

April 15, 2024
Scott Conference Center
Omaha, Nebraska

Buyers' Guide



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## Food & Beverage Start-Ups Challenges & Opportunities



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Founder
Fermented Felon



Jennifer Mancuso Co-founder & Chief R&D Officer: The Humble Seed



Rick Williams
Operations &
Supply Chain
IPG Resources

**EXPO & Networking 3-6 PM** 

#### **Aksarben Section IFT**

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Omaha, NE, 68022

http://aksarbenift.org/, iftaksarben@gmail.com
The Aksarben Section IFT is one of 53 regional
Sections of the Institute of Food Technologists. Our
organization works to ensure that our members
have the resources they need to learn, grow, and
advance the science of food as the population and
the world evolve.

#### **American Laboratories, LLC**

14

11128 John Galt Blvd, Suite 500, Omaha, NE, 68137

(402) 858-2612, www.americanlaboratories.com Kyla Hickey, Customer Service Representative III sales@americanlaboratories.com

Founded in 1967, American Laboratories (ALI) manufactures and markets ingredients used in human nutrition, pet nutrition and food processing products.





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#### Anderson Advanced Ingredients

50

2030 Main Street, Suite #430, Irvine, CA, 92614 (949) 502-4770, www.advancedingredients.com/ John Duffy, Vice President john@advancedingredients.com

Anderson Advanced Ingredients is an Irvine, CA based innovator & provider of best-in-class functional food & nutraceutical ingredients. Since our first product launch in 1989, we have been providing novel clean label solutions to industry wide challenges while offering an innovative foundation in helping move countless R&D projects from concept to reality.

#### Balchem

rgoeser@balchem.com

**15** 

13723 Riverport Drive, Suite 201, Maryland Heights, MO 63043 (515) 380-3737, www.balchem.com/ Ryan Goeser, Account Manager & BDM

Balchem Human Nutrition and Health is your value -added partner, with a broad portfolio, unique capabilities and strong industry expertise. From indulgent and sensory experiences to targeted essential nutrition, our range of functional ingredients address the consumer's needs.



#### **Brenntag & Colony Gums**

10

7660 Imperial Way, #400, Allentown, PA, 18195 (503) 310-9823, http://www.brenntag.com Jocelyn Telcamp, Food Sales Specialist jtelcamp@brenntag.com

The industry's leading distributor and solutions provider for food ingredients, including comprehensive application technology, technical support, and value-added services. Now a Brenntag company, Colony Gums is a leading hydrocolloid and stabilizer process manufacturer with FSMA Compliance, SQF, Kosher and Organic Certified. Plus, we have a Non-GMO Project-VERIFIED Product Line.



#### **Bureau Veritas North America**

36

12400 Shawnee Mission Parkway, Shawnee, KS 66216

(512) 713-4598, https://www.bvna.com/ Alexandra Friloux, Business Development Manager Alexandra.friloux@bureauveritas.com Bureau Veritas offers an extensive range of microbiological and chemistry/analytical food safety testing, training, and certification services to ensure customers are protected and that your brand is maintained.

#### **Butter Buds**

26

2330 Chicory Rd., Racine, WI, 53403 (847) 544-6907, https://www.bbuds.com/Michael Shrear, Sales Manager mshrear@bbuds.com

Butter Buds is the original, miraculous, real dairy functional ingredient for manufacturers. We specialize in enhancing flavor and texture in baked goods, sauces and beverages. Our natural dairy line is accentuated by an exciting non-dairy line that includes Beer and Cocoa Butter.

#### Capua 1880 USA Inc.

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25 Pompton Avenue, Suite 101, Verona, NJ, 07044 (201) 214-6570, http://www.capua1880.com Adriana Becker, President adriana.becker@capua1880.com

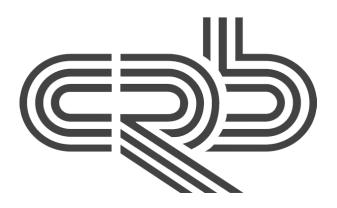
Capua 1880 is a 5th generation family owned and operated company based in Reggio Calabria Italy since 1880 producing citrus essential oils and juice used in flavors and fragrance. The US subsidiary, established in 2020, operating in NJ, allows us to service customers in North America, Canada and Mexico.

#### CII Foods

20

4720 S 13th Street, Leavenworth, KS, 66048 (913) 727-3434, http://www.ciifoods.com Chris Foster, Midwest Regional Sales Manager cfoster@ciifoods.com

CII Foods is a custom manufacturer of flavored and colored inclusions, clusters, granolas, panned items, protein crisps, and Texturized Plant Proteins. All of our product lines can be customized to meet your needs regarding flavor, color, size, texture, and ingredient restrictions.



#### **Dempsey Food**

47 Davies Ave., Toronto, ON, M4M 2A9 Canada (647) 326-2666, http://www.dempseyfood.com April Welsh, Account Manager april@dempseycorporation.com

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Dempsey Food is a full-service distributor of highquality, specialty ingredients. We do what the big guys won't and the small guys can't.

#### Eurofins 17

2200 Rittenhouse St, Des Moines, IA, 50321 (515) 336-1245, https://www.eurofinsus.com/food-testing/

Thomas Butzke, Business Development thomas.butzke@ft.eurofinsus.com

Eurofins is the leader in food, feed, and supplement testing, support/development services.
Eurofins delivers testing and consulting services from concept to commercialization, including authenticity, identification, nutrition, contaminant analysis, microbiology, shelf-life evaluation, and training. Eurofins has more than 61,000 staff in 61 countries and operates more than 900 laboratories globally.



## Aksarben Section Institute of Food Technologists

#### FlexXray 32

3741 New York Ave Suite 130, Arlington, TX, 76014

(715) 899-0368, http://flexxray.com Jack Hurley, Regional Sales Manager jhurley@flexxray.com

FlexXray is a leading provider of X-ray inspection services for food safety and quality assurance. Their advanced technology detects contaminants, ensuring product integrity and compliance with regulatory standards. With a focus on flexibility and accuracy, FlexXray helps safeguard food products and maintain consumer trust in the industry.









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888-525-9788 info@fsns.com FSNS.com

## Food Safety Net Services, A Certified Group Company

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199 W Rhapsody, , San Antonio, TX, 78216 (214) 906-1707, http://fsns.com Greg Horton, Business Development Manager greg.horton@fsns.com

Food Safety Net Services (FSNS), A Certified Group Company, provides microbiology and chemistry laboratory testing services in the food & beverage, dietary supplements, nicotine, cannabis, cosmetics, and similar industries at our network of 30+ ISO 17025 accredited labs throughout North America.

#### **Foodology By Univar Solutions**

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8979 Seeger Drive, St. Louis, MO, 63134 (314) 605-6775, http://www.univarsolutions.com Chris Akers, Sr. Sales Account Manager chris.akers@univarsolutions.com

Foodology by Univar Solutions is a leading global specialty ingredient distributor representing premier portfolio's from the world's leading producers. We are well-positioned to offer solutions and services in all food markets. We have specialized team's dedicated to the unique distribution and technical innovation needs for food and nutrition ingredient industries.

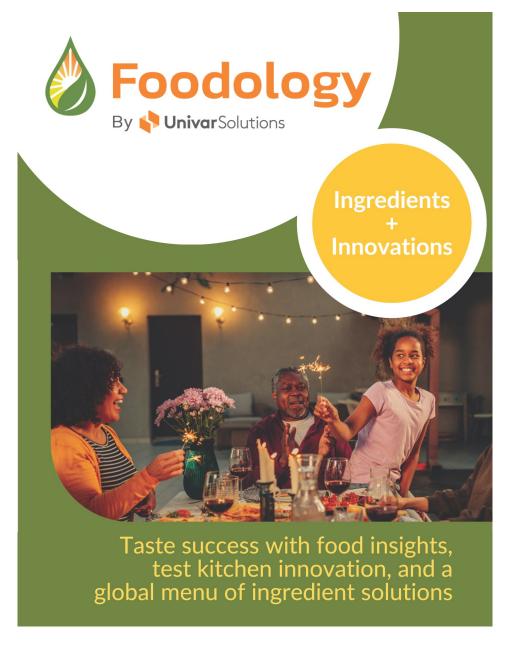
#### **Grain Processing Corporation**

1600 Oregon St, Muscatine, IA, 52761 (563) 264-4442, https://grainprocessing.com Dan Putnam, Technical Manager, Specialty Ingredients

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dan\_putnam@grainprocessing.com

Our specialty carbohydrates help product developers solve taste, texture and functionality challenges. In addition to our premium corn starch and MALTRIN® products, GPC's portfolio includes minimally processed chickpea and soy flour ingredients along with FYBRIN® RS, a resistant starch used to increase fiber levels without impacting consumer acceptance.



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#### **Great Plains Analytical Laboratory**

9503 N. Congress Ave, Kansas City, MO, 64153 (816) 891-7337, http://www.gpalab.com Lacey Schmidt, Cereal Chemistry Lab Manager lschmidt@gpalab.com

For three decades, GPAL has provided a broad range of high-quality lab testing services & interpretive support for domestic and global customers in the food & agricultural industries. With our high level of personal customer service, we continually strive to provide cost-effective food safety & quality testing to our clients.

#### **Hormel Foods**

22

6

825 N Nims St, Wichita, KS, 67203 (507) 438-2356, hormelingredientsolutions.com Julie Hartsel, Industrial Sales Account Executive jahartsel@hormel.com

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Custom protein solutions for your manufacturing needs.

#### Hygiena

941 Avenida Acaso, Camarillo, CA, 93012
(402) 253-7875, http://www.hygiena.com
Mark Burkard, Territory Sales Manager III
mburkard@hygiena.com
Hygiena™ delivers rapid microbial detection,
monitoring, identification solutions to a wide
range of industries, including food and beverage,
health care, hospitality, pharmaceuticals, personal
care. Utilizing advanced technologies and patented designs, Hygiena™ provides industry-leading
ATP monitoring systems, PCR-based foodborne
pathogen detection, DNA fingerprint molecular
characterization systems, allergen tests,
environmental collection devices.

#### International Spices, LTD.

1040 Lucius St, Fremont, NE, 68025 (402) 699-5257, www.internationalspices.com Greg Bishop, Sales Manager greg.bishop@internationalspices.com International Spices is a custom blender of dry food ingredients. e.g. Seasonings, Rubs, Marinades, Batters, and Breadings, etc.

#### J. Rettenmaier USA LP

16369 US 131 Highway, Schoolcraft, MI, 49087 (269) 369-1494, http://www.jrsusa.com
Jim Skidmore, Senior Account Manager - Food
Ingredients
james.skidmore@jrsusa.com

JRS USA fibers offer solutions to help fit your product needs. Produced from sustainable raw materials such as grains, fruits, vegetables, seaweed and trees, upcycled post-consumer materials and recycled pre-consumer materials, the functional benefits of our fibers are numerous.

### Kansas State University Master of Agribusiness 18

306 Waters Hall, 1603 Old Claflin Pl, Manhattan, KS, 66506

(785) 532-4435, https://mab.k-state.edu/ Mary Sullivan, Communications Coordinator mjbowen@ksu.edu

Kansas State University's Master of Agribusiness (MAB) is an online, business-focused master's degree for professionals in food and agribusiness to learn business, economics, and management skills. In addition to the traditional material covered in an MBA program, the MAB tailors the business and management curriculum for industry.

#### **Kitchen Council**

30

1001 S. 6th St., Council Bluffs, IA 51501 (402) 233-7152, https://kitchencouncil.org Holly Benson Muller hbenson@kitchencouncil.cort

Kitchen Council helps Food Start-Ups start up. From finding affordable commercial kitchen space to navigating licensing and regulations, starting a food business is not for the faint of heart. We provide access to a state-of-the-art commercial kitchen, educational resources, a member community, events, mentorship and more.

#### **MGP Ingredients**

24

14361 Featherstone Trail, Savage, MN, 55378 (913) 360-0749, http://www.mgpingredients.com Jill Baumert, Regional Manager -Western Division Ingredients Solutions jill.baumert@mgpingredients.com

MGP ingredients, your partner in all Wheat Protein isolate, starches and Fiber. Ask us about our new Textured protein capabilities.

#### **Kraft Heinz Ingredients**

7

2705 Splendor Drive, Little Elm, TX, 75068 (214) 776-9068, https://www.linkedin.com/showcase/kraft-heinz-ingredients/Shellie Walker, SR National Account Manager Shellie.Walker@kraftheinz.com

Kraft Heinz Ingredients is a business-to-business subsidiary of the Kraft Heinz Company that provides high quality ingredients to food manufacturers worldwide. We offer quality products and innovative solutions in dairy, confections, and condiments & sauces.

#### **Mincing Spice**

23

10 Tower Road, Dayton, NJ, 08810 (412) 721-5147, https://www.mincing.com/Matthew Nania, Sales matthew@mincing.com

Mincing is a leading processor of spices, seeds, and aromatic herbs. We are dedicated to nurturing our relationships with a winning network of customers and suppliers. We offer a complete line of whole, re-cleaned, and ground spices, seeds, and herbs.

#### Misitano & Stracuzzi

2

125 Half Mile Road Suite 200, Little Silver, NJ, 07701 (201) 220-7220 www.misitanoestracuzzi.com
Mark Hardy, CEO / Director Sales mhardy@misitanoestracuzzi.com

Misitano & Stracuzzi is a Family owned & operated Italian Citrus Processor based in Messina Sicily.

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Fragrance, Beverage & Aromatherapy industries.

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America

#### Aksarben Section IFT 2023-24 Leadership Team

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Tony Moses, CRB USA, President-Elect John McMillan, The Meating Place, Secretary Maygon Tweady, Treasurer

#### **Directors at Large**

Kelly Casson, ConAgra Brands Kevin Samuelson, Emeritus Thomas Butzke, Eurofins Scientific USA Rodney Green, ConAgra Brands Danielle Polk, ConAgra Brands MUNZING 11 Nu Life Market

1455 Broad St, Bloomfield, NJ, 07003 (720) 369-2204, http://www.munzing.com Amy VanDenEinde, Regional Sales Manager a.vandeneinde@munzing.com

The MAGRABAR® brand is MÜNZING's portfolio of specialty additives designed for the food industry. Our antifoams, defoamers and release agents are developed to improve yield, pumping, mixing, plant hygiene and product quality. We offer both liquid and powder products in a range of materials.

1202 E 5th St, Scott City, KS, 67871 (517) 242-9551, http://www.nulifemarket.com Rachel Klataske, Director of Business Development rachel@nulifemarket.com

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Nu Life Market brings specific grain sorghums with unique characteristics to the food industry. The company is vertically integrated from the fields to the mill to achieve the highest quality of sustainable, allergen free, IP sorghum grain. They produce sorghum products from whole grain to bakery flour to popped sorghum.



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Benefits of Using Antifoams/Defoamers in Food Processing

Improve plant safety and housekeeping - Improve final product quality - Improve production efficiency

www.munzing.com

#### **NuTek Natural Ingredients**

25

11237 Chicago Circle, Omaha, NE, 68144 (256) 975-4453, http://www.NuTekNatural.com Steve Zimmerman, Senior Director - Technical Sales

steve.zimmerman@nuteknatural.com
Created by nature, nurtured in science and
brought to life by expertise in R&D, manufacturing
and sourcing, we create cost effective, clean label
ingredient solutions for our customers and
partners.

#### **OSF Flavors**

34

40 Baker Hollow Road, Windsor, CT, 06095 (860) 298-8350, http://www.osfflavors.com Derek Bastin, Senior Account Manager dbastin@osfflavors.com

Since 1983, OSF Flavors has been creating highquality, custom flavors for a broad range of food products and beverages. While our technologies have evolved and our teams have grown, our priority has remained the same: excellent customer service.

#### Oterra 5

13315 Globe Drive, Mount Pleasant, WI, 53177 (720) 392-3701, https://oterra.com/ Kyle Martin, National Account Manager kyle.martin@oterra.com

Oterra is largest provider of naturally sourced colors worldwide. Since our first launch in 1876, we've utilized nature's true colors and championed natural is best. We continue to share our expertise in colors for food, beverage, dietary supplements and pet food to help manufacturers bring products to consumers globally.

#### **Pacific Farms**

19

11071 Napa Valley Lane, Fishers, IN, 46037 (317) 760-5604, http://www.pacificfarms.com Pat Ganey, Regional Sales Director pganey@pacificfarms.com

Pacific Farms delivers competitively priced, high quality minimally processed vegetable ingredients with readily available inventory, technical expertise, problem solving agility and a customer first mentality, including dry garlic, onion, mushroom, IQF Asian Vegetables, and specialty vegetable purees including chili purees.



15 APRIL 2024

PANEL DISCUSSION: 2-3 PM
EXPO: 3-6 PM

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<u>www.aksarbenift.org</u>

#### **Presage Analytics**

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2124 Y St. Flat 110, Lincoln, NE, 68503 (800) 309-1704, http://www.presageanalytics.com Nate Fryzek, Director of Sales mwegener@isoftdata.com

Presage Analytics is a suite of software tools for food and beverage facilities. We provide tools that allow you to capture data, ensure quality, and keep up with an ever-changing regulatory environment. More than analysis, with Presage Analytics, you can gain actionable insight that drives real business outcomes.

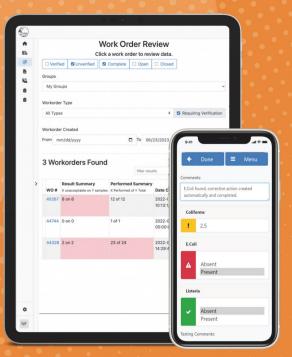
#### **Proliant Dairy, Inc**

29

2425 SE Oak Tree Ct., Ankeny, IA, 50021 (515) 289-7600, http://www.proliantdairy.com/ Sarah Peterson, Associate Sales Manager sarah.peterson@proliantinc.com Proliant Dairy Ingredients is passionately committed to developing the highest quality ingredients. VersiLac®— is an excellent source of dairy solids in food applications with exceptional functionality, at a lower cost than other dairy ingredients.

Roquette 28

2211 Innovation Drive, Geneva, IL, 60134 (331) 442-9390, http://Roquette.com
Payam Irani, Key Account Manager, payam.irani@roquette.com
Roquette is a global leader in plant-based ingredients and a pioneer of plant proteins. In collaboration with its customers and partners, the group addresses current and future challenges, by unlocking the potential of nature to offer the best ingredients for food, nutrition and health markets.





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#### The Food Processing Center

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1901 N 21st Street, 271 Food Innovation Center, Lincoln, NE, 68588-6206 (402) 472-1634, https://fpc.unl.edu/Loren Isom, Assistant Director, loren.isom@unl.edu

The Food Processing Center is a multi-disciplinary resource for the food industry, providing a combination of consulting, educational, technical, and business development services. We provide a wide range of customizable services, all delivered in a confidential, price-competitive, and timely manner.

#### **Vego Naturals**

47

1876 Suncast Lane, Batavia, IL 60510 (888) 343-4449, http://www.vego-naturals.com
Bret Hursh, Sales and Business Development
breth@vego-naturals.com
Vego Naturals specializes in offering a wide variety
of cold-pressed, expeller-pressed, and chemicalfree products. Our product range includes
principled lecithins, clean plant proteins, reliable
maltodextrins and syrup solids, top-quality pressed

fortifiers, gums, emulsifiers, sweeteners, modified

oils, and an extensive selection of acidifiers,

starches, resistant starches, and flours.

#### Weber Flavors

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549 Palwaukee Drive, Wheeling, IL, 60090 (800) 558-9078, http://www.weberflavors.com Cindy Soliday, Territory Manager cindys@weberflavors.com

Weber Flavors is a manufacturer of flavors in both liquid and powder forms, high quality ice cream waves and bases, and prime extractors of vanilla.



#### **Wenda Ingredients**

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1811 High Grove Ln Ste 167, Naperville, IL, 60540 (612) 814-5002, https://wendaingredients.com/Mindy Peterson, Sales Manager Mindy@Wendaingredients.com

Founded 1995, Wenda Ingredients is focused on helping food processors and brands around the world go clean-label and natural so that the food they deliver stays fresher longer and is safer. Wenda Ingredients is committed to finding the most advanced solutions for natural curing, yield improvement, shelf-life extension, and pathogen control.

#### Wixon

46

1390 East Bolivar Avenue, St. Francis, WI, 53235 (414) 373-0245, http://www.wixon.com
Mitch Madsen, Account Manager- Protein Group mitchell.madsen@wixon.com

As a trusted full-service manufacturer of custom taste solutions since 1907, Wixon provides seasoning blends, flavors and flavor technologies to food and beverage companies. Combining creative taste capabilities and solutions from development to packaging, along with a passion for service, Wixon drives innovation and differentiation for its customers.

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