


ANDECHSER[®]
NATUR

Ich fahre in die
Biomilchstraße.

LL 5XU 60

EURO
PART

EURO
PART



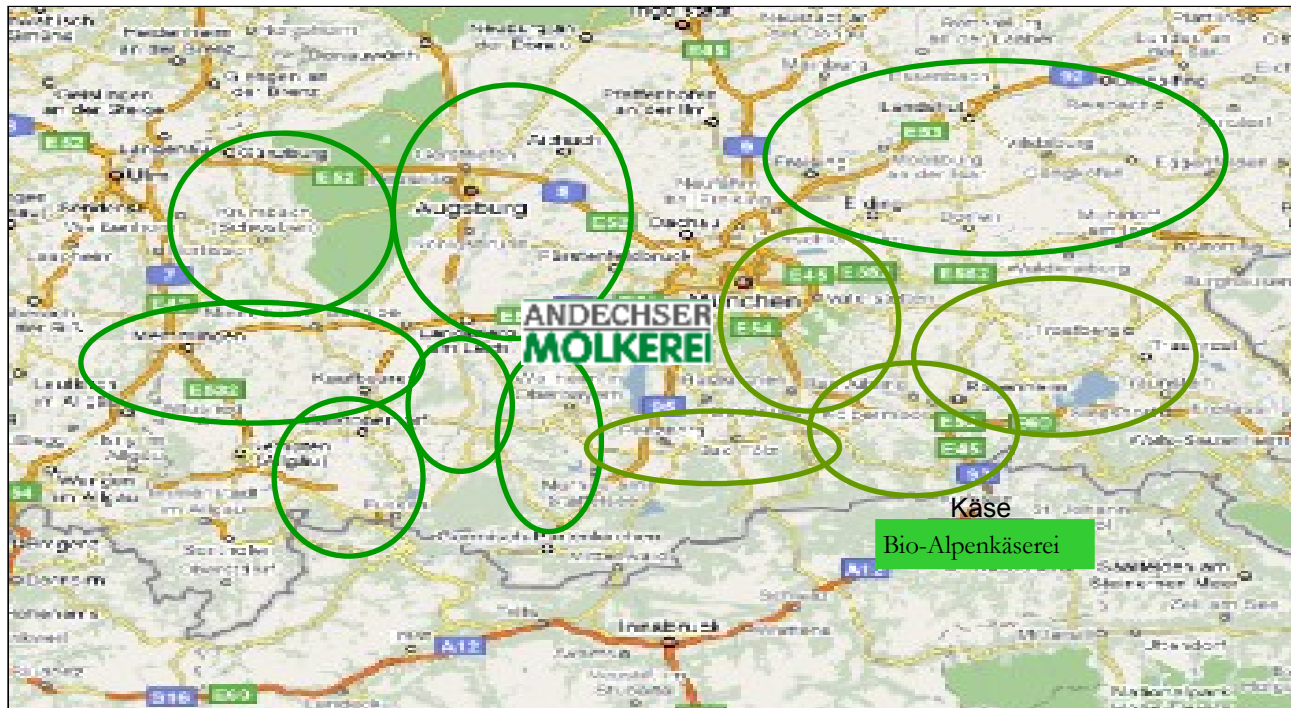
Facts and Figures

- ◆ Organic milk per annum 78 million liters
- ◆ Goat milk per annum 7 million liters
- ◆ Organic milk obtained from 550 farms
- ◆ Employees 180

- ◆ Largest organic dairy in Europe
- ◆ Leader in sales of “white” organic dairy products (does not include cheese, or the so-called “yellow” line)

Where do we get our milk from?

Where do we get our milk from?
der Andechser Molkerei Scheitz mit Ihren
550 Bio- Farmers



Company History

◆ 1900

On property in Andechs, Georg Scheitz's great grandfather owns and operates a dairy farm where cheese is made. But this is not where our story begins: The family tradition of producing cheese dates from about 1720.

◆ 1980

Andechser Molkerei Scheitz becomes the first dairy to sell organic dairy products in deposit-free returnable glass jars and bottles.

◆ Sour cream butter, produced in a wooden butter churn, and handmade curd become the first organic dairy specialties.



Company History

◆ 1988

Andechser Molkerei Scheitz moves into its new dairy building in Andechs.

Quantity of organic milk required to meet demand continues to rise.



Company History

◆ **1994**

Goat's milk cheese production begins.

◆ **1995**

Certification DIN EN ISO 9001

◆ **1997**

EG Eco audit

◆ **2000**

Revalidation and certification according to
DIN EN 14001



Company History

◆ 2003

The dairy cooperates with approximately 550 organic farms. Of the 250,000 liters of milk produced per day, approximately 180,000 liters are organic cow's milk and 11,000 liters are organic goat's milk.

◆ 2004

Andechser Molkerei Scheitz invests in a new PET bottling plant. It is the first dairy in Germany to package organic yogurt drinks and whey drinks in reclosable PET bottles.

Certification IFS higher level



Company History

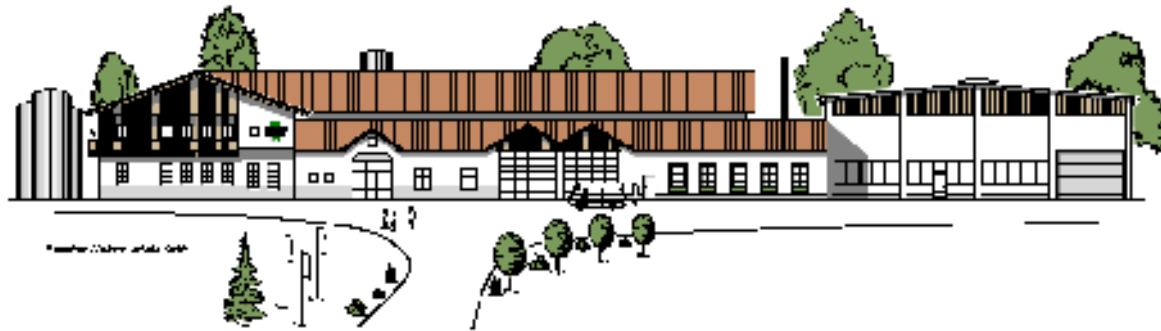
◆ 2005

Andechser Molkerei Scheitz is the first dairy in Germany to convince its conventional milk farmers to convert to genetically unmodified feeding practices.



Company History

2006



- ◆ Andechser Molkerei Scheitz won “Product of the Year 2006” at Germany’s largest organics convention, the BioFach, for its top selling Andechser® Natur Raspberry-Lemon yogurt drink in a PET bottle.



Company History

2007

- ◆ Andechser Molkerei's new address says it all:

Biomilchstraße 1.

That's German for
Organic Milk Street Number 1!



Company History

2008

- ◆ At www.andechser-molkerei.de customers can see where the milk in each product they purchase comes from. The innovation is a first in Germany.

2009

- ◆ As of January 1, 2009 all milk produced is 100% organic.



Our Brand

SEIT 1908

ANDECHSER
NATUR

Organic products

Our Products



Milk, Butter, Cheese and Yogurt Specialties

The “Milk Quantity Model” of the Andechser supply association

The Andechser supply association of milk farmers developed an adaptive “milk quantity plan,” which is to be implemented during the ongoing “milk business year.” Planned steps in the reorganization of milk quantities include:

- ◆ 95 % of the operating milk quota – the so-called “A-amount” – must be paid using the current and fixed milk price.
- ◆ The “B-amount” is the amount that makes up every kilogram of milk produced over this limit and is paid using a lower price – 15 cents per kilogram will be subtracted from the current milk price.
- ◆ The retained drawback of the “B-amount” will be paid off on the whole “A-amount” to every milk farmer at the end of the “milk business year”

The aim of the milk farmers is a stabilization and improvement of the organic milk price with the adaptation of the real requirements on the milk-amount to conserve market potential for themselves and the dairy.

ANDECHSER MOLKEREI SCHEITZ:

Quality is our top priority

ANDECHSER® Quality Guarantee:

◆ Production & Responsibility

Committed organic milk farmers, experienced dairy masters, and professional staff make for first-rate organic products.

◆ Quality & Control

The strictest following of organic guidelines, the most careful processing of raw material and the consistent monitoring of product and production guarantee the highest level of product reliability.

◆ Freshness & Taste

Our company philosophy, “let nature be”, is the reason our customers savor our flavors.

Company Philosophy

The principles of our company are nurtured and carried forth by the commitment of our employees, who bring joy and value to our products through their dedicated work.

We love our work because we know we are providing our fellow people with dairy foods that:

- ◆ are made of natural raw materials, free of harmful substances
- ◆ lovingly processed to ensure the best possible quality
- ◆ comply with the highest organic and food industry requirements
- ◆ are simply delicious

We readily meet the challenges of our time.

Company Philosophy

We strive

- ◆ to be an ecologically modern and socially responsible company
- ◆ to deliberately conform to the demands of UN Agenda 21
- ◆ to form true partnerships with local farmers and with organic agricultural entities, especially those in our own region
- ◆ to be considerate of the needs of our suppliers and customers
- ◆ to openly respond to the wishes and demands of consumers

We desire fair partnerships.

We trust in the future.



Ecopolicy

1. In the processing of organic produce, the natural basis of life is to be preserved.
2. Andechser Molkerei Scheitz has a long tradition of working closely with regional farmers.

Our company contributes to the protection of our natural environment – by increasing the amount of organic products and by encouraging partners to convert to organic farming.

3. The catchment area for untreated milk lies mainly in Upper Bavaria and Swabia.

Our milk and cheese specialties, produced from local milk, are marketed both in and out of the region.

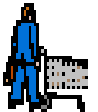
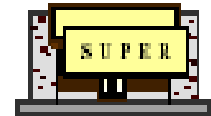
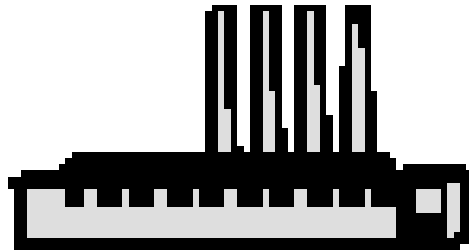
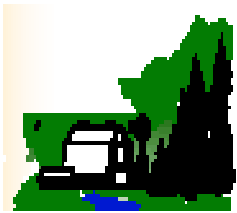
Quality Controls

inspection of suppliers

goods received

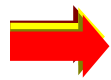
processing and production

final product



Certifications

Year	Certification
◆ 1995	◆ DIN EN ISO 9001:2000 (quality)
◆ 1997	◆ EG-Öko-Audit-Verordnung (EMAS)
◆ 2000	◆ DIN EN ISO 14001 (environment)
◆ 2004	◆ International Food Standard (IFS) ◆ Level: superior



◆ Annual external inspection



◆ Continuous improvements with ever-increasing quality

