

Abstracts for keynote speakers

Commercial Product Manager, Dairy Malin Thors Rosenquist AAK Sweden AB

Malin Thors Rosenquist is currently and since 2012 working at AAK Sweden AB, as a Commercial Product Manager Dairy Solutions, Value adding vegetable oils and fats solutions to the ice cream and dairy industry 2007: AAK Sweden AB, Commercial Product Manager Nutritional Lipids, Specialty lipids for infant formula and functional ingredients
Master of Science, Swedish University of Agriculture, Uppsala Sweden



Strategic Approach to New Markets

Continued growth of the business in a mature dairy market is challenging and may demand new considerations as how to grow. One way to keep a good development can be to enter into a completely new market. A new market might be a new export market, targeting for instance expanding opportunities in fast growing regions in Asia. It can also be to expand the business into a new segment in a geographical area, where the company has current presence. For dairies, examples of new segments or industries of interest can be infant formula or the fast growing “non-dairy dairy” market. It can also be to extend into food service and HoReCa business.

When entering a new market, there is a number of parameters that needs to be considered. A careful analysis of the new market is needed, both as to market potential and the fit, as to capabilities and foot print, but also to understand the customer preferences that may differ between markets. During the presentation, two case studies of successful new market entries will be presented and discussed.

Marketing Director - Fresh Dairy Karsten Tjener Chr. Hansen A/S

As Marketing Director for Fresh Dairy Quality and Shelf-life, Karsten Tjener has the global responsibility for building and maintaining attractive product portfolios and market concepts under the eXact®, YoFlex® and FreshO® trademarks. Karsten has 15 years of experience from Chr. Hansen A/S. After 12 years in Innovation (R&D), he transferred to Commercial Development in 2012.
Education
2012 Execuctive MBA, Master of Management & Technology, Technical University of Denmark
2004 Ph.D., Food Microbiology, Technical University of Denmark and Chr. Hansen A/S
2000 M.Sc. Biotechnology, Technical University of Denmark



Consumers and Preferences

This lecture is a case story on how Chr. Hansen develops solutions for the dairy industry. In this particular case, a quite exceptional yogurt culture with the ability to facilitate consumer preference, extended market reach and/or lower total cost of production.

Chr. Hansen market intelligence builds on a world-wide network of sales representatives and local marketing functions that through customer relationships know the local dairy markets in depth. The network provides local insights, that when combined with other insights (e.g. dairy statistics, consumer studies, cases from other industries) creates a picture of the dairy trends and needs at a local as well as at a global level.

The case illustrates how parts of Chr. Hansen market intelligence was applied and translated into a new culture development project and subsequently how this development project – through innovative thinking and world-class culture development capabilities - delivered a solution to the specified market need. It also demonstrates how Chr. Hansen prepares and presents new solutions to the industry.

**Professor Olav Jull Sørensen
International Business Centre
Aalborg University**

Olav Jull Sørensen is MSc in Marketing, Aarhus Business School and MBA in Marketing, University of Wisconsin, USA. He is founder of the International Business Centre at Aalborg University and has extensive experience in integrating research and education with the needs of the business community. Professor Sørensen has written and published in the field of internationalization of companies, industrial economics and global value chains. He is a leading expert in the Sino-Danish Partnership and works closely with universities in China, Vietnam, Ghana and Tanzania. He has published in *Management International Review*, *Journal of Euro-marketing*, *African Journal of Business and Management Research* and edited books on internationalization, leadership and creativity, and internationalization of SMEs.



Supplier Perspective on the Dairy Sector's Competitiveness and Value-creation

Suppliers are often essential to increase competitiveness and value-creation in an industry. Globalization and the numerous technological possibilities make the dairy industry dependent on innovative suppliers, as industry itself can not be updated in all areas.

Based on a survey amongst a selection of dairy industry suppliers, data and analysis will be presented on how suppliers can support value-creation at dairies. Furthermore, the lecture discusses suppliers' internationalization and innovation, as well as the dairy sector's impact on suppliers' approach to customer-cooperation. In addition, there will be inputs on how suppliers act as contributors to help increasing dairy customers' competitiveness and value-adding including possible new business models.

**Programme Coordinator
Isabel Sande Frandsen, Danish Dairy
Technology without Borders**

Isabel Sande Frandsen holds an MSc in Social Sciences in International Development Studies and Cultural Encounters from Roskilde University (RUC), and has studied Ethnography and Development Studies at Pontificia Universidad Católica del Perú in Lima. Furthermore, she holds a BA-degree in Journalism from Syddansk University (SDU) and has been a board member for six years of IBIS (Danish NGO) and Fair Trade Label, Denmark. She has lived and worked in Peru, South Africa, USA, UK, Nicaragua, Spain and Denmark.



Social Profit Crossing Borders

An increasing trend as regards to companies' international engagement is partnerships with NGO's. The reason for companies to enter such partnerships are multiple. Not only does it report directly on the company's CSR-reporting, it also makes the employees proud of belonging to a company with a strong humanitarian profile and potentially act as an added value when trying to attract new professionals. Furthermore, the partnership might open up for new markets and innovative possibilities for the company.

In 2015, Engineers without Borders won the Danish CSR Partnership Prize. The award is presented to a CSR Partnership that successfully solves a societal challenge together. IUG is working together with Siemens Denmark, Solar Group and SOS Children's Villages, and this partnership has been such a success that it won the CSR Partnership Prize. The partners are working together to renovate and optimize energetically a SOS Children's Village in Zanzibar, where each partner contributes with sustainable and innovative solutions to help the children and locals. Dorte Lindegaard Madsen, Chief Executive Officer at Engineers without Borders will introduce the concept and provide examples on how good CSR-partnerships work. The dairy sector now has its own NGO, Danish Dairy Technology without Borders and you will learn about the organization and the projects in pipeline, addressing the potentials for dairy suppliers and dairies to be involved. Please read more about Danish Dairy Technology without Borders on: <http://mejerifolkudengraenser.dk/english>

**Chief Executive Officer
Dorte Lindegaard Madsen
Engineers without Borders**

Dorte Lindegaard Madsen is CEO at Engineers without Borders Denmark and has as consultant assisted in the establishment of Danish Dairy Technology without Borders. She holds a MSc in Political Science and has a certificate in Project Management, Strategic Management and Business Economy. She has more than 10 years of experience working as international recruited for Danish NGOs and in the UN System combined with consultancy activity for the Danish Ministry of Foreign Affairs.



Supplier Collaboration

– A Key to the Competitiveness of Danish Dairies



By Professor Olav Jull Sørensen,
International
Business Centre,
Aalborg University

A survey amongst a selection of dairy suppliers has been conducted and the results will be presented and discussed on Dairy Suppliers Day.

Focus in the study is on, how the suppliers engage with the dairies and how they contribute to strengthening the competitiveness of the Danish dairies. The results from the study are presently rolling in, and we have taken a quick look at the answers so far.

Dairy relationships

Competition is the DNA of a market economy at the same time as collaboration is the key to the creation of a company's competitiveness. Especially, the collaboration between suppliers and their customers is crucial for competitiveness. This is also true for the relationship between Danish Dairies and their suppliers. Each supplier and each dairy has, of course their own particular experiences, but in order to get a more general and broader insight, we are conducting a study of these relations. The findings will be presented on The Dairy Suppliers Day.

Closer to customers

The preliminary findings are in harmony with the generally observed trend to-

wards intensifying and closer collaboration between suppliers and customers and especially, the customer relations seem to be more important than the suppliers' relations to their own suppliers.

The preliminary findings also indicate that the suppliers to Danish dairies are active on international markets and their sales in Denmark account for a relatively minor share of total sales. With regards to dependency on the dairy industry, many suppliers are rather diversified and deliver to a number of industries, but there are also suppliers who are relatively dependent on orders from the dairies.

Preferred Supplier

In general, the collaboration between the Danish dairies and their suppliers is good at the same time as there are indications that it is not easy to become the "preferred supplier" or partner. The suppliers have to deal with multiple agendas covering price, delivery times, innovation to mention just a few. The price seems to be a rather important topic in the negotiations – also in cases where development and new ways of thinking are on the agenda. According to the suppliers, they are the ones presenting new ideas to the dairies. Although receptive, the dairies are also seen as a bit conservative.

How easy is it to get an order?

Answers indicate that it is not so easy. Many suppliers report that the preparation of customer designed solutions is a rather time and resource consuming task at the same time as the "success rate" could be better.

The suppliers report that their exposure to international markets is beneficial for their work with Danish customers. They take home many new ideas from their foreign markets and present them for the Danish dairies, which in turn strengthen their competitiveness. At the same time, the suppliers seem not to play any important role related to export ideas and plans of dairies.

The presented findings are preliminary and based on initial insights from the data, that has been collected so far. As mentioned, the answers to our questionnaire are rolling in at the moment – so the picture may change. The final results of the study will be presented on the Dairy Suppliers Day on April 19th, 2016.



Want to take part in the survey?

An invitation to take part in the survey has been sent by mail to the suppliers, however, have you not received an invitation; the survey is open until April 11th 2016.

Please make contact to the secretariat by sending an e-mail to dmf@maelkeritidende.dk or call +45 51 24 24 76.

The survey is anonymous and your company will not be recognizable. The final report is being forwarded on request.

Suppliers abstracts

11.30-11.50

Growth - Through Internationalization of Local Concepts

Sales Manager Nordic and Baltic Erik Møller Madsen, AAK

The dairy industry continues to consolidate and is constantly looking for growth opportunities within new markets. This leads to a demand for innovations, which can be achieved by taking existing local product concepts to new markets. To make this transfer a success local adaptation is needed. This need is in many cases transferred to the ingredient supplier, who then has to modify the ingredient solution as to e.g. functionality and label compliance.

The retailers continue to consolidate and strengthen their global position resulting in a need for further globalization of their private label products. This need is transferred through the dairies all the way back to the ingredient supplier, who makes the local adaptation happen. As the private labels become stronger, the B-brands are being squeezed as to market shares. Innovation becomes key for the B-brands to keep their position – one way of achieving this is to seek inspiration from other regions followed by a localisation of the concept. The dairies call again upon the ingredient supplier for inspiration and execution as to the localisation of these concepts.

AAK has taken the ownership of the above listed challenges as a leading supplier of value adding oils and fat solutions to the dairy industry. The success has been achieved through AAK's unique Co-Development approach – examples of market successes from this approach will be presented.

Traditional Undefined DL-Starters (mejeri-syrevækkere)

Dir. Business Per Dedenroth and Sales Manager Haakan Andersson, Sacco SRL/Kemikalia AB

Sacco has found a new way to make the traditional DL-cultures in a more defined way, enabling the test for no ABR, keeping a constant composition

regarding cit+ activity/gas- and aroma formation. At the same time, keeping the bacteriophage robustness, these cultures traditionally had, when propagated none aseptically in the dairy factory against the ever ongoing evolution of new more virulent phages!

Traditionally, this process has given large variation in activity, hence in moisture content and texture as well as aroma and eye formation in the dairy products imposed by the phage attacks, if visible as slowdown in acidification or not. Based on using the innovation of E. Waagner Nielsen and our own phage hardening methods, we have successfully been able to develop a method to produce these starters so that the worsening phage problems with such starters now can be counteracted and the dairy factories have safer and more constant fermentation of products made with such starters!

Collaboration – Key to Success

Key Account Manager Claus Borresen, Bila A/S

At Dairy Supplier Day 2016, BILA A/S will present how we as a project company collaborate with key clients to develop new technologies. Our approach to our clients' business is on the profitable advantage for them.

BILA A/S has several examples of collaborations that ensure good and profitable solutions for both the dairy industry and other industries. "Low-hanging fruit", as we call it, is in short supply in our highly automated line of business. That is why collaboration between customer and supplier is paramount for development of sustainable concepts. Teamwork is essential for success and a strong collaboration is a two-way process. It occurs when the client is able to get past the "seller" to the supplier's experts and they allow the supplier to get under the skin of themselves. Once this is settled, sustainable success is in sight. It is in this two-way cooperation great thoughts and valuable solutions are created. Our clients' world is constantly changing,

why a module set of mind in building solutions is more important than ever before. To show how to ensure this, we will discuss these relevant topics in our presentation: frequently reuse of equipment, good ROI, high reliability/good OEE, brief installation and implementation, modularity, easy, fast, and cheap relocation, and shorter delivery times.

11.50-12.10

Millennials - the Upcoming Consumers

Product Manager Sabrina Marnet and Project Manager Paul Coppieters, COSUCRA GROUPE WARCOING

Millennials (or Generation Y) are young actives born between 1980 and 1997. They are among the most influential and most educated shoppers. By 2020, they should be the largest demographic group. No wonder they now represent the actual target for many brands!

After introducing this inspiring segment, Cosucra will present solutions to promote healthy dairy products that appeal to the Generation Y. It will also be the occasion to discover how two naturally and locally sourced ingredients, Fibruline® Chicory Inulin & Oligofructose (invisible fibers) and Pisane® Pea Protein Isolate, can help you to develop personalized products that perfectly fit into the desired lifestyle of Millennials.

Screening for Abnormalities in Milk

Regional Sales Manager/Customer Manager Janne Pedersen, Foss Nordic A/S

Foss Analytical A/S is proud to offer a new testing option to improve food safety. Raw milk containing abnormalities is a growing problem worldwide. The abnormalities can be caused by the deliberate adulteration of the supply or by accidents, for example, if different types of milk are mixed or detergent left in tanks.

The abnormal spectrum screening module (ASM) is an optional software module allowing you to program the

FOSS MilkoScan™ instruments to screen for abnormalities in raw milk and milk products. The screening is done at the same time as the compositional measurements are performed.

A sample of milk is tested against a profile for normal milk. A warning is given if there is a mismatch. This alerts you to the need for further investigations to determine the nature of the abnormality.

Au2mate Academy

Managing Director Klaus Dam, Au2mate

Au2mate Academy; A knowledge centre for dairy automation. A live pilot plant for education and training of managers, operators and technicians in dairy automation!

Background: The dairy plants become larger and more complex and simultaneously, the demands for uptime increase. As a result, the requirements for the operation and maintenance personnel increase in relation to time for diagnosing and performing error correction of the automation systems!

Purpose: Au2mate Academy offers dairy specific automation courses. The courses are addressed to managers, plant operators as well as technical staff and among other include Operation, Hardware, Software, Instrumentation, Reporting and documentation (S88/S95).

12.10-12.30

New Developments in Dairy Cultures

Director R&D Wilco Meijer, CSK FOOD Enrichment

Dr. Wilco Meijer is Director of R&D at CSK FOOD enrichment in The Netherlands. In this position, Wilco gained a lot of knowledge about the influence of starter cultures on taste, texture and bio preservation of dairy products.

In this presentation, Wilco will take the listeners by the hand on a journey through time in a dairy landscape. From back in the early days, via the heritage of the Dutch dairy making even to the

future of new techniques for dairy production and for new flavour developments. During this presentation, you will learn about the complexity of dairy cultures and their specific functionality in dairy products. As a listener of this presentation, you will become especially acquainted with the latest developments of taste in cheese. In addition, you will be updated on ways to protect your end product against undesired microorganisms. On behalf of Wilco Meijer and CSK FOOD Enrichment, we like to invite you all to join this lecture.

Instant Infusion™

Global Process Category Manager Gorm Kjaerulff, SPX Flow Technology

Among the many challenges facing food manufacturers, one of them is how to apply heat technology to destroy harmful bacteria without adversely affecting taste, texture and essential nutrients. This is particularly essential for sensitive products such as milk based infant formula, whey protein concentrates and processed cheese.

The Instant Infusion™ system helps manufacturers of these products achieve precisely the right amount of heat to destroy the bacteria with minimal heat damage to the product.

The Instant Infusion™ system almost instantaneously heats the concentrate to a sterilisation temperature of up to 148°C using steam infusion. The product is then held at the required heat treatment temperature - not in a conventional holding tube - but in a patented self-cleaning holding cell that eliminates the excessive deposit formation that can form in a conventional holding tube. The benefits of this process are numerous, including uniform bacterial kill rate for medium and high viscosity products, consistent product quality, less fouling and longer operating times.

Dynamic Master Planning – A Tool for Planning and Continuous Optimization

Business Unit Manager – Dairy, Rolf Pedersen, ALECTIA

One of the challenges in planning is the dynamic nature of the future: Milk volumes changes, the product portfolio is in constant development, mergers and production structure optimization of the company is ongoing as well as operational. Master Planning is one of ALECTIA's consultancy and engineering services, which serves as a decision support for the management. The master plan for a dairy factory site describes the future development of the site to its maximum planned capacity.

ALECTIA offers a Dynamic Master Plan methodology, which includes a supporting planning tool with the above functionality. Based on the forecast for milk inflow and planned production of the different dairy products, a milk solids balance can be created to validate that milk inflow match the planned production.

ALECTIA setups the model based on information received from the client, including possible factory audits, as part of the dynamic master planning process and provide the client with an operational tool – offering both in house or letting ALECTIA update and run the scenarios. In either case, the management will have an updated and clear overview of the future development of the company.

13.30-13.50

Alternative Heating with Gentle Product Handling

Product & Field Service Manager Morten Kaasen, Alflow Scandinavia A/S

We live in a dynamic environment where there is a constant focus on optimizing daily processes.

Ohmic heating, also known as Joule heating, offers great possibilities for rapid and uniform heating of food products, securing safe microbiology and high product quality.

The food product, with or without particulates, is heated directly from the inside out by passing an electric current through it. 95% of the supplied energy is converted to heat.

Learn more about how Ohmic heating differs from conventional thermal heating and how it can help optimize your process and make your product(s) attractive on the global market.

The heaters can be delivered as stand alone, or fully integral solutions in existing production lines.

BiopROtector – a new Tehnology for the Treatment and Reuse of Cow Water

European Application Specialist Finn Skov Nielsen, Krüger A/S

Milk consists of 87% water and when the dairy has produced cheese, yogurt and powdered milk, there are plenty of water - Cow Water - in surplus. Instead of being discharged as wastewater, it is now, being treated and reused in production - and compensate the drinking water.

BiopROtector is a technological solution for the purification of Cow Water - developed and proven by Veolia Water Technologies, who also own the Danish Krüger A/S. Cow Water is a valuable water resource - because it runs in a closed system and is in principle still a food product - although it is almost only water left. After purification in the BiopROtector the Cow Water is cleaner than groundwater, and the quality is far below the requirements for drinking water. Cow Water undergoes a biological treatment, combined with membrane filtration in the BiopROtector plant, and then the Cow Water is biologically stable, as all nutrients are transformed and removed from the water. The purified Cow Water from the BiopROtector can be used for all purposes in the production, as well as used as process water. Having operated more than two years with the BiopROtector plant on a European dairy, no kind of bio fouling in the purified Cow Water is seen, which shows that the system works as intended.

At this dairy, the purified product water is used for CIP and boiler feed water.

Global Flooring Solutions

Territory Manager Kenneth Thomsen, Stonhard

Being the world-leading manufacturer and installer of seamless, high-performance polymer floor, wall and lining systems for more than 90 years, we work with the same standards all over the world. By formulating specific floors to meet individual market needs, we hold ourselves to a high standard, solving problems and installing the right floor for your environment. We take the full responsibility for customer satisfaction from raw materials to installed systems. With our more than 300 project managers worldwide, we have the local knowledge about standards and regulations that allows us to successfully complete projects and meet the same standard all over the world with a strong focus on food-industry. The Single Source guarantee is our responsibility. We design in-house, manufacture in-house, sell directly to our end users and take care of the installation ourselves. Our Project Manager will be in charge of every step from sales to installation that means, you have only one contact person during your project /our cooperation. This way of working, makes it possible to deliver the same high quality floors worldwide.

13.50-14.10

Hydrodynamic Cavitation Technology

Director, Global Marketing, Food & Beverage Bent Østergaard, SPX Flow Technology

The cavitation process generates and collapses cavities due to the decrease and then increase in the pressure produced. As the cavities collapse, a very powerful energy wave (shockwave) is released into the surrounding liquid. This cavitation shockwave creates a very efficient, microscopic mixing effect and the rotor / liquid friction generates controllable scale-free heating. The APV

Cavitator™ has multiple applications: Powder hydration and WPC functionalization, viscosity reduction of milk / whey concentrates, scale-free heating, emulsification, smoothening of high protein yoghurt and gas dispersion. The cavitation technology offers unique opportunities in process efficiency and innovation of new products / markets.

The principle of controlled hydrodynamic cavitation will be presented along with three application examples:

- Scale free heating of WPC and other high fouling products to enhance run time and minimize operational cost
- Viscosity reduction and structural conditioning of milk/whey concentrate to optimize drying at reduced cost
- Next generation Microparticulation of WPC for new nutritional dairy beverage markets with high protein.

Increase Production Flexibility and Cost Optimizing through Reuse of RO-water

Segment Director, Industry Søren Nøhr Bak, Grundfos BioBooster A/S

The dairy industry are today challenged by high cost for water and wastewater and/or for obtaining license to increase production for environmental reasons. In order to ensure a larger flexibility production Arla Foods and Grundfos BioBooster entered into a cooperation for development of solutions that enabled Arla Foods, Rødkærsbro not only to increase their production but also reduced their cost for water handling, while reducing the environmental impact on the surrounding environment.

The presentation will present the solution and possible application of recovered water, which originates from the milk. At the same time, operation results from almost 1 year of operation is presented. Perspective for the dairy industry is finally discussed.

Bearings - Undiscovered Opportunities

Managing Director Bøje Kjær, CeramicSpeed Bearings A/S

Are you optimizing across companies and across borders in your group? There are huge potential savings and experiences to gain. It pays off to look at bearings as part of the food industry's optimization processes. Define the critical machinery and change to hybrid bearings with prolonged lifetime, this secures production efficiency and offers the food industry a new and often undiscovered opportunity to optimize the maintenance planning and reduce maintenance costs significantly. Monitoring the critical machinery secures, that costly unplanned breakdowns are avoided and changed to planned stops. When this is done in one production unit, it can easily be rolled out to all production units in a concern. This is an investment with extremely short payback time and with an increased production efficiency already seen after the first year.

14.10-14.30

Cheeses Dedicated for Slicing

Business Development Manager Joanna Korzeniewska, OBRAM S.A.

Following the market trend in convenient food, expectation of final customers to buy packages with sliced cheese, OBRAM has developed a solution for long cheese production. Long cheeses mean savings for cheese producer, savings by minimizing losses in cut wastes. Production of meter-long cheeses is not anymore a challenge; it is a validated solution, which already works in few dairies.

OBRAM has two solutions available:

- Production of long cheese bars – long cylinders different diameters (example dia. 90, 100, 120) or long rectangular bars (example 100x100)
- Production of big blocks – big rectangular blocks (example double-Euroblock, 1000x300x100)

OBRAM cheese lines cover cheese vats, forming/draining columns (called Long-formers), moulds handling system with final pressing and brining systems dedi-

cated for long cheeses. Precise cheese weight, equal moisture distribution within the cheese blocks. These are in our focus while discussing with the customers on sliceable cheese solutions.

Long Tilsit, Gouda, Edam, Swiss Emmental? These are kinds of cheeses OBRAM is able to cover with new equipment.

Example of OBRAM's line for long tilsit cheeses you can find by clicking on the link below.

<https://www.youtube.com/watch?v=vzW-PvT4nsw>

3D TRASAR™ CIP – An Innovative Program

European Application Specialist Finn S. Jensen, ECOLAB ApS

3D TRASAR™ CIP provides visibility to operational issues in clean-in-place (CIP) with 24/7 monitoring and corrective action recommendations supported by World Class Service & Ecolab expertise to enhance food safety, productivity and consistency - Every Wash, Every Time, Everywhere!

The 3Ds:

- DETECT system variances with 24/7 monitoring
- DETERMINE corrective actions needed
- DELIVER improved quality, profits & increased output

3D TRASAR CIP helps provide the most optimal quality of clean and sanitization, helping assure food safety, quality and consistency across your operation. CIP experts provide optimized CIP programs – providing consistent results with improved efficiency and lower total cost. Provides lowest total impact of CIP consumables, including water.

Gain production capacity by reducing total cleaning time and reducing labor.

New EU standards for Fire Doors

Project Engineer Brita Rosenbech, Door System

A new harmonized standard for approval of fire resistance on doors is valid from September next year. This will mean a

need for a European approval on fire doors, and the process of developing and testing doors to meet the new requirements has begun. The fire doors that Door System has developed are of course designed to meet the requirements for hygiene in the food industry. We already now experience increased interest and demands from insurance companies and authorities. A correct guidance and choice of door can save your company money in regards to the insurance costs. Also the process of getting the fire doors approved by the local authority/fire authority will get a lot easier and less time consuming for your company.

14.30-14.50

(Notice this post is partly at the same time as B2B-dating)

New Generation Lactose Free Milk
Manager of Development and Technology Karsten Lauritzen, DSS, A Tetra Pak Company

Membrane filtration is the preferred technology for tailoring the composition of dairy products and ingredients. Today, the technology is key in the production of high-value products like Greek yoghurt, white cheeses, and whey and milk protein ingredients.

Over the last decade, the technology has become interesting for the production of lactose free milk. Consumption of lactose free dairy products is growing in the global market, mainly because of consumers with lactose intolerance, but also because of a widespread perception that lactose should be avoided in a healthy diet.

Lactose free milk can be produced in different ways. The essential technology steps are milk treatment, membrane filtration, lactose hydrolyzation, product treatment and packing. Tetra Pak guides customers in all the steps needed for the production of lactose free milk. This presentation gives a short introduction to challenges in the production of lactose free milk and the possibilities offered by a new, patent-pending production method.