

ESCA BONA TM

 **AT Supply Side[®]**
WEST

2018



Welcome

Join the Esca Bona Experience

Esca Bona means “good food” in Latin, and this year’s Esca Bona at SupplySide West experience is designed to engage and serve companies working to create a good food system that is regenerative, nourishing and accessible to all.

For the past four years, the Esca Bona Conference in Austin, Texas, has brought together passionate participants interested in stirring up the status quo of food. Hands-on learning and networking are designed to foster interactive discussion around issues such as regenerative agriculture, nutritional transparency and food waste solutions. But how could we amplify that voice?

In Las Vegas, you’ll connect with companies that are looking to build a road map for efforts that are:



Regenerative – delivering continuous improvements to the food supply chain from an environmental, economic and societal perspective;



Nourishing – promoting health-supportive practices and ingredients that nourish and revitalize human health, and strengthen human connections to food, planet and one another; and



Accessible – making it possible for all people everywhere to eat healthy food and benefit from the fruits of a good food system.

Esca Bona at SupplySide West is designed to encourage dialogue among participants, and to showcase thought leadership in action. Speakers from the Rodale Institute, Family Farmed, Terra Genesis, The Hatchery and more will offer their perspectives on these topics and what solutions might look like. Further, brands will give their own perspective on how they’re changing the supply chain with their buying decisions. You’ll also get market trend insights from NEXT and guidance on choosing a co-packer and developing the right specs for product development.

We hope you’ll block time in your busy SupplySide West schedule to be a part of Esca Bona. Together, we can chart a path toward a truly “good food” future.

Best regards,



Carlotta Mast,
Senior Vice President,
Content & Insights



Heather Granato,
Vice President,
Content



Thinking About the Good Food Future

SupplySide West would like to recognize the members of the Esca Bona Innovation Cohort. This think-tank of food and beverage thought leaders helped craft the mission and messaging for Esca Bona at SupplySide, helping to expand the platform for the good food movement in context of how the choices we make can help CPG brands bring innovative products to market while supporting the development of the good food supply chain.

Alyssa Harding

External Relations Manager, Justin's

Amit Sinha

Process Innovation Engineer, Watson Inc.

Andrew Pittz

Owner, Heartland Superfoods

Gina Asoudegan

VP of Mission and Innovation Strategy, Applegate

Glenn Steiner

VP of Supply Chain, Fresca Foods

Jeff Grogg

Managing Director, JPG Resources

Jim Slama

CEO, Family Farmed

Sam Kressler

Commercialization Manager, Culinary & Innovation, Boulder Brands

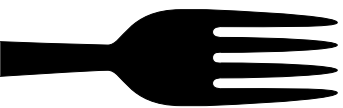
Tim Avila

Founder and CEO, Systems Bioscience

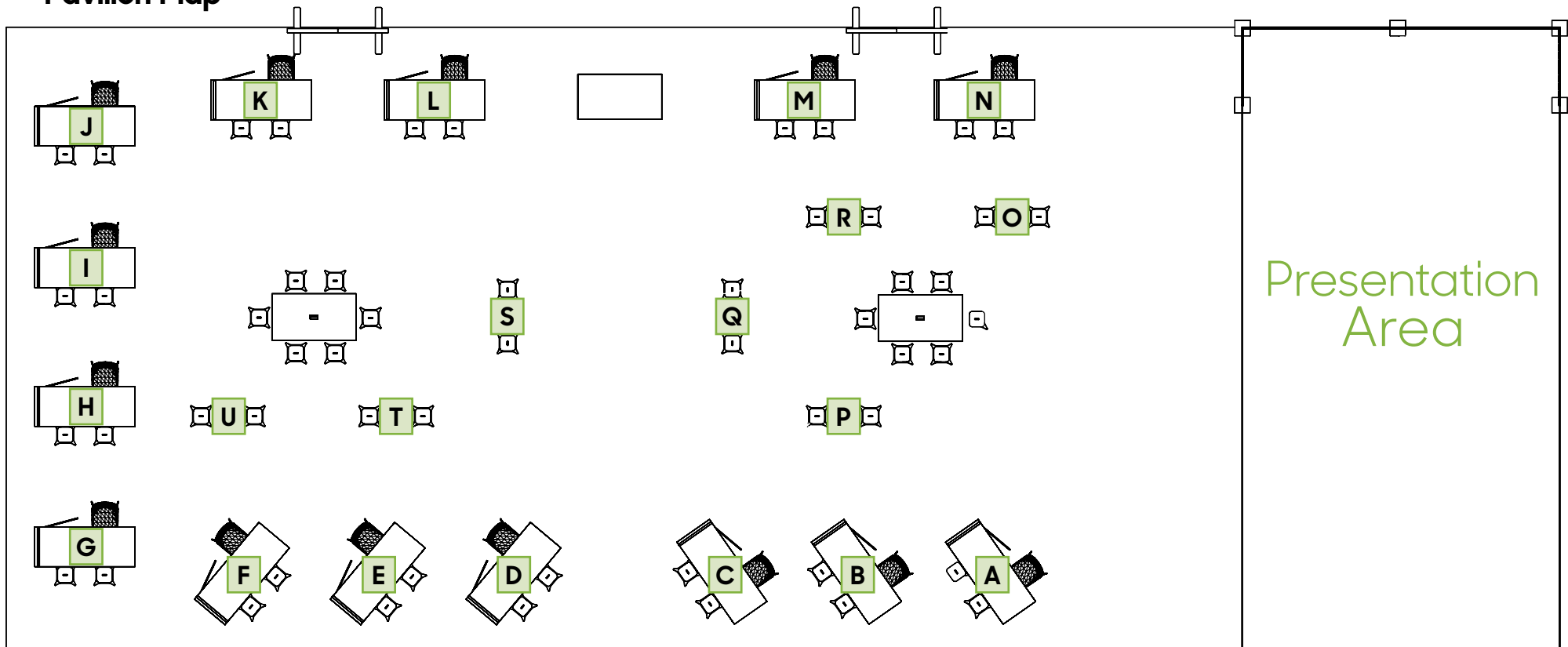
Tyler Lorenzen

President, PURIS





Pavilion Map



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Agenda

Join us Thursday morning at 10:30am for our Opening Breakfast Reception.

Enjoy breakfast burritos, smoothies and special cocktails to kick-off the Inaugural Esca Bona at SupplySide West experience.

Thursday, November 8

Time	Program	Speaker
11:30am-Noon	NEXT Ingredient Trends	Bill Tuohig/NEXT
12:30-1:00pm	Regenerative Ag: State of	Annie Brown/Rodale Institute
1:00-1:30pm	Ingredient Story Showcase	SPONSORED
	1:00-1:05pm	INTRO
	1:05-1:10pm	Watson Inc.
	1:10-1:15pm	Bay State Milling
	1:15-1:20pm	Earth Circle Ingredients
	1:20-1:25pm	Ciranda
	1:25-1:30pm	Nature's Crops International
1:30-2:00pm	Supply Heroes: REBBL & Ixoreal	Palo Hawken & Kartikeya Baldwa
2:30-3:00pm	Do's & Don'ts of a Co-Packer	Will Madden/Whole Brain Consulting
3:00-3:30pm	Ingredient Story Showcase	SPONSORED
	3:00-3:05pm	INTRO
	3:05-3:10pm	PURIS
	3:10-3:15pm	International Agriculture Group
	3:15-3:20pm	VIOBIN
	3:20-3:25pm	Briss Malt & Ingredients Co.
	3:25-3:30pm	Cayuga Milk Ingredients
3:30-4:00pm	Incubating a Sustainable Business	Natalie Shmulik/The Hatchery
4:30-5:00pm	Supply System Assessments	Christian Shearer/Regen Network & Terra Genesis

Friday, November 9

Time	Program	Speaker
10:30-11:00am	What Does Good Food Mean?	Jim Slama, Family Farmed
11:30am-Noon	State of Organic	Brise Tencer/Organic Farming Research Foundation
12:30-1:00pm	Research Funding for Good Food Agriculture	Andrew Pittz & Luis Cisneros-Zevallos, Ph.D.
1:00pm	Ingredient Story Showcase	SPONSORED
	1:00-1:05pm	INTRO
	1:05-1:10pm	Advance International Inc.
	1:10-1:15pm	FrieslandCampina
	1:15-1:20pm	Where Food Comes From Inc.
	1:20-1:25pm	CBD American Shaman
1:30-2:00pm	Developing Specs to Guide Product Development	Brandon Hernandez/Whole Brain Consulting
2:30-3:00pm	Manufacturer's Impact in the Good Food Movement	Liz Myslik, Chief Marketing Officer, Fresca Foods Inc.

ESCA BONA™



Hint: it's latin for "good food"

Stewardship. Access. Nutrition.

Help us carry our food system forward
and provide good food to all.

October 22-23, 2018 | Austin, TX USA

www.escabona.com



Showcasing Supply Chain Partnerships

The Esca Bona Supplier Heroes series is a recurring feature of CPG companies and the suppliers that fuel innovation in the good food supply chain. These features explore the brand story, innovation, supply chain investment, research and partnerships that these companies undertake to improve the food system and consumer health.

[Get the full story at www.naturalproductsinsider.com/esca-bona-supplier-heroes](http://www.naturalproductsinsider.com/esca-bona-supplier-heroes)

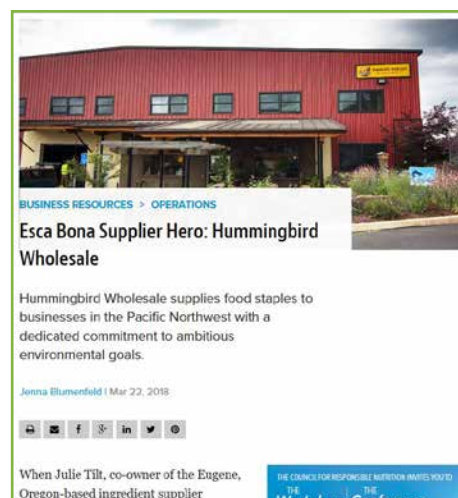
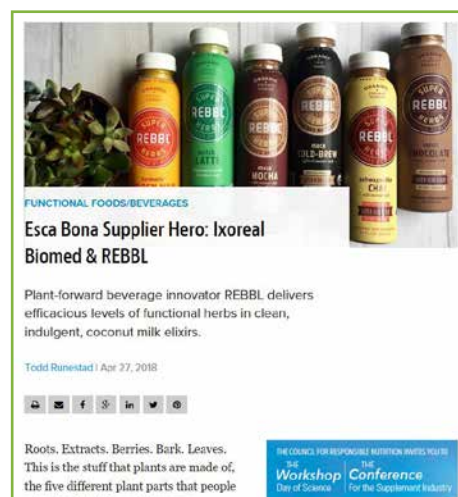
Ixoreal Biomed & REBBL

Plant-forward beverage innovator REBBL is committed to using efficacious levels of functional herbs and plant-powered ingredients, and to sourcing its ingredients in a sustainable way from companies that align with its own social mission. In the case of the actives for its Ashwagandha Spicy Chai, this meant working with Ixoreal Biomed for its KSM-66 Ashwagandha. REBBL shares the KSM-66 story of supply chain transparency down to the farmer level in India, as well as investments in schools and other social programs. **Read more...**

Don't miss the chance to hear from Palo Hawken, REBBL, and Kartikeya Baldwa, Ixoreal Biomed, about their partnership at the Esca Bona stage on Thursday, Nov. 8, at 1:30pm.

Hummingbird Wholesale

Supplying food staples to businesses in the Pacific Northwest, Hummingbird Wholesale has dedicated itself to both great products and an ambitious environmental operation. It operates on 100% renewable energy, and is committed to increasing its organic purchases—up from 86.9 percent of sales in 2015 to 91.3 percent in 2016. This is only possible by developing close relationships with farmer partners that value transparency; Hummingbird even developed a program—Farm Connections—designed to reveal new opportunities to organic farmers across the region. **Read more...**





Supply Chain Heroes



M2 Ingredients

While mushroom mycelium is gaining attention as a powerful healthy ingredient, the biomass products are also positioned for growth, due in part to the focus played by M2 Ingredients. The company started as an ingredient supplier but then invested in the finished products market under the Om Organic Mushroom Nutrition brand to elevate consumer awareness. Open dialogue and a commitment to ingredients that can be utilized in different products has led to an uptick in partnerships, such as its collaboration with Suja Juice; the company turbocharged its kombucha drinks with M2 reishi mushrooms. **Read more...**



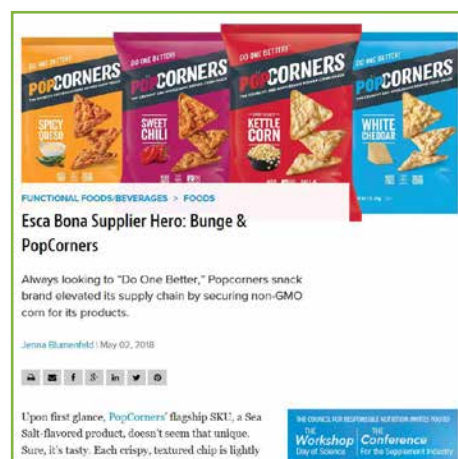
Pur Projet & Alter Eco

Alter Eco not only holds organic, fair trade and B Corp certifications, but also turns out decadent chocolate products that are produced with consciousness for sustainability and to the quality of life of all stakeholders in the supply chain. Through its work with Pur Projet, the companies have dedicated themselves to "insetting" to apply carbon-reduction programs into business practices. For example, while sourcing cacao from ACOPAGRO, a 2,000-member strong cooperative in Peru, the companies worked to fund planting of trees to sequester carbon in the area. **Read more...**



Bunge & PopCorners

PopCorners is dedicated to snacking better, and that meant elevating its supply chain by securing non-GMO corn for its products. It was a high bar, as 92 percent of corn grown in the United States is genetically engineered; collaborating with Bunge allowed PopCorners to connect directly with family farms in Nebraska, 59 of which are now partners in the supply chain. Bunge and BFY Brands, PopCorners' parent company, invested in extending a railway line to get the corn directly to its manufacturing facility in New York. **Read more...**





Supply Chain Heroes

Coffee Flour

Coffee pulp creates substantial waste at coffee processing facilities around the world, filling landfills with a product that can pollute waters and emit methane gas. But one former Starbucks employee developed a process to transform the fruit into a versatile food ingredient, dehydrating the pulp at point of origin and stabilize it to be used in myriad food products. This Coffee Flour contains both fiber and antioxidants, and delivers a tart-sweet taste, one that ReGrained has used to positive effect in its nutrition bars. [Read more...](#)



Esca Bona Supplier Hero: Coffee Flour

Although coffee is one of the most popular crops in the world, most people are unaware of a troubling byproduct that one company is turning into a versatile functional food ingredient.

Jeana Blumenfeld | May 22, 2018

Ranked as the second-most widely consumed beverage in the world, Americans regard coffee in a variety of ways. For some, coffee is purely functional—a potion to stay productive after a

THE COUNCIL FOR RESPONSIBLE NUTRITION PARTNERED WITH THE
Workshop Conference
Day of Science For the Supplement Industry

Natural Habitats

In its efforts to build an ethical palm oil supply chain, Natural Habitats has helped fight deforestation, climate change, habitat destruction and human rights abuses. Through its Palm Done Right campaign, the company is focusing on reframing the discussion and educating stakeholders about the benefits of palm oil produced for social and environmental benefits. This includes a focus on identity preserved (IP) supply chains and partnering with farmers to implement regenerative agriculture practices. Brands including The Good Spread, Nutiva and Dr. Bronners are among those working with Natural Habitats to support its long-term mission. [Read more...](#)



Esca Bona Supplier Hero: Natural Habitats

In its efforts to build an ethical palm oil supply chain, Natural Habitats has helped fight deforestation, climate change, habitat destruction and human rights abuses.


Amanda Harft | Jan 08, 2018

Orangutan species endangerment, rapid deforestation, habitat loss and human rights abuses are all associated with conflict palm oil.

THE COUNCIL FOR RESPONSIBLE NUTRITION PARTNERED WITH THE
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Wedderspoon Manuka Honey

While well known in New Zealand, manuka honey has been relatively under the radar in North America. Wedderspoon Manuka Honey was established 14 years ago to help change that, and remains committed to the beekeepers who share their values and standards. Slow expansion has allowed the company to invest in ethical, sustainable honey production, support of bee conservation and continued transparency with consumers. The company also worked with New Zealand's Ministry for Primary Industries (MPI) to develop a manuka grading system to identify and measure properties in its manuka honey. [Read more...](#)



Esca Bona Supplier Hero: Wedderspoon Manuka Honey

At Wedderspoon Manuka Honey, it's all about taking manuka honey seriously through bee stewardship, valuable partnerships, consumer transparency, and innovative products and packaging.

Gargen Schaefer | Jul 02, 2018

Sore throats. All have dealt with them, and in specific ways—maybe reaching for a throat lozenge

THE COUNCIL FOR RESPONSIBLE NUTRITION PARTNERED WITH THE
Workshop Conference
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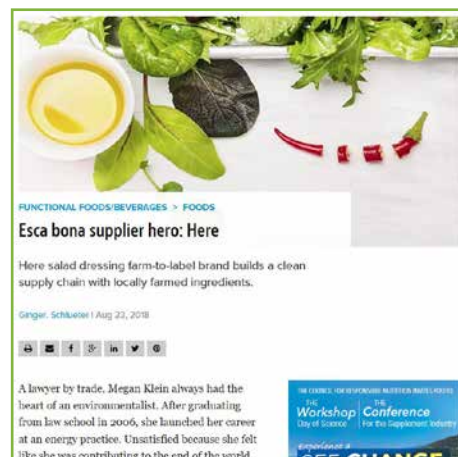


Supply Chain Heroes



Here

The farm-to-table brand Here is dedicating to helping consumers enjoy real vegetables in processed foods, expanding from its salad dressing roots into veggie hummus and cold-pressed juices. The focus is on sourcing local produce, making it the first company to put Michigan beans into fresh, packaged foods for consumers, improving the value chain and supporting family farms. Here is also on track to be B Corp certified, and is working actively with local students to learn about sustainable urban agriculture. [Read more...](#)



Madécasse

Madécasse was founded with the goal to end poverty for cocoa farmers in Madagascar while proving the business of chocolate could be done differently. The company's founders created a vertically integrated bean-to-bar concept, allowing them to work with and buy directly from farmers, and processing and manufacturing its chocolate bars in Madagascar. Madécasse is working with 86 farmers, and redirects costs that it would otherwise spend on certifications into higher premiums to the farmers to help reduce poverty and strengthen relationships. [Read more...](#)



Justin's

From fledgling start-up to national success committed to corporate social responsibility, relentless aspiration drives Justin's, a beloved natural nut butter brand. In fact, as the company looks to the future, it is undertaking myriad initiatives to improve how it does business, including sourcing sustainable palm oil and examining its ingredients to source them organically and/or conflict-free. For example, its new line of nut butters and confections features cashews, which are often produced with unfavorable labor practices and using pieces, which can be tough to trace; the company is actively working on its supplier relationships to address the full range of supply chain concerns. [Read more...](#)





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Growth Sponsors





Growth Sponsors



Looking for a trusted supplier with 15 years' experience of clean label lecithins? Clarkson Specialty Lecithins has the lecithins you need! The industry leader for Certified Organic, Non-GMO, Non-Allergen, and the world's first Non-Solvent Extracted Natural Lecithin. We are the only company in North America with 2 U.S. locations dedicated to the manufacturing of specialty lecithins. We can meet the quality standards and supply your company demands for food, infant, or USP grade lecithins.



Daabon is a sustainable palm oil producer that supplies a variety of natural and certified organic palm oil products including shortenings, hard fats, fry oils, soaps, glycerin and custom oil blends. We have sustainability certifications from RSPO and Rainforest Alliance, as well as kosher, Fair Trade USA, Non-GMO Project and GFSI. Our products are vegan and non-hydrogenated. Our production process is completely vertically integrated to ensure quality and traceability throughout the supply chain.



Introducing



Groupe Lactalis started in the heart of France's dairy regions, Brittany and Normandy. Producing pure, potent and delicious Pronativ®, Native whey protein starts with one single ingredient: farm fresh milk from carefully selected dairy farms. Using our cold filtration, we minimally process the milk and protect the natural form of the protein enabling your body to quickly and easily absorb its full nutritional value. No artificial ingredients, no GMOs and no chemical agents, just protein in its purest form.



Growth Sponsors



Parabel grows and processes LENTEIN which is a protein from water lentils. Our hydroponic ponds recycle 98% of the water, are highly sustainable and we harvest every day. The protein is free of allergens, highly digestible and higher in Essential Amino Acids and BCAA's than other plant proteins including soy. LENTEIN Complete - also contains Omega3, Lutein, Zeaxanthin, vitamins and minerals. Good for protein drinks due to its dispersibility but also for snacks and bars.

ROEPER



C.E. Roeper GmbH is a supplier of natural organic ingredients, offering more just procurement. Roeper provides full supply chain management from raw material sourcing, warehousing and distribution, but most of all superior quality assurance and customized application technology. Being aware of today's requirements in the rapidly changing food and nutritional industry, our focus is on quality and sustainability, creating perfect solutions for our customers. C.E. Roeper GmbH - come to where the nature is!



Waykana is a social Amazonian company that produces Organic Guayusa Products. Guayusa is the most caffeinated leaf in the world and has more antioxidants than green tea and its only found in the Ecuadorian Amazon. Its smooth flavor makes it perfect as an energetic ingredient for any beverage or functional product. We work directly with 200 small farmers from Kichwa communities, making them the protagonists of our business by invigorating the local economy and creating social projects.

BLUE | IS THE NEW GREEN®



There's a new protein... *and it's perfect.*

An innovative *marine protein powder*, now available as an ingredient.

At Advance International, we're enhancing the global food supply chain by producing pure, truly sustainable, highly nutritious protein powder and Omega oil. Our protein source is 100% Wild Oceanic™, Certified Sustainable fish from the Pacific Ocean. It's the most pure, sustainable alternative protein powder commercially available, and APP® may be the best protein ingredient ever offered.

- Perfect Amino Acid Profile
- Sustainable
- Eco Friendly
- Virtually Odorless & Tasteless
- Clean Label



www.AdvanceProtein.com



Esca Bona At SupplySide West Digital Guide Q&A:



Company Name: NaturesCrops International
Contact: Andrew Hebard
Title: CEO & Founder
Email: aheward@naturescrops.com
Phone: (336) 759-7335

How does your company support the "good food" movement?

NCI excels in building sustainable, comprehensive and reliable specialty crop ingredient supply chains that would otherwise challenge brands and farmers to access. We offer unparalleled expertise in developing grains, oilseeds and proteins from native or underutilized germplasm sources around the world. We partner with farming communities and end user brands to build value-added supply chains for emerging crops, offering access to premium markets, enhanced biodiversity and trending ingredients driving the "good food" movement.

What are some of your key ingredients, and can you share a few of the sourcing steps you've put in place to focus on sustainability and transparency in the supply chain?

To address the global trans-fat issue, we pioneered contract growing and processing of high-oleic oilseed crops. To address imperiled ocean forage fish stocks, we pioneered the development and supply of Ahiflower® oil. To address the need for high-emolliency and moisturizing ingredients as "skin food," we pioneered farming and processing of new oilseed crops including meadowfoam and crambe. In all cases, NCI managed farming, processing and manufacturing of the finished ingredient with 100% traceability—effectively "de-risking" the supply chain for NCI's customers while assuring sustainability and scalability.

How do you work collaboratively with your customers to help them achieve their goals in the healthy F&B space?

We listen to our customers' goals and objectives for their products. We propose solutions with industry-leading knowledge of international agriculture, botany and supply

chain management for natural products. All must be risk-managed, sustainable and traceable. We innovate by identifying better crop varieties and better production models with competitive advantages for all stakeholders.

Whether for ancient grains or biologically advanced seed oils, or for new F&B ingredients, NCI forms long-term collaborative agreements with all parties including genetics providers, agronomists who optimize field production and crop processing, growers, and ingredient formulators. Ultimately, it's about making sure everyone enjoys minimal risk and shares in the collaborative rewards. In so doing, we help drive better vitality for people and our planet at every stage.

What is on the horizon in the next few years for your company around the "good food" supply chain?

Much of our product development and crop research work is confidential, however, we balance 'demand pull' and 'innovation push' in our efforts to bring new, game-changing "good food" ingredients to consumers and valuable, biodiverse crops to farmers.

One specific focus is Ahiflower oil. This is just one example of NCI's unique offering to Esca Bona clients. NCI selected and domesticated a native wild plant species that is becoming a household name as a complete and balanced omega super-food. NCI works not just on building a sustainable supply chain, but also on delivering innovative ingredient solutions for our brand partners to enhance their consumer offerings. We are specialists with a proven global track record who can respond rapidly and deliver results with precision and passion.

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NOVEMBER 6-10
 Expo Hall November 8 & 9

Ingredients that Empower Innovative brands



Natural: We partner with farmers to convert plants into clean, safe and consistently performing nutritious ingredients that power the next generation of foods and beverages.

Organic: We deliver an unrivaled portfolio of certified organic plant-based ingredients with know-how in identity preservation and traceability throughout the supply chain.

Sustainable: We provide the most trusted, reliable and sustainable supply chains to our customers using business practices that are economically viable, socially responsible and environmentally conscientious.

Healthy: We enable healthful and affordable food choices through innovative ingredients from the ground up.



SowNaked
20% protein oats



HealthSense
Fiber from the Farm



BeneGrain
sprouted ingredients

Learn More:

Visit us at the Esca Bona pavilion at Supply Side West for more info on our complete portfolio of ingredients



Partner Sourced Ingredients
Quality. Honesty. Trust.

Esca Bona At SupplySide West Digital Guide Q&A:



Company Name: Briess
Contact: Shawn Kohlmeier
Title: Sales Manager – Food Ingredients
Email: Shawn.Kohlmeier@BRIESS.COM
Phone: (920) 849-1381

How does your company support the “good food” movement?

Natural, specialty ingredients from Briess have been contributing to the growth of America’s better-for-you food platform since the early 1980s. Since then, Briess expanded its initial portfolio of 100% pure malt extract natural sweeteners through research, innovation and new processing capabilities. Today, we offer multiple lines of clean-label ingredients characterized by unique characteristics that improve flavor, color, eye appeal and processing, while improving the label of many foods and beverages.

What are some of your key ingredients, and can you share a few of the sourcing steps you’ve put in place to focus on sustainability and transparency in the supply chain?

Our initial portfolio of pure malt extracts has expanded with the addition of natural, gluten-free natural sweeteners that function as alternative sweeteners for cleaner labels. Reduced cook time Insta Grains® ingredients, introduced in 1990, reduce input time and costs, allowing manufacturers to go from concept to market in less time. In addition, our more recent line of Briess whole grain, specialty malt flour ingredients provide natural color and flavor to pumpernickel breads, chocolate sandwich-style cookies, swirl breads and more. Briess ingredients make it easier for food and beverage manufacturers to expand and improve the quality of their better-for-you product lines. Briess ingredients are also versatile, with application in multiple categories including baked goods, bars, cereal, cookies, confection, crackers, dairy, desserts, snack and prepared foods, pet food and more.

Briess capabilities include sprouting, malting, roasting, precooking and grain- and starch extraction. Only raw materials, water and heat are used to produce Briess product lines:

- InnoSweet™ Sprouted Whole Grain Natural Sweetener
- Maltoferm® Malt Extracts
- Malted Milk Powder
- BriesSweet™ Gluten Free Natural Sweeteners
- BriesSweet™ Tapioca Maltodextrines
- BriesSpecialty™ Malt Flours
- Insta Grains® Precooked Grains
- Briess® Roasted grains

Briess sources only non-GMO raw materials. We choose to source our barley from a premium United States barley growing region known for producing barley with less environmental impact because of its unique growing conditions. Other raw materials sourced by Briess also meet strict quality standards, from field to acceptance.

How do you work collaboratively with your customers to help them achieve their goals in the healthy F&B space?

The Briess technical team includes scientists and specialists educated at some of the most respected academic institutions in the United States. We partner with our customers, working directly with their technical and operations teams to help solve their unique color, flavor, texture, processing and label formulating challenges. We pride ourselves on being a trusted and valued supplier through unparalleled customer and technical support and service.

What is on the horizon in the next few years for your company around the “good food” supply chain?

Through growth, research and innovation, Briess continues to support the growth of clean-label trends such as gluten free, reduced added sugar, low fat and whole grain.

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Cayuga Milk Ingredients

Quality Nutrition. Better Life.

Farmer Owned

Our 29 farmers are more than just farmers- they are stewards of their land and cows. This is not a job- it is a way of life. They know that the best ingredients come from healthy cows, so they ensure their cows are well cared for, and they remain 100% compliant with animal welfare best practices.

Our Products are 100% rBST free

- 44% Butterfat Cream
- Ultrafiltered Milk
- Milk Protein Concentrate 85 & Milk Protein Isolate
- LH & MH Nonfat Dry Milk
- LH & MH Skim Milk Powder

Non-GMO Project Verified

As a customer centric and market oriented company, Cayuga now offers all of the products above with the Non-GMO Project Verification.



Serving a Global Food and Nutrition Marketplace

As a farmer-owned company, ensuring cleaner, purer, and higher-quality dairy ingredients is a passion for us. We have a commitment to “always do the right thing- no compromises”. We are driven and take great pride in manufacturing the highest quality dairy ingredients for the global food and nutrition industries.

At Cayuga, we are focused on increasing our sustainability through decreased transportation in an effort to reduce our carbon footprint, utilization of anaerobic digestion at the plant and at the farms to produce gas and electricity, and much more....

We are quality focused solution oriented people who look to create long-term beneficial alliances with our customers around the World.



Level 3





GROW WITH US

CBD American Shaman forecasts 400% growth by 2020

It's no secret that the CBD industry is blooming. Quite literally. CBD has become the new buzzword in wellness, beauty, supplements, fitness, and even in pet news, and is forecasted to hit over \$2 billion in sales within the next few years.

CBD American Shaman has taken the ever-growing industrial hemp world by storm with plenty of "firsts" under its belt! The most recent and arguably most exciting development is the decision to take the company nationwide via a chain of well-informed, ready-to-serve franchise store locations.



Photo courtesy of Abby Laub Photography

Founder and chemist behind the patented cannabinoid nanotechnology process proprietary to CBD American Shaman.

As the premier supplier of organic hemp oil products, CBD American Shaman is one of today's fastest growing companies in the hemp industry, having successfully opened over 100 franchise locations within 4 months of launching its newest partnership programs.

"We are leading historical change!" says **Vince Sanders**, founder and chemist behind the patented cannabinoid nanotechnology process proprietary to CBD American Shaman.

Due to the explosive growth of the company they have developed "Grow with us" a variety of partner

programs, offering aspiring entrepreneurs the chance to start their own business venture in this rising industry. Join their mission of promoting global health and wellness through all-natural industrial hemp oil by becoming a retailer with franchise, wholesale, and affiliate programs available.

"We are leading historical change!"
- **Vince Sanders**

Partners are able to work according to their own schedules, manage their own businesses, and receive exposure in the industry in addition to the competitive discounts and incentives the income earning potential in this industry can be limitless. With the recent success of their new programs, CBD American Shaman aspires to grow an additional 400% by 2020 with an estimated 1,000 franchise locations nationwide.

Thinking about making your own investment? Visit **growshaman.com** to learn how you can get involved.

About CBD American Shaman: CBD American Shaman is dedicated to bringing wellness to the world through ultra-concentrated terpene rich hemp oil derived from all natural, high-quality industrial hemp. All products contain 100% organic, gluten free, non-GMO industrial hemp, free of heavy metals and insecticides, and batch tested using Ultra Performance Convergence Chromatography. A member of the National Hemp Association and Board of Directors for the U.S. Hemp Roundtable, CBD American Shaman supports local farmers and offers fair business practices, philanthropy, and sustainability, to ensure the highest quality products available.

Organic, Non-GMO, Fair Trade



C I R A N D A

COCOAS AND CHOCOLATES

Chocolate, 56% or 70%
Cocoa Butter
Cocoa Liquor
Cocoa Nibs
Cocoa Powder, Alk. or Nat.

COCONUT

Coconut Cream
Coconut Flour
Coconut Milk
Coconut Milk Powder
Coconut Oil
Desiccated Coconut

FLOURS AND STARCHES

Cassava Flour
Coconut Flour
Jerusalem Artichoke Flour
Potato Starch
Tapioca Starch

LECITHIN

Canola Lecithin, Fluid
Soy Lecithin, Fluid
Soy Lecithin, Powdered
Sunflower Lecithin, Fluid
Sunflower Lecithin, Powdered

OILS AND FATS

Cocoa Butter
Coconut Oil
Olive Oil, Extra Virgin
Palm Fruit Oil
Palm Kernel Oil
Palm Olein
Palm Shortening
Palm Stearin
Sunflower Oil, High Oleic

SYRUPS AND SWEETENERS

Agave Inulin
Agave Syrup
Brown Rice Syrup
Crystalline Grape Dextrose
Crystalline Grape Fructose
Honey
Tapioca Dextrose
Tapioca Maltodextrin
Tapioca Syrup
Tapioca Syrup Solids

Cleaning up your label? Let us be your guide.

For 25 years Ciranda has been supplying brands and manufacturers with the highest quality certified organic and non-GMO ingredients, working closely with our network of producers who share our vision for a clean and healthy food system. Our employee-owners work in harmony to ensure consistent quality, reliable supply, and fair pricing for all.



2500 nutritional ingredients

Through our new partnership with Cambridge Commodities, we are providing high quality ingredients, innovation and increased stock lines.

Talk to our team at SupplySide West.



Earth Circle
Ingredients

A Cambridge Commodities Company

877.922.3663 | www.earthcircle.com

**Booth
3421**

Natural, pure ingredients that fuel active lifestyles

FrieslandCampina Ingredients supplies ingredients worldwide to the food and nutrition industries, manufacturers of infant nutrition products, and the pharmaceutical sector.

For our performance and lifestyle nutrition partners, FrieslandCampina Ingredients focuses on the goodness of dairy. It's one of the most versatile, bountiful and nutrient-packed ingredient providers on the planet. We extract the most nourishing components directly from fresh milk, with gentle processing, to create natural, pure solutions that fuel active lifestyles.

In fact, we're owned by the world's leading dairy cooperative of 18,906 member dairy farmers in the Netherlands, Germany and Belgium. That means we can preserve and protect our ingredients at every step of the production chain, starting with what we feed the animals on our dairy farms.

In other words, we keep dairy's goodness intact from grass to glass.

Sustainability

FrieslandCampina's purpose is nourishing by nature. Every day, we actively work to secure better nutrition for the world's consumers and a good living for our farmers, now and for generations to come.

Our ongoing effort to achieve a sustainable production chain starts with sustainable farming, raw materials, reduced energy and water consumption by production facilities, as well as climate-neutral growth.

Products

Our ingredients tap into consumer demand for more natural nutritional solutions to help meet their nutrition, training and fitness goals.

Clean start

Sustainable farming; grass-fed, antibiotic- and rBST-free

Close to the source

Gently processed from our own fresh dairy sources

Label-friendly

Optimized solutions for clean label ingredients

Get to know our new, natural and pure ingredients

Nutri Whey™ Native

A pure product begins with pure ingredients

- Rapid digestion protein
- Purified through Ceramic Micro Filtration
- Minimal additives
- Consistent quality due to controlled whey source



Micelate™ Prestige

Discover the power of natural, long-lasting protein

- Premium prolonged recovery solution
- Native micellar structure¹
- Cold-processed microfiltration
- 95:5 casein:whey ratio



Nutri Whey™ Isolate

Giving dairy protein a clean, new look

- No added sugar, soy or gluten
- No preservatives, artificial flavors or colors
- High protein content
- Low microbiological values
- Allows for low lactose formulations



1. FrieslandCampina expert statement on nativity of the micellar casein structure in Micelate Prestige. Available upon request.

Visit FrieslandCampina Ingredients Booth #3435 and the Esca Bona Booth #5301.

frieslandcampinaingredients.com

NuBana™

Green Banana Flour



International Agriculture Group (IAG), a food technology ingredients start-up company, was founded to bring innovative tropical fruit solutions to food, beverage and supplement companies. NuBana™ Green Banana Flours are ideal for clean label texturizing, bulking for sugar reduction, increasing fruit content and whole food nutrition.



Good for People. Good for the Planet.

Bananas, the most popular fruit in the world, are a convenient snack for hundreds of millions of people consuming billions of pounds annually.

Up to 20% of fresh bananas are wasted, as they do not meet the stringent shape and size requirements of worldwide distributors. Some are used as animal feed, some are dried into green banana flour for local use but the vast majority is left to rot in the fields.

IAG purchases the entire green banana crop, including waste bananas that would be thrown away by the fresh market buyers. Our grower partners use the banana peels for fertilizer and animal feed rather than throwing them away. Instead of a week-long shelf-life of fresh bananas, NuBana green banana flour is good for 24 months!

Three NuBana™ products are available in both conventional and organic forms:

NuBana™ N100 Green Banana Flour – a cook-up flour for gluten-free, sugar reduced formulas and other foods.

NuBana™ P500 Green Banana Flour – instant viscosity for gluten-free, sugar reduced foods, beverages and other ready-to-eat foods.

NuBana™ RS65 Green Banana Flour – prebiotic fiber (resistant starch) for nutrition bars, smoothies and other raw applications delivering digestive health, blood sugar management, weight management and metabolic health benefits.



Resistant Starch – A Hot Health Trend

Resistant Starch is a prebiotic fiber that provides essential fuel for the beneficial bacteria in the gut, and changes the expression of hundreds of metabolically important genes. These genes significantly impact metabolism: resistant starch improves insulin sensitivity a few hours after it is eaten, which helps to maintain healthy blood sugar levels in healthy individuals. It was also awarded a qualified health claim by the U.S. Food & Drug Administration in 2016 for this important benefit.

NuBana RS65 Green Banana Flour contains the highest levels of Type RS2 resistant starch in a whole food, clean label fruit. It also contains potassium and magnesium, important banana minerals that are important for heart and muscle health. NuBana RS65 Green Banana Flour helps people live healthier lives!

THESE STATEMENTS HAVE NOT BEEN EVALUATED BY THE FOOD AND DRUG ADMINISTRATION. THIS PRODUCT IS NOT INTENDED TO DIAGNOSE, TREAT, CURE, OR PREVENT ANY DISEASE.

Contact International Agriculture Group for samples and more information.
+1.908.323.3246 ▪ info@iagnubana.com ▪ www.iagnubana.com

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**International
Agriculture
Group**

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Esca Bona **BOOTH #5301**
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WHEAT GERM OIL

Viobin Wheat Germ Oil is a high-quality extracted oil. Our exclusive wheat germ oil is the highest natural source of Vitamin E and also provides essential fatty acids and octacosanol.

Ask about our Rex Brand animal nutrition line.



**VITAMIN E FOR
SKIN HEALTH**



**FATTY ACIDS FOR
CELLULAR INTEGRITY**



**OCTACOSANOL FOR
HEART HEALTH**



**LIQUID &
CAPSULES**

DEFATTED WHEAT GERM

Nutrient-dense Viobin Defatted Wheat Germ (DWG) provides more than 25% protein, along with fiber, minerals, and other phytonutrients. Our special method of toasting and grinding the germ after the oil is extracted yields an appealing toasted, nutty flavor in a shelf-stable, easy-to-use format.



INGREDIENT EXTENDER



ADD PROTEIN



INCREASE FIBER

PURIS™

- ✓ **BEST TASTING PEA PROTEIN IN THE WORLD**
- ✓ **INGREDIENTS GROWN IN THE USA**
- ✓ **VERTICALLY INTEGRATED SUPPLY CHAIN**
- ✓ **PROJECT NON-GMO VERIFIED**
- ✓ **REGENERATIVE AGRICULTURE AT OUR CORE**
- ✓ **TRANSPARENT EVERY STEP OF THE WAY**
- ✓ **TRUE ORGANICS**

TASTE THE FUTURE OF FOOD.
BOOTH # 5736



We Make Foods Healthier



What are Custom Nutri-Nature™ Premixes?

Nutri-Nature™ Premixes are customized formulations of plant-based and naturally-derived nutrients, which can also be designed for organic compliance and non-GMO certification. Even ingredients such as microgreens, acerola cherries, sunflower seeds, and mushrooms can now be seamlessly integrated into your product for the content claim, but without resultant sensory issues in your finished product or complicated scaling during production.

Nutri-Nature™ Premixes ship with a full data-supported Certificate of Analysis. Nutrient levels are tested and meet specified ranges for content and are disclosed on each C of A.

About Watson Inc.

For Watson Inc., running an environmentally friendly, sustainable business is among our highest priorities. This means continually assessing opportunities to improve in our facilities, manufacturing operations, and employee experiences. From on-site employee gardens, to efficient lighting, to system and equipment upgrades, our wide-reaching efforts prioritize energy efficiency and sustainable practices.

When we decided to take our sustainability strategy to the next level, we knew engaging our employees would be crucial for it to succeed. It has been a very satisfying and meaningful experience; our employees use their strengths, learn new things, and enjoy working collaboratively to reduce our environmental impact.

For four generations, Watson has striven to improve health and wellness around the world. We are committed to sharing our ideas and inspirations with our customers and to helping them to reach their goals. Watson is one of the highest-quality suppliers of products and services geared towards enhancing human and pet nutrition and is a leader in developing quality products and nutritional ingredient systems. Expertise in microencapsulation, agglomeration, micronizing, spray drying, and film technology allows us to develop unique formulations.

Learn more about Watson at www.watson-inc.com.

Edible Glitter™ Natural

Because it's good to have a little splash of fun with your healthy, add sparkle and interest to your finished product, while keeping your label clean, with our all-natural Edible Glitter™ made from gum arabic and food colorants most consumers recognize as "natural", such as cabbage juice, turmeric, radish juice, etc., but with no partially-hydrogenated vegetable oils or added sweeteners. Custom colors and color blends are also available. These colors are applicable to our Edible Glitter Flake, Flavored Edible Glitter, Edible Glitter DC, and Edible Glitter Slow-Soluble product lines.



TELL YOUR FOOD STORY

Food Industry Certification, Verification and Sustainability Solutions

What does Where Food Comes From do?

We are an independent, third-party food verification company. To put it simply: We are the ultimate food nerds! We care about food, how it's grown and raised, the quality of what we eat, what farmers and ranchers do, and authentically telling that story to consumers.

We visit farms and ranches and look at their plants, animals, and records, and compare all of the information we collect to specific standards or claims they want to make about how they are producing food. We strive each and every day to ensure that everyone involved in the food business—from growers and farmers to retailers and shoppers—can count on us to provide authentic and transparent information about the food we eat and how, where, and by whom it is produced.

What types of programs do you offer?

We have numerous programs and divisions, so we're able to meet your needs no matter what type of operation you have! Some of our most popular programs include, but are not limited to,

- Certified Organic
- Non-GMO Project
- HACCP
- Verified Natural
- Gluten Free
- GAP 5-Step Animal Welfare Review
- ABF / NAE
- Safe Quality Food
- Process Verified Program
- American Humane
- Validus Animal Welfare Review
- Validus Environmental Review
- Validus Worker Care Review
- Validus CARE

How does one go about obtaining the Non-GMO Project verification through you?

Great question! It's pretty simple. Just start by reaching out to us via email, phone or visiting our booth. We will get to know your operation or product, and then have you fill out a questionnaire. We will do an assessment based off that questionnaire, which we do not charge for. Once we've reviewed everything, we will get any other ingredient lists, etc.. that we need to verify your product, once we have all of that, we can finalize everything!

Is there anything else I should know before getting involved?

The best way to get more information regarding your operation is to contact us directly. We have an incredibly talented team that will be able to guide you through all of your options. They'll be able to bundle all opportunities together for you. This means one audit for all claims, which in turn saves you time and money!

**Questions?
Visit us in the
Esca Bona
Pavilion!**





A Good Food Future Starts With The Supply Chain

Esca Bona means “good food” in Latin, and we created the Esca Bona At SupplySide West platform to engage and serve companies working to create a good food system that is regenerative, nourishing and accessible to all.

We believe good food is grown, raised, caught and harvested under humane, fair, sustainable and even restorative practices. Good food is gently or minimally processed and contributes to the health of the people who consume it, as well as to the environmental, economic and social health of the communities in which it is produced.

Our vision for Esca Bona At SupplySide West is to champion and build a road map for efforts that are:



REGENERATIVE.

Delivering continual improvements to the food supply chain from an environmental, economic and societal perspective



NOURISHING.

Promoting health-supportive practices and ingredients that nurture and revitalize human health, and strengthen human connections to food, planet and one another



ACCESSIBLE.

Making it possible for all people everywhere to eat healthy food and benefit from the fruits of a good food system

EDUCATION

Location: Expo Hall, Booth #5301

NOVEMBER 8:

NEXT Ingredient Trends

Speaker: Bill Tuohig, NEXT

The State of Regenerative Agriculture

Speaker: Annie Brown, Rodale Institute

Supply Heroes: REBBL & Ixoreal

Speakers: Palo Hawken & Kartikeya Baldwa

Do's & Don't of Choosing a Co-Packer

Speaker: Will Madden, Whole Brain Consulting

Incubating a Sustainable Business

Speaker: Natalie Schmulik, The Hatchery

Supply System Assessments

Speaker: Christian Shearer, Regen.Network/Terra Genesis

NOVEMBER 9:

What Does Good Food Mean?

Speaker: Jim Slama, Family Farmed

State of Organic

Speaker: Brise Tencer, Organic Farming Research Foundation

Research Funding for Good Agriculture

Speakers: Andrew Pittz, Heartland Superfoods & Luis Cisneros-Zevallos Ph.D., Texas A&M

Developing Specs to Guide Product Development

Speaker: Brandon Hernandez, Whole Brain Consulting

Manufacturer's Impact in the Good Food Movement

Speaker: Liz Myslik, Chief Marketing Officer, Fresca Foods Inc.

Visit www.supplysidewest.com/escabona to learn more today!

**Esca Bona at SupplySide West education, content, and events are included with your SupplySide West Expo Hall badge*