



Dan Ice World

57. issue – September 2021

Dear Friends,

Please find our new edition of Dan Ice World.

On the business side, I am happy to see that most of the ice cream world has experienced a good comeback from the terrible Covid year of 2020 and that good growth has been recorded almost everywhere.

On a sad note, I regret to bring you the information about a big loss. Our friend and the founder of Danice Services, Sven Stroyberg, passed away on June 29, 2021. Former MD of Danice Services A/S,



Sven Stroyberg, Højbjerg, died of cancer. He lived to be 75. He passed peacefully away at Aarhus University Hospital after a short time of hospitalization.

Sven Stroyberg was born, raised and educated in Aalborg and had a solid background for the internationally oriented and exciting business career that led him, among other things, to Africa, the United States and Vietnam. He made it out of Saigon in April 1975 just before the fall of the city.

Sven Stroyberg was hired as MD of Danice Services A/S in 1980. This led, among other things, to extensive travel with 200 travel days per year, extensive customer visits in North Africa, the Middle East, Iran, Bangladesh and Russia, and over 100 more countries. And when he retired, he maintained his extensive travel activities, preferably combined with golf. When he was not travelling, he would

spend time golfing at his summer house in Himmerland or meeting friends.

Sven was suffering from cancer for a few years, but showed impressive willpower right up until his death, which helped both himself, the family and his friends. I met him early June for a good dinner, and we agreed to meet in July to play golf! Sven was a good friend and mentor. He was empathic and well respected by friends and colleagues. Many of us will miss him greatly and never forget his warm smile and pleasant company.

Big or Small - We have the right solutions for IC manufacturing

Whatever your needs are within ice cream production equipment –



rest assured that Tetra Pak will be the ideal partner to guide you through finding the right equipment for ice cream production – and the ingredients needed to produce high-quality ice cream – whether you are a small artisan entrepreneur – or a big multi-national industrial manufacturer.

Innovative robot

For the small-scale and medium sized ice cream makers, we have developed the **Cobot filling machine** through our newly acquired Big Drum facility in Germany.



A Cobot is a so-called cooperation robot enabling the machine operator to work with the equipment without the need of separate security dividers, as the equipment will cease production automatically, if it hits the operator. A very convenient security feature!

Cobot in action

The first Cobot filling machine was recently installed at the Danish ice cream producer THY Ice Cream – a unit under the Dragsbaek umbrella.



Dragsbaek is the leading Danish national margarine manufacturer having recently purchased the very successful company “Naturli” Foods” – the absolute first-mover in Denmark within plant-based “dairy” products and now even also meat substitutes. And as you may have guessed – THY ice cream goes 100% vegan in their ice cream portfolio.

Handcrafted Danish ice cream

Their ice cream has been well known for its very handcrafted production process, but with the recent purchase of the Cobot, they can now achieve same high “handcrafted” quality and look, a much-improved output in terms of both quality and volume - and spend more time on another special feature they offer.



THY is devoted to secure real old style and

high-quality ice cream and have therefore decided to chop the chocolate pieces, the almonds and the licorice used as inclusions by hand at their premises, to give that much sought-after handmade look (and added value...).



With the new and more rational production set-up, THY is now looking to expand sales beyond the Danish borders – they want “to conquer the world with best quality vegan ice cream”.

Add-ons for your ice cream

What is interesting to know as well is that Tetra Pak can also help you source just the right **sauce, swirl** or **topping** for that fantastic ice cream.



Our long-term partner Colac, located in Belgium, is offering a wide range of products to cover that particular application area – either seen from an artisan producers’ point of view – or the big-scale volume ice cream producer.

We have the pleasure to offer their range of products to many countries around the world.

A variety of products

The sauces come either in handy bottles for the small shops – or in more industrialized packing formats for high volumes.

Besides offering a range of traditional ingredient-based sauces and toppings, Colac also carries organic, vegan and low-sugar products. One of their more popular items is actually a vegan-based caramel sauce.



Should you wish to learn more about the Cobot filling machine, please turn to your regional Tetra Pak representative or to us directly.

We can, as mentioned, also help with the sauces – and actually all kinds of ingredients needed for your ice cream production. Our specialist offer advises on how to optimize your recipes based on either a dairy or non-dairy philosophy.

Current market situation for fats & oils

The market for vegetable oils has been on a high level for quite a long time. Even though the market seems to have found a stable level, historically the prices are high.

The supply of vegetable oil, particularly palm base oils, is generally affected by the labor supply constraints due to the ongoing COVID-19 pandemic.



Demand of edible oils remain strong from edible and non-edible sectors. Non-edible sector is actually picking up due to higher demand in sanitary and hygienic products production during this pandemic. As a result, palm product prices have been hitting historical high and remains at high level.

Unless there is surprises in the supply pick up and demand collapse, the price may be hovering at current level or move up and down at high level for some time.

On top of the high oil prices we are facing a challenging freight market where it is almost impossible to book containers. Therefore, you should start planning your oil supply some 5-6 months before you need it in your production.



Global dairy outlook

In the today's market, we see that the market direction and sentiment strongly differ per region.

Although the market is typically very calm during the summer holiday period, we now see in **Europe** a fairly firm market, mainly caused by the disappointing milk production, both in volume as in protein and fat-values. This lower output is mainly caused by weather, but as well by high feed prices.

The Southern Hemisphere is expected to have a strong start of the new season. Both in **Oceania** and **Latin America**, circumstances are very favorable.

On the demand side, we see that **China** and **South-East Asia** (SEA) are, again, suffering from strong government restrictions after the number of COVID-19 cases have increased. Some of the SEA countries expect that the import/consumption of dairy products could drop up to 30%. Chinese buyers reportedly already covered a decent share of their Q4 needs and local stocks could slow down import needs for the coming months.



Middle East and **North African** buyers are expected to come back in the coming months after a slow first half of 2021.



All in all, we do not see important price increases for the coming months. We expect the dairy market to have small movements and maybe a slightly tendency to move down a little.

However we strongly recommend our customers to cover needs for milk powders, Luxilac and AMF in due time, as the current freight situation is causing longer total lead times. So, for oversea destinations do calculate with 4-6 months if you don't want to run out of stock.

Just following the newest trends: Vegan specialties for ice cream products

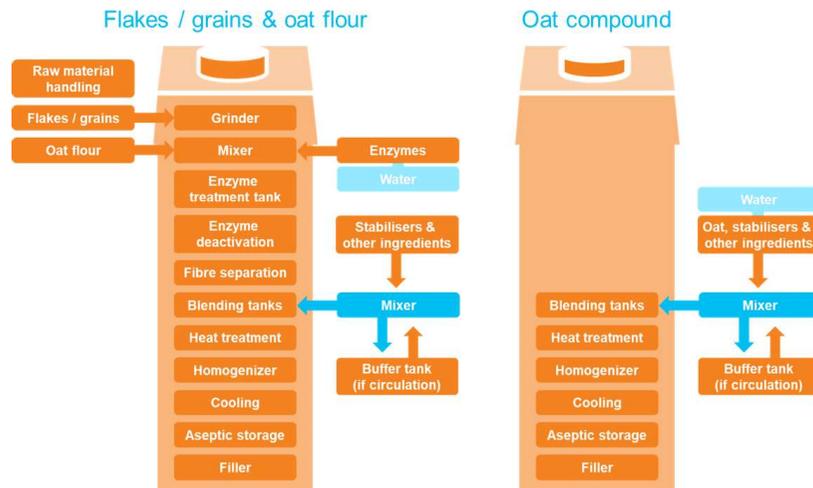
Vegan is on top of the agenda nowadays! All those who attach importance to an alternative and nutritious diet, and thus follow one of

the latest trends, can now try the latest ice cream creations using the new vegan products!

Both new developments, the **rice** and the **oat extract powder**, come with their excellent product quality, but especially with their original and individual character.



With our solution we offer a fast “go-to-market” product. Compared to a classic oat production where you need enzyme treatment, extraction and enzyme deactivation, we have already done the hard work and spray dried it for you. In this you get a versatile and easy to use product. Below you can see the flow of a classic oat beverage production compared to using oat powder.



Our products are characterized by their subtle and pleasant notes: in the case of the rice, rather round and slightly sweet, and in the case of the oats, a rather caramel and oatly note. A perfect alternative to the classic milk-based powder used so far. The gluten-free

powder extracts are 100% plant-based without any additives. The natural sweetness, the pleasant taste and the gentle processing make these vegan alternatives real all-rounders.

For recipe ideas or assistance, or even some samples, please contact us.

Food Safety Compliance

As a part of Tetra Pak, we in Ingredients Solutions want to secure that we deliver food safe and available, everywhere.

Therefore, we have implemented a procedure that ensures that we only cooperate with suppliers that have food safety procedure and can supply us with a valid international well-known food safety certificate.



Furthermore, we also have a procedure in place to control that the external provided certificates are valid.

In case that you have any questions in connection with Food Safety, please do not hesitate to contact us.

We hope that you have enjoyed this newsletter.

If you have any comments, please do not hesitate to contact:

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If you are interested in previous issues of **Dan Ice World**, please contact ingredients@tetrapak.com.

