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Purchasing Specification Raw Material 100015305201

Valid from: 2011.06,07

Valid to:

Milk Cow Whole Powder 26-28% Fat Dry Mix

Status: Approved INTERNAL USE ONLY

| Specification author: | Peter ALEXANDER | |
|-----------------------|-----------------|--|
| Creating Organization | PTC Konolfingen | |

GENERAL DESCRIPTION

Powdered whole milk, spray dried. Derived from cow's milk.

GENERAL REQUIREMENTS

Quality and Legislation

The raw material shall comply with applicable laws and regulations in the country of its destination or Codex Alimentarius, whichever is stricter, unless otherwise specified. If the purchaser has determined specific limits for its own needs, the strictest of the three shall apply.

| Quality | Food grade | |
|---------|--|--|
| | The raw material must not contain any | |
| | substances, materials or biological agents in | |
| | amounts which may represent a risk to consumer | |
| | health. | |

INTENDED USE

| Relevant process | Used in products made by dry mixing without any | |
|------------------|---|--|
| | further heat processing | |

Not for use in Infant Nutrition and Healthcare Nutrition.

SENSORY REQUIREMENTS

| Appearance as is | Absence of lumps with the exception of those which crumble easily | | | |
|------------------------------|--|--|--|--|
| Color as is | White in color, without scorched particles | | | |
| Taste as is | Must be pure, i.e. neither tallowy, nor stale, nor of caramel and must have any other abnormal taste deviations. | | | |
| Sample preparation | 21 g of sample to be dissolved in 150 ml water at 50 °C. | | | |
| Appearance after preparation | Homogeneous, cloudy solution. | | | |
| Color after preparation | White to slightly yellowish. | | | |
| Odor after preparation | Typical of milk, sweet, no off-odors. | | | |
| Taste after preparation | Typical of whole milk, sweet, rich, creamy, no off-taste. | | | |

| | ¥ | |
|------------------------|--|-------------|
| Printed on: 2016.03.17 | Following formats are used in this specification: Dates: YYYY.MM.DD; | Page 1 of 3 |
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PHYSICAL-CHEMICAL REQUIREMENTS

In addition to the limits set by local legislation or Codex Alimentarius, Nestlé has determined specific limits for its own needs. Where applicable these are listed below.

Quantitative

| Parameter | Minimum | Maximum | Target | Comments |
|------------------|-----------|------------|--------|----------------------|
| Moisture | | 2,7 g/100g | | Oven. 102°C. |
| Acidity | | 0,13 %(m) | 1 | ADPI, as lactic acid |
| Crude proteins | 34 g/100g | | | TN*6.38, on SNF |
| Fat content | 26 g/100g | 28 g/100g | | 1 |
| Copper | | 1,5 mg/kg | 1 | |
| Solubility index | | 0.5 ml | | ADPI |

Qualitative

| Parameter | Comments | |
|------------------|---|--|
| Dirt test | Max. disk A (scorched particles ADPI on 25 g) | |
| Foreign material | Free from (state of the art). | |
| Impurities | Free from (state of the art). | |

ADDITIVES

In addition to the limits set by local legislation or Codex Alimentarius, Nestlé has determined specific limits for its own needs. Where applicable these are listed below.

| Parameter | Minimum | Maximum | Requirement | Comments |
|-----------|---------|---------|-------------|----------|
| Additives | | | Absent | |

CONTAMINANTS

In addition to the limits set by local legislation or Codex Alimentarius, Nestlé has determined specific limits for its own needs. Where applicable these are listed below.

| Parameter | Maximum | Requirement | Comments | |
|--------------------------|----------------------|-------------|---|--|
| Antibiotics | | | MRLs (maximum residue limits) according to regulations, or non-detectable by reference method for non-authorized antibiotics. | |
| Cyanuric acid | 2,5 mg/kg | | | |
| Melamine Aflatoxin M1 | 2,5 mg/kg 4 µg/kg | | The indicated limit is based on Codex norm for liquid milk. Local legislation which can be stricter has to be respected. | |

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Annexed 1

Following special Sensory & Physico-Chemical requirements for Milk Cow Whole Powder 26-28% Fat Dry Mix # 100015305201

SENSORY REQUIREMENTS

| Appearance as is | Very fine powder, <u>presence of lumps</u> is desired and somewhat <u>difficult to dissolve</u> in warm water | | | |
|-------------------------|---|--|--|--|
| Color as is | White to yellowish, without scorched particles | | | |
| Taste as is | Must be pure, i.e. neither tallow, nor stale, nor of caramel and must not have any other abnormal taste deviations. | | | |
| Taste after preparation | Pure, clean fresh cow milk i.e. neither tallowy, nor stale, nor of caramel and must not have any other abnormal taste deviations. | | | |

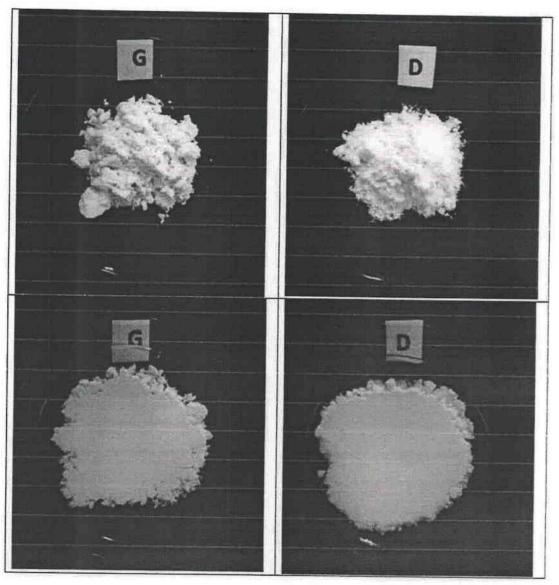
PHYSICAL-CHEMICAL REQUIREMENTS

In addition to the limits set by Nestlé specification # 100015305201, our market has determined specific limits for its own needs. Where applicable these are listed below.

| Parameter | Minimum | Maximum | Target | Comments |
|----------------------|---------|---------|--------|-------------------------------------|
| Fat separation | | | | After standing 1 hour no separation |
| Miscibility | | 5 | | Presence of lumps is desired |
| State of Dissolution | | 4 | | |
| Density | 640 g/l | 690 g/l | | Specific gravity |
| White specks | | 3 | | @ 40°C |

Picture 1. Powder characteristics (Appearance as is)

Comparative pictures representing our WMP profile (G) vs another WMP product (D). The product D does not comply with our sensory profile especially because it does not have the presence of lumps. Product D also is more agglomerated powder and with better wettability



Pictures 2.

Appearance after reconstitution

Same amount of powder dissolved in warm water at 40-50°C and agitated for 30 seconds.

Product D dissolved easily that our product. We expect our product (G) to get some lumps after reconstitution at 40°C x 30 seconds.

