

LBDS completes successful International Fuel Ethanol Workshop

Lallemand Biofuels & Distilled Spirits (LBDS) was well represented at the 32nd annual International Fuel Ethanol Workshop and Expo held in Milwaukee, WI on June 20-23. Approximately 2,000 ethanol industry professionals gathered to network and to take in various lectures and presentations. The FEW delivers timely presentations with a strong focus on commercial-scale ethanol production – from quality control and yield maximization to regulatory compliance and fiscal management. The FEW is also the ethanol industry's premier forum for unveiling new technologies and research findings. The program extensively covers cellulosic ethanol while remaining committed to optimizing existing grain ethanol operations. The IFEW is the largest, longest running ethanol conference in the world. This is by far the industry's biggest and main conference and is a must attend event!

Innovation launched at FEW

LBDS was proud to launch a few new products for fermentation. First, we launched two new nutrients for the fuel ethanol market called Nutri-Plex Pro and Nutri-Plex Omni. NP Pro is a protection type of nutrient designed to insure protection and better yeast health in terms of increased temp, fusels, etc. NP Omni is a standalone product for normal fermentation but is more designed to pair with TransFerm Yield+ to increase its effectiveness in yield increase, etc.

We also made public our launch of another biotech yeast designed for the Brazilian fuel ethanol market called SucraMax. This product is designed to increase yield through a reduced glycerol pathway. It is also designed to withstand the rigors of fermentation during the course of a cane crushing season without losing its fermentation ability.

Launching these two products show that LBDS is positioned as the clear leader in bringing innovation and technology to the market: we continue to invest in-the fuel ethanol industry and demonstrate that we are innovators; not followers.

TransFerm[®] Yield + promotion

LBDS used the IFEW platform to continue to promote the benefits of our successful biotech yeast (TransFerm[®] Yield+). This is our successful commercial application of Mascoma's proprietary consolidated bioprocessing (CBP) technology platform. TransFerm[®] Yield+ is the second generation of new technology

designed to decrease glucoamylase usage and also increase yield through a change in a glycerol



consuming pathway within the yeast. TransFer^m Yield+ has become the standard for all yield improvement projects. It has been well established in the industry and continues to grow with over 70 plants utilizing TransFer^m technology resulting in over 7 billion gallons of ethanol produced since beginning 2012 with TransFer^m and TransFer^m Yield +.



The theme of this year's booth was INNOVATION. Lallemand Biofuels & Distilled Spirits staff was ever present in the booth, ready to discuss our diverse product portfolio and demonstrate our commitment to the industry. We went for an old school/new school theme this year. We paired our innovation and commitment to the industry over the course of time. Our graphics and ads were focused on innovation and what we have and will deliver. The booth graphics covered our past innovative products to the new ones coming out the door both conventional and

high tech. We put together a series of concepts to show the evolution of our innovations such as cake, dry and Stabilized Liquid Yeast, yeast nutrients, antimicrobials and now products such as C5 FUEL, XyloFer^m and SucraMax. We also touted the benefits and the market penetration of TransFer^m Yield+. This product is the first biotech fermentation organism that has brought significant yield and margin benefit to ethanol plant producers. This concept is meant to demonstrate that we are the ones who bring new and exciting technology to the market! Our efforts show that we are focused on fermentation and we are THE full service and ingredient supplier for the ethanol industry.



Technical Expertise

LBDS and Mascoma were very well represented in the technical part of the program in the form of a total of 4 presentations. **Craig Wills**, *Yeast Propagation and Optimization*, **Ben Sunderhaus**, *Successful Troubleshooting in a Fuel Ethanol Production Facility*, **Allan Froehlich**, *A New Standard in the Fermentation of Cellulosic Sugars* and **Jack Swanson**, *Yield, Efficiency and Profitability Continued*

All of the talks were well received and there was lots of interaction at the booth after the presentations. Given this opportunity to educate, combined with the yeast introduction shows how LBDS stays in the forefront of continuous improvement for our customers.

All in all, LBDS was well represented technically throughout the FEW program.

Customer Meetings

The 2016 IFEW gave LBDS the opportunity to network and hold various customer meetings to discuss TransFerm Yield+ with a number of current and potential customers. All three days were spent with a number of plant personnel discussing this exciting technology. LBDS came out of the IFEW with a number of promising leads and an assurance that our various partnerships are producing real results.

Customer Appreciation Fund Raising Events for Disabled American Veterans Shootout



Lallemand Biofuels & Distilled Spirits (LBDS) sponsored the 2016 Shootout, in appreciation of our customers, on Monday June, 20 at the Wild Wings Sportsman's Club, Campbellsport, WI.

Customers enjoyed a day of Sporting Clays and a delicious catered lunch. This activity was designed to show our customers our appreciation of the trust that they place in us, as well as networking and having fun in a relaxed setting. Prizes were awarded to the best shooters.

1st place

Joe Lockard, Trenton Agri





2nd place
Scott Bauer, Homeland Energy

3rd place
Adrian Palamaruk, Marquis Energy



Winning Team:
Wade Rummel
Matt Hawkins
Nathan Kemp (Lincolnland)
Michele McGuire (Lincolnland)
Tyler Ferrell (Lincolnland)



In addition to providing a day of shooting, the event also raised over \$1400 for Disabled American Veterans (DAV). DAV is the longest lasting veterans' advocacy and assistance group in the USA. LBDS is proud to contribute to this wonderful organization. Thank you to all whom participated and made the day a memorable one!

Casino Night



In addition to the customer sporting clays event during the 2016 IFEW, Lallemand Biofuels & Distilled Spirits also hosted a casino night event on June 21st at the Milwaukee County Historical Society in downtown Milwaukee.

This event drew approximately 250 customer and industry partners for an evening of fun and merriment complete with a live band and auction. In addition to the shootout, this was another fund raiser for the Disabled American Veterans. Dollar donations were made for all blackjacks and various other winning hands on other tables. All total another \$1,200 was donated.



LBDS in total raised \$2,600 for Disabled American Veterans! A big thank you goes out to all of our customers for your business and support of Lallemand Biofuels & Distilled Spirits. See you next year in Minneapolis!