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LONG ISLAND IFT’S MANUFACTURING SUPPLY, ROUND TABLE DISCUSSION

Join us for something new: a round table discussion of three suppliers of items that will make your plant run more efficiently. Our presenters for the meeting are:

Joel Simpson of the O.Berk Company: A supplier of both custom and stock packaging: glass and plastic containers, a variety of closure options, as well as decorating services.

Michael Scudiero of Island Container Corp.: A supplier of corrugated boxes.

Victor De Leon of the PMT Forklift Corp.: A manufacturer that deals with sales, rentals, leases, parts, and service.

We will be given a short presentation from each representative and they will briefly describe their company and the services they offer.

Come and join us for a unique presentation and leave with some good ideas for the efficient running of your company.
From the Chair:

This will be my final message to you as Chair of our section. When the “gang” (Rich, Carol, Frank, Jay and Steve) approached me to run for Chair, my first reaction was not very positive. I had been retired from business for 15 years and had given up my consulting business shortly after my wife passed away, nearly six years ago. I also let my IFT membership lapse. As many of you know, I am the surviving co-founder of this section. I really didn’t want to get involved again but the “pride of ownership” so whatever you wish to call it, sort of kicked in. I actually had to renew my IFT membership and awarded an Emeritus status (tech speak for an old geezer).

I took the responsibilities of Chair very seriously and I had three goals in mind. The first was to establish a permanent “home” for our meetings, One that was convenient, had ample parking, good food and was affordable. Based upon the feedback I received, that goal has been reached, thanks to the Westbury Manor.

The second goal was to bring you a variety of programs heretofore never considered and never presented. I believe that goal was accomplished with this year’s opening 35th Anniversary party, a fun presentation by former Chair Ron Sasiella on his Guinness World record. You asked for it and the June meeting will consist of a panel of three

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**MEETING PLACE & DIRECTIONS**

Date: Monday, June 4, 2012

Place: Westbury Manor
1100 Jericho Turnpike
Old Westbury, N.Y. 11568

Check website for directions

Times: 6:00PM-7:00PM, cash bar, networking
7:00PM– 8:00PM, dinner
8:00PM-8:40PM, speaker

Price: $40.00 per person

Reservations: Call Carol Zamojcin @ 516-352-5772, anytime before June 1, 2012

**Upcoming speakers and dates:**

IFT Annual Meeting & Food Exp, Las Vegas, NV, June 25-28, 2012, email: info@ift.org

At the pre meeting short course, “Flavor Interactions” on June 24, 2012, Frank Vollaro (of Comax Flavors, and LIIFT) will present his topic “Monitoring Flavor Quality With Analytical Methods”

LIIFT new meeting year for 2012-2013 begins on Oct. 1, 2012
Flavors offer a bundle of benefits
By Jeff Gelski, Food Business News, Dec. 6, 2011

Flavors may assist the food and beverage industry in several ways. For restaurant operators seeking to attract recession-weary customers, unique flavors may invigorate traditional menu items. For companies looking to create products with simple/clean labels, flavors from natural sources are available. For companies confronting say, this year’s rise in peanut costs, flavorings may reduce the amount of nuts they use.

Food service customers are hesitant about spending, but 42% said they are more likely to try new flavors than they were a year ago, according to the “Flavor Consumer Trend Report” released Nov. 17, 2011, by Chicago-based Technomic, Inc. The survey included more than 1,500 consumers and found 52% express a preference for restaurants that offer unique or original flavors, up 42% for those polled two years ago.

“There is only so much you can do with pricing until your profit margins disappear,” said Darren Tristano, executive vice-president of Technomic. “So you have to look at ways to differentiate your brand. Incorporating unique flavors into existing menus can be a low-cost and easy way to grow sales and attract new customers.”

For example, sweet, hot, smoky, spicy, and fruity flavors may differentiate pizza products. For hamburgers, globally inspired flavors are moving Pan-Latin, Asian and Italian interpretations into the mainstream.

Natural flavor acquisitions
Flavors from natural sources also may spark consumer interest. According to the Nielsen Co., U.S. supermarket sales of products promoted for natural benefits reached $23.3 billion for the 52 week period ended June 11, 2011, which marked nearly a 10% increase from $21.3 billion in the previous 52-week period.

“What seems to be top of mind for consumers, and manufacturers as well are terms like ‘organic,’ ‘natural,’ ‘clean,’ ‘green,’ etc.,” said Agneta Weisz, vice president of flavors and technology for Comax Flavors, Melville, N.Y.

Symrise AG, Holzminden, Germany, in September 2011 conducted a two-day event in Norderingen, Germany, that focused on the natural trend in the beverage industry. Birgit Gebhard, managing director of Trendbüro Hamburg, a German-based business that observes trends, presented research results on the idea of natural. She said it plays a role among high-income groups in Europe and also in growing middle classes in other areas of the world, such as Latin America and Asia-Pacific.

Frank von Keutz, vice-president BU Beverages EAME for Symrise, said, “Beverage Inspiration Day confirmed that naturalness is a global trend affecting all regions in different ways. To sum up our insights from the two-day event, nearly all consumers around the world prefer products made from natural ingredients. We thus put high priority on continuing to further develop natural beverage concepts and give our customers and the consumers what they want.”

Symrise has a Sorocaba, Brazil, location in the center of a citrus plantation and a U.S. location in Teterboro, N.J.

An acquisition announced in September 2011, involved natural flavors. Wild Flavors, GmbH, Zug, Switzerland, on Sept. 12, 2011, said it had acquired A.M. Todd Group, Inc., a provider of mint flavors and ingredients and based in Kalamazoo, MI.

“With the addition of A.M. Todd’s mint product portfolio, Wild will be able to combine the advantages of natural mint oils with its specialized technologies in health ingredients, colors, taste modification and flavor,” said Emily M. Hibbs, marketing and public relations coordinator for Wild Flavors, Inc., Erlanger, Ky. “This will further Wild’s innovative and natural solutions for a variety of food, beverage, functional and confectionery applications.”

Coping with nut prices
The U.S. Department of Agriculture in its Nov. 9, 2011 Crop Production report estimated 2011 U.S. peanut production at 3,648.5 million lbs. down 12% from 2010. Peanut prices were more than 62c per lb. on Nov. 18, 2011, which compared to about 26c per lb a year ago.

The Nov. 9 report also forecast pecan prices to be sharply higher this fall because of drought in key growing areas and demand from China. Ms. Weisz of Comax Flavors said that pecan prices may hit $11 per lb. or more in supermarkets in 2012, which compares with $7 per lb. in 2007.

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Nut flavorings from Comax Flavors may help food manufacturers save on costs, according to the company. Peanut flavors and pecan flavors may be used in such applications as baked foods, confectionery items, beverages and dairy products. Comax Flavors offers the peanut flavors and pecan flavors as natural or artificial, oil-soluble or water-soluble, and with varieties containing the named ingredient as well as those that are allergen free.

“Comax Flavors works individually with each manufacturer to develop flavor formulations based on the specific product,” Ms. Weisz said. “There are many variables that are taken into account with each and every proprietary formulation. As such, the reduction of peanuts/pecans could greatly vary.”

Joe Laino, Sr.

LIIFT Election Results:

Chair: Dan Massetti (10 votes)
write-in: (0 votes)

Chair Elect: Joe Minella (10 votes)
write-in: (0 votes)