  | Switzerland |
| E02                | <b>Silos Construction &amp; Engineering</b>             | Belgium     |
| D09                | <b>Silos Cordoba</b>                                    | Spain       |
| E14                | <b>STIF</b>   | France      |
| D14                | <b>Symaga Silos</b>                                     | Spain       |
| C08                | <b>Tanis Mill Technology</b>                            | Turkey      |
| D03                | <b>U.S. Wheat Associates, Inc.</b>                      | Egypt       |
| D10, D11, E10, E11 | <b>Ugur Makine Sanayi Gida Tarim Dis Tic. Ltd. Sti.</b> | Turkey      |
| B08                | <b>Ulusoy Un Sanayi ve Ticaret A.S.</b>                 | Turkey      |
| F10, F11           | <b>UNORMAK DEĞ. MAK. IML. SAN. ve TİC. LTD. Şti</b>     | Turkey      |
| G10                | <b>VIGAN Engineering s.a.</b>                           | Belgium     |
| H17                | <b>Werner &amp; Pfleiderer Lebensmitteltechnik GmbH</b> | Germany     |
| H04                | <b>Yenar Döküm San. Tic. A.Ş.</b>                       | Turkey      |

GOOD  
DESIGN

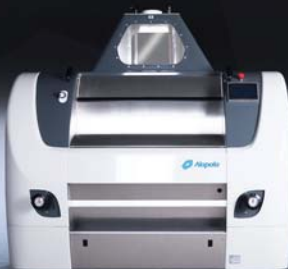
AWARD 2015

THE CHICAGO  
ATHENAEUM  
MUSEUM OF  
ARCHITECTURE  
AND DESIGN

# Alapala is awarded 3 GOOD DESIGN AWARDS



ARION PURIFIER



SIMILAGO II



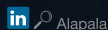
AURORA PLANSIFTER

Alapala Machine was granted awards for **SIMILAGO II, AURORA and ARION**, in the Industrial Design category of the Good Design Awards 2015, the most prestigious design award program in the world, organized every year by Chicago Athenaeum Museum of Architecture and Design.



[www.alapala.com](http://www.alapala.com)

[info@alapala.com](mailto:info@alapala.com)



Alapala



/alapalagroup



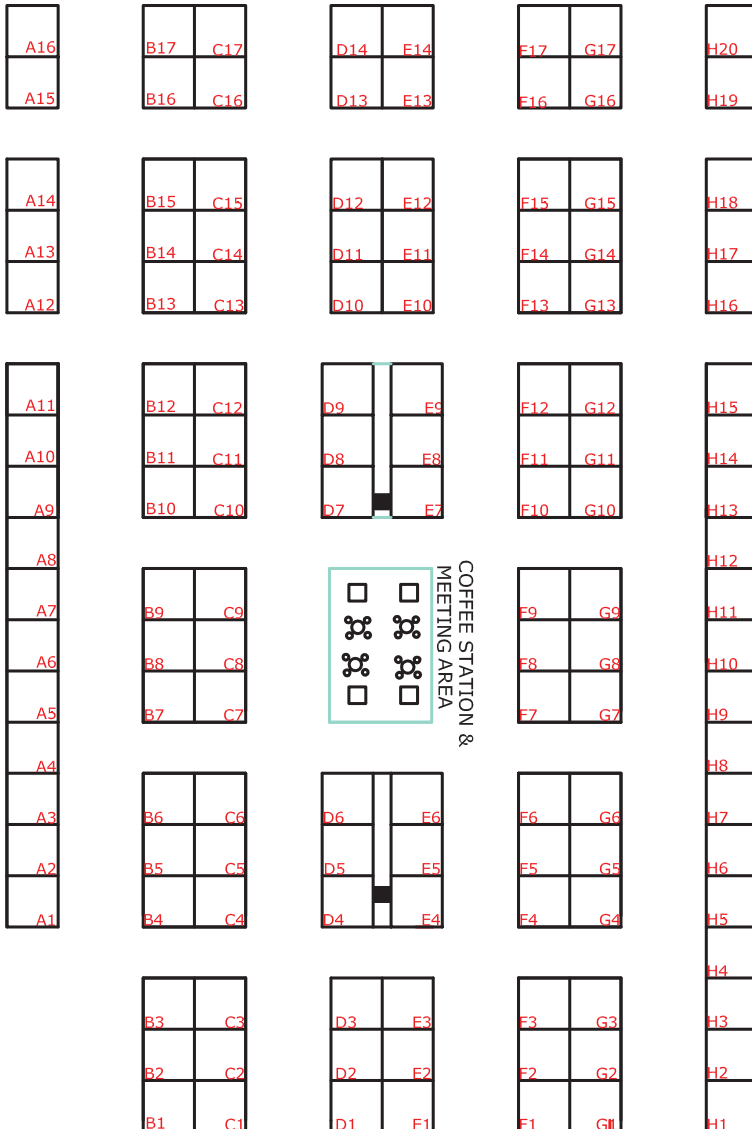
[www.alapalaworld.com](http://www.alapalaworld.com)



**Alapala**



## EXPO FLOOR PLAN







## EXHIBITORS' PROFILES



## **4B BRAIME COMPONENTS LTD. STAND H11**

### **Cedric Tchatchouang**

Hunslet Road Leeds LS10 1JZ, United Kingdom

Phone: +44 113 246 1800, Fax: +44 113 243 5021

Email: [4b-uk@go4b.com](mailto:4b-uk@go4b.com)

Website: [www.go4b.com](http://www.go4b.com)

An international market leader in the field of bucket elevator and conveyor components and electronic monitoring equipment, 4B Braime Components has a long history in serving the milling and agricultural industries. 4B has been leading the field in elevator bucket and bolt design and manufacture and supplying the highest quality elevator belting and drop forged chain. 4B's electronic division specializes in level controls, electric sensors and safety control systems that prevent costly downtime and reduce the risks of explosions in hazardous areas. 4B's electronics range includes bearing temperature sensors, belt and pulley misalignment sensors, (under)speed switches, level and choke switches and combined monitoring systems

## **AGREX S.P.A. STAND C16**

### **Malachin Simone - Martini Ivano**

Via Balla, 55/57 – 35010 – Villafranca Padovana (PD) – Italy

Phone: +39 049 50 00 000, Fax: +39 049 90 75 524

Email: [info@agrex.com](mailto:info@agrex.com)

Website: [www.agrex.com](http://www.agrex.com)

AGREX product range:

- Compact milling plants
- Feed mills
- Grain dryers



## **AGROMATIC AG STAND F15**

### **Kreissel Daniel, Sales Manager**

Goldingerstrasse 30, 8637 Laupen (ZH) Switzerland

Phone: +41 55 256 21 00, Fax: +41 55 256 21 11

Email: [info@agromatic.com](mailto:info@agromatic.com) / [daniel.kreissel@agromatic.com](mailto:daniel.kreissel@agromatic.com)

Website: [www.agromatic.com](http://www.agromatic.com)

Agromatic AG - Swiss Made since 1979 – Producing and selling complete temperature monitoring solutions for grain storages and cereal silos, feedstock and other crude bulk material stockages. It's our aim and pleasure to help you with our large range of modular and rugged sensor systems. We look forward to see you @ IAOM MEA, Addis Ababa 2016: Stand F15 [www.agromatic.com](http://www.agromatic.com)

## **AIT INGREDIENTS STAND G15**

### **Olivier Jouffreau**

7 Quai De L'apport Paris 91100 Corbeil Essonnes France

Phone: +33 6 27 13 68 29

Email: [ojouffreau@soufflet-group.com](mailto:ojouffreau@soufflet-group.com)

Website: [www.ait-ingredients.com](http://www.ait-ingredients.com)

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. AIT Ingredients owns to Soufflet Group, international company specialized in the primary processing of cereals, major operator in Europe and worldwide.



## **AL GHURAIR STAND E3**

### **Seyed Moineddin Ahmadi**

PO Box 5326, Dubai, UAE

Phone: 971-4- 3120153, Fax: 971-4- 3939655

Email: [resources@al-ghurair.com](mailto:resources@al-ghurair.com)

Website: [www.al-ghurair.com](http://www.al-ghurair.com)

Al Ghurair Resources is a member company of Al Ghurair Investment, one of the largest diversified industrial conglomerates in the Middle East, with global reach and business roots stretching back half a century. With over 40 years of extensive experience in trade and manufacturing, Al Ghurair Resources is a key player in the commodities sector specializing in grains, oil & proteins & pulses. We are here to satisfy the region's need. Our strength is alliances with major players in the field of agricultural commodities around the world.

## **AL HAZAA INVESTMENT GROUP STANDS F9, G9**

### **Hamid Abdalla**

Bahnhofstrasse 108, 9240 Uzwil, Switzerland

Phone: 0041719556422, Fax: 0041719556426

Email: [hamid.abdalla@alhazaagroup.com](mailto:hamid.abdalla@alhazaagroup.com)

Website: [www.alhazaagroup.com](http://www.alhazaagroup.com)

Al Hazaa Investment Group works in multiple sectors with continuous growth and success in industries such as grain milling, grain storage & animal feed, plastic production, pasta production, investments and other activities. Al Hazaa Group works in 4 different countries: Jordan, Iraq, Egypt and UAE in the Middle East with multiple locations in each. Our history is full of discoveries, with hard work and perseverance we started a flour mill in Iraq in the early 1940's. Since then, discoveries, investments and growth have fuelled our progress. The Group has evolved over the last decades and has consolidated its presence and reputation in the Region as one of the most dynamic and successful family groups. Today, in markets characterized by increasing volatility and constant change, the Al-Hazaa Group looks with confidence into the future based on strong foundations, which reflect our heritage and culture.





## **ALAPALA STANDS F1, F2, F3, G1, G2, G3**

### **Önder Şeker**

Organize Sanayi Bölgesi 12. Cadde No.18 Pk54 19040 Çorum, Turkey

Phone: +9003642549560, Fax: +903642549290

Website: [www.alapala.com](http://www.alapala.com)

Since 1954, Alapala Machine builds turnkey plants of any desired capacity and is one of the top 500 exporters in Turkey, exporting 95% of its production. It has a considerable number of turnkey references in over 95 countries in all the 4 continents including developed and industrial countries such as Germany, France, Italy and U.S.A. It provides best pre-sales and after-sales services with its staff of highly specialized staff in the industry and strong overseas representation which includes strong service networks and spare-part stocks. Alapala manufactures high quality, high performance machinery which is manufactured in a state of the art production facility with the most advanced CNC machinery. Alapala supply program: Flour Mills, Maize mills, Rice mills, Feed mills, Semolina Mills, Grain storage and handling systems, Steel Structure buildings, Spare parts.

## **ALTINBILEK GRAIN HANDLING AND STORAGE SYSTEMS STAND A6**

Os b 9. Cadde No:5 Eskisehir 26110 Turkey

Phone: +90 222 236 13 99, Fax: +90 222 236 13 97

Email: [sedat@abms.com.tr](mailto:sedat@abms.com.tr)

Website: [www.abms.com.tr](http://www.abms.com.tr)

ALTINBILEK, found in 1974 in Eskisehir province of Turkey, is a manufacturer of grain handling and storage systems, seed processing systems, feed milling machineries such as galvanized flat bottom and hopper bottom silos, smooth wall square and round silos, chain conveyors, belt conveyors and bucket elevators, precleaners, pellet presses, hammer mills and all other components of grain handling and storage, feed milling and seed processing systems.



## **AYBAKAR CO. STANDS E5, E6**

Esenboga Havaalani yolu uzeri. 23 km. Ankara, Turkey

Phone: 00903123980247, Fax: 00903123981237

Email: [info@aybakar.com.tr](mailto:info@aybakar.com.tr)

Website: [www.aybakar.com.tr](http://www.aybakar.com.tr)

Established in 1932, Aybakar is one of the major machinery and equipment manufacturing company in the field of grain processing industry; Aybakar has expanded abroad by modernization of existing mills and accomplished implementation of projects as well as exporting milling machinery and equipment to 45 different countries and has been rendering continuous after sale services successfully. As far as turnkey milling plants are concerned, Aybakar has the honor of offering state of art technology to her clients, reducing energy needs and labor costs. State of art technology, high quality machinery and precise after sales services are Aybakar's chosen path for her ultimate goal: customer satisfaction.

## **BASTAK INSTRUMENTS STAND H7**

### **Zeki Demirtasoglu**

Office: Ivedik Osb 1354.Cad 1387. Sk No:19 Yenimahalle – Ankara, Turkey

Factory: Dağyaka Mahallesi 2010 .Cd.No:23 Kazan – Ankara, Turkey

Phone: +90 312 395 67 87, Fax: +90 312 395 67 87

Email: [info@bastak.com.tr](mailto:info@bastak.com.tr)

Website: [www.bastak.com.tr](http://www.bastak.com.tr)

With more than 40 professional staff members and over than 17 years of experience, Bastak laboratory instruments and improvers can meet the needs for a complete laboratory solution. The company offers 36 instruments, and will continue to introduce new instruments. Bastak is a Turkish export leader in the sector, exporting to more than 65 countries around the world. Bastak's policy is to get 100% satisfaction of its clients, because we know that client satisfaction is the most important factor for the company's growth. Bastak's R&D department is working to develop and improve the company's instruments. Products and services include laboratory instruments, flour additives and improvers and feed quality control instruments and laboratory chemical, glass and consumable materials.



## **BEHLEN MFG CO. STAND B9, C9**

### **Kirk Nelson**

4025 E. 23 St Columbus NE 68601, USA

Phone: 1-402-564-3111, Fax: 1-402-563-7405

Email: [Behlen@behlenmfg.com](mailto:Behlen@behlenmfg.com)

Website: [www.behlenmfg.com](http://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.

## **BEHN + BATES MASCHINENFABRIK GMBH & CO. KG STAND C4**

### **Gabriele Buss**

Robert-Bosch-Str. 6 48153 Muenster, Germany

Phone: +49 251 9796-0, +49 251 9796-243, Fax: +49 251 9796-260

Email: [sales@behnbates.com](mailto:sales@behnbates.com), [g.buss@behnbates.com](mailto:g.buss@behnbates.com)

Website: [www.behnbates.com](http://www.behnbates.com)

Since 1933 BEHN + BATES has been known for sophisticated packing machines for valve, open-mouth, FFS and big bags – with special focus on food from the end of the 90s. Valve bag filling technology: - Pneumatic, impeller, auger & gravity packers - FRONTLINE bag applicators and ultrasound sealing stations - INTEGRA FD systems unifying all filling steps in a compact housing - Rotating ROTOSEAL systems for high-end applications; Open-mouth & FFS bag filling technology: - Manual BOH filling station & automatic TOPLINE systems for pre-fabricated open-mouth bags - FFS & ADAMS systems forming the bags from tubular plastic films, filling & sealing them; Liquid food filling; Palletizing and pallet packaging; Plant design and engineering.



## **BENTALL ROWLANDS STORAGE SYSTEMS LIMITED STAND D13**

### **Antonio Benitez**

Dragonby Vale Enterprise Park Mannaberg Way, Scunthorpe, Dn15 8xf, United Kingdom

Phone: + 44 (0) 1724 282828

Email: [antonio.benitez@bentallrowlands.co.uk](mailto:antonio.benitez@bentallrowlands.co.uk)

Website: [www.bentallrowlands.com](http://www.bentallrowlands.com)

Bentall Rowlands Storage Systems are one of the world's leading CE certified, UK manufacturers in grain storage systems, silo manufacturing and processing equipment solutions for both the agricultural and industrial markets worldwide. Eurocode and Ansi designs available. Products include hopper bottom silos, flat bottom silos, smoothwall silos, feed hoppers, catwalks and platforms, water tanks, cleaning/grading and material handling.

## **BILLERUDKORSNÄS AB STANDS A9**

### **Tomas Larsson**

Frösundaleden 2b 16927 Solna, Sweden

Phone: +46 8 553 335 00

Email: [info@billerudkorsnas.com](mailto:info@billerudkorsnas.com)

Website: [www.billerudkorsnas.com](http://www.billerudkorsnas.com)

We are a world-leading supplier of primary fibre-based packaging material. We create smarter packaging solutions together with packaging manufacturers (converters), brand owners and networking partners all over the world. By being part of what we call "smarter packaging", we challenge conventional packaging made of fossil materials such as plastic for a sustainable future.





## **BRABENDER® GMBH & CO. KG** **STANDS D5, D6**

### **Markus Löns**

Kulturstraße 51-55 47055 Duisburg, Germany  
Phone: +49-203-7788-0, Fax: +49-203-7788-102  
Email: [food-sales@brabender.com](mailto:food-sales@brabender.com)  
Website: [www.brabender.com](http://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 tester, 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® and the Aqua-Inject are representing the dynamic and potential of Brabender®.

## **BÜHLER AG** **STAND B1, B2, B3, C1, C2, C3**

### **Ilze Coetzee**

Gupfenstrasse 5 Switzerland  
Phone: +41 71 955 11 11, Fax: +41 71 955 33 79  
Email: [milling@buhlergroup.com](mailto:milling@buhlergroup.com)  
Website: [www.buhlergroup.com](http://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.



## **CHEMITECZYMES CO. STAND A15 & A16**

Chemiteczymes Is the leading company serves the milling industry by technical Quality control support in field of Bakery, Biscuits, Pasta,....etc. in Egypt and Middle East By Support our principals NOVOZYMES Switzerland the global leader food enzymes and Microorganisms, Edge-Foods Germany a leader in food enzymes and chemical supplements , SOJA Austria the best non Gemo soya flour supplier , Fortitech Denmark a world leader in nutrient premixes.

Beside the big European and American company's produce lab .equipment's for Rheology , Physical and chemical analysis for better quality of wheat and wheat flour , With the great Support of our Turkish MOLINO Machinery company for installation and integration of machines and Production lines of Milling as well as silos for all kind of grains storage.

## **CHEMITEC INTERNATIONAL STAND G4**

### **Dr. Mohamed Labana**

1 st touristic Area, building no.19, 6th October city, Cairo ,Egypt

Phone: 01003553003, Fax: 0238210720/40

Email: [m.labana@chemitecgroup.com](mailto:m.labana@chemitecgroup.com)

Website: [www.chemitecinternational.org](http://www.chemitecinternational.org)

Chemitec International provides customers with all the products and services that Enhance and improve wheat products, starting from "raw materials & quot; flour analysis Until treating the final product to reach highest quality, Chemitec international Products are: Oxidizing agents, Enzymes & Enzymes Blend, Vitamins & Vitamin Premixes, whipping and Raising Agents, Emulsifiers, wheat Gluten, Hydrocolloids, Preservatives, soya flour, food Coloring Agents, and All types of flour improvers.



## **CHIEF INDUSTRIES UK LTD STAND G13**

### **Rod Watson**

Beckingham Business Park, Tolleshunt Major, Maldon, Essex, United Kingdom

Phone: +44 1621 868944, Fax: +44 1621 868955

Email: [info@chief.co.uk](mailto:info@chief.co.uk)/[sales@chief.co.uk](mailto:sales@chief.co.uk)

Website: [www.chief.co.uk](http://www.chief.co.uk)

Manufacturers and suppliers of grain storage, grain drying, grain cleaning and grain handling equipment. Project Engineering. • Corrugated steel flat-bottomed and hopper-bottomed silos from 35 to 30 000 tonnes capacity • Continuous mixed-flow grain dryers from 4 to 400 tonnes per hour • 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 year's international service to the industry. Projects from major industrial installations, port installations, through milling storage and handling, to farm storage.

## **CHOPIN TECHNOLOGIES STANDS B10, C10**

### **Stéphane Cochet**

20 avenue Marcellin Berthelot ZI du Val de Seine Villeneuve-la- Garenne France

Phone: +33141475045, Fax: +33 1 41210710

Email: [export@chopin.fr](mailto:export@chopin.fr)

Website: [www.chopin.fr](http://www.chopin.fr)

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 worldwide via 2 subsidiaries (China & USA) and a network of 60 distributors, specially selected for their knowledge of the cereal industries. CHOPIN Technologies manufactures high quality equipment like NIR Infraneo, AlveoLAB, Mixolab 2, SRC-Chopin, RheoF4, the new Labmill and the last Amylab to control the amylasic activity.



## **AS CIMBRIA STAND B15, C15**

### **Henning Roslev Bukh**

Faartoftvej 22, P.O. Box 40, 7700 Thisted Denmark

Phone: +45 9617 9000, Fax: +459617 9099

Email: [holding@cimbria.com](mailto:holding@cimbria.com)

Website: [www.cimbria.com](http://www.cimbria.com)

Grain and seed handling requires the outmost care and efficiency at the same time. Cimbria has built a profound and market leading specialist know- How with development, production and supply of solutions worldwide. Cimbria specializes in projects and processes for drying and storage of Grain, seed, feed, food and coffee including process control. Our thorough knowledge of crop handling and processing contributes to a successful implementation of any projects worldwide. Thousands of Cimbria plants are in operation under very different conditions and process a wide range of products. We deliver more than just metal constructions – we create solutions!

## **CLEXTRAL STAND A3**

### **Mohammed Lammi**

1 Rue Du Colonel Riez- 42700 Firminy, France

Phone: +33 4 77 40 31 53

Email: [mlammi@clextral.com](mailto:mlammi@clextral.com)

Website: [www.clextral.com](http://www.clextral.com)

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, Snacks Pellets, Croutons, Co-Filled Extruded products; Couscous, Short Pasta, Encapsulated Flavour 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 NEDERLAND B.V. - ROTTERDAM STAND E9**

### **Udi Gabay**

Boompjes 270 3011 XZ Rotterdam The Netherlands

Postbus 893 3000 AW Rotterdam The Netherlands

Phone: +31 10 2823390, Fax: +31 10 4123967

Email: [ygabay@controlunion.com](mailto:ygabay@controlunion.com)

Website: [www.controlunion.com](http://www.controlunion.com)

Control Union is a global network of inspection operations and dedicated laboratories. Our speciality? Independent worldwide cargo surveying and superintendence. 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.

## **DUNE PACKAGING LTD STAND A10**

### **Vijay Chandaria**

P.O. Box 45310 – G.P.O. 00100 Nairobi, Kenya

Phone: +254 20 3503350/1/2/3, Fax: +254 20 3561100

Email: [info@dunepackaging.com](mailto:info@dunepackaging.com)

Website: [www.dunepackaging.com](http://www.dunepackaging.com)

Dune Packaging Limited is a leading paper packaging and plastics manufacturing factory located in Thika, Kenya, whose products cater for multiple industries both for local consumption and export. We produce a wide spectrum of high quality paper bags & paper sacks and a wide variety of high quality plastic injection moulded items. The company has a dedicated team of people who have been trained on quality related issues to be in line with ISO standards to ensure our products meet and exceed our customers' needs. Dune Packaging LTD welcomes you to explore our website and contact us for further details.





## **EDGE-FOODS GMBH STAND F17**

### **Markus Bostel**

Van der Smissen str 2a 22767 Hamburg, Germany

Phone: +49-170-9278233, Fax: +49-40-39999029

Email: [m.bostel@edge-foods.de](mailto:m.bostel@edge-foods.de)

Website: [www.edge-foods.de](http://www.edge-foods.de)

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 A.Ş. STANDS H8, H9**

### **Mehmet Uğur Gürkaynak**

Organize Sanayi Bölgesi Şehitler Blv. No: 2 – 26110 Eskişehir Turkey

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E.mail : [mehmetgurkaynak@entil.com.tr](mailto:mehmetgurkaynak@entil.com.tr)

Website: [www.entil.com](http://www.entil.com)

ENTİL established in 1964 is one of the companies of ZEYTINOGLU HOLDING. With 52 years experience and 308 personnel ENTİL is manufacturing rolls for flour & feed mills, as well as for chocolate, oilseed, coffee, plastic, rubber, iron and steel industries. The annual production capacity is 20.000 rolls. ENTİL is leadershiping the world market with its quality, capacity and innovations.



## **ERKAYA LABORATORY INSTRUMENTS & FLOUR IMPROVERS STAND H18**

### **Ertan Kaya**

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Phone: +90 312 395 29876, Fax: +90 312 395 08 78

Email: ertan@erkayagida.com.tr

Website: www.erkayagida.com.tr

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, Brazil, Uruguay, Colombia, Kazakhstan, Paraguay, Ukraine, Russia, Iraq, Egypt, Vietnam, Israel, Jordan, Yemen, Lebanon, Tunisia, Nigeria, Zambia, Algeria, Indonesia, Philippines, Azerbaijan, Uzbekistan, Kirgizstan, Madagascar, China, Sudan, Mongolia, India, Taiwan, Argentina, Brazil, Moldova, Macedonia and Iran.

## **ETHIOPIAN MILLERS ASSOCIATION STAND H1**

### **Abeba Tesfaye**

Bayne building 6th floor opposite home depot,

P.O. Box 25831/1000

Tel- +251-11-3-203906/+251-11-467 22 77,

Fax – 011-3-710370/0114672278

Ethiopia



## **EUROGERM STAND G5, G6**

### **Edouard Navarre**

Parc d'activité Bois Guillaume 2 Rue Champ Doré F21850 Saint Apollinaire, France

Phone: + 33 (0)3 80 730 777, Fax: + 33 (0)3 80 730 770

Email: [export@eurogerm.com](mailto:export@eurogerm.com), Website: [www.eurogerm.com](http://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, sourdoughs, 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 A11**

### **Mark Wild**

Wallefelder Strasse, 51766 Engelskirchen, Germany

Phone: 0049 2263 7160, Fax: +49 2263 176-626

Email: [info@fawema.com](mailto:info@fawema.com), Website: [www.fawema.com](http://www.fawema.com)

FAWEMA since 1920 is a name and a brand synonymous with quality. Well-respected market leader in the manufacture and supply of high-calibre, automatic flour packing machinery, from the company's base and headquarters near Cologne in Germany, a new range of flour packing equipment has been released into the market which is revolutionizing the way in which flour is packed. Fawema's design and engineering team has created a new range of fully-automatic, servo-drive flour packing machines that represent perfection and excellence in each and every aspect, and now truly offers the miller a packaging solution in either paper or plastic bags – ready-made or from reel-stock – which complies to the most demanding levels of expectation, precision, reliability, safety and hygiene.



## **FIORINI INTERNATIONAL SPA STAND F6**

**Juan Garcia Ramirez, Pietro Fiorini**

VIA DEL LAVORO 13, TRECASTELLI (AN) 60012, Italy

Phone: +390717911 71, Fax: +390717911 760

Email: [jgarcia@fiorinint.it](mailto:jgarcia@fiorinint.it)

Website: [www.fiorinint.com](http://www.fiorinint.com)

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 businesses is flour packaging: printed rolls and paper bags from small to bigger sizes. We currently export to all continents and several countries across Africa and Asia. Good service and long term partnerships are our company policy and objective.

## **FISCHBEIN STAND H15**

**Tarek Zakaria**

Paepsem Business Park – Boulevard Paepsem 8, 1070 Brussels, Belgium

Phone: +32 2 555 11 70, Fax: +32 2 520 33 90

Website: [www.fischbein.com/eastern](http://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 H12**

### **William Lesniak**

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Phone: +44 161 929 5731, +44 161 929 6620, Fax: +44 161 929 9662  
Email: [fpspomaxuk@yahoo.co.uk](mailto:fpspomaxuk@yahoo.co.uk)  
Website: [www.fp-engineering.com](http://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 D7**

### **Toma Margot**

Via Bertella 2 40064 Ozzano Emilia, (BO) Bologna Italy  
Phone: + 39 051 798 107, Fax: + 39 051 796 300  
Email: [info@framespa.it](mailto:info@framespa.it)  
Web: [www.framespa.it](http://www.framespa.it)

FRAME, one of Europe's largest manufacturers of flat & hopper bottom silos, has recently introduced a new design of vertical stiffener, manufactured on a new robotic production facility, which has resulted in a significant saving in total weight, & therefore overall cost, on a number of models of larger capacity FRAME silos. Recent contracts completed include a number of 32.0 metre diameter silos shipped to Ukraine, as well as a 120,000 tonne project in Oman, & a further 60,000 tonne extension to an existing FRAME project in Bangladesh, a number of both FP & FC silos are currently being manufactured for new installations in India, Pakistan, Burundi, & Rwanda as well as Romania & Russia among others





## **FRANCE EXPORT CÉRÉALES STAND B4**

### **Roland Guiragossian**

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Phone: +33 (0)1 44 31 10 06, Fax: +33 (0)1 44 31 10 30

Email: [ddrignon@franceexportcereales.org](mailto:ddrignon@franceexportcereales.org)

Website: [www.franceexportcereales.org](http://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. Train 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 A8**

### **Marcel Berendsen**

Hummelau 1, 88279 Amtzell, Germany

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

Email: [marcel.berendsen@frigortec.de](mailto:marcel.berendsen@frigortec.de)

Website: [www.frigortec.com](http://www.frigortec.com)

FrigorTec GmbH is a German based company manufacturing GRANIFRIGOR™ mobile grain cooling units (&quot;Made in Germany&quot;); for the cooling of grain and oilseeds in storages 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 STAND G12**

Poligono Los Vasalos, 107 Spain

Phone: +34671058495

Email: [david@balaguer-rolls.com](mailto:david@balaguer-rolls.com)

Website: [www.balaguer-rolls.com](http://www.balaguer-rolls.com)

Centrifugall Cast Iron Rolls

## **GENC DEGIRMEN MILLING MACHINERY STAND B13, B14, C13, C14**

### **Abdulhamid Ecevitci**

Asagi Pinarbasi Mahallesi Ankara Caddesi No:245 P.Box:42250 Selcuklu/Konya,  
Turkey

Phone: +90 444 08 94, Fax: +90 444 08 95

Email: [hamid@gencdegirmen.com.tr](mailto:hamid@gencdegirmen.com.tr)

Website: [www.gencdegirmen.com.tr](http://www.gencdegirmen.com.tr)

Since 1990, Genc Mill has completed more than 250 projects in over 50 countries all around the World. It provides best solutions in pre-sales and after-sales operations with its specialized staff that includes strong service networks and spare part stocks. - Turn-key Flour and Semolina Mills - Turn-key Maize Mills - Storage and Transportation System for All Products - Automation Systems (Including Preventive Maintenance)



## **GLENCORE GRAIN BV STAND A1, A2**

### **N. Van Der Mei**

Blaak 31 3011 GA, Rotterdam Netherlands  
Phone: +31104044400, Fax: +31104129635  
Website: [www.glencore.com](http://www.glencore.com)

We are one of the world's largest global diversified natural resource companies and a major producer and marketer of more than 90 commodities. Our operations comprise of over 150 mining and metallurgical sites, oil production assets and agricultural facilities. With a strong footprint in both established and emerging regions for natural resources, our industrial and marketing activities are supported by a global network of more than 90 offices located in over 50 countries. Our customers are industrial consumers, such as those in the automotive, steel, power generation, oil and food processing. We also provide financing, logistics and other services to producers and consumers of commodities

## **GOLDEN GRAIN MIDDLE EAST – GGME STAND H5**

### **Mark W Lyons**

2701 Saeed Tower 1, Sh. Zayed Road, Dubai, UAE  
15F Radio City, 505 Hennessy Road, Causeway Bay, Hong Kong  
Phone: +852 9098 4205, Fax: +852 3012 1413  
Email: [mwlyons@g-grain-intl.com](mailto:mwlyons@g-grain-intl.com)  
Website: [www.g-grain.com](http://www.g-grain.com)

Golden Grain Middle East – GGME is part of Golden Grain Group Co. Ltd; a milling engineering design, equipment supply company with a head office and factory located in China. The group has international marketing offices located in Dubai and Hong Kong. We have designed over five hundred (500) flour mills (100-3,500 MT) within the PRC and the world market place over the last twelve (12) years. In addition many single machines for various mill upgrades and projects worldwide have been supplied.



## **GOLFETTO SANGATI S.R.L.**

### **STAND E13**

Headquarters: via Monte Grappa, 8 – 35015 Galliera Veneta (PD)  
Production Plant: Via F.lli Bandiera, 3 – 31055 Quinto di Treviso (TV)  
Phone: +39 0422 476 700, Fax: +39 0422 476 800  
Email: [sales@golfettosangati.com](mailto:sales@golfettosangati.com)  
Website: [www.golfettosangati.com](http://www.golfettosangati.com)

Golfetto Sangati, part of Pavan Group 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 Group offers complete service covering the entire manufacturing line from cereal to finished food products.

## **GRAINCORP OPERATIONS LTD**

### **STAND D1**

#### **Nick Chambers or Nick Poutney**

L28 175 Liverpool Street Sydney Australia  
Phone: +61 2 9266 9283  
Email: [nchambers@graincorp.com.au](mailto:nchambers@graincorp.com.au); [npoutney@graincorp.com.au](mailto:npoutney@graincorp.com.au)  
Website: [www.graincorp.com.au](http://www.graincorp.com.au)

GrainCorp is a leading Australian based international agribusiness providing direct connection to local and international customers through our strategic assets, global relationships and industry expertise. Our premier grain storage, logistics and processing assets are ideally positioned to meet the demands of businesses in the Middle East and Africa region. As a leading global agribusiness we have significant scale in the storage, transport, marketing and processing of grain. We also have a team of experts focused on quality assurance, innovation and maintaining a competitive market environment in our open access supply chain.



## **GSi GROUP EAME STANDS G16, G17**

### **Zsolt Kovacs**

H-1117 Budapest, Budafoki u. 91-93 Hungary

Phone: +36703939166,

Email: [zkovacs@gsiag.com](mailto:zkovacs@gsiag.com)

Website: [www.gsiag.com](http://www.gsiag.com)

GSI is a world class manufacturer of grain storage, material handling, conditioning and drying equipment as well as a full line supplier of swine and poultry production equipment. In 2016 through the acquisition of three brands AGCO-GSI established its Commercial eggs division which makes GSI a competitive partner in egg production equipment worldwide. 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, poultry and commercial egg industry.

## **HAUBELT LABORGERÄTE GMBH STAND E4**

### **Günter Haubelt**

Gartenfelderstr. 29 13599 Berlin Germany

Phone: 004917621926700

Email: [Haubelt@haubelt-labor.de](mailto:Haubelt@haubelt-labor.de)

Website: [haubelt-labor.de](http://haubelt-labor.de)

Haubelt Laborgeräte GmbH was founded in 2006 to test reological properties of wheat and wheat flour. The factory, located in Berlin, is producing among others Flourgraph E 6 and Flourgraph E 7. Both devices have ICC Standard no 179 and 180 since 2012. Not only our instruments are worldwide very popular among our customers, also the support by our R&D experts is in high demand





## **HEBEI PINGLE FLOUR MACHINERY GROUP CO., LTD. STAND B17**

### **Ma Xuemei**

Xipingle Town, Zhengding County, Shijiazhuang City, Hebei, P.R. China

Phone: +86-311- 88268111, Fax: +86-311- 88268777

Email: [pingle@pingle.cn](mailto:pingle@pingle.cn)

Website: [www.plflourmill.com](http://www.plflourmill.com)

Pingle group has proudly served customers from more than 40 countries to provide high quality grain machinery and excellent service. Pingle group is committed to the development, production, distribution, commissioning and training of wheat, maize and cereal grain machinery ranging from 9 ton to 1000tpd. We are professional manufacturer for integrater flour mill plant and our main products include multi-storey flour milling machine, steel structure flour milling machine, small scale flour milling machine and family workshop flour milling machine.

## **IMAS INTEGRATED MACHINERY SYSTEMS STANDS B11, B12, C11, C12**

### **Seyit Ali Topac**

2. Organize Sanayi Bolgesi Lalehan Caddesi No: 61 Selcuklu Konya Turkey

Phone: +90 332 239 01 41, Fax: +90 332 239 01 44

Email: [info@imas.com.tr](mailto:info@imas.com.tr), [seyitali.topac@imas.com.tr](mailto:seyitali.topac@imas.com.tr)

Website: [www.imas.com.tr](http://www.imas.com.tr)

Imas Company was established in 1989 as one of the daughter companies of Ittifak Holding, which is one of the most dynamic groups in Turkey that operates in several sectors with many facilities throughout the world. 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 wheat semolina and corn flour mills throughout the world.



## **IMECO – YOUR WEIGHING AND BAGGING SPECIALIST STAND H13**

### **EDOARDO BALDIN**

Via delle Viole, 23 - 26100 Cremona, Italy

Phone: +39 0372 496826, Fax: +39 0372 1874050

Email: [sales@imeco.org](mailto:sales@imeco.org)

Website: [www.imeco.org](http://www.imeco.org)

imeco is able to satisfy any granular or powdery weighing and bagging plant's need drawing, developing and producing dosing, weighing, bagging and palletizing equipment since our core business is the Milling World. From bulk weighers for intake, flow monitoring and bulk load-out applications, manual & fully automatic bagging lines for pre-made open mouth bags, up to robotic arm palletizers. We are thus committed to provide you with the most valuable services in the industry: ü Spare parts ü Technical support ü Retrofits and upgrades. because You matter... because We care imeco Your Weighing And Bagging Specialist

## **IMGS DUBAI STAND A7**

### **Shujjat Alikhan**

Mazaya Tower AA1, Level 29, JLT, Dubai UAE Po Box 38356

Phone: +97144458335M Fax: +97144458337

Email: [info@imgsc.ae](mailto:info@imgsc.ae)

Website: [www.imgsc.ae](http://www.imgsc.ae)

IMGS is a global leader in bulk cargo handling, logistics and distribution. Operating for over 30 years in the most diverse geographic and operational conditions, our teams are experienced and offer customized solutions for all cargo handling issues. In 2015-16 IMGS has transported managed the flow of over 600,000mt of WHEAT from the Port of Djibouti to various Ethiopian destinations. Our fleet of machinery is engineered to operate effectively 24/7 - providing our customers with cost-effective handling of various commodities. Tried and tested, we have remained the trusted maritime partner for the worlds leading shipping companies, trading houses, importers and NGOs since 1980.



## **ITALPACK PACKAGING MACHINES STAND A14**

Via A. Costa 106, 47822 Santarcangelo Rimini Italy

Phone: +390541625157, Fax: +390541621956

Email: [b.leo@italpack.net](mailto:b.leo@italpack.net)

Website: [www.italpack.net](http://www.italpack.net)

Italpack, reknown preferred supplier worldwide for reliable, simple to use and multifomat flour packaging machines. Ranges for sizes from 500g up to 13kg. Installations throughout Africa, satisfying the smallest to the largest milling groups. Heavy duty machines, designed particulary for harsh conditions, solid steel cam driven, oil bath and easy access for cleaning and service, have made our machines popular in over 90 countries. Friendly and dynamic aftersales assure every customer is never alone. Integrated checkweigh systems, remote assistance, available parts and service complete the picture, ensuring your Italpack Machine will always perform and produce excellent packages, to distinguish your product in the market.

## **KAY JAY CHILL ROLLS PVT LTD STAND E7**

**Nikhil Jindal**

27 Industrial Area Phase – II India

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

Email: [sales@kjrolls.com](mailto:sales@kjrolls.com)

Web: [www.kjrolls.com](http://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 STAND F16**

### **Ismael Schneider**

Avenida Adolfo Kepler Jr, 1500. Panambi – Rio Grande Do Sul Zip Code 98280-000  
Rua Do Rocio, 84, 3th Floor - Vila Olimpia. São Paulo/Sp. Zip Code 04552-000, Brazil  
Phone: +55 51 8191.9372 / +55 11 4873 0300  
Email: [comex@kepler.com.br](mailto:comex@kepler.com.br), Website: [www.kepler.com.br](http://www.kepler.com.br)

Kepler Weber is the largest company in Brazil that manufactures equipment for grain storage, drying, cleaning and handling. Present in the market for more than 90 years, exporting for over 40 countries worldwide (Middle East, Sub-Saharan Africa, Eastern Europe and others), we are able to provide a complete solution for your grain business. 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 50% of its production going through a Kepler Weber solution.

## **KNACK PACKAGING PVT LTD. STAND H10**

### **Sid Niar**

206, Nandishawar Appartment Opp. Sudarshan Tower, Near Someshwar Park – Iii, Thaltej, Ahmedabad-54. (Guj.) India ,  
Phone: +919727717461, +91-79- 27451130, 27451131  
Email: [sid@knackpackaging.com](mailto:sid@knackpackaging.com), Website: [www.knackpackaging.com](http://www.knackpackaging.com)

We, Knack Packaging Private Limited, are one of the eminent manufacturers, suppliers, and exporters of HDPE/PP Woven Sacks, Fabrics & Multicolor Printed BOPP Laminated PP Woven Sacks / Bags. Our products are appreciated by our clients around the globe and are used in end applications like Grain & Pulses Bags, Foods & Spices Bags, Animal Food Bags, Fertilizers & Chemical Bags, Cement & Wall Finish Bags, Powder & Granule Bags, Mineral Bags, and Detergent Bags. We started our business of manufacturing, supplying, and exporting of Bags and Packaging Material with a vision to attain utmost client satisfaction. Our range consists of HDPE/PP Woven Fabrics, HDPE/PP Woven Sacks / Bags & Multicolor Printed BOPP Laminated PP Woven Sacks / Bags, and others.



## **MILLRITE STAND F12**

### **Habeeb Azmath**

2701, Saeed Tower 1, Shaik Zayed Road, Dubai, U.A.E.

Phone: +971 4 329 5935, Fax: +971 4 329 5936

Email: habeeb@millrite.eu, Website: www.millrite.eu

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 a million filter bags for flour mills in and around the Middle East. Products range:

Nylon Sieve Clothing for Plan sifters, Stainless Steel Wire Mesh, Centrifugally Cast Rolls, Inlet & Outlet Connecting Sleeves, Adhesive & Activator Spray, Filter Sleeves/Bags, Timing/Toothed Belts, Sieve Cleaners & Frames, Filter Bag Cleaner & Brushes, Bucket Elevator & components, Screw Conveyor & Feeders, Rotary Feeders & Valves Spout Cleaner, Metal Silos -Storage solutions

## **MILL SERVICE S.P.A. STAND A5**

### **Carrain Paolo**

Via A. Meucci, 2 –Z.I.-35037 TEOLO (PD), Italy

Phone: 0039 049 8978743, Fax: 0039 049 8978780

Email: info@ms-italia.com

Website: www.ms-italia.com

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.





## **MIRPAIN GIDA SAN. VE TIC. A. S. STAND F14**

### **Faruk Hacibayramoglu**

Birlik Sanayi Sitesi 3. Cadde No: 85 Beylikduzu 34520 Istanbul, Turkey

Phone: 00902128750111, Fax: 00902128750306

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Website: [www.mirpain.com](http://www.mirpain.com)

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.

## **MITCHELLS EUROPE STAND G11**

### **Ed Bosisto**

11 Rue Des Trois Cantons L-8399 Windhof-Koerich Luxembourg

Phone: +352 26 108, +352 661 255 153

Email: [info@mitchellseurope.eu](mailto:info@mitchellseurope.eu)

Website: [www.mitchellseurope.eu](http://www.mitchellseurope.eu)

Mitchells Europe is part of the international Mitchells Group of Companies, providing bulk material handling solutions across a range of industries. Mitchells designs and manufactures equipment for Grain handling and storage, Oilseed conveying solutions, Animal feedmills and solutions, as well as specialty engineering, custom manufacturing and project management where required. Our range of Chain, Belt and Screw conveyors, Bucket elevators and auxiliary equipment include Mitchells' own patented designs and features as standard, to ensure maximum efficiency and robustness across all of our products. To speak with one of our engineers, or simply request a quotation, contact us [info@mitchellseurope.eu](mailto:info@mitchellseurope.eu)



## **MMW TECHNOLOGIE GMBH STAND H14**

### **Frank Spalek**

Dresdener Str. 16, 06886 Lutherstadt Wittenberg, Germany

Phone: +49 3491 439 416, Fax: +49 3491 439 410

Email: [frank.spalek@mmw-group.com](mailto:frank.spalek@mmw-group.com), Website: [www.mmw-group.com](http://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 STANDS F4, F5**

### **Abdallah Ghandoura**

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We have said “hello” to the milling sector with our 240 m<sup>2</sup> shop in 1965, now that we are continuing our production activity with much more modern and comprehensive factory in 30.000 m<sup>2</sup> covered and 54.000 m<sup>2</sup> 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...



## **MULMIX SPA STAND B7**

### **Beatrice Toniato**

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Website: [www.mulmix.it](http://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). To be mentioned our division Maxima, dedicated to the heavy duty industry for highest standards. The widespread presence in many countries is the element that distinguishes the company: sales offices and organizations create the necessary contact with the customer.

## **MÜHLENCHÉMIE GMBH & CO. KG STANDS D12, E12**

### **Marvin Jäger**

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Website: [www.muehlenchemie.de](http://www.muehlenchemie.de)

For over 90 years, Mühlenchemie has been an internationally leading company in the field of flour treatment. Its core competence is customized solutions for standardizing, improving and fortifying flours. At our modern Stern-Technology Center, research scientists and applications technologists work on innovations for the future. The company develops and produces enzyme systems, flour maturing and oxidizing agents, bromate and ada replacers, emulsifiers, vitamin and mineral premixes and functional systems for ready-mixed and composite flours.



## **NASA STAND D4**

### **Ahmet Eskiyaan**

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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. NASA also represents worldwide known companies in Turkey like SEFAR/SWITZERLAND for sieve fabrics, FISCHBEIN/USA for bag closing machines and SUPERTECH/DENMARK for portable moisture analyzers. Today it is centrally located 1500 m2 sales office and warehouse and 7000 m2 production facility.

## **NECDET KAYA DEĞİRMEN VE SANAYİ MALZ. TIC. VE SAN. LTD ŞTİ STAND H16**

### **Wesam Kaya, Sinem Kaya**

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Email: [info@necdetkayadegirmen.com](mailto:info@necdetkayadegirmen.com), Website: [www.necdetkayadegirmen.com](http://www.necdetkayadegirmen.com)

NECDET KAYA DEĞİRMEN LTD. Was Founded In 1993 In Konya City /Turkey By Mr NECDET KAYA , The Company Which Are Interacting With 5200 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, Screw Flight , İnox Pipes And Equipments , Sifter Plastic Cleaners , Sifter Cotton Cleaner , Sieve Bags , Filter Bags , Sifter Sleeves , Pneumatic Glasses ,Rubber For Pneumatic, Rubber Cover ,Rubber Balls , Roller Mill Brushes...



## **NEUERO INDUSTRIE TECHNIK STAND E1**

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Phone: +49 5422 9503 23, Fax: +49 5422 9503 50  
Email: [t.goudarzi@neuero.de](mailto:t.goudarzi@neuero.de)  
Website: [www.neuero.de](http://www.neuero.de)

NEUERO INDUSTRIE TECHNIK 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 handling equipment, over 6000 references worldwide is a treasure of experience, which is reflected in each new ship-unloader, and ship loader project we deliver. 102 YEARS NEUERO.)

## **NUTREX NV STAND B16**

### **Geert Van de Mierop**

Achterstenhoek 5, 2275 Lille, Belgium  
Phone: +32 (0)14 88 31 11, Fax: +32 (0)14 88 33 40  
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Website: [www.nutrex.be](http://www.nutrex.be)

Nutrex is specialised in the development, production and sales of additives, aiming to provide the finishing touch for nutrition in the flour milling and baking industry. Our strategic R&D investments and our constant focus on innovation and providing added value for our customers, have resulted in a number of top quality 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 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 H6**

### **Cristian Torri, Area Manager**

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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 STANDS B5, B6, C5, C6**

### **Pietro Barbalarga**

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Power re-generation technology available in the milling industry for the first time worldwide thanks to Omas Kers System which provides saving up to 50% of the electrical energy consumption. Direct drive of each milling roll with individual motors driven by inverters. Total flexibility to set up different speeds and ratio between faster and slower rolls to reach innovative quality of flours. Ability to explore new areas of milling setting which cannot be reached with conventional roller mills. Total absence of belt drivers which allow to have a significant saving on building cost, maintenance and noise level. Highest safety and hygiene standards meet. Better technologies are available from a clever company that dreams big. Enter in the future with OMAS Leonardo roller mill.



## OR-TAŞ OTOMASYON PLASTİK İÇ VE DIŞ TICARET LTD ŞTİ STAND C17

### Ilker Oz

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Our company which started its activities with producing of milling machines since 1996 has made great progress at the field of manufacturing and technical facilities and has also become a preferable and a reliable company which can compete worldwide due to its expertised staff. We maintain our operations through years of experience and knowledge according the philosophy of total quality method, from the entry of raw material till the transport of the finished machines and we committed ourselves to deliver a smoothly running project to our customers after serious quality controls with the guarantee of OR-TAS. OR-TAS Milling Technology based on research and development (AR-GE) makes use of advanced technology like CNC- and laser systems, and because of this, able to manufacture high quality 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 more than 50 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 UN VE GIDA KATKI MADDELERİ SAN.VE TIC. A.Ş. STAND F13**

### **İlhan Vatansever**

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Polen Food is one of the leading companies specialized in producing food (flour) additives and bakery products that manages its activity in a wide range. - Products of correctors of wheat flour (English Toast, French Baguette, Tortilla Improver, Cracker & Biscuit Improvers), - Products of bread improvers, - Pasta/Noodle improvers, - The range of enzyme products, - Vitamins & minerals premixes. Polen Food has been exporting its products for 9 years and developing its fame in about 55 different countries at the moment.

## **PREMIER TECH CHRONOS STAND G14**

### **Robert Vet**

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Premier Tech Chronos is an equipment manufacturer for packaging machines and a solution provider in production line automation. Its wide product portfolio includes weighing and feeding systems, bagging machines, case packers, robotic and conventional palletizers, stretch wrappers and stretch hooders. Premier Tech Chronos. We Are People for Packaging.



## **P.T.M. TECHNOLOGY STAND C7**

### **Roberto Boscariol**

via Mario Tognato, 10 – 35042 Este (PD) – Italy

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Website: [www.ptmtechnology.com](http://www.ptmtechnology.com)

PTM s.r.l., part of AGI – Ag Growth International, is a leading manufacturer of Handling Equipment for Grain Storage and Processing. Product range includes Bucket Elevators, Chain Conveyors and Belt Conveyors with handling capacity from 20 to 1.800 tph. Thanks to its long experience and know-how, PTM is the right partner for complete storage solution, mechanization of port installations and industry serving Grain Traders, Millers, Feed- mills, Pelletizers, Bio-Fuel processing plants, Engineering Company and Contractors worldwide. PTM machines have been installed throughout 34 countries in all continents, processing various products such as cereals, oilseeds, flour, meal and feed, pellets and by-products.

## **ROBERT BOSCH GMBH STAND H20**

### **Marta Rutynowska**

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Bosch Packaging Technology worldwide offers the most comprehensive portfolio of process technology and packaging solutions for the dry or liquid food and confectionery industries. Bosch provides customers with scalable solutions, from entry-level to the most advanced and innovative high-end technologies available suitable for African Market.



## **ROVEMA GMBH** **STAND D8**

### **Nadja Richter**

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ROVEMA GmbH is a leading global manufacturer of packaging machines and lines for various products and applications. More than 29.000 Rovema machines have been delivered worldwide. Among our international customer base are all leading brand manufacturers from the food and non-food sector. With our highly innovative approach, technical know-how and dynamic development, we solve complex packaging problems - from dosing to form-, fill- and seal machines up to complete packaging systems and including final packaging. Our broad experience in packing flour enables us to create compact, tight and resilient solutions customized for this industry to improve distribution and storage worldwide.

## **SAATI S.P.A.** **STAND H19**

### **Daniela Rizzardi**

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Website: [www.saati.com](http://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 SA STAND H2, H3**

### **Thiago Sena | Mônica Santos**

Travessa Sangati, 101, Álvaro Weyne | Cep: 60340-494 Rua Flórida, 1703, 7º Andar - Brooklin Novo | Cep: 04565-001 Brazil

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Website: [www.sangatiberga.com.br](http://www.sangatiberga.com.br)

“SANGATI BERGA has been manufacturing high technology equipment since 1992, providing a complete line of machinery for the wheat and corn milling sectors, powdery mixtures plants for the food industry, animal feed projects, rice processing and installations for the transport and storage of bulk grain. Based in Fortaleza, Brazil, the products are manufactured in our modern plant built on an area of 33.000m<sup>2</sup>, where advanced technology resources are applied. As a leading solution provider to the worldwide industry, SANGATI BERGA's commitment is to provide the highest quality of product and services.”

## **SCAFCO GRAIN SYSTEMS COMPANY STAND A4**

### **Kelly Fisher**

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Website: [www.SCAFCO.com/grain](http://www.SCAFCO.com/grain)

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, safe and simple operation, and lasting quality.



## **SEFAR AG STAND D2**

### **Laurent Brehm**

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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 STANDS F7, F8, G7, G8,**

### **Temel Harmankaya**

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Email: [selis@selis.com.tr](mailto:selis@selis.com.tr), Website: [www.selis.com.tr](http://www.selis.com.tr)

Since 1964, it is one of the most dynamic and innovative company in its industry that manufactures machines and equipment for the flour and semolina industry and undertakes turnkey plants in every capacity as well as modernization of the existing plants. Beside manufacturing state-of-the-art machinery and equipment for flour and semolina plants, our company strengthens its prestigious position more and more by supplying its business partners custom made solutions and excellent after-sale services with its experience and specialization in the global arena. Our company known as a reliable partner in its sector with after sales service that reaches every corner of the world as well as its continuous manufacturing quality.



## **SGS GROUP STAND E8**

### **Axel Harmsen**

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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 85,000 employees, SGS operates a network of over 1,800 offices and laboratories around the world. SGS services help ensure the integrity of the food chain from seed development and soil testing through to harvesting and trade inspection at export or import.

## **SSCE - SILOS CONSTRUCTION & ENGINEERING STAND E2**

### **Ingrid Roelens**

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- Hygienic In-Plant Bins/Silos
- Integrated Building Solution
- Maximum Use Of Space
- Less Steel
- Quick Assembly
- Strong Track-Record
- Fast Return On Investment

SCE aims to be the preferred partner for design, engineering, production and assembly of industrial building solutions that includes integration of our modular square silos seamlessly with SCE-supplied steel structures. The demand for food is increasing with the growing global population. To keep up, food and feed producing companies will have to acquire higher levels of efficiency. SCE helps such companies achieve this efficiency as a partner in modular process buildings. Our solution takes up less space, needs less time to assemble and work perfectly in any production unit, helping our customer focus fully on extracting maximum value from their process. We have and continue to deliver to satisfied customers all over the world.



## **SILOS CORDOBA S.L. STAND D9**

### **Nouh Badih**

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Website: [www.siloscordoba.com](http://www.siloscordoba.com)

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, GandariaServiciosGanaderos, 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.

## **STIF STAND E14**

### **Jose Burgos**

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Website: [www.stifnet.com](http://www.stifnet.com)

STIF is a specialized manufacturer of components for the bulk material handling industry. Our factory since 1984 in France, has established an international by exporting in more than 67 countries worldwide. Our main products are pressed steel and plastic elevator buckets, belts, sensors, and safety equipments to protect the buckets elevators, and others products like explosion vent panel. Web: [www.stifnet.com](http://www.stifnet.com)



## **SYMAGA SILOS STAND D14**

### **Julio Lopez**

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Website: [www.symaga.com](http://www.symaga.com)

Symaga Silos is a Spanish family-owned business with an international scope, specialized in designing, manufacturing and marketing of galvanized steel silos for grain storage. With more than 30 years of experience, exceeding 6,000 installations and more than 24 million m<sup>3</sup> of grain storage built in more than 120 countries. Symaga is multinational family owned company able to provide technical response to the requirements of each individual project, after-sales services and able to speak in different languages as the company export rate is superior to 90%. The company is dynamic, skilled, and perfect for a long-term relationship. Now, more than ever, Symaga is your reliable storage solution.

## **TANIS MILL TECHNOLOGY STAND C8**

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## **US WHEAT ASSOCIATES, INC. STAND D3**

### **Tarik Gahi**

Bldg#7, Block 1153, Sheraton Heliopolis Area;  
Pob 3008 El-Horreya 11361 Heliopolis,  
Cairo, Egypt  
Phone: 202/2269-6631/2, Fax: 202/2269-7722  
Email: [tgahi@uswheat.org](mailto:tgahi@uswheat.org)  
Website: [www.uswheat.org](http://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 MAKINE SANAYI GIDA TARIM DIS TIC. LTD. STI. STAND D10, D11, E10, E11**

### **Garip Cantemir Sales & Marketing Manager), Okcul Barlik (CEO)**

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Website: [www.ugurmakina.com](http://www.ugurmakina.com)

UGUR has a distinctive place in the grain processing industry such as flour mills, semolina mills and feed mills, Silo plants ; offering customer expectations and solutions to suit its clients' needs, based on his experiences for more than 60 years with full of success. UGUR is one the biggest Milling Machinery Producer in World

- UGUR guarantees to provide the right product with high quality level and latest technologies to suit your specifications, the lowest costs and the best delivery times.



## **ULUSOY FLOUR MILLS (ULUSOYUN) STAND B8**

### **Begun Dak**

Ataturk Bul. No:272 55300 Kutlukent, Samsun Turkey

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Email: [import@ulusoyun.com.tr](mailto:import@ulusoyun.com.tr), Website: [www.ulusoyun.com.tr](http://www.ulusoyun.com.tr)

Ulusoy Un Sanayi ve Ticaret Anonim Şirketi was established in 1989 to produce, trade, import and export all kinds of food products, such as flour, semolina, pasta and biscuits, produced with grains and legumes. The Company has two factories (208.000 tons/year flour production) with total wheat processing capacity of 900 tons/day; one in Samsun with 500 tons/day capacity and one in Çorlu with 400 tons/day capacity and silo, warehouses, free zone warehouses with total grain stocking capacity over 100.000 tons. In 1995, Ulusoy Un started exportation operations and it has exported flour to 80 countries so far. In 2015, the company accounted for 6% of the sector's exportation operations in Turkey.

## **UNORMAK MILLING MACHINERY PTY. LTD. STAND F10, F11**

### **İsmail Mermer**

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Website: [www.unormak.com.tr](http://www.unormak.com.tr)

Providing grain and related products which are considered as basic nutritional elements in the daily food guide pyramid, it is crucial to have modern technology. Unormak Milling Machinery Industrial Company serves in this field with responsibility. Unormak has a good reputation both in domestic and international markets thanks to many references worldwide. Our company provides wide range of products which are essential for turnkey projects in flour and semolina mills. Besides these Unormak also manufacturers' machines and equipments required for maize, legumes and seed processing fields. By following today's improvements in the technology, Unormak has been the reliable supplier with necessary standards that are provided under control of experienced and skilled technicians to meet requirements of valuable clients.



## VIGAN ENGINEERING SA STAND G10

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Phone: 0032 (0)67 89 50 41, Fax: 0032 (0) 67 89 50 60

Email: [info@vigan.com](mailto:info@vigan.com), Website: [www.vigan.com](http://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, 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 2000 tons/hour. VIGAN is also able to manage complete turnkey projects like Grain Terminals.



## **WERNER & PFLEIDERER LEBENSMITTELTECHNIK GMBH STAND H17**

### **Mr. Schlüter**

von Raumer Straße 8-18 91550 Dinkelsbühl Germany  
Phone: +49 (0) 9851-905 0, Fax: +49 (0) 9851-905 342  
Email: [info@wp-l.de](mailto:info@wp-l.de), Website: [www.wpbakerygroup.de](http://www.wpbakerygroup.de)

**WORLD OF PROCESS** The WP BAKERYGROUP is the world's largest manufacturer of machinery and equipment for bakery business of all sizes – from artisan bakeries to the industrial large-scale production. World of Process – the iba motto of the WP BAKERYGROUP – stands for the German global market leader's internationally unrivaled process competence that covers the entire spectrum from single machine to entire lines and industrial engineering systems. WP BAKERYGROUP covers with its bakery technology the entire process chain of baking from mixing, dividing and moulding to proofing, cooling, loading and baking. The portfolio is rounded off by the areas of fat baking, lye application and industrial bakery technology. Many of the group companies have been market leaders for decades, if not for centuries. Together they draw on their more than 135 years of experience and tradition and pursue to claim: WP solutions can help produce baked goods of particularly high quality!

## **YENAR A.S. STAND H4**

### **Ali Goktas**

Konya O.S.B. Kuddusi Caddesi 22. Sokak No : 2 42250 Konya Turkey  
Phone: (+90.332) 239 10 73, Fax: (+90.332) 239 07 55  
Email: [info@yenar.com.tr](mailto:info@yenar.com.tr)  
Website: [www.yenar.com.tr](http://www.yenar.com.tr)

Yenar is producing rolls for food industry since 20 years in a modern production plant of 40.000 m<sup>2</sup>, of which 18.000 m<sup>2</sup> is covered. The annual production is 22.000 Rolls/annum of various sizes. As Yenar is producing rolls we realized that the rolls fluting and sand blasting is important matter and the machines in the sector are not meeting the exact needs of the rolls we finally produced are own Grinding and fluting machine and roll sandblasters. Thanks to our customers Yenar is one of the world leaders in roll production and try to be also for machines.

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