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BlendaShake™
GSF Foundation

COMMODITY UPDATES

COFFEE

The supply shortage in the world's coffee market is forecast to continue for a third consecutive year with the output of Robusta sliding to a level not seen since 2012.

This despite record production of Arabica coffee thanks to bumper crops in Brazil, Colombia and Honduras. Predictions of a tighter Robusta market this year come as coffee manufacturers and retailers face a decline in profit margins due to the cost increases. Robusta beans are 43 per cent higher than at the start of 2016, trading at \$2.190 a tonne.

Source: Supply shortage in world coffee market led by Robusta beans, Emiko Terazono, Friday, 13 Jan 2017

DAIRY

USDA offered its first dairy estimates for 2017, projecting that near-steady cow numbers, improved forage availability and favorable feed costs will support increased milk production per cow.

The higher 2017 milk production forecast is the result of a slower reduction in the cow inventory, combined with growth in milk output per cow. With stronger domestic and export demand, the 2017 Class III price is forecast higher on stronger cheese and whey prices, and the Class IV price is forecast higher as a weaker butter price is more than offset by the higher NDM price. The 2017 all-milk price is forecast at \$15.25 to \$16.25 per hundredweight.

Source: USDA, Jan 2017



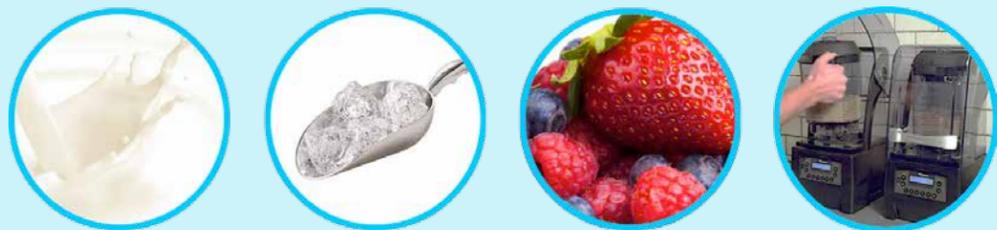
New! KanPak
BlendaShake™
 SHAKE BASE

Shakes can take a lot of time and effort to prepare in-store with the hassle of scooping hard pack ice cream or often have low margins due to large, expensive milkshake freezers. That's where BlendaShake™ shines!

With KanPak's BlendaShake™ milkshake concentrate all you need is an existing commercial blender, BlendaShake™ concentrate, and ice. BlendaShake™ makes shake preparation quick and consistent and improves speed of service, getting shakes into the hands of eager consumers more quickly! This product is ideal for various foodservice environments and utilizes existing equipment to broaden the menu of dessert beverage items. BlendaShake™ is real dairy with natural vanilla flavoring and is available in a half-gallon pouch or a 2.5 gallon Bag in Box in shelf stable format. KanPak's BlendaShake™ is easy to use and is ideal for customizations via syrups, add-ins, and fun toppings! In addition to the menu flexibility BlendaShake™ offers, it ships in concentrated form and can be stored at ambient temperature for up to six months. Once opened, BlendaShake™ needs to be refrigerated and used within 14 days.



Shakes are popular and have appeared on menus for decades. However, demand for shakes is starting to swing up yet again with the addition of new, on-trend flavors and "adult" shakes with alcohol added. Those fun shake innovations, plus the fact that younger consumers are choosing beverages as their dessert option, has reignited the category outside of the traditional QSR and specialty shake operators. Find out how BlendaShake™ can help build your dessert business and increase your profitability today!



The GSF Foundation's mission is to improve the quality of life of children and families in need in the areas where GSF associates live and work through personal involvement and contributions.

The GSF Foundation supports more than 600 children's charities and elementary schools across the U.S. to help those in need. Building upon the existing charitable involvement of its associates, the Foundation partners with numerous local charities nominated by GSF employees, benefiting a variety of worthy organizations, children and families throughout the country.

KanPak is very active in the GSF Foundation, having executed many programs and events in the local

communities in which we live and work including Backpacks to School, Build a Bike Program, Best Foot Forward and Coats for Kids. Fundraising activities are always fun and offer everyone the opportunity to give back with their time and energy, and many of our suppliers are big supporters of our efforts as well. If you're interested in finding out more about how you can help, contact Connie Shire, co-chair of the GSF Foundation at KanPak at connies@kanpak.us



MEET OUR TEAM **Featuring Connie & Kevin**

It's time to highlight a couple of our fantastic KanPak team members. In this edition we meet Connie Shire and Kevin Grow.

Connie Shire has been with KanPak for almost thirteen years. She is a Project Manager and the Golden State Foods KanPak Kansas Foundation Co-chair. A lifelong



Kansas resident, Connie enjoys that she can work for a leading aseptic manufacturer without leaving the area she is proud to call home. Connie grew up in a family that milked their cows, slaughtered their meat and raised a hearty garden. Before

she started at KanPak, Connie had never heard the word aseptic and was curious how dairy could go into a bag and ship without refrigeration! Now, of course, she knows a lot about aseptic technology and helps the KanPak team bring solutions to customers across the country and around the world. Connie's average day is not easy to capture since a Project Manager is flexible and agile to the needs of the business and everyday can look different. Her days consist of numerous emails, meetings, and check-ins on her multitude of projects. Connie excels as a Project Manager due in part to her prior experience in Customer Service and Inventory Control. All of this plus her responsibilities as Golden State Foods KanPak Kansas Foundation Co-chair keep her very busy - and she is proud of the fact that the Foundation has provided many things, such as school supplies, backpacks, and bikes for children in the community. In her free time, Connie loves to spend time with her active family - her main squeeze, Jason plus her two daughters and granddaughter. You can find them outdoors swimming, fishing, four-wheeling amongst

other fun activities! Thank you Connie for all you do at KanPak!

Kevin Grow is an important part of the KanPak team and has been since 1989. As Director of R&D, Kevin has long standing relationships with so many at KanPak as well as our customers, vendors and other partners.

Kevin is a Kansas native who spent his youth on a dairy and wheat farm. His interest in what is in various food products started at a young age as he was reading ingredient statements while other kids were reading comic books. We are



glad he followed this passion and brought it to KanPak! Kevin works with the Sales team to develop new and/or improved products for current and future customers. Most of his time is spent working with his team on tasting, analyzing, and researching products. Product development is fun and exciting but many don't realize that it can fatigue your palate. Many times, in order to avoid sensory overload, the R&D team has to taste and spit. All of this to insure the best possible products for our customers. Kevin is proud of the fact that KanPak was one of the first aseptic processors in the U.S. and that KanPak products have always been shelf stable. Kevin has tasted thousands of products over the years and his favorites are a custom soft serve that tastes just like homemade as well as one of KanPak's famous frozen coffee products. When Kevin isn't heading up the R&D efforts at KanPak he is likely riding horses, camping, and spending time with his family. Occasionally, he squeezes in a round of golf too. Thank you Kevin for all of your time and expertise here at KanPak, we all appreciate it!



Call or email today and find out how KanPak can help drive your beverage and dessert business and profitability!

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