
WHAT SHOULD YOU EXPECT FROM YOUR INGREDIENT SUPPLIER?



VAUGHN STUDER

CHIEF EXECUTIVE OFFICER

ENGRAIN LLC

30 years in the global grain industry

Development of the Grain Science & Industry Complex at
Kansas State University, Manhattan

Formation of Engrain with Kendall McFall and REPCO in
2008

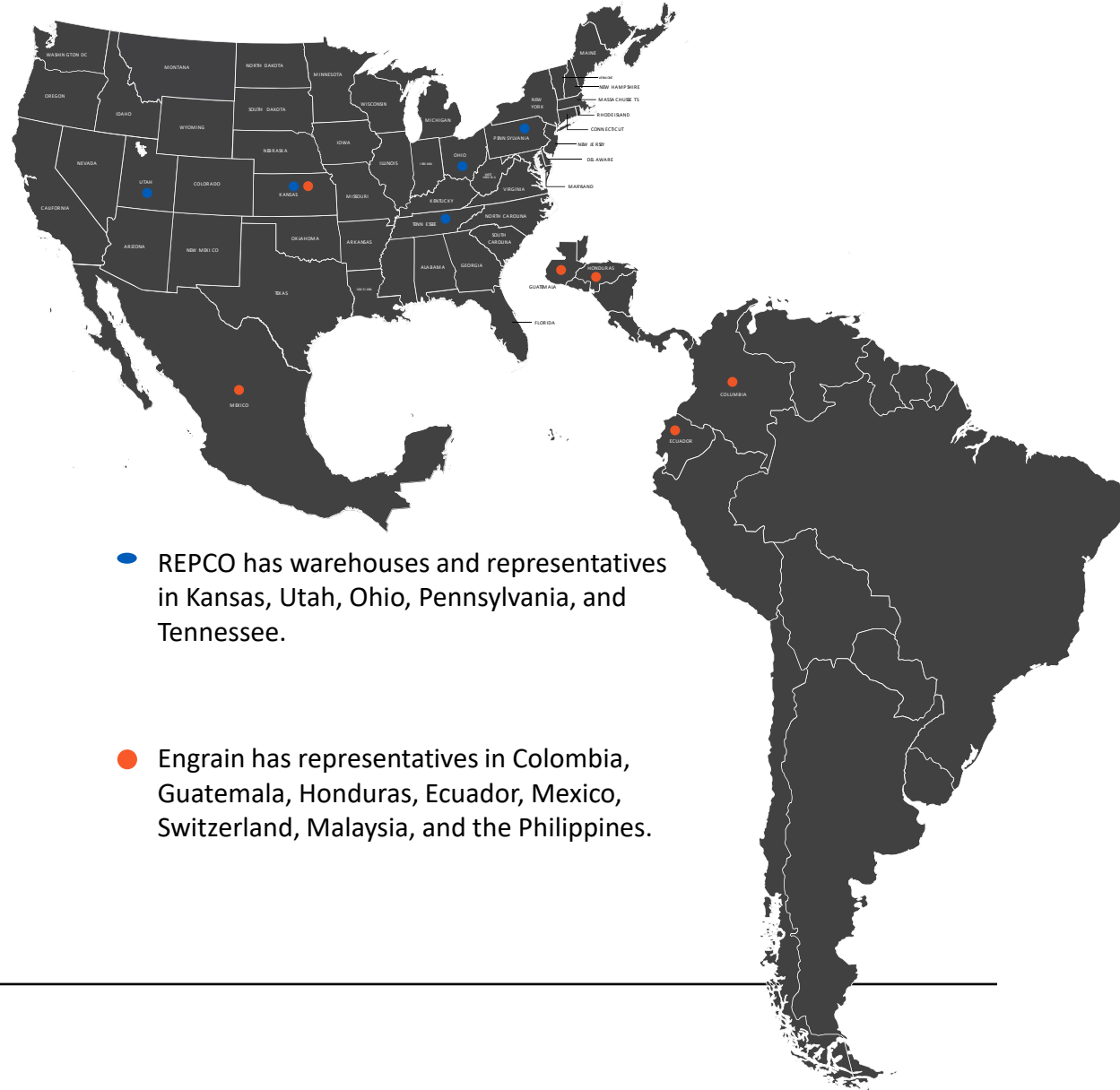


ABOUT REPCO

For over 75 years, REPCO has been the preferred provider of enrichment and vitamin ingredient blends for millers and bakeries across the United States. Located in Salina, KS, REPCO provides ingredient blends to over 70% of the Milling Industry with exceptional customer service and expertise. We want to help make ingredient blending and enrichment easier for millers, so they can feed the world, *for goodness' sake™*.

ABOUT ENGRAIN

Engrain is a preferred provider of enzyme blends for mills and bakeries across Latin America. Engrain's enzyme technology allows food producers to improve flour and dough performance and meet desired results. At Engrain, we believe mills and bakeries should be able to make food their customers love, at an affordable price, so they can *feed the world with peace of mind™*.

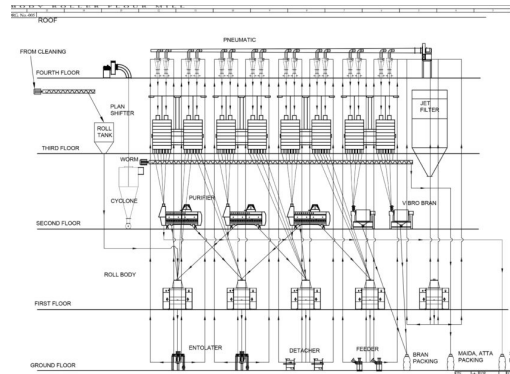


MILLING VALUE CHAIN

Raw Material



Processing



Enhancement



Enrichment
Enzymes
Oxidation
Bleach

Final Product



Packaging
Marketing

WHAT CAN INGREDIENT SUPPLIERS BRING?

- Product
 - Price
 - Logistics/Lead Time
 - Terms
 - Quality/Consistency
 - Innovation
 - Training
 - Laboratory
 - Equipment
 - New Business Insight
 - Knowledge of Markets/Trends
 - Personal Growth
 - Honesty
 - Trust
 - Respect
 - Relationship
-





INVESTMENT IN ADDITIVES

- Most mills are typically spending \$8-15 USD/MT of flour on additives – combination of flour enrichment (fortification), bleach, enzymes and oxidation compounds.
 - \$250,000 dollars per 100 MT/day flour output on annual basis. \$25,000 dollars wasted if 10% overage.
 - What does underdosing cost in final nutritional specification, flour performance and resulting customer **TRUST**.
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SUPPLIER LABORATORY

Bake lab tests for quality and performance, while providing a creative, professional space for R&D

- Determining the right additives
 - Check dosage rate
 - Alternative wheat blends
 - New crop adjustments
 - Benchmarking against competitor flour
 - New flour development
 - Flour rheology
 - Milling characteristics
 - Vitamin/enrichment levels
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US INGREDIENT MODEL

Ingredient suppliers provide the dosing units that would be on par or exceed performance/reliability/compatibility of those sold by commercial milling equipment manufacturers

Engineering, installation and controls

Local service technicians make regularly scheduled visits to recheck the equipment and recalibrate as necessary

ISO-certified laboratory to test customer flour samples to verify dosing accuracy



FEED THE WORLD
WITH PEACE OF
MIND...

www.repco.com

www.engrain.us