

Contents

Ready, steady, go!	1
Solutions based on innovation	2
Grape skin extract - a natural alternative to synthetic colours	3
Health and wellness: ingredients tailored to each situation	4
PROCHEF - highly functional ingredients for savoury products	5
Coming up: Health Ingredients Europe 2008	6

Publisher: Alsiano A/S
Circulation: 1200 copies

Editor-in-chief:
Jens Hummeluhr
Coordinator, text, lay-out:
Dorthe Andersson

FoodNews is published four times a year and distributed to customers and other interested parties. Reproduction of articles appearing in FoodNews requires prior consent of the author. Alsiano is not responsible for the content of articles written by external authors.

Ready, steady, go!

Alsiano invites the Nordic food industry to an inspiring Food Seminar 2008 which will be held during FoodPharmaTech '08 in Herning, Jutland. The theme of the seminar is innovative ingredients, and besides lectures from 5 of Alsiano's suppliers, Bruno Christensen, expert in consumer behaviour and retail from Retail Institute Scandinavia, stops by to speak about what it takes to be among the winners within the food industry in the future

By Dorthe Andersson, Alsiano A/S

On Wednesday 12 November, Alsiano will for the first time host its Food Seminar in Herning, Jutland in connection with FoodPharmaTech '08. Though the location is new, the concept remains the same: The Nordic food industry is invited to a day of inspiration with interesting presentations from a selection of our suppliers spiced with input from an authority within the industry.

Innovative ingredients

Together with our suppliers, Alsiano can help food manufacturers get more quickly from idea to finished product – a significant competitive parameter. To give you a glimpse of the opportunities offered by some of the ingredients that are "hot" right now, we have the pleasure of inviting the Nordic food industry to our seminar. Focus will be on innovative ingredients enabling food manufacturers to optimise existing products and develop new tasty, healthy products. Below is a brief appetizer of what you can hear about at the seminar:

The good for you protein: Roquette will present their range of Nutralys pea protein which is a highly functional ingredient with great nutritional value. Nutralys is not just well suited for meat and vegetarian products, but is also great in dairy, health and dietary products.

Gelatin as fat replacer: PB Gelatins presents new interesting application areas for gelatin. Since gelatin melts at body temperature and gives both

good mouth-feel and good flavour release, it is a great choice for reduction of fat in processed meat products like cooked sausages and in processed cheese.

RemyLiVe – the most nutritional fiber: RemyLiVe from Beneo-Remy is stabilized rice bran and contains all the nutritional power of rice in condensed form. Being a natural source of fibres, vitamins and minerals, it is an ideal ingredient for healthy whole grain foods.



Making health claims with Orafit inulin and oligofructose:

The use of Orafit inulin and oligofructose as functional food ingredients offers a wide range of opportunities. The presentation from Beneo-Orafit will give an overview of potential health claims that can be made with Orafit inulin and oligofructose under EU Art. 13 regulation. >>



>> **New milk proteins for new applications:** The presentation from International Dairy Ingredients (IDI) will give an introduction to their range of Promilk milk proteins, which are highly functional milk proteins offering interesting opportunities in today's product development.

Get in winning position with Bruno Christensen

Though food manufacturers can get far by using the right ingredients, the

recipe for success is not always all that simple. Health, quality, nutrition, convenience and costs must be considered to satisfy the consumers as well as the retailers. Bruno Christensen from Retail Institute Scandinavia and expert in consumer behaviour and retail, drops by Alsiano's seminar to speak about what it takes to be among the winners of the future. Further, he will give his suggestion of ways to tackle these challenges with the optimum yield/profit.

Make a pit stop at stand 9736 in hall M

Besides the food seminar, you will have the opportunity to meet Alsiano throughout the FoodPharmaTech '08 exhibition from 11-13 November at our booth – hall M, stand 9736.

Make a pit stop at Alsiano's booth and have an innovation meeting with one of our application specialists. We will refuel you with new inspiration and refreshing slush-ice with an interesting twist!

If you would like to know more about the Food Seminar visit www.alsiano.com where you can also register. **Deadline for registration is Thursday 23 October.**

Please note that admission is limited, and participants are registered according to the first come, first served principle.



Solutions based on innovation

Our application specialists are continuously working on new projects. We give you below an outline of our latest developments. Please feel free to contact us if you would like more information on some of the projects

Meat & poultry

Protein enrichment of meat/poultry and convenience products with Nutralys. Nutralys is a highly functional pea protein with great nutritional benefits. In organic products, it can be used in quantities of up to 5 % as non-organic ingredient

Functional pea fibre for emulsified and injected meat/poultry products. Pea fibre ID 142 is a unique product containing fibre, protein and starch from the pea, providing emulsification and stabilisation to end product.

For more information: contact Ulrik Bank Pedersen, ubp@alsiano.com

Convenience

Fruit spread stabilised with rice starch for clean label. Rice is a unique texture provider and does not add any E-number to the label. The fruit spread can be modified in flavour and texture depending on the market preference.

For more information: contact Søren Eybye, se@alsiano.com

Drinks

Ice tea with Rooibos red tea extract from Afriplex. Rooibos has a unique antioxidant effect which is not only healthy, but also helps to preserve the ice tea. Besides the antioxidant effect, Rooibos also provides a nice red/brown colour and tea taste.

For more information: contact Søren Eybye, se@alsiano.com

Confectionery

Gluten-free liquorice (extrusion strings) based on pure rice. It is possible to modify the texture according to new trends and marketing wishes. A recipe for continual production has been developed with specialists in the market. Opportunities regarding sugar reduction and fibre/protein enrichment or an organic version can be developed upon request.

For more information: contact Tage Kusk, tk@alsiano.com or Søren Eybye, se@alsiano.com

Dairy/Ice cream

Clean label sugar reduction in organic dairy products and ice cream: reduce the sugar in organic fruit yoghurts and ice cream keeping the label clean and maintaining 100% organic status.

Low fat/clean label/cooking stable crème fraîche: simplify your process of low fat cooking stable crème fraîche and develop a product with excellent cooking stability and without e-numbers.

For more information: contact Steen Høeg Larsen, sl@alsiano.com



Grape skin extract - a natural alternative to synthetic colours

Grape skin extract from Grap'Sud provides a natural red colouring ranging from dark red to purple and is particularly well suited for beverages, but also great in most other food applications when a natural red colour is wanted

By Grap'Sud Union

Why natural colour?

When synthetic colours arrived on the market, natural ones lost their appeal because they were more expensive, less stable, and offered a narrower colour range than synthetics.

Nowadays, natural colours are back in "fashion" for several reasons: Consumers have become more health conscious leading to a rising demand for natural ingredients. There is an increasing awareness of environment issues, and lately some alarming reports have been published on artificial colours such as the Southampton study (McCann et al, 2007) published last September in *The Lancet*. This study suggests links between artificial colours and children's hyperactivity and has had a big impact although "its assessments provide limited evidence" according to EFSA (European Food Safety Authority). Anyway, food manufacturers are to a still greater extent looking for natural sources of colours to replace synthetic ones, and marketing teams position the brands around their natural aspect.

Natural red colouring

Grap'Sud Union, specialised in grape by-products, is one of the world's largest manufacturers of grape skin extract.

Grape skin extract gives a natural red colouring which goes from dark red to purple. It is very stable in acid conditions and is therefore widely used in beverages. Because the product is available in both liquid and powder form, it can be used in most applications where a natural red colour is wanted.

Applications

In the food industry, the main applications of grape skin extract are:

- Beverages
- Dairy products
- Confectionery
- Flavours

New market opportunities

Grape skin colour's content of anthocyanins and other polyphenols (flavonoids), which are currently being researched for a large number of potential health benefits, opens up new



market opportunities in the nutraceutical industry. If you would like to know more about this issue, please contact Alsiano.

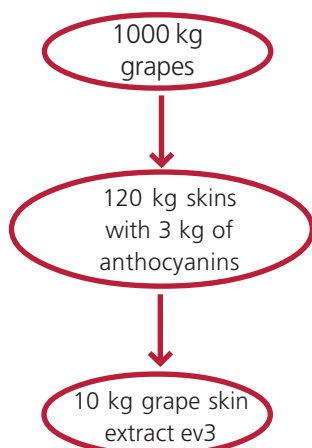
Tailor-made product to each customer

Huge quantities of grapes are required to produce grape skin extract, and the quality of the raw material is crucial for the final product.

For Grap'Sud, it is essential to work in close collaboration with the customer. In order to ensure a stable product all through the year, a specification is issued based on the customer's requirements to make sure that the quality supplied remains the same.

Grap'Sud Union, located in south of France, owns six production sites in France and two abroad (one in Spain and one in Argentina). Every year, Grap'Sud processes more than 200,000 tons of grape skins (50% in France, 50% in Argentina).

From grape to extract:



Article 161

Health and wellness: ingredients tailored to each situation

Meet Roquette at stand H032 at HIE 2008 from 4-6 November in Paris and get a taste of their wide range of ingredients with both nutritional and functional features designed to meet today's demand for healthy products

By Roquette Food Business Unit

This year, Roquette will present a selection of ingredients possessing both nutritional and functional features. Based on wide-ranging scientific data, technical and nutritional studies, consumer surveys, original recipes and innovative ideas, the ingredients are designed to support food producers seeking success in the rapidly developing markets in which products are expected to offer:

Special dietary foods, weight management, and digestive and dental health

These innovative ingredients are adapted to the various needs for the health and well-being of individuals:

- **NUTRIOSE® soluble fibre** makes a reduction in sugar intake, fibre enrichment and prolonged energy release possible.
- **MALTISORB® maltitol** is considered to be the best substitute for sugar.
- **NUTRALYS® pea protein**, a high-quality environmentally-friendly vegetable protein for a balanced protein intake.
- **Pea fibre**, a new generation of highly functional fibres.
- **GLUCIDEX® PREMIUM maltodextrins**, a food ingredient for high-quality, high-safety infant nutrition

See and taste

Because the key to the success of a product is closely related to its recipe, and because tasting the real thing is worth a thousand words, the Roquette

stand will be dedicated this year to the presentation of product concepts supported by samples.

Since it was founded in 1933, Roquette has been processing natural products to meet the needs of food producers. A very wide range of ingredients together with a recognized reputation enable Roquette to offer a variety of solutions aimed at the production of safe, healthy, appealing, practical, profitable and environmentally-friendly products, with clear and credible nutritional values.

About ROQUETTE group:

Using the latest technology, Roquette transforms four key crops – maize, wheat, pea and potatoes – into one of the world's most comprehensive, effective ranges of products for the food, pharmaceutical, paper, corrugated board, fermentation, chemical and industrial sectors. The 600 carbo-

hydrate derivatives currently in production all reflect the innovation, versatility and uncompromising quality with which the company has become associated. The company is also widely recognized for its ability to anticipate and then satisfy customers' requirements. Thus, Roquette has responded to today's demand for healthier products with a range of highly effective ingredients.

Roquette is France's largest and one of the world's most advanced starch and starch derivatives businesses. Backed by a stable and secure financial structure fostering continuity and development, Roquette's reputation has been built on research of international status, some of the most advanced production facilities in the world, a global network of offices and agents, and a uniquely comprehensive, proven service philosophy.

Article 162



PROCHEF – highly functional ingredients for savoury products

International Dairy Ingredients (IDI) has launched PROCHEF – a range of functional milk based ingredients which bring many advantages to your savoury products such as texture enhancement, lower recipe costs, fat reduction and the possibility of replacing eggs

*By International Dairy
Ingredients (IDI)*



PROCHEF in Frankfurt sausages

It is possible to achieve cost savings with PROCHEF, since it constitutes a good alternative to caseinate, which for some time has been subject to price inflation. In Frankfurt sausages, PROCHEF 790 A provides 0.8% of extra yield which results in an 18% cost saving compared to caseinate - see table below.

PROCHEF in cold emulsified sauces

There is a general trend towards healthier foods and thus a growing demand from consumers for reducing/suppressing cholesterol. This is also seen in the market for cholesterol-free dressings, which is a segment steadily growing in Europe. Apart from a healthy positioning (anti-cholesterol), reduction or omission of eggs in these products offers significant advantages like decrease of bacteriological risks, possibility of storage at room temperature, regular quality of raw materials, and ease of use.

In fat reduced mayonnaises (50% fat), PROCHEF 540 A brings substantial spoon firmness, creaminess and strong



As a response to market needs for e.g. reducing recipe costs and developing healthier foods, IDI has launched the PROCHEF ingredients which are based on their functional milk proteins. The PROCHEF ingredients bring functional properties specifically adapted to the manufacturing of cooked meats, sauces and convenience foods.

PROCHEF ingredients are ready-to-use solutions providing:

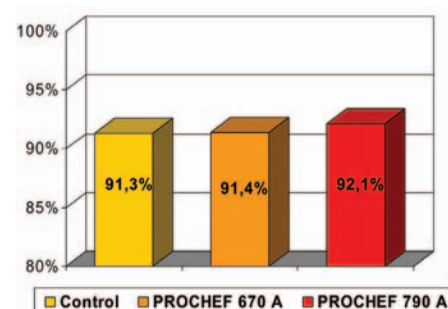
- stable oil in water emulsion
- emulsion stabilisation
- wide range of textures - including a texture similar to egg yolk

Further, IDI offers controlled and constant functionality of the PROCHEF solutions and the possibility of developing custom-tailored ingredients and functionalities.

The following examples of applications will demonstrate some of the great advantages that can be achieved by using PROCHEF ingredients.

Besides cutting recipe costs, PROCHEF offers texture enhancement. Good water retention, a firm structure and juiciness are some of the characteristics that are sought after when making Frankfurt sausages. Tests of Frankfurt sausages made with PROCHEF 670 A show that it provides a better taste and juiciness, and PROCHEF 790 A brings a better taste and a firmer texture compared to Frankfurt sausages made conventionally with caseinate.

Frankfurt sausages: Total yield (steaming + cooking + cooling down + peeling)



mouth thickness, whereas PROCHEF 270 A develops coating and mouth thickness and good cutting resistance. In low-fat mayonnaise (20% fat), PROCHEF 170 A provides coating and mouth thickness and creaminess. In dressings (20% fat), PROCHEF 190 B brings mouth thickness, spoon firmness and creaminess.

PROCHEF can also be used as egg replacement in other savoury products and for instance replace whole eggs in quiche mixtures and dumpling.

Article 163

Coming up: Health Ingredients Europe 2008

Look forward to a trade show packed with everything you can imagine in the area of healthy and natural ingredients plus a comprehensive conference programme when the 5th edition of Health Ingredients Europe takes place from 4-6 November in Paris

Health Ingredients Europe 2008 (HIE) – the industry event for global health ingredients – is going to be 30% larger than its last edition in 2006. This year, more than 500 companies will exhibit at HIE, and the growth is a direct result of the increasing health consciousness among customers constantly seeking healthier and more natural products. This is also underpinned by the fact that ingredients combating obesity, diabetes and other lifestyle diseases make up a fair share of the latest innovations that will be exhibited at HIE. Furthermore, Natural Ingredient (NI), an exhibition which was launched in 2007, will be held alongside HIE. NI showcases natural ingredients for cosmetics, personal care, food and medical remedies.

Health & Natural Ingredients conference

Parallel with HIE, the Health & Natural Ingredients European Conference 2008 will be held. The theme of the conference is leveraging consumer trends to drive product innovation in the food, beverage and cosmetics markets and more than 60 experts will give speaks. The conference is set out in a modular format allowing participants to attend only the areas of specific interest to them.

Meet Alsiano's suppliers at HIE/NI

At HIE and NI you will have the opportunity to meet the following Alsiano suppliers who will be exhibiting:

Afriplex – stand P002

Afriplex specializes in providing high quality plant extracts for food, beverage, pharmaceutical, cosmetic and other industries. Afriplex produces essential oils, plant extracts and herbal tinctures unique to the Western Cape Region in South Africa, and they guar-

antee sustainable production of these indigenous plants. Their wide selection of products includes, among others, fruit pulp from baobab, extract from roiboos and flavours.

Beneo-Orafti – stand F051

At HIE, Beneo-Orafti, specialist in chicory products, will reveal the findings of its latest research on, among other things, UK and US consumer awareness of health and wellness in relation to nutrition. Such research endeavours to discover what marketing terminologies consumers understand and what buying motivations they have in order to further help Beneo-Orafti assist food industry manufacturers to create consumer attractive food concepts.

Beneo-Remy – stand F051

Beneo-Remy, world market leader in the production of rice derivatives, will unveil 3 new additions to its product range: a) a new Nutriz concentrate especially developed for smoothies; b) RemyLiVe, a product composed of the outer brown layer of the rice kernel and c) a new rice starch gel (clean label) with properties like neutral taste, softness and creamy mouth-feel.

Enzymotec – stand E007

Enzymotec is a developer and manufacturer of innovative, lipid-based bio-functional ingredients for dietary supplements, functional foods, clinical nutrition and advanced infant nutrition. Their products fall within three main categories: Cognitive improvement, cardiovascular disease prevention and balanced nutrition for babies and children. Enzymotec is continuously investing in state of the art lipid technologies, clinical trials, regulatory approval, patent protection and marketing activities.

Grap'Sud – stand C094

Grap'Sud is specialised in the manufacturing and sale of grape by-pro-

ducts for various industries: A) The food industry: natural colouring, wine extracts, grape juice concentrates, grape sugar. B) The nutraceutical industry: polyphenols from grape, grape seed extract, anthocyanins, olive polyphenols. Read more about Grap'Sud's grape skin extract on page 3.

Jost Chemical – stand F08402

For 24 years, Jost Chemical Co. has been a manufacturer of high purity specialty minerals for the nutritional, pharmaceutical and reagent markets. Jost is registered with the FDA and operates under bulk pharmaceutical cGMPs. Jost is a global supplier of high purity chemical salts that meet USP/EP/FCC/ACS requirements, where applicable, and are Kosher and Halal certified.

Roquette – stand H032

Using the latest technology, Roquette transforms four key crops - maize, wheat, pea and potatoes - into one of the world's most comprehensive and effective ranges of products for the food, pharmaceutical, paper, corrugated board, fermentation, chemical and industrial sectors. At HIE, Roquette will present their range of innovative ingredients designed to meet today's demand for healthy products – read more on page 4.

Solbar – stand C018

Solbar will be presenting the three isolated soy proteins under the Solpro label that they have launched during 2008: Solpro 957, a low sodium and low viscosity protein to help reduce sodium levels in food products - Solpro 958, a low viscosity and clean flavour profile protein designed for dry blend beverages and meal supplements – and Solpro 960, a low viscosity protein for extrusion of crisps and nuggets.