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BIB Creamers
KanPak News

COMMODITY UPDATES

COFFEE

World demand for coffee beans is poised to hit a record this year as people around the world are consuming more of the beverage, and Americans are leading the way. Global coffee consumption is expected to **grow 1.2%** over the next year starting in October, and American consumption is expected to be **up 1.5%** this year alone. The high demand is leading to higher prices for the coffee beans. The price for arabica-coffee futures was **up 20%** in June, marking the biggest monthly gain since February 2014. Arabica-coffee futures now go for about \$1.4565 per pound, and Citigroup estimates that prices could reach \$1.50 by the second half of 2017. Prices for robusta coffee beans, which are used in instant coffee, are also up, gaining 4.2% last month.

Source: Americans' Coffee Guzzling Is Pushing Bean Prices Higher, Fortune magazine, JULY 1, 2016

DAIRY

With lower expected imports and continued high domestic demand, the 2016 all-milk price forecast is \$14.95-\$15.35 per hundredweight (cwt), an increase from \$14.60-\$15.10 per cwt forecast last month. The 2017 all milk price forecast is \$15.25-\$16.25 per cwt, unchanged from last month.

Source: Livestock, Dairy, and Poultry Outlook/ June 16, 2016, Economic Research Service, USDA

BAG-IN-BOX CREAMERS PUT COFFEE SALES IN THE BAG

Customers love their coffee and
**62% of coffee drinkers
love their cream too!**



High quality creamer in a low maintenance format, our bag-in-box creamers are the efficient way to provide cream to enhance your customers' coffee experience. The bag-in-box packaging, when used with our refrigerated dispensers, is the simplest, most efficient delivery system available for bulk dairy dispensing.



Real dairy is what makes our coffee creamers delicious, smooth and creamy, but aseptic technology makes them exceptional.

Our aseptic creamers are consistent in quality, with flavors locked in to deliver the taste your customers expect, every time. And because our creamers are shelf stable until opened, transportation and storage are more cost efficient with no need for refrigeration. Plus, the dispensing system virtually eliminates creamer theft and saves employees from constantly restocking creamer bins with individual portion control cups.

Another benefit of our easy-to-use bag-in-box creamer products and CDG dispensers is the ability to efficiently serve drive thru customers by building their coffee to order!

This means less hassle for your customers, a safer drive and less waste for your operation in handing out unnecessary creamers (many creamer cups are thrown away unused or taken for use at home). Plus, this system is basically 'plug and play'; when empty simply dispose of the entire bag-in-box and insert a new one, cut the tube and begin serving. No food contact zones offers the greatest ease of use for your operations group.

We currently offer several creamer flavors: whole milk, half and half, skim milk, table cream, French Vanilla nondairy.

Contact your KanPak sales rep today for more information on bag-in-box creamers!



Golden State Foods Buys Out Cohlmia, LLC

On April 7, 2016, Golden State Foods (GSF) announced full ownership, control and management of both KanPak U.S. and KanPak China, through the acquisition of the outstanding minority interests. GSF has been a majority owner in KanPak China since 2012 and KanPak U.S. since 2013, comprising eight facilities and more than 800 associates worldwide. Dennis Cohlmia, KanPak founder and chairman of the board, opted to sell his remaining interests in the company to pursue other business opportunities.

"We appreciate Dennis and his family for their entrepreneurial spirit in establishing KanPak five decades ago, along with his knowledge and expertise of aseptic processing,"

said Mark Wetterau, chairman and chief executive officer of Golden State Foods.

"We are grateful for his insight and willingness to partner with Golden State Foods in recent years to expand the company's product offerings and services throughout the world and take the company to the next level."

Larry McGill will continue to serve as president and chief executive officer of KanPak U.S. He and his team will continue to grow the company to expand its products and services to best serve GSF's customers in their growing markets.



a golden state foods partnership

The Magic in the Package – The KanPak Advantage

Are you ever curious about the idea or story behind a company logo? In our simple and bold KanPak logo, our company name is emphasized but also split into two pieces – Kan and Pak – because they are both of great importance. "Kan" is important to KanPak because back in 1965 it all started in Arkansas City, Kansas. Though KanPak has grown well beyond Kansas over the last 50 years our Kansas roots as well as our continued connection to the state through our Arkansas City facility mean that Kansas will always be at the heart of KanPak. "Pak" is in a different color and inside the line that is shaped like a pouch because our aseptic process is the magic in that package or "Pak". Through our



aseptic knowledge, expertise and innovation we put the very best in every package that rolls off the line. Our people, our customers and our process make the magic in the "Pak". **Want to learn more about what we can "Pak"? Contact your KanPak sales rep today!**

MEET OUR TEAM **Featuring Angela & Robert**

It's time to highlight a couple of our fantastic KanPak team members. In this edition we meet Angela Askins and Robert Kellnhauser.

Angela Askins has been with KanPak for nine years and is a Customer Service Manager, based in Arkansas City, KS. A native of Kansas, Angela loves the fact that she can



work with customers across the country and the globe from her home state. Angela came to KanPak with very little experience in food manufacturing but has become an expert on many aspects of food

production over the last several years. She is dedicated 100% to making sure KanPak customers get the orders they are expecting, on time and in pristine condition. She is frequently checking incoming orders against inventory on hand as well as analyzing outgoing orders and confirming they have been received on time. She manages the entire customer service process – from order entry through inventory, logistics, and payment processing – from start to finish. Angela is surprised that many customers don't realize that KanPak has facilities in Kansas, New York and China. Angela is proud of the Golden State Foods Foundation and all of the good work they have done for the kids in the Arkansas City, KS community. Every once in a while, Angela enjoys her favorite KanPak product, chocolate soft serve!

Outside of her KanPak role, Angela enjoys time with her family. They have fun camping, watching sports events

and attending choir concerts. Thanks Angela for all you do, we appreciate you!

Robert Kellnhauser is an important part of the KanPak team, acting as Dispensing Equipment Development Manager at our Connecticut equipment facility. Born and raised in Connecticut, Robert joined KanPak 12 years ago and is proud of the work he has done in his time here. The KanPak Connecticut facility is a small tightknit group, with the team



possessing a variety of specialties. Regardless of their areas of expertise, they all share common goals: to provide our customers with the best equipment, parts and service to keep the product flowing. Every day, the Connecticut team works to preserve KanPak's high quality standards within the equipment manufactured today while developing concepts to innovate the equipment manufactured tomorrow. When looking over all the work he has done, Robert is particularly proud of the CDL-212 Dispenser, a project of the dispensing equipment team, a true group effort that is currently the most popular KanPak model!

Robert enjoys KanPak's Cool Java Dark Roast, because it is "the best iced coffee around." When Robert isn't at work, he can be found with family or hard at work on one of his hobbies – woodworking. Can't wait to see what you build next, Robert! Thanks for your hard work!



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

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