

ALLAND & ROBERT INVESTS IN R&D TO OFFER ITS CLIENTS BESPOKE PRODUCTS

Convinced that the functionalities of gum acacia can be further developed and improved, Alland & Robert, a global leader in gum acacia, now has invested in new equipment including a laser particle sizer and an ultrasonic homogenizer.

Whilst gum acacia, a 100% natural exudate harvested in the African Sahel, is today used by numerous industry sectors, its various functions and its nutritional and dietary properties are far from being fully exploited. In order to study its potential as well as to bring increasingly efficient technical assistance to its clients, Alland & Robert has recently acquired new advanced tools for its Research & Development department:

- a new laser particle sizer
- an ultrasonic homogenizer

With this equipment it is possible to characterise emulsions - an important application of gum acacia for a number of products (soda drinks, flavourings, perfumes, cosmetics...). More specifically, they allow Alland & Robert to measure the size and distribution of essential oil droplets in the emulsions in order to validate their quality.

These two tools are the latest additions to the extremely sophisticated Size Exclusion Chromatography (SEC) equipment, as well as quadruple detection equipment, bought by the company in 2012 for almost 200,000 euros. Alland & Robert is the only manufacturer in its sector that invested in this kind of research material allowing it to study and characterise polymers by separating the molecules that constitute them according to their hydrodynamic volume (the volume of molecules surrounded by a layer of water).

“As an expert in gum acacia since 1884, we have to offer our clients a high quality service in order to respond to their needs and to develop made-to-measure products.” states Frédéric Alland, CEO of Alland & Robert. *“With this in mind, Alland & Robert has always considered Research & Development as an integral part of its work and dedicates 1 million euros to this*



field every year. We have advanced equipment and we are sometimes the only manufacturer in our sector to have them, thus fulfilling a key commitment to society. That also allows us to identify new functionalities of gum acacia and to improve the quality of our products.”

Alland & Robert's R&D approach is based on two pillars:

- Fundamental long term research for which it collaborates with its scientific and university partners, in particular with UMR IATE (a joint research unit in 'Agropolymer engineering and Emerging technologies') - INRA in Montpellier
- Research that arises from listening to clients and the market, in order to anticipate trends evolution and to support clients facing difficulties with composition and implementation or help them with any technological issues.

About Alland & Robert

Created in 1884, Alland & Robert is a family company based in Normandy. The company is a global leader in gum acacia, a completely natural additive or ingredient used in the food, pharmaceutical and cosmetics industries. In 2014, Alland & Robert had a turnover of 32 million euros, 86% of which was from the international market in 69 countries via 37 distributors. The company has tripled its turnover over 10 years, and continues its development on every continent. Alland & Robert has also made large investments in the installation of facilities to increase its production capacity (around 15 million euros over 10 years). The company employs 65 people at 3 sites in France: 2 factories situated in Eure, Port-Mort and Saint-Aubin-sur-Gaillon, as well as a site in Paris where the management and sales teams are based. To find out more: www.allandetrobert.com