

MILK ANALYSIS LAB IN SOUTH EAST ASIA

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Tainan city, Taiwan - September 12, 2018

NILS FOSS – THE FOUNDER

- FOSS A/S was founded in Denmark in 1956 by Nils Foss
- His business idea and values still provide the basis for new generations of innovative “Dedicated Analytical Solutions”
- The solutions add value to our customers’ business by improving quality and optimising production



The FOSS vision:

“To provide the world’s best dedicated analytical solutions - which add value to our customers business by improving quality and optimising production”.

WORLD MARKET LEADER

- A 100% family-owned company – HQ in Hilleroed, Denmark
- More than 1250 dedicated employees world-wide
- A turnover of +200 million EUR
- Financially strong
 - AAA-rated by D&B
 - EBITA 20% of turnover
 - Solvency ratio 76%

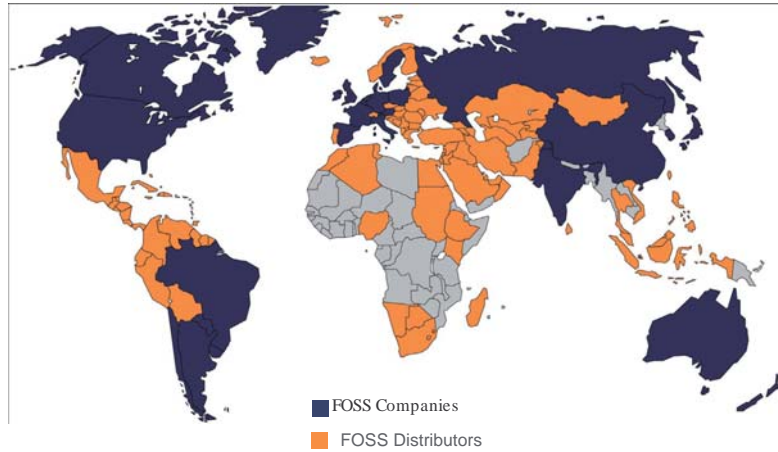


BUSINESS AREAS

Milk & dairy	Meat	Wine	Confectionary	Edible oils
Grain	Feed & forage	Flour	Beer	Sugar
Pharmaceuticals	(Petro-) Chemicals	Biofuels	Laboratories	Microbiology

FOSS' WORLD-WIDE COMMITMENT

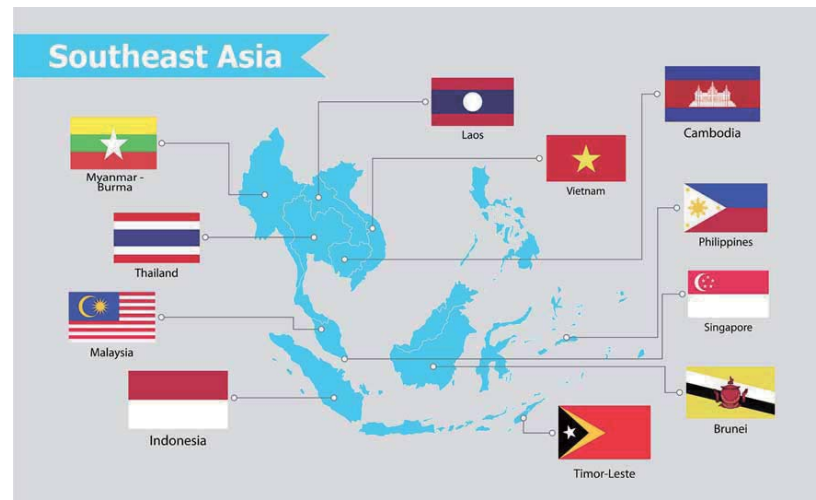
FOSS



ANALYTICAL & BRAND MEASUREMENT

FOSS SOUTH EAST ASIA IN THAILAND

FOSS



ANALYTICAL & BRAND MEASUREMENT

FOSS



ANALYTICAL & BRAND MEASUREMENT

FOSS IN DAIRY

FOSS



In the mid 1960's FOSS took the first jump into testing 'milk fat'. Today the MilkoScan instruments are a global 'brand' within compositional milk testing

ANALYTICAL & BRAND MEASUREMENT

FOSS IN RAW MILK TESTING

FOSS

FOSS' ongoing investment in new customer dedicated solutions:

- Since 1956 FOSS has explored new ways to improve milk analysis through innovative analytical solutions
- The CMT structure developed in symbiosis with FOSS since the early 60's
- FOSS' Commitment to innovation: Invest >10% of turnover in R&D
- FOSS invests in more than 200 engineers and scientists
- FOSS has built up strong chemometric competence, a cornerstone in innovation
- Has always had ongoing development with customers and internationally recognised science centers

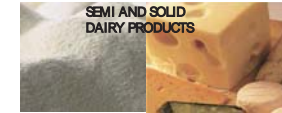


In the 1970's FOSS took the first jump into milk quality. Today SCC is synonym with milk productivity & milk quality

ANALYTICAL & SERVICE HEADQUARTERS

FOSS TODAY - RAPID DAIRY ANALYZERS

FOSS



Baesomatic



MilkoScan Mars



MilkoScan FT1



MilkoScan FT2



ProcessScan



FoodScan2



InfraXact



NIRS DS 2500



ProFoss

At line

Inline

ANALYTICAL & SERVICE HEADQUARTERS

FOSS: GLOBAL MARKET LEADER

FOSS

- FOSS has Dairy solutions in operation in more than 80 countries
- More than 5000 MilkoScans have been sold world wide (many generations)
- More than 700 FoodScans have been sold world wide
- More than 300 Infraxact have been sold world wide
- More than 225 ProcessScans have been sold world wide
- More than 125 XDS PA have been sold world wide
- More than 80 ProFoss have been sold World wide



ANALYTICAL & SERVICE HEADQUARTERS

FOSS TODAY - RAPID RAW MILK ANALYZERS

FOSS



MilkoScan Mars



Baesomatic



MilkoScan FT+/TRM



Fossomatic 7/7DC



Combifoss 7/7DC



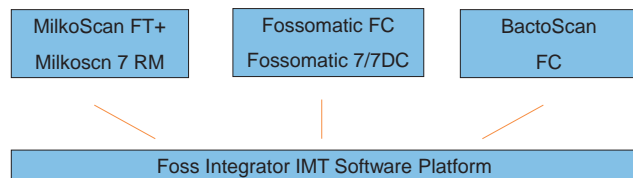
BactoScan FC+

ANALYTICAL & SERVICE HEADQUARTERS

CMT LABORATORIES THE FOSS INTEGRATOR SOLUTIONS

FOSS

- Used in CMT labs for Payment & DHI
- Analyzers: Compositional analysis, somatic cell counting, bacteria counting
- Conveyor Systems



ANALYTICAL & REPORTING HEADLINE

FOSS: GLOBAL MARKET LEADER

FOSS

FOSS has CMT solutions in operation in more than 80 countries

- More than 2200 MilkoScans have been sold world wide (many generations)
- More than 2500 Fossomatics have been sold world wide (many generations)
- More than 1000 BactoScans have been sold world wide (3 generations)
- FOSS CMT solutions have obtained many approvals and are in compliance with a number of directives (IDF, EU, ISO)
 - Some approvals to mention:
 - DE, FR, IT, ES, BE, US (FDA/NCIMS)

ANALYTICAL & REPORTING HEADLINE

CMT LABORATORIES TYPICAL NEEDS & REQUIREMENTS

FOSS

- High sample quantity – (high analytical capacity/mass analysis)
- High reliability of instruments & accurate and reliable results
- Low cost per sample
- Labour savings through automation
- Flexibility & user-friendly
- Service & support
- Data integrity & automatic and safe data transfer/handling
- QA schemes for certification / accreditation
- Approved measuring principles
- An increasing number of parameters per analysis in order to increase the value of the analysis to the end-user (the farmer or the dairy)



ANALYTICAL & REPORTING HEADLINE

GOVERNMENT AND UNIVERSITY FOR PAYMENT & DHI

FOSS

Thailand

- Department of Livestock Development Ministry of Agriculture and Cooperatives
- Royal Chitralada Projects
- Chulalongkorn University/ Mae Jo university/ Chiang Mai University
- Milk collecting center and Milk Cooperative (207 milk cooperatives)

Malaysia

- Makmal Kawalan Mutu Susu (Milk Quality Control Laboratory)
- University Malasia Kelantan

Philippines

- Philippine Carabao Center
- National Dairy Authority Region 7

Indonesia

- Milk Cooperative (300 milk cooperatives)

ANALYTICAL & REPORTING HEADLINE



DEPARTMENT OF LIVESTOCK IN THAILAND

FOSS

Department of Livestock Development Ministry of Agriculture and Cooperatives

91 Moo 4, Tivanon Rd., Bangkadi, Muang, Pathumthani 12000

- Established in October 2002, divided into 10 divisions with 389 staffs. To serve the government policy on food safety and consumer protection by applying analytical results to monitor the quality of livestock product. Control system regarding food safety to assure that the system is working effectively and efficiently. In 2006 VPHL, a division of BQCLP was appointed to function as Reference Laboratory for Veterinary Drug Residue and National Reference Laboratory for Food Safety i.e. Veterinary Drug Residues, Microbiology, Pesticide residue, contaminants and Mycotoxins. In 2008, twenty scopes of testing method for food safety were ISO/IEC 17025:2005 accredited. In 2009, sixteen scopes of testing method for feed and food safety were ISO/IEC 17025:2005 additionally accredited.

MILK AND MILK PRODUCTS QUALITY CONTROL DIVISION (MMPQC)

Responsible for analyzing raw milk and milk products:

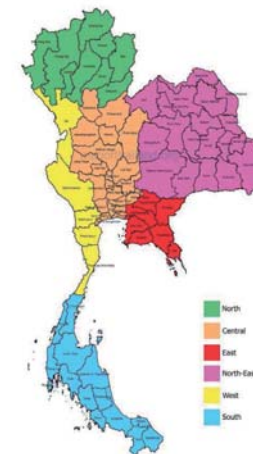
- Microbiology: Standard Plate Count, Coliform and Laboratory Pasteurization Count.
- Determination of milk composition: somatic cells and freezing points
- Antibiotic screening tests
- Methylene blue and Resazurin reduction test

ANALYTICAL & BREEDING MEASUREMENTS

LIVESTOCK DEPARTMENT: CENTRAL MILK TESTING LAB

FOSS

- Bureau of Quality Control of Livestock product (Central Milk Testing)
- Veterinary Research and Development Center (Upper Northern Region)
- Veterinary Research and Development Center (Lower Northern Region)
- Veterinary Research and Development Center (Upper North Eastern Region)
- Veterinary Research and Development Center (Lower North Eastern Region)
- Veterinary Research and Development Center (Central Region)
- Veterinary Research and Development Center (Eastern Region)
- Veterinary Research and Development Center (Western Region)
- Veterinary Research and Development Center (Southern Region)



ANALYTICAL & BREEDING MEASUREMENTS

MILK PAYMENT SYSTEM IN THAILAND

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- Composition - Fat, MSNF, freezing point
- Quality - Total bacteria count, Somatic cells
- Revenues directly related to quantity and quality



ANALYTICAL & BREEDING MEASUREMENTS

MILK PAYMENT SYSTEM IN THAILAND

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- More THB for – (incentive)
 - Fat content > 3.60%
 - MSNF > 8.50%
 - Bacteria < 400,000 CFU/ml
 - Somatic Cells < 300,000 Cells/ml
- Less THB for – (penalty)
 - Fat content < 3.40%
 - MSNF < 8.35%
 - Bacteria > 500,000 CFU/ml
 - Somatic Cells > 500,000 Cells/ml

ANALYTICAL & BREEDING MEASUREMENTS

MELAKA STATE DEPARTMENT OF VETERINARY SERVICES IN MALAYSIA

FOSS

- Department of Veterinary Service Background
- Historical records indicate rearing in Malacca has been around since the golden age of Melaka Government in the 15th century. The importance of farming to the community has prompted Sultan Mahmud Shah to establish rules of 'Malacca Code' (1422-1444) about it. Yet the historical record of the service is only available in 1902 with an appointment as Inspector of Veterinary W.Pereyra GBVC Straits Settlement government during that time.

At this time in Melaka, other than the Department of Veterinary Services, there are also

- Dairy Industry Service Centre - Alor Gajah, Jasin, Masjid Tanah, Merlimau and Ayer Keroh
- Milk Quality Control Laboratory - Alor Gajah
- Slaughterhouse - Ayer Keroh, Alor Gajah, Masjid Tanah and Jasin
- Poultry Training Centre - Masjid Tanah

That plays a role in the development of the livestock industry.

Along with the increasingly rapid development has prompted the development of animal husbandry towards a more intensive and technologically advanced and equipped with eco-friendly features. An effort to meet the needs of this environment has been successfully presented this State as a producer of chicken eggs and chicken meat production are not only meet local needs but are able to be exported. While other livestock industry is growing to meet local needs.

Application of values will remain high quality of the Veterinary Services Department of Malacca and expected it to be a catalyst for the production of livestock feed industry.



ANALYTICAL & BREWING MEASUREMENT



MILK QUALITY CONTROL LABORATORY

FOSS

Customer Charter

- Receiving fresh milk and milk process from customer to test the quality escort
- Running the tests escort qualities for fresh milk and dairy process:

Item	Activities Test	Number of day required
1	Determination of the composition of milk	1 day
2	Testing of the number of Somatic cell count (SCC) and	1 day
3	Testing of the number of bacteria (TPC)	4 days
4	Testing of methylene blue test reductase (MBRT)	1 day
5	Determination of residual antibiotics (Delvotest)	1 day



ANALYTICAL & BREWING MEASUREMENT



DAIRY INDUSTRY SERVICE IN MALAYSIA

FOSS

Provide veterinary extension services.

Managing, storing, processing, and marketing of milk.

Coordinate the milk payment to PPT Melaka paid to farmers through the Multipurpose Cooperative Dairy Malacca.

charter

- To receive milk from farmers within the prescribed acceptance condition to pass the following tests:
 - organoleptic tests
 - Test alcohol / pH
 - Test SG (Priority comparative)
 - Test SNF (solid non-fat milk)
- Payment of milk yield is determined by grade, based on the quality of milk and hygiene set. Payment will be made at the latest at 10 th day of the following month.
- Approval of the application will be notified in the purchase of cattle went through three months of closing, provided that:
 - The details required are regularly
 - Compliance with the terms of the complete application
- Supply of cattle to farmers will be made within three months of the date of approval depends on:
 - Stocks of cattle suitable for distribution
 - The ability of the applicant to provide infrastructure
 - The ability of the applicant to provide the financial resources
- Always willing to deliver services on the ground in 2 hours (during working hours) after receiving the request

ANALYTICAL & BREWING MEASUREMENT



PHILIPPINE CARABAO CENTER

FOSS

“Towards better nutrition, higher levels of income and improved general well-being of the overwhelming sector, the rural farming families... through the conservation, propagation and promotion of water buffalo as important source of milk and meat, in addition to draft power and hide.”

This is the vision and mandate of the Philippine Carabao Center (PCC), an attached agency of the Department of Agriculture (DA). Created by virtue of Republic Act 7307 in 1992, PCC became operational in 1993, taking momentum from the gains and achievements of earlier programs. These were the UNDP/FAO-assisted projects “Strengthening of the Philippine Carabao Research and Development Center” PHI 78/017 and PHI 86/005 coordinated by the then Philippine Council for Agriculture, Forestry and Natural Resources Research and Development (PCARRD), now the Philippine Council for Agriculture, Aquatic and Natural Resources Research and Development (PCAARRD). PCC has a network of 13 regional centers strategically located in various parts of the country.



ANALYTICAL & BREWING MEASUREMENT

BUFFALO MILK PAYMENT SCHEME

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PARAMETERS FOR MILK PAYMENT SCHEME					
PARAMETERS	SPECIFICATION RANGE (FOR BASE PRICE)	INCENTIVE LEVEL	DEDUCTION LEVEL	REJECTION LEVEL	AMOUNT DEDUCTION/ INCENTIVE
Organoleptic	Good			Poor	Php 5.00
APT (Alcohol Test)	Negative		Positive but within standard TA and pH	Positive but TA and pH outside of standard	Php 1.00
Sediment Test	Negative		Light Brown	Dark Brown/Reddish	Php 3.00
Acidity	0.13-0.16		0.11-0.12 / 0.17-0.18	<0.11 / >0.18	Php 5.00
Specific Gravity	1.030-1.036		1.028-1.029 / 1.037-1.038	<1.028 / >1.038	Php 5.00
Fat	6	>6.0	<6.0		Php 5.00/ 1.0 increment
SNF	9	>9.0	<9.0		Php 5.00/ 1.0 increment
Somatic Cell Count	200,000-500,000	<200,000	500,001-1,000,000	>1,000,000	Php 5.00



ANALYTICAL & BRAND WEIGHING

BUFFALO MILK QUALITY TEST SLIP

FOSS

PHILIPPINE CARABAO CENTER
 NATIONAL HEADQUARTERS AND GENE POOL
 Central Dairy Collecting and Processing Facility
 Science City of Muñoz, Nueva Ecija

MILK QUALITY TEST SLIP

TYPE OF SAMPLE	RAW BUFFALO'S MLK
QUANTITY (kg)	40
SOURCE OF MILK	CAMPC
ADDRESS	Science City of Muñoz
DATE RECEIVED	May 31, 2018
TIME RECEIVED	8:30 AM
TYPE OF VEHICLE	Tricycle

TEST RESULTS		
PARAMETERS	RESULT	INCENTIVE/DEDUCTION (PHP/Kg)
ORGANOLEPTIC	Good	0
APT	Positive	-1
SEDIMENT	Negative	0
ACIDITY	0.13	0
SPECIFIC GRAVITY	1.037	-5
% FAT	8.0	10
% SNF	9.35	1.75
SOMATIC CELL COUNT	501,000	-5

STATUS: **ACCEPT**

Base Price (PHP/kg) 50.00
 Incentive/Deduction (PHP/kg) 0.75
 Price/kg Milk (PHP) 50.75

TOTAL AMOUNT (PHP) 2,030.00

REMARKS: Milk is APT + and the specific gravity is above the standard. It can be a mastitic milk, for confirmation conduct CMTtest. For high specific gravity, the milk may be skimmed off with fat (confirm with the %fat of the milk).

ANALYZED BY: JENNICA JOVE

ANALYTICAL & BRAND WEIGHING

TYPE OF MATERIAL	RAW CARABAO'S MILK			
QUANTITY	40			
RECEIVED FROM	CAMPC			
ADDRESS	Science City of Muñoz			
DATE DELIVERED	31/05/2018			
TIME	8:00 AM			
VEHICLE	Tricycle			
PLATE NUMBER				
ANALYZED BY:	JENNICA JOVE			
		COMPUTATION		
ORGANOLEPTIC	Good	0		
APT	Positive	-1		Put Reason in REMARKS
SEDIMENT	Negative	0		
TA	0.13	0		
TEMPERATURE	20			
SG ACTUAL READING	37			
CORRECTED SPECIFIC GRAVITY	1.03700	-5		Put Reason in REMARKS
% FAT	8	10		
% SNF	9.35	1.75		
SCC	501,000	-5		Put Reason in REMARKS
		0.75		
		50.75		
		Price		
Remarks:	Milk is APT + and the specific gravity is above the standard. It can be a mastitic milk, for confirmation conduct CMTtest. For high specific gravity, the milk may be skimmed off with fat (confirm with the %fat of the milk).			
Notes:	1. Milk parameters to be included in the milk payment scheme are the following: Hygienic quality 1. Base price per kg of raw milk compliant with minimum requirements is P50 2. An incentive of P0.50 will be given For every increase in % Fat 3. An incentive of P0.50 will be given For every increase in % SNF			

ANALYTICAL & BRAND WEIGHING

FOSS DAIRY IN SOUTH EAST ASIA

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ANALYTICAL & BRAND WEIGHING

THE DAIRY TESTING MARKET BASED ON TYPE, TECHNOLOGY AND PRODUCT

FOSS

- Based on Type, the market has been segmented as follows:
 - Safety testing
 - Quality analysis
- Based on Technology, the market has been segmented as follows:
 - Traditional
 - Rapid
- Based on Product, the market has been segmented as follows:
 - Milk & milk powder
 - Cheese, butter & spreads
 - Infant food
 - Ice cream & desserts
 - Yoghurt
 - Others (cream and dips & dressings)

ANALYTICS & BRAND MEASUREMENT

FOS S DAIRY CUSTOMERS IN SOUTH EAST AS IA

FOSS



ANALYTICS & BRAND MEASUREMENT

SE AS IA IS A GROWTH REGION FOR DAIRY - ALL CATEGORIES AND MARKETS ARE FORECAST TO GROW, ALBEIT AT VARYING RATE

FOSS

5 YEAR FORECAST RETAIL DAIRY SALES GROWTH BY CATEGORY AND COUNTRY
CAGR %; 2014-2018f

	Drinking Milk Products	Yoghurt	Cond./ Evap. Milk	Cheese	Butter/Spreadable	Infant Formula/Baby Food	Ice Cream
Thailand	6%	7%	4%	6%	6%	6%	7%
Malaysia	5%	7%	4%	6%	5%	7%	4%
Singapore	4%	6%	2%	4%	3%	7%	5%
Indonesia	7%	9%	4%	10%	7%	7%	12%
Philippines	5%	5%	4%	4%	5%	5%	6%
Vietnam	14%	12%	7%	14%	12%	14%	16%
TOTAL	8%	8%	4%	7%	7%	8%	8%

DAIRY MARKET IN MALAYSIA

FOSS

•Malaysia relies heavily on imports to satisfy its domestic demands for dairy products. In 1970, the import value of dairy products was RM69 million and increased to RM12 billion in 2014.

•Although milk production has increased over the past four decades, Malaysia is still unable to meet the dairy demand of its population. Between 1990 and 2005, consumption of fresh whole milk increased by 33% from 32.9 kg per capita to 43.5 kg per capita (Boniface & Umberger, 2012).

ANALYTICS & BRAND MEASUREMENT

FOSS

- Reported that in recent years, among seven dairy product types, Malaysia is self sufficient in two, i.e., sweetened and concentrated milk and cream, and yogurt.

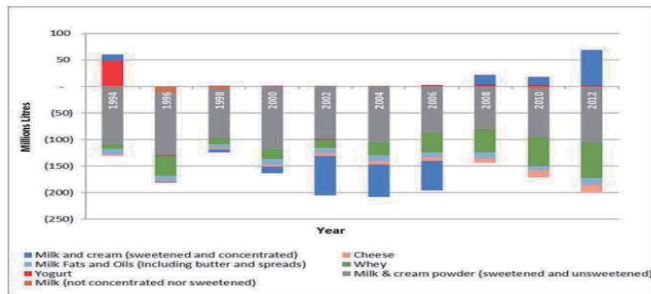


Fig. 2. Food Balance Sheet for Various Dairy Products in Malaysia

Source: COMTRADE, 2015

ANALYTIC & BRAND MEASUREMENT

DAIRY MARKET IN MALAYSIA

FOSS

- Dairy Companies – 26 companies
- Dutch Lady Milk Industries leads sales of drinking milk products with a 23% retail value share in 2016 due to new product launches in dairy only flavoured milk drink, namely Dutch Lady Milky in April 2016
- Dutch Lady Milky was successful due to its use of seven cartoon characters and its availability in three variants which gained the attention of children in particular.



ANALYTIC & BRAND MEASUREMENT

SWEETENED CONDENSED MILK

FOSS



- Fraser & Neave Holdings is the leader in other dairy with a 63% retail value share and MYR452 million in sales in 2016.
- The company leads the condensed milk category with various brands and close relationships with retailers such as Tesco and Giant
- The company's Teh Tarik and Teapot brands are widely accepted by Malay consumers due to their low prices, while the brands are also widely distributed to foodservice channels.



ANALYTIC & BRAND MEASUREMENT

YOGHURT

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- Consumers continue to indulge in yoghurt and sour milk products as part of their lifestyle and treat these products as a snack, as prices are affordable for all consumers.
- Many brands, such as Yoplait, Sunglo, Nestlé and Farm Fresh introduced large packs of 400g, 1kg, 4kg and 15kg. The increasingly large pack sizes, together with discounts such as Anlene offering a 20% price discount, encouraged consumers to purchase in bulk in 2016.
- Malaysia Milk leads yoghurt and sour milk products with a 35% retail value share to reach MYR237 million in 2016. The company has a strong brand portfolio, especially Vitagen, which is distributed widely to primary schools.



ANALYTIC & BRAND MEASUREMENT

WHAT IS THE MARKET TRENDS, KEY COMPETITION

FOSS

•Drinking milk products consists of brands like Dutch Lady, F&N Magnolia, Goodday and Marigold, who are competing in Malaysia's market for drinking milk products, targeting the country's growing middle income class and families, with major sales achieved at convenience stores and supermarkets.

•In addition, there are various premium brands that are perceived to offer high-quality milk and targeting higher income groups by selling at major supermarkets or high-end retailers.



ANALYTIC & BRAND MEASUREMENT

WHAT IS THE MARKET TRENDS, KEY COMPETITION

FOSS

•In the future, Malaysia's market for drinking milk products is expected to continue its strong growth as experienced in the past

•Most consumers have strong considerations regarding health aspects of drinking milk products, so that above average growth is expected for skimmed/low fat fresh and pasteurized milk.

ANALYTIC & BRAND MEASUREMENT

WHAT IS THE MARKET TRENDS, KEY COMPETITION

FOSS

•Demand for dairy products continue to rise, it is imperative for dairy farmers to be equipped with the necessary skills and tools to adapt to the changing needs of today's consumers. To be able to cater to consumer demand, communication linkages between researchers and extension workers with farmers and farm organizations need to be strengthened for effective transfer of knowledge.

•The use of modern technology coupled with effective training programs will enhance farmers' knowledge and skills, resulting in improved local milk production, safety and quality of milk and dairy products

ANALYTIC & BRAND MEASUREMENT

WHAT IS THE MARKET TRENDS, KEY COMPETITION

FOSS

•The demand for rapid method instrument is rising due to the raw material price is increasing. The demand to increase the yield and to save cost and increase profit in dairy /soya sector.

•As for cheese market, consumers continue to display a weak appetite for cheese as their busy schedules discourage them from cooking more at home, instead tending to dine out daily.
•domestic distributors do not focus on educating consumers in the usage of cheese. As a result, consumers in Malaysia will likely continue to not fully appreciate cheese.

ANALYTIC & BRAND MEASUREMENT

INSTRUMENT IN DAIRY PRODUCT AND APPLICATIONS

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Instrument	Product	Application
BactoscanFC	Raw milk	Bacteria cell count
Fossomatic FC/ Fossomatic Minor	Raw milk (cow, buffalo and goat milk)	Somatic cell count
Milkoscan 4000/Msc Mars/ Msc FT120/ Msc FT1 and Msc FT2	Raw Milk (cow, buffalo and goat milk)	Fat, Protein, Lactose, Solid non fat and Total solid
Msc FT120/Msc FT1/ MscFT2	Sterilize milk/ UHT milk/ Cream	Fat, Protein, Lactose, Solid non fat and Total solid
Msc FT120/Msc FT1/ MscFT2	Soya milk	Fat, Protein, Total solid, Sucrose and Total Sugar
Msc FT120/Msc FT1/ MscFT2	Sweeten condense milk / Evaporated milk	Fat, Protein, Solid non fat and Total solid
Msc FT120/Msc FT1/ MscFT2	Yoghurt	Fat, Protein, Solid non fat and Total solid
Msc FT120/Msc FT1/ MscFT2	Ice cream	Fat, Protein, Solid non fat and Total solid
Foodscan	Cheese	Fat, Protein, Total Solid and Salt
NIR DS2500	Milk Powder	Fat, Moisture, Protein and Ash

ANALYTIC & BEYOND MEASURE

FOSS PORTFOLIO

FOSS

Analytical parameters	FOSSolutions	Dairy processing incl. platform control			Payment analysis			DHI analysis		
		Small ¹	Medium ¹	Large ¹	Low volume ²	Medium volume ²	Large volume ²	Low volume ²	Medium volume ²	Large volume ²
IBC	Bactoscan (65-150 g/h)		✓	✓		✓	✓			
SCC	Fossomatic (100-600 s/h)					✓	✓		✓	✓
	Fossomatic 7				✓	✓		✓	✓	
IBC & SCC NEW	BacSomatic	✓	✓	✓	✓			✓		
	MSC FT1/MSC 7RM					✓	✓		✓	✓
	MSC FT1/ FT2		✓	✓	✓			✓	✓	
	MSC Mars	✓						✓		
Compositional - bench	MilkoScreen				✓					
	FoodScan/ DairyScan	✓	✓	✓						
	DS 2500	✓	✓	✓						
	ProfoSS		✓	✓						
Compositional - inline	ProcesScan/Milkostream		✓	✓						

ANALYTIC & BEYOND MEASURE

BacSomatic is dedicated to dairies, low volume payment and small DHI labs

¹Size of the dairy plant
²Number of samples

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ANALYTIC & BEYOND MEASURE

THANK YOU