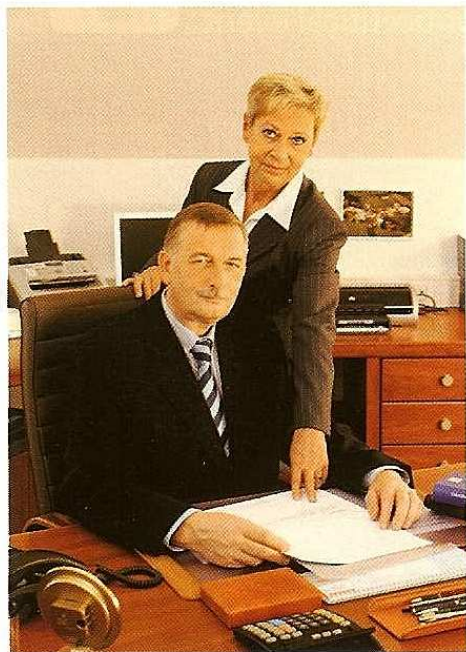


Production Capacities in Europe to be Expanded

Demand for top quality sweetened condensed milk on the increase



A strong team on the European market for innovative food technology: Rainer Wortmeyer, managing director and Renate Wortmeyer, Manager Sales and Marketing, WS Warsener Spezialitäten GmbH, Warsen/northern Germany

WS Warsener Spezialitäten GmbH, located in Warsen in northern Germany have now put their second production facility for sweetened condensed milk into operation. The capacity of the medium-sized company has now increased to more than 30,000 tons per year. "We will be even more flexible when it comes to the Europe-wide supply of sweetened condensed milk at all prevalent levels of fat content, if required even caramelized without caramel additives," which, according to Renate Wortmeyer, Sales and Marketing Manager, is the aim for this investment.

As a partner of confectionery, pastries, delicatessen and frozen foods producers, WS are specialising in innovative intermediate products made from the high quality raw material milk. The site for the production and development of these custom made special products is located in Warsen, in the north of Germany, about 80 km west of the international trade fair city of Hanover. With a team of 70 staff members the company with a long tradition develops and produces individual food technology solutions. Sweetened condensed milk,

also caramelized, cream products and fat compounds, yoghurt products and yoghurt/quark mixes are all part of the range. Also available are ice-cream mixes, desserts, sauces and pizza spreads. A recent addition to the range is dairy-free cream made from vegetable fat as a substitute for dairy cream; the basis for many innovative products, especially in the production of pastries and ice-cream and for custom solutions.

In 2007 WS Warsener Spezialitäten GmbH were granted the BIO verification certificate according to EC Regulation on Organic Farming. High-level certifications according to BRC and IFS are standards for quality as well as the DLG Gold Medal for the production of cream and the DIN EN ISO 9001:2000 certification.

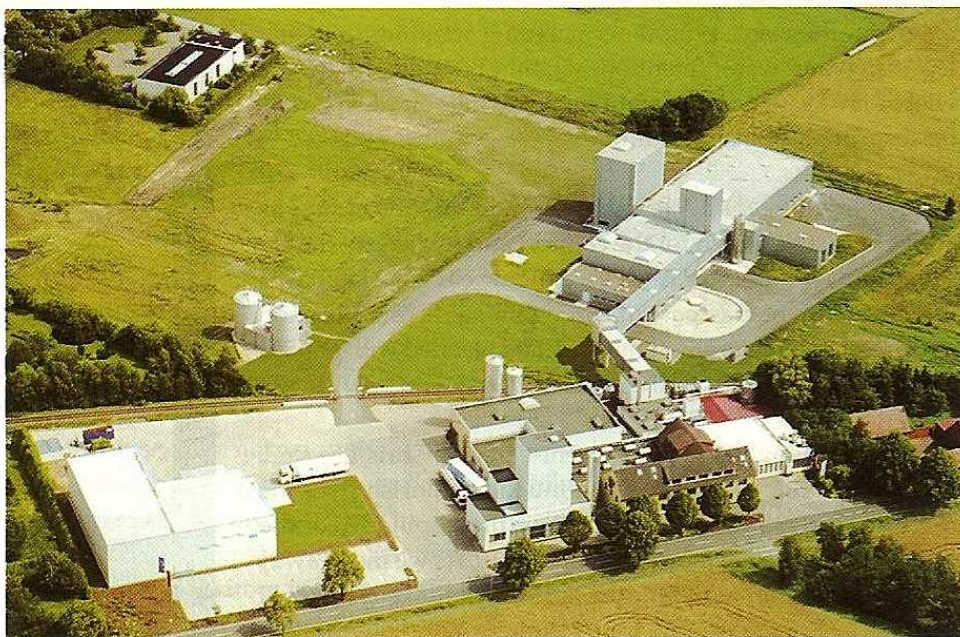
"Customer-specific requirements for the development of special recipes are our main focus," describes managing director Rainer Wortmeyer the philosophy of the company that celebrated the 100th anniversary of the production facility in Warsen in 2006. Wortmeyer sums up the market activities like this: "Many new innovations in the food sector are getting their crucial impulse here in our company, like a special hard candy

compound with an even crystallization pattern or the consistently top quality quark/yoghurt mix for cake fillings. And the demand for sweetened condensed milk for industrial processing is still increasing on the European market."

In the course of a century the rural dairy with a production volume of 180 liters per day has turned into an internationally operating food technology company. Since 2006 WS Warsener Spezialitäten GmbH has been part of the high-performance Uelzena eG group.

Area representatives in the UK, France, Spain, Italy, Poland, the Baltic States, Denmark and Sweden mean close proximity to customers in the EU. Therefore close co-operation with the customer is assured – the basis for partnership in developing innovations for the food production sector. Supply readiness is guaranteed due to local storage facilities in the export marketplaces and company-owned trucks. The WS Logistics Service includes customer-specific deliveries in tank and refrigerated tank trucks, sterile containers, pallets and sealed plastic pails with lids as well as 10 kg and 25 kg bag in box.

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With the start of production of plant II (see picture top right) the production volume of sweetened condensed milk is increasing to more than 30,000 tons per year. Production facility WS Warsener Spezialitäten GmbH, Warsen/northern Germany

Photos: WS Warsener Spezialitäten GmbH