

LBDS has another successful International Fuel Ethanol Workshop

Lallemand Biofuels & Distilled Spirits (LBDS) was well represented at the 33rd annual International Fuel Ethanol Workshop and Expo held in Minneapolis, MN on June 19-21. Approximately 2,300 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!

Driving Innovation

The theme of this year's booth was DRIVING 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 a theme of showing how we have driven innovation in the industry in terms of fermentation ingredients. We touted our advancements in innovation through the



turbo charged graphics.

Showing advancements such as TransForm, C5

FUEL, SucraMax and our new Nutri-Plex nutrient offerings. The other side shows our commitment to the basics of the industry through our standard offerings such as yeast, yeast nutrients and antimicrobials. Our graphics and ads were focused on innovation and what we have and will deliver. The

booth was designed to simulate the front dash of a vehicle showing the road to the future with all of various advancements shown in the high tech dashboard. We also had a short video mimicking a GPS showing our products, services and how the various biotech yeasts have evolved and the science behind the inventions. We also touted the



benefits and the market penetration of TransFerm 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.

TransFerm® Yield + and YP3 promotion



LBDS used the IFEW platform to continue to promote the benefits of our highly successful biotech yeast (TransFerm® Yield+ and the newest version called YP3). We also had a soft launch of our new TransFerm YP3 which is an extension of the Yield+ line. We continued the tradition of placing a well-placed (and parked) semi-truck that was been branded with LBDS and TransFerm YP3, in front of the convention center. As it was last year, this truck was talked about throughout the week. One of the organizers asked how we got such a good spot

even as he couldn't get a spot there to unload for the show! These two products highlight 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. TransFerm® Yield+ has become the standard for all yield improvement projects. While YP3 is designed to decrease glucoamylase usage even more while increasing yield and extra 1-3%. The TransFerm line has been well established in the industry and continues to grow with over 75 plants utilizing TransFerm technology resulting in over 10 billion gallons of ethanol produced since beginning 2012 with TransFerm, Yield + and now YP3.

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. **Ryan Brock**, *The Basic Chemistry Behind Ethanol Fermentation* as part of the Ethanol 101 symposium, **Caleb Ogden**, *Value of Preventative Maintenance, Calibration, Validation, and Verification of Laboratory and Plant Equipment*, **Wade Rummel**,



Maintaining Consistent Operations by Use of Proper Training and Procedures, Matt Hawkins, Fusel Oils in Corn to Fuel Ethanol Production and Tera Stoughtenger, Poor Plant Hygiene: Things to Monitor and Control for More Consistent and Reliable Fermentation. We were also able to participate in moderating two other panels at the IFEW (**Jack Swanson and Ben Sunderhaus**).

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 programs.

Customer Meetings

The 2017 IFEW gave LBDS the opportunity to network and hold various customer meetings to discuss TransForm Yield+ and YP3 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

Fishing Tournament



Lallemand Biofuels & Distilled Spirits (LBDS) sponsored the 2017 Inaugural Fishing Tournament, in appreciation of our customers, on Monday June, 19th at Lord Fletcher's Old Lake Lodge, Lake Minnetonka, MN.

Customers enjoyed a day of fishing 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 in various categories.

Longest Bass

Pam Burch, Marquis Energy



Longest Any Species

Neal Steffey, Lincolnland Agri Energy



Total Combined Length (team)

- Neal Steffey
- Sandy Steffey
- Jessica Sisil
- Brandon Sisil
- Michele McGuire
- Tyler Ferrell
- (all from Lincolnland Agri Energy)
- Nick Donley
- Jayne Kalbfleisch



In addition to providing a day of fishing, the event also raised over \$2500 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 fishing tournament during the 2017 IFEW, Lallemand Biofuels & Distilled Spirits also hosted a casino night event on Tuesday, June 20th at Sevens Ultra Lounge in downtown Minneapolis. This event drew approximately 300 customer and industry partners for an evening of fun and merriment complete with a live band and auction. In addition to the fishing tournament, 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 \$2,800 was donated.



LBDS in total raised \$5,300 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 Omaha!

