



# Lactose by online auction

Arla Foods Ingredients and  
**Global Dairy Trade**



# Right quality, best price

At Arla Foods Ingredients we want to support your need for high quality lactose at the best possible price.

Responding to growing global demand, we have completed a major expansion of our lactose processing capabilities in Denmark. This has made us one of the largest lactose suppliers in the world. We can also supply lactose in three distinct lactose qualities that match diverse food industry requirements.

April 15th 2015, we will make our lactose more widely accessible in international markets by introducing one of our lactose qualities to the Global Dairy Trade (GDT) online auction platform: our food-grade lactose. Three mesh sizes will be available: unmilled, mesh 100, and mesh 200. All lactose is vegetarian, kosher/halal.





## What is GDT?

Established in 2008, GDT is recognised for setting a credible price benchmark when trading milk-based ingredients. More than 650 qualified buyers from 90+ countries use the platform, with more joining each month. In 2013/14, combined sales reached over one million metric tonnes.

The introduction of Arla Foods Ingredients lactose will significantly boost the lactose volumes currently available via the platform. All volumes will come from our plant in Denmark.

# Benefits for you and the industry

Through GDT, we will trade lactose volumes for distinctive applications such as:

- Protein standardisation
- Milk formula
- Beverages
- Confectionery
- Culinary products
- Fine bakery

Here's how this will benefit you as the customer and the lactose industry in general:

Transparent price setting at the market's best price

- The market sets the price rather than the supplier

Development of a reliable benchmark for lactose

- Ensure reliable high product quality from approved facilities

Consistent sales outlet that matches demand with supply

- The platform helps manage potential volume volatility

## How does GDT work?

Twice a month, sellers report their volumes for sale and starting price to the online auction, which then opens for bidders. If the total bids exceed the volume available, a new bidding round begins at a higher price.

Further bidding rounds are initiated as necessary until demand matches supply. In this way, both buyers and sellers can be sure to obtain the best price of the day in the global marketplace.







# Pure lactose for a world in growth

A purity of 99% makes our food lactose an ideal carbohydrate for food application and protein, where composition, quality and safety are subject to the strictest control. By meeting these requirements, we ensure the suitability of our products for a wide range of food.

Our premium lactose for infant formula wet and dry blend applications will not be included in our GDT offer.

For more information about our full product range please contact: [lactose@arlafoods.com](mailto:lactose@arlafoods.com)

## More **information**

For more information about our lactose and our participation in GDT contact:

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Morten Kaas Hansen, Senior Sales Manager  
Luis Cubel, Business Area Director

**Visit: [www.globaldairytrade.info](http://www.globaldairytrade.info)**



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