



**The knowledge centre for lipid technology**

## What are lipids?

The word lipids is here used as a common name for fatty substances derived from vegetable sources. Common lipids are oils and fats (triglycerides), lecithin (phospholipids) and Vitamin E (tocopherols). Other substance classes such as mono- and diglycerides, fatty acids, prostaglandins and leucotrienes as well as cholesterol and other sterols are also typical lipids.



# The AAK ACADEMY™

## – the knowledge centre for lipid technology

The AAK ACADEMY™ is exclusively for our customers. The idea behind this advanced training concept is basically very simple. A good understanding of lipid technology will help to guide you in your search for the best solution for a given end product. It will also facilitate the dialogue between customer and supplier and help us to create a better job together.

### An extensive database of knowledge

Over the years, AAK has accumulated an extensive database of knowledge on the chemistry and properties of lipids, their modification and application, as well as the needs of our customers in different market segments. This means we are well placed to offer good advice to our customers on a wide range of topics that can lead to better decision-making in their business.

The AAK ACADEMY™ offers wide range of courses. The format is highly flexible, with tuition by experts from staff at AAK.

### The AAK ACADEMY™ offers:

- ◆ Segment-specific courses that focus on a specific application segment.
- ◆ Tailor-made courses for individual customers.
- ◆ Pricing and Purchasing seminars

The location is chosen to suit the participants. In some cases AAK's own facilities are the best option. But AAK ACADEMY™ is also happy to come to you if that is more convenient.

If you choose to come to AAK's facilities you will also have the opportunity to view the production of oils and fats.

### Segment-oriented courses

The courses are aimed at different application segments such as Chocolate and Confectionery, Beauty and Personal Care and various Food Applications.

An AAK ACADEMY™ course for a specific end user segment will include the following elements:

- ◆ Lipid/fat chemistry with a focus on aspects relevant to the target application. We try to answer questions such as:
  - Why do they oxidise and what can we do to prevent it?
  - How can crystallisation be controlled and what aspects are important for the practical use of lipids?
- ◆ Raw materials and manufacture of vegetable oils and fats. Do we really need them all and what are the differences and merits?
- ◆ Processing methods and their effects to enhance quality and functionality are described together with safety issues and practical advice on handling.
- ◆ The role of oil and fat in end products and the effects of processing conditions on texture and sensory properties.
- ◆ The important role of lipids in our diet or for skin health is reviewed from various perspectives.
- ◆ Practical sessions and demonstrations in our application laboratories.

For more details check the programme for each segment.

### Pricing & Purchasing seminar

At the Pricing & Purchasing seminar, you will learn more about purchasing vegetable oils and fats at the right moment. AAK offers you knowledge about the markets – where the various crops are grown, when they are harvested, what the sizes of various crops are, where they are consumed, etc. You will also learn about trading and pricing – where you find relevant information, how AAK keeps you informed, how buying and selling take place and, last but not least, what the price drivers are.

The seminar is for those who buy vegetable oils and fats and wish to increase their knowledge. As we aim to achieve a dialogue with participants, questions and points of view are welcomed during the presentations.

### Documentation and literature

As a participant, you receive complete documentation from all lectures on an USB memory stick.

You also receive your own copy of the "Handbook – Vegetable oils and fats".

The handbook is produced by the AAK ACADEMY™ and contains 250 pages of theoretical and practical knowledge on oils and fats.

### If you would like to participate

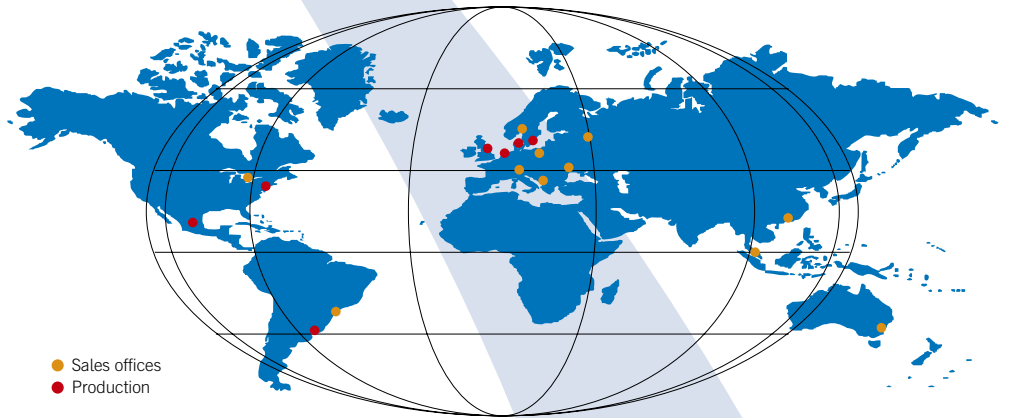
Contact your AAK partner.

More information at [www.aak.com](http://www.aak.com)





## AAK – Wherever you are



## The first choice for value-added vegetable oil solutions

AAK is the world's leading manufacturer of high value-added speciality vegetable oils and fats. The many advantages of these natural and renewable raw materials create opportunities for you in the market segments chocolate and confectionery, food products, and beauty and personal care.

The advantage of our product portfolio is that it consists of natural or modified vegetable oils and fats that have a low saturated fat content and contain desired properties that promote healthier lifestyles.

But we don't just sell products, we offer total value-added solutions. These are comprehensive packages of benefits like new product development, customization, market advice, delivery systems, technical support and AAK ACADEMY™.

Our head office is in Malmö, Sweden, and we have production facilities in Denmark, Mexico, the Netherlands, United Kingdom, Sweden, Uruguay and USA. So no matter where you are in the world, you're within reach of AAK, the first choice for value-added vegetable oil solutions.

[www.aak.com](http://www.aak.com)

### AarhusKarlshamn Denmark A/S

M.P. Bruuns Gade 27  
DK-8000 Aarhus C  
Denmark

Telephone: +45 8730 6000

### AarhusKarlshamn Sweden AB

SE-374 82 Karlshamn  
Sweden

Telephone: +46 454 820 00