

DK Milk

DK MILK A/S : A SUCCESS CREATED on KNOWHOW & ENTREPRENEURSHIP.

Each year aprx. 300.000 metric tonnes of dairy products are exported from Europe.

DK Milk A/S in Denmark is a trading company, specialized in global trading of bulk dairy products i.e. milk powders, butter and cheese. The company has this year received

The nomination & price: a Gazelle company*. A growth achieved in a difficult global market by being ahead on knowhow.

(* Gazelle company: out of 56.550 Danish shareholding companies, only 1540 companies were in 2009 nominated: "Gazelle".

Gazelle definition: a company having shown growth in turnover of a minimum of : 200% in total over the last 4 balance years).

"It is a very competitive worldmarket in the commoditytrade business. We are from five to ten competing companies, fighting to get every & each order", explains CEO & owner Daisy Krongaard.

DK Milk focuses on export to: the Middle East, North Africa and Far East. The demand for: Political insight, quality-service, delivery on time, bulkbusiness knowledge and financing in the developing countries, is huge and the customers are willing to pay for this. Several multinational customers are part of DK Milk's base.

"As a trading company, we wish to contribute most possible to our customers' competitiveness on their final products. We can do this through our knowledge by getting the most competitive prices for them on the basic milk-ingredients from EU (Australia & USA)" Daisy Krongaard explains, who has 20 years experience in the global Dairy field.

Daisy knows the business inside out and the suppliers and the global customers know who she is. Choosing to export to the developing countries means: very strong & financial solid company Daisy Krongaard has built up, as the only woman globally in a total maledominated dairy businessworld.

"Developing countries need to work with capital. We finance a lot in some countries, which the middle sized dairies can and will not, as well as they will not take the risk in developing countries", explains the Managing Director, who started her business 10 years ago.

DK Milk A/S was going global on exports from day one with no domestic market sales. In DK Milk A/S contracts are negotiated and signed at a high speed. Written notes with a ball point pen on the Managing Director's hand, reveals that the speed is high.

Good in buying and selling and in knowledge. . .

"We speculate in buying in & taking options for ourselves and/or on behalf of our customers. We can do this due to our knowledge of the world market combined with a strong knowledge of trade. Milk prices and quantities, stocks, world market prices and the USD, GBP, EUR etc are daily followed closely", smiles Daisy Krongaard, who is a bachelor in business/ Business Law and has a Harvard MBA & being fluent in 5 languages.

Very Small Margins. . .

As in most commodity-trading houses within dairy, sugar, coffee and corn business etc. the turnover is big & the margins small.

"The world market goes up and down. At the moment we are seeing high increasing world market prices. And as always we have focus on growth, the bottom line and continued accumulation of our capital, to the satisfaction of our banks, too in these days of crisismode in EU", explains Daisy Krongaard.

And the world crisis does not effect DK Milk. – "& We always see the glass as half full instead of half empty.."

"We run crisis management each day, every year, - disregarding the global economy. In a commoditytrading company you have to look out for each DKK earned, so for us it is not a new thing to controle the finances In every & each detail", Daisy Krongaard states.

DK Milk managed in 2007/2008 a result of DKK 5,2 mio. & in 2009/10 DKK 6,5 mio.

In 2009, a new company was formed: DK Ingredients A/S, holding the exclusivity for the Scandinavian market for: Bulk-chocolate & - marzipan from the Schwartau-Group In Germany (Dr.Ötker) & other exclusivities from 2 Italian bulk-ingredients factories. The entrepreneurship goes on..