



FIRST CHOICE INGREDIENTS

IN THE MIX

MARCH 2017

**“Our ability to speed up our production timelines with this extra capacity is a huge win for our customers.”**

Jim Pekar, FCI President



## First Orders Ship from New Production Facility

**Demand for FCI Concentrates fuels another year of double-digit growth**

The acquisition of our third full-scale production facility in fall of 2016 provided FCI with a great opportunity for expansion and future growth. Only a small part of the 83,000 sq. ft. of additional production capacity had been in use up until the acquisition, so FCI embarked on a three-month testing, calibrating and updating phase in order to prepare the space for full-scale production.

“With the launch and popularity of our clean label and organic products, the increased demand was extending production times slightly,” said Jim Pekar, FCI president. “This move was a preemptive step to continue our promise of industry-leading service and on-time deliveries.”

With double-digit growth over the last decade, FCI’s production facilities in

Germantown, Wisconsin have been running at near capacity the entire time, in spite of multiple expansions. As the market for exceptional functional dairy ingredients has exploded, FCI has evolved from a highly crafted boutique supplier in the 1990s into one of the major players in the entire United States. Pekar cites expansion of the Research & Development and Applications areas at FCI as one of the key factors in the explosive growth.

“We are constantly innovating, questioning processes and exploring new techniques,” said Pekar. “We have world-class talent and access to some of the finest dairy farms in the country. Adding this production capacity has only helped accelerate our ability to offer exceptional new and innovative products to a growing customer base.” (continued on page 2)



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## Supporting the Center for Dairy Research in the Classroom and on the Production Floor

Having such a great resource to tap into like the University of Wisconsin-Madison's Center for Dairy Research (CDR) is an amazing opportunity for any dairy company. But when the facility is less than an hour's drive from your offices, it's a slam dunk!

We not only appreciate the mission of the CDR to further dairy research, but welcome the collaboration and information exchange. The CDR provides an opportunity for our scientists, researchers, and application specialists to further evolve their crafts and gain insight into emerging technologies.

To show our commitment to the CDR, FCI recently donated a 5L Stephan Cooker which will be used in their Processed Cheese Course. The cooker is used for making cheese sauces, processed cheeses and gravies. The new cooker provides the CDR with state-of-the-art processing equipment.

"Stephan is known worldwide as one of the finest manufacturers of food processing equipment and technology. To be able to give the CDR this kind of gift demonstrates our commitment to the dairy industry," said Brian Riesterer, manager of dairy innovation. "Many of our scientists take classes at the Center, so it will not only help students, but our people as well."



FCI's Roger Mullins, VP of R&D and Operations (left), and Brian Riesterer, Manager of Dairy Innovation (right), deliver the new piece of equipment to Gina Mode, Assistant Coordinator - Cheese Industry & Applications Group at the UW-Madison Center for Dairy Research.

### SNOOP ON THE SCOOP

Here are just a few of the exciting things we've been talking about in the applications lab during the last quarter. Ask your sales rep for an update regarding these new offerings in the works:

- Plant Base Systems
- Greek Yogurt
- Brown Butter Profiles
- Dairy Protein Drinks
- New Sour/Bitter Profiles

### First Orders Ship . . . (continued from page 1)

With all licenses and certifications completed, the new facility is now fully up and running as an extension of our main facility. First Choice shipped its first orders out in mid-February. The new Menomonee Falls location is Kosher and Halal certified.

To learn more, contact Sarah Newbauer at [NewbauerS@fcingredients.com](mailto:NewbauerS@fcingredients.com) or 262.251.4322.







## Get Rid of Carrier Systems Your Customers Don't Want

### Clean up your label with our new All-Dairy Powders

Customer preferences are changing, and that means opportunity for you. Your customers want a clean label with words they can understand such as cream, butter, milk and whey. Now, there's no better way to deliver a clean label and increase your market share than by incorporating our new All-Dairy Powders.

Our proprietary All-Dairy Powders are the perfect way to get rid of traditional carrier systems. Perhaps just as important, our All-Dairy Powders will help you stretch your budget by reducing raw material costs and improving flavor impact. Exact cost savings will be dependent upon your specific formulation and which concentration level of our All-Dairy Powders you select.

For our complete product list of available All-Dairy Powders and specifications, contact Sarah Newbauer at [NewbauerS@fcingredients.com](mailto:NewbauerS@fcingredients.com) or 262.251.4322.



## EMPLOYEE SPOTLIGHT

### Former Nestle Food Scientist Joins FCI

**Laura Williams has joined First Choice Ingredients as Applications Specialist. Williams previously held the position of Quality Control Specialist at Nestle Nutrition where she specialized in their baby formula, health and nutritional food product lines.**

In her new role at FCI, one of her core responsibilities will be developing new protocols for analytical analysis, which is an area that FCI looks to strengthen as expansion into the third production facility continues to grow. According to R&D VP Pam Gribou, she is looking to Williams to bolster an already accomplished R&D team.

"Her instrumentation expertise is tremendous, but her experience in ingredient development, especially starches, is equally impressive," said Gribou. "Laura is going to help us put even more functionality into our ingredients – whether it be mouthfeel or texture, she will really be able to support those initiatives. She has a very dynamic skill set and we are thrilled to have her on our team."



## FCI IN THE NEWS

Up until a few years ago, FCI had built its business based on referrals and word-of-mouth. In 2016, we committed to our first marketing campaign to showcase our amazing products, personnel and technology. We are upping the ante this year. Soon you will be seeing more of us in trade and web magazines with both ads and articles.







## UPCOMING TRADE SHOWS

To learn more about FCI and meet us firsthand, make sure to check us out at the following upcoming trade shows. To find out if we are exhibiting or attending, contact Sarah Newbauer at [NewbauerS@fcingredients.com](mailto:NewbauerS@fcingredients.com) and she will get you all of the information.

### MARCH 2017

#### **West New York Section IFT Industry Expo**

Rochester, NY - Tuesday, March 28

#### **Cactus Section Suppliers' Night**

El Zaribah Shrine Auditorium -  
Phoenix, AZ - Tuesday, March 28

#### **2017 Clean Label Conference**

Itasca, IL - Tuesday, March 28 -  
Wednesday, March 29

### APRIL 2017

#### **SNAXPO**

Savannah International Trade &  
Convention Center - Savannah, GA -  
Saturday, April 1 - Tuesday, April 4

#### **Bonneville Section Suppliers' Night -**

Sandy, UT - Tuesday, April 4

#### **New York IFT Suppliers' Day**

Sommerset, NJ - Wednesday, April 5

**CIFST (Canadian Institute of Food Science & Technology) Quebec Section Suppliers' Night**  
Place Forzani, Laval - Thursday, April 6

#### **2017 Wisconsin Cheese Industry Conference**

Alliant Energy Center, Madison, WI -  
Wednesday, April 12 - Thursday, April 13

#### **Ohio Valley Section Suppliers' Expo**

Chester, OH - Thursday, April 27

#### **Association for Dressings & Sauces Technical Meeting**

Portland, OR - Sunday, April 30 -  
Tuesday, May 2

### MAY 2017

#### **Northern California IFT Suppliers' Night**

Alameda County Fairgrounds -  
Pleasanton, CA - Tuesday, May 2

#### **St. Louis Section IFT Suppliers' Night**

St. Charles Convention Center -  
St. Charles, MO - Thursday, May 4

#### **Northeast Section Food Industry Expo**

Worcester, MA - Wednesday, May 17

#### **National Restaurant Association Show**

McCormick Place - Chicago, IL -  
Saturday, May 20 - Tuesday, May 23

#### **Sweets & Snacks Expo**

McCormick Place - Chicago, IL -  
Tuesday, May 23 - Thursday, May 25



## Sustainability Initiative Key Focus for 2017



While reducing the environmental impact of our manufacturing processes has always been an important issue at FCI, leadership has made it a major priority in 2017. From investigating new recyclable packaging options to working with local disposal companies to reduce waste, FCI is looking at all opportunities to reduce our carbon footprint and raise our standards.

According to FCI President Jim Pekar, any steps in the progress of putting less stress on the environment will be strongly encouraged. "Obviously, using less energy where possible and implementing impact-reducing strategies will be important," said Pekar. "But we are taking it even further, looking at more local dairy options to avoid added transportation waste, and putting a system in place that greatly reduces the amount of treatable water required for manufacturing — anything we can do is on the table and will be considered."



**FCINGREDIENTS.COM**  
**262.251.4322**

Germantown, Wisconsin

