

## Tailor made blends – AAK takes responsibility

**There are several advantages with using tailor made blends, Akonino, compared to buying single oils and blend in-house. A very important aspect is that AAK share the responsibility with you and guarantee a set specification of fatty acids etc, however there are more advantages:**

### Four tanks or one

Firstly, the logistical advantage of handling only one oil-blend instead of purchasing individual oils is significant. The supply and demand as well as quality can be optimized. This ensure the oil is consumed in as short time as possible. Buying single oil requires at least one storage tank for each oil. The rate of consumption of the various oils will differ since they are used in different percentages in the blend. The challenge of balancing supply and demand is consequently greater when buying individual oils.

### Full truckloads

Freight costs are an important factor in the total cost, and when buying a tailor made blend, full truckloads will keep these costs as low as possible. Transporting the oils separately may, however, induce difficulties to utilize full truckloads. The different oils may have different turnover rates. A slower turnover leads to higher working capital being tied up in raw material storage since more tanks are needed, and it is likely that in average more oil will be stored in the tanks.

### Improved quality

Oils used in smaller quantities may also need longer storage time before consumed. This will have a negative impact on product quality since longer storage leads to more

oxidative breakdown of the oil. When supplying oil blends we effectively take over the raw material supply and storage for our customers and supply freshly produced oil blends at a rate that matches their rate of consumption.

Better quality, simpler planning and less working capital make blends a more attractive option than single oils.

### Guaranteed specification

After agreeing on a specification for the complete blend, AAK will take the responsibility to ensure that the specification is met for each delivery. This saves the extra work for the producer, who has to optimize the composition depending on variations in the raw materials. When buying a tailor made Akonino blend, this optimization is handled by AAK.



### Tailor made Akonino blends

- ◆ Better quality
- ◆ Guaranteed specification
- ◆ Better addition of antioxidants
- ◆ Simplified planning
- ◆ Improved logistics
- ◆ Less working capital