

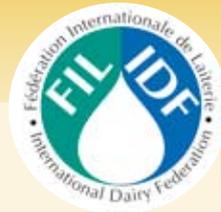
SUMMIT DAILY

WEDNESDAY

STOP PRESS

Today's SkyWalker

Winner of yesterday's Orica Chemnet Draw for a SkyWalk was John Robinson from Open Country Dairy Ltd. See photograph inside.



Technical Tours tomorrow

Technical Tour Two 11/11/10

The Coach will leave at **6.30am** from Federal Street (directly opposite the entrance to the SKYCITY Grand Hotel)

Technical Tour Three 11/11/10

The Coach will leave at **7.20am** from Federal Street (directly opposite the entrance to the SKYCITY Grand Hotel)

Technical Tour Four 11/11/10

The Coach will leave at **5.50am** from Federal Street (directly opposite the entrance to the SKYCITY Grand Hotel)

- Delegates will be issued E-Tickets on the Coach. Staff will check you into Auckland Airport upon arrival. Please note those delegates returning on 4.30pm flight from Christchurch to Auckland will have a transfer arranged for them back to Federal Street.

For all Technical Tours, please note

- Clean, flat covered-in footwear is required to be worn at all times.
- No smoking will be permitted on manufacturing sites
- No photographs will be permitted inside manufacturing sites
- Delegates are reminded they are to wear no jewellery on the Plants tours - so we recommend you leave your jewellery back at the Hotel
- Delegates are required to show their name badges on all Tours

Social Tours

Please meet at the registration desk 15mins prior to the start of tour on Level 3 of the SkyCity Convention Centre (entry from Federal Street).

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Food
New Zealand





IDF HOT TOPICS



– Nutrition networking with other international organisations

Viewpoint of IDF Nutrition Officer, Sandra Tuijelaars

The almost one hundred members of the IDF Nutrition & Health Standing Committee impart a worldwide representation of the dairy sector in the field of dairy nutrition and consumer health.



At present, consumers are overloaded with nutrition and health messages that are often incoherent or even contradictory, confusing consumers further about what should constitute a balanced and healthy diet. So, it's very important that the dairy sector speaks with a 'united dairy voice' to reinforce the message that dairy is part of a healthy and balanced diet.

It is also important to provide factual and coherent information to consumers. At IDF, we recognise the importance of aligning nutrition messaging through collaboration with other international bodies in the field of dairy, nutrition and health.

I am very pleased that we have established such an excellent collaboration with different global and regional organisations such as IDF, the European Dairy Association (EDA), the Global Dairy Platform (GDP) and the Utrecht Group. Specific areas of collaboration are milk fat, dairy nutrition and environmental sustainability. In addition, the IDF-ILSI liaison officer ensures collaboration with the International Life Sciences Institute in the area of pro and prebiotics.

These collaborations and information exchanges significantly improve the efficiency of the work being undertaken and reduce the resources needed while strengthening the impact of nutrition messages.

"Through our collaborative efforts we can express the views of various dairy sectors to develop the most impactful nutrition messages reflecting the latest science that will have the most extensive global reach." Cindy Schweitzer, Technical Director, Global Dairy Platform.

Viewpoint of IDF Standards Officer, Aurélie Dubois

– Strategic collaboration with organisations worldwide in the area of analytical standards and beyond.

I mainly focus on coordinating and supporting the IDF areas of methods of analysis and sampling, and on food standards. I particularly enjoy the collaboration with other international organisations such as ISO in the development of joint IDF/ISO standards for methods of analysis and sampling for milk and milk products. With more than 50 projects ongoing, working with another international organisations in such a unique and impor-

tant collaboration requires excellent relationships, everyday communication and open minds. Although the main face-to-face contact between all experts is done at the yearly IDF/ISO Analytical Week, I can testify to the daily contact between experts and secretariats all year round to progress the work.



ICAR (International Committee for Animal Recording), in particular its subcommittee on milk analysis, has increased its collaboration with IDF in the joint project on establishing a reference system for somatic cell counting, using the complementary expertise and resources from both organisations, and has developed a comprehensive communication plan in order to propose a reference system for better equivalence in tests results worldwide.

"The collaboration between IDF and ISO is a perfect match between dairy sector knowledge and expertise and ISO's standardisation know-how and practice."

Ton Gerssen, secretary of ISO/TC 34/SC 5 – Milk and milk products.

"IDF brings complementary expertise on dairy and analytics to the Reference systems project, in particular regarding knowledge of International standards in combination with its global awareness of the dairy sector."

Andrea Rosati, Secretary General of ICAR.

Viewpoint of IDF's Technical Director, Joerg Seifert

– IDF strategic networking opportunities for the sustainable development of the global dairy industry

I have always viewed IDF as a unique organisation in terms of combining the expertise and strength of 57 dairy countries with currently about 1,200 experts in 18 standing committees and 3 task forces. These represent the dairy farming sector, dairy processors, supplying industry, academia, governments, nutritionists, dairy trade associations and other stakeholder groups that are part of the dairy food chain for the delivery of impactful dairy sector positions influencing the work of other international organisations, as well as standards, codes of practice and other guidance documents for the dairy sector. IDF will continue to build its portfolio of activities in nine strategic areas of work including animal health and animal welfare, dairy science and technology, economics, marketing and policies, environment, farm management, food standards, hygiene and safety, methods of analysis and sampling and nutrition according to the needs of its rapidly growing membership.



Visit the new IDF website at www.IDF-LCA-guide.org and discover how our industry is committed to producing safe and nutritious foodstuffs sustainably

Focus on....



Summit Daily brings you more about a very small sample of tomorrow's speakers by conducting mini, email interviews.

Dr Walter Bisig, speaking in the Cheese Science Conference, Thursday, 13.45.

Walter Bisig is senior scientist and head of department at Agroscope Research Station ALP, Liebefeld-Bern, Switzerland. He lectures on dairy proteins, lipids and dairy ingredients at the University of Applied Sciences, Bern. His research is in the field of dairy lipids and the protein-structure/texture relationship in dairy foods and he is also involved in cheese research for ALP. He has 10 years experience in R&D in food and dairy industries.



Summit Daily – “In your opinion, what are the hot topics in dairy research?”

Walter Bisig – “Firstly; research into understanding and describing the health effects of specific compounds present in milk, such as milk fat globular membrane proteins, and understanding the effects of milk compounds on satiety, such as proteins, which, depending on their structure in different products and using newer tools like nutrigenomics and proteomics with well designed human nutrition studies, are important to be able to communicate the positive nutritional value of milk and dairy products.”

“Secondly; Gaining a more thorough understanding of the technological functionalities of dairy ingredients, depending on structure, total composition and processing conditions, will help to develop and better describe dairy ingredients for the whole food industry and adjacent applications like the cosmetic industry.”

“Thirdly, the development of dairy cultures for specific flavour development, for example in cheese, with the aid of modern genetic and molecular methods and to find rapid methods to identify technologically desired or undesired bacteria in raw milk will be important.”

Summit Daily – “How will your research impact upon the dairy industry in the future? – How will your research impact upon human health in the future?”

Walter Bisig – “The cheese industry will be able to better control flavour development in Swiss type cheese made out of raw milk and further improve the quality level. If the dairy industry can communicate the positive nutritional value of milk and dairy products to consumers with permitted health claims, that will strengthen the dairy industry and support the place dairy products should have in a healthy diet.

I believe that well designed and described dairy ingredients will allow the whole food industry to undertake science-based efficient design and development of food with natural ingredients.”

Summit Daily – “What direction will dairy research take in the next five years?”

Walter Bisig – “The discussion about the rejected health claims for probiotics will promote and strengthen the need for research in the dairy sector. Health related

research will become more important and newer methods like nutrigenomics and proteomics will be used more and more. Many technological challenges still also need to be addressed and research to further understand the use of dairy ingredients for food formulation will stay important. Also, modern molecular based methods will be used to screen and identify milk micro-flora for technologically desired or undesired species and strains.”

Dr. Anna-Karin Modin Edman, speaking at the Environment Conference, Thursday, 09.40

Anna-Karin obtained her PhD in Chemical Engineering, from Lund University, in Sweden. She defended her thesis “*Simulation of Phosphorous, Zinc and Cadmium Mass Flow in Dairy Farming Systems*” in 2007.



She is currently involved in research and development at the Swedish Dairy Association, focusing on environmental/climate aspects of dairy production.

Summit Daily – “In one sentence, what is the ‘primary message’ in your paper?”

Anna-Karin Modin Edman – “When discussing the climate impact of foods, the nutrient density must be included to avoid erroneous conclusions.”

Summit Daily – “Where do you see combining nutrient density and climate impact of foods, say 10 years ahead?”

Anna-Karin Modin Edman – “It is a tool that is used to formulate strategies and give advice on healthy eating with a minimum of negative climate and environmental impact.”

Summit Daily – “In your opinion, what are the ‘hot topics’ for the global dairy industry now, in five years?”

Anna-Karin Modin Edman – Hot topics now:

- Climate impact - how to reduce greenhouse gas emissions.
- Resource efficiency with regard to the dairy chain nutrients, water and energy. We cannot afford to waste resources.
- Healthy animals are the basis for sustainable milk production.

Hot topics in five years:

- Biodiversity loss caused by dairy feed production.
- Carbon sinks, managed by dairy (e.g. positive climate effect from well-managed grasslands).
- Nutrition for the under- and over-nourished, where milk has a positive role to play.

Summit Daily – “How will your role/work impact on this future.”

Anna-Karin Modin Edman – “There will hopefully be a more nuanced debate on the negative climate impact from dairy. The positive contribution to sustainable food consumption from milk and dairy products will be better reflected.



Tip Top's latest technical innovation, Rocky Road Memphis Meltdown, – the first ice cream on a stick with a full marshmallow layer – travels through the production line. Launched this year, this product took nine years, nine trials, more than 2000 man hours from a cross disciplinary team of technologists, marketers, engineers and sensory experts and 12,500 litres of trial marshmallow to produce

Technical Tour 3

Fonterra Brands (Tip Top) Ltd, Thursday 11

The Tip Top Ice-cream plant lies right beside Auckland's southern motorway and, with its colourful paintwork and building sized neon sign, is a familiar landmark, universally known as 'Tip Top corner'.

Founded in 1936 by Albert Hayman and Len Malaghan in a small ice cream parlour in New Zealand's capital city, Wellington, Tip Top now produces approximately 50 million litres of ice cream each year and exports to Australia, Malaysia, Pacific Islands, China and the Caribbean. Tip Top is the NZ leading ice cream company, famous for its wide range of delicious products and its rich, creamy flavour. What better recommendation than that Tip Top ice cream products routinely win prizes in the annual New Zealand Ice Cream awards.

Vanilla was the first flavour sold in tubs and it is still New Zealand's number one selling flavour. The plant fills more than 11 million tubs every year on 2 lines and their ice cream making machines can fill up to 45 2L tubs per minute. The most popular three flavours are cookies 'n cream, vanilla and, hokey pokey – a unique New Zealand flavour.

Tip Top has driven the novelties market in New Zealand with a number of ground breaking innovations. Their first, the jelly tip, was developed almost 60 years ago and this Tip Top original is now a staple summer treat for many New Zealanders, so also the FruJu – a fruit juice ice block that has retained its popularity for decades.

Fonterra Brands (NZ), Takanini

Fonterra Brands' Takanini is the main manufacturing site for FBNZ and market leader across all dairy categories in NZ. The site processes 16 to 19 million litres of milk a month. Production is broken down into three main plants: food, beverages, and UHT products. Brands include Anchor fresh milks, Fresh n' Fruity, Primo, Calci-yum and the Country Goodness range.

Established in 1972, Takanini has been developed and expanded with investment in the latest processing and packing technology for fresh, UHT and cultured products to support innovation in the business. The plant has the capacity to fill more than 200 Million bottles of milk and 100 Million consumer pots of yoghurt every year.

Liquid milk is the core consumer product for Fonterra Brands New Zealand. The Takanini site's seven filling lines package over 298,000 litres of fresh milk each day and can produce approximately 6.4 bottles per second. The site produces Anchor milk – the branded category leader – and Dairydale while also supplying fresh and UHT milk to external customers.

UHT Line

The Takanini site has recently completed an \$8 million expansion and upgrade of their UHT processing facilities, allowing Fonterra to capitalise on the significant growth occurring in the global UHT market. The site is

now able to produce an additional 30 million litres of UHT milk every year and up to 1.7 million retail packs of UHT every week. This additional capacity is due to the state of the art fourth Tetra-Pak filling line that has been installed along with a new automatic palletising system. More than 90% of UHT milk and cream is exported to countries in the Pacific and Asia, including China, Singapore and the Philippines.

The Takanini site also produces a range of flavoured UHT products under the Calci-yum brand. Primo flavoured milk is also processed via the UHT plant as Extended Shelf Life (ESL) product. More than half a million Primo bottles are filled every month and there are seven flavours in the brand's portfolio, including the new Cookies n' Cream and Jaffa flavours, developed using an innovative benchmarking process.

Cultured products

The Takanini site produces a range of cultured products under a number of different brands including Fresh n' Fruity – a staple in New Zealand households for more than 30 years – Calci-yum, Symbio, Kapiti, and Country Goodness.

Dips, cream cheese, sour cream and cottage cheese all sit within the Takanini site's cultured product portfolio. The site produces 12 tonnes of cottage cheese each week.



Two litre milk bottles on the production line. The site makes its own HDPE milk bottles on-site



The Takanini UHT milk line produces 90 million packs each year



TECH TOUR FACTS



industrial pure salt

Dominion Salt is an ISO 9001 certified manufacturer producing a range of premium salt products which meet the Food Standards of Australia and New Zealand (FSANZ) and the British Standard 998 (BS998). Dominion Salt is the exclusive salt supplier to the New Zealand Dairy Industry.

Our range of Pure Dried Vacuum Salt plays a vital role in the food industry and is a key component used in the production of cheese, butter, preserved meats, canned foods and in flavoured salts for coating potato crisps and snack foods.

salt - essential to life



Product Range includes:
Standard Salt, Anticake Free Standard, Iodised Bread Salt, Cheese Salt (Coarse), Casing Salt (Coarse), Flavouring Salt (Extra Fine), Bakers Salt (Superfine), Butter Salt (Microfine) and Dairy Fine Salt (Extra Fine)



The deep blue of the Southern Oceans meet the Salt Fields of Lake Grassmere

New Zealand seas are hailed as offering a wealth of natural resources and our primary produce has a reputation for excellence and is in demand the world over. Surely there can be no product purer, more natural or environmentally friendly than salt - pure sea water provided and evaporated by Nature, harvested and refined to perfection by Man.





For full specifications and standards on our range of salts visit: www.domsalt.co.nz



Engrossed in conversation are Frank Pavitt (left) of the NZ Animal Health Board and Siti Salamayah Tahir from the Department of Veterinary Service of Malaysia



Orica Chemnet draw winner, John Robinson doing the SkyWalk yesterday afternoon. Tuesday's SkyWalkwinner was Marisa Singh from Warrnambool Cheese & Butter



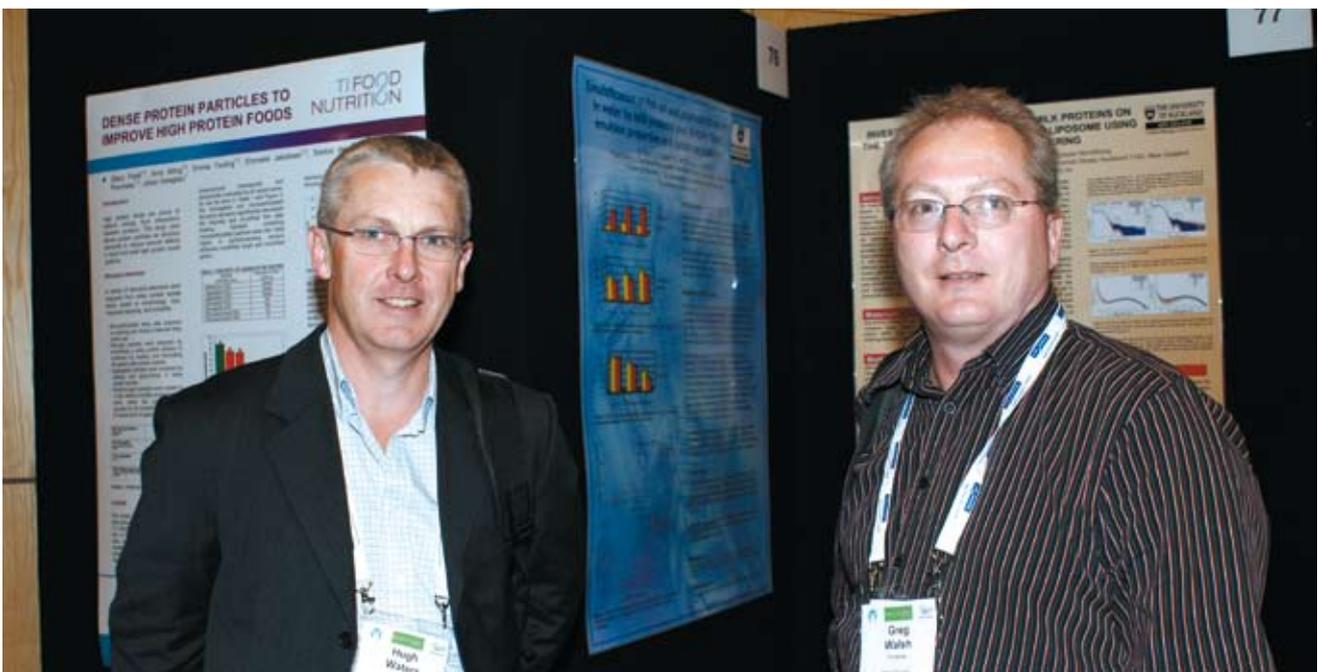
Manning their stand in the exhibition hall are (left to right) Toni Hunt, Alice Makardij and Graham Lee from Orica Chemnet New Zealand Limited



Dominion Salt's Matt Ford and Anne-Thea McGill from the University of Auckland at the Dominion Salt stand



Technical Tour 1 had a very interesting day, visiting Livestock Improvement Corporation, DairyNZ, Open Country Dairy and Tatura Dairy



Seen in the poster hall: Greg Walsh and Hugh Walters of Fonterra





DSM's Paul Bruinenberg, speaking Wednesday, 14.10

Innovations in dairy cultures and enzymes

Paul Bruinenberg holds a Master's degree in microbiology and biochemistry and obtained his PhD degree in 1989 at the University of Groningen in The Netherlands, specialising in yeast physiology and molecular biology. He has been working as a scientist in the field of lactic acid bacteria research over 20 years, with the Dutch Institute of Dairy Research (NIZO food research), the Australian Starter Culture Research Centre (Melbourne) and Campina Dairy (The Netherlands), where he headed the Centre of Expertise Fermentation. He has a focus on flavour technology in cheese manufacture, especially the enzymes of lactic acid bacteria and other food grade bacteria influencing flavour development in cheeses such as Gouda and Cheddar. He has worked on the biochemical characterisation of proteolytic enzymes (proteinases and peptidases) in *lactococci* and on amino acid convertases that produce volatile flavour compounds from amino acids. In the field of health benefits of lactic acid bacteria Paul has worked on selection and application of B-vitamin producing lactic acid bacteria strains with the aim of natural fortification of fermented dairy products.

Since 2005 Paul Bruinenberg has been a senior scientist Dairy Cultures in the DSM Biotechnology Centre at DSM Food Specialties, The Netherlands. He is responsible for the application of lactic acid bacteria in dairy starter cultures for cheese and for liquid fermented dairy products. Paul Bruinenberg has published over 25 research articles in peer-reviewed international research journals and furthermore published several patents.

Back on the road

The John Brooks Automation Trailer on show.

This year's trailer is the best so far. There are a number of new products available by John Brooks Ltd, and these have been included in the trailer revamp.

Beijer HMI screens show both touch and key type TFT with extraordinary graphics and contrast, the screen are operating the fully optioned Teco CV inverter and the new Baldor MEPS 2006 AC motors that are now in stock both in Australia and New Zealand.

The Linmot demo displays a fast reliable alternative to air operated linear cylinders with the accuracy of servo. Or see the smooth operation of IMS stepper motors with built in motion control rotating and meshing gears, as the Linak actuator extends and retracts.

New from Dyno conveyors is the Brushless motor drive operating multiple conveyor rollers, and showing a sequential positioning packaging line, also lining the back wall are Easecon modular conveyor belt components and accessories.

The Automation Trailer show started at the top of the South island with great impact and John Brooks look forward to seeing you.



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Cultures

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WE UNDERSTAND CULTURES LIKE YOU UNDERSTAND CHEESE



Cheese manufacturers need cultures which provide early, clear results and better great taste without increasing overall manufacturing costs.

DSM Food Specialties has developed DELVO-TEC® cultures with quality, stability and cost effectiveness in mind. We deliver highly active cultures that help to reduce your processing time and provide guaranteed product stability which can occur in cheese manufacturing.

For the latest introductions to our cultures portfolio contact us today and discover how we can surpass your expectations.



Technical Tour 4

Synlait, Canterbury, Thursday 11th

Synlait is an integrated Canterbury dairy farm owner and milk processor that converts raw milk into milk powder and AMF, as ingredients for dairy consumer companies or repacking under customer brands. The local climate provides excellent atmospheric conditions for drying milk – low humidity.

The factory sprung up, like an industrial mushroom, on the Canterbury plains, South Island, near the village of Dunsandel in 2008. August 2008 saw production commence, with Grade 1 AMF and milk powder being produced on the first day.

In October 2008 an extension of Stage One was completed to enable the manufacture of SMP at 1.5 million litres of raw milk per day including adding separation capacity and a cold process reverse osmosis plant ahead of the evaporator, and a 7.0 tonnes/hour AMF plant to process cream. A small scale special milks plant (0.3 tonnes/hour) was constructed as a product development, early commercial, and nutritional powder production plant and production commenced in August 2009.

Entering its third dairy season, Synlait Milk is capable of producing 8.2 tonnes/hour milk powder dryer specified for WMP with peak processing capacity of 1.2 million litres of raw milk per day - approximately 50,000 tonnes of dairy product per annum. The plant exports milk powder products and high-value functional ingredients to the world's leading functional food manufacturers.

Synlait was founded by John Penno, now CEO and managing director, Ben Dingle, now a member of the Board of Directors and Juliet MacLean now general manager Synlait Farming. Synlait Milk came into being in 2006. Its principals had little knowledge of processing or marketing; They started with a vision then hired the necessary expertise.

In size, Synlait is between Westland Milk which has 4% of national production and Tatura which has 1%.

Now that's sustainable!

Synlait pump 2.5 million litres of water out of the ground each day and return some 3.5 million litres. The extra 1 million litres is 'cow water' or water that has been evaporated from the milk. Used for irrigation, the water is controlled from the boiler house and pumped to the company's adjacent farms then through their existing pivot irrigators. Return of nitrogen to the land is closely monitored; Synlait allows a maximum of 150kg nitrogen per hectare per year

The central construction company for Stage 1 was Ebert, GEA Process Engineering supplied the evaporator and drier (Niro MSD 1000 with a capacity of 8.2 tonnes product per hour), RCR Easteel supplied the 20MW coal-fired boiler and Tetra Pak contributed the AMF plant.

Part of the Synlait plan is to manipulate farming prac-



tices to bring subtle changes in the milk produced. Expert farming can increase or decrease the different components of milk to produce increased quantities of those with greater value to the customer. This is expected to bring differentiated and inherently more valuable streams of milk to the factory. The science is reasonably well documented but it has not been commercialised.

With a combination of animal selection and breeding, feed management and a 15,000 cow herd Synlait has the opportunity to make it happen.

New technologies will enhance these opportunities and state-of-the-art processing will make possible the selection of these most valuable components.

Questions from Leaders Forum



Due to the wizardry of modern technology, many more questions were received at the Dairy Leaders Forum on Monday than could be answered on the spot. We have selected a few of the over 300 extras and asked forum participants to respond.

Question: Milk is the least future-traded commodity, but the most volatile. How come?

The dairy industry, whether pasture or grain fed, is subject to a number of externalities, especially global weather patterns. While demand has been steadily increasing, these external factors impact on grass and grain growth which, in turn, influences the amount of milk produced around the world and therefore pricing.

Question: With all this growth in demand, why can't farmers consistently get a good milk price?

Supply and demand are never perfectly matched at the same time so there are imbalances for periods which cause fluctuations in prices. This is highlighted in dairy pricing due to the lag effect of increasing milk production in response to better prices.

Question: Is the cooperative model a hindrance to the growth of dairy products?

The cooperative model can be a huge advantage for farmers as they have greater influence on the full cow-to-consumer supply chain and are therefore better placed to extract margins..

Question: What impact have NZ commodity auctions had on volatility?

Global dairy trade auctions simply reflect the price on the day that customers are prepared to pay. This doesn't add or subtract from inherent market volatility.

Question: The dairy sector is innovative on the consumer side, how about the supply side?



Moderator, Rod Oram did a wonderful job of directing the Leaders Forum

There's been strong and consistent innovation in dairy farming – in breeding and genetics, pasture, animal husbandry and milking techniques. These have contributed to steady improvements in milk production per cow.

Question: How much more milk can New Zealand produce from grass-fed cows?

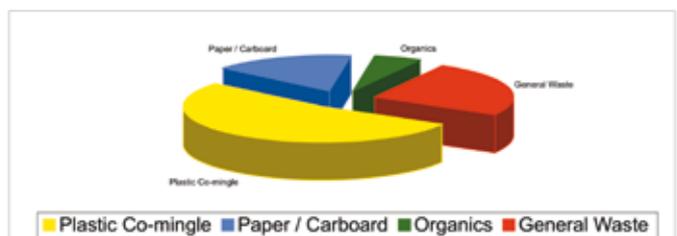
DairyNZ is aiming to achieve 1750 kg MS/ha (milksolids per hectare) from home-grown feed by June 2015 in a research farmlet/demonstration context.

The 1750 kg MS/ha target was first put as a challenge to the industry in the early 1990s and a trial was established at Ruakura that achieved the target easily – but only by using bought-in feed. The fundamental productivity of the industry relies on increasing production from home-grown feed, often in conjunction with off-farm feed such as winter grazing. Current

home-grown feed production levels being achieved on the highest performing research and commercial farms are 1500-1600 kg MS/ha. The 1750 kg target represents a 10-15% increase on current best performance.

Conference Waste Recovery Statistics

Bin	Service Type	Waste Type	Monday	Tuesday	Wednesday	Thursday	TOTAL
1	Diverted	Plastic Co-mingle	3.25				3.25
1	Diverted	Paper / Carboard	1				1
1	Diverted	Organics	0.35				0.35
1	Landfill	General Waste	1.55				1.55
4	Total	kg	6.15				6.15



Diverted 75%

Product
Plastic
Paper Carboard
Organics
General Waste

Recovery Centre
JJ International
Fulcircle
Pulmaster NZ
EnviroWaste



The Color of Dairy



- ◆ REDUCE COSTS
- ◆ IMPROVE QUALITY
- ◆ INCREASE PERFORMANCE

Rockwell Software Solutions for the Dairy industry at www.rockwellautomation.com/rockwellsoftware/cpg

BOOTH 26

When dairy industry experience counts!

CARTONING AND CASE PACKING

rml supply a range of case packing solutions which are proven performers in the dairy industry. From 20kg block wrap-around packers for butter and cheese with options for collar insertion, to high speed vision guided robotic top load packing for retail packs.



PROJECT MANAGEMENT

rml employ a team of dairy industry experts who specialize in professional engineering services for production automation. Our capabilities include consulting, detailed design and build of complete manufacturing lines, plant relocations, re-automation of existing machines or entire factory automation.

LABORATORY AND MILK TESTING AUTOMATION

rml have developed a range of solutions for milk sample testing from manually operated solutions to high tech RFID guided, robotic sorting and splitting systems. Our strength is being able to develop tailored solutions for customers specific needs whilst being both reliable and cost effective.



DAIRY COMPONENTS

rml manufacture and supply a range of dairy components including USDA retractable spray nozzles, swivel strainers, dryer winches, plenum valves, spray lances and more! Just tell us your requirements and we'd be happy to quote.

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