



## ACCURATE INGREDIENTS

Your Food Ingredient Resource



### NEW Food Concepts and Ingredients.

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## ACCURATE INGREDIENTS CELEBRATES OUR 25TH YEAR!

The year was 1981. IBM introduced the Personal Computer, the DeLorean sports car hit the market and MTV was created. That was 25 years ago. Do you remember who won the World Series (*answer on page 4*) and what you were doing?

Frank Wells and Jack Sollazzo were busy starting a new food ingredient brokerage—Accurate Ingredients—with their first suppliers Cal-Compac Foods (Gilroy Foods), Ajinomoto USA, D.D. Williamson and what is now called Legacy Foods, companies Accurate is proud to continue to represent today. Accurate's initial focus was spices and flavor ingredients, which are still an

essential part of a much broader spectrum of ingredients today.

In 1983, the final episode of MASH aired and Accurate Ingredients established sister company Ingredient Resources to provide food ingredient distribution, trading, import and export.



Five years later, as McDonalds opened their first location in the USSR, Accurate Ingredients West was incorporated, managed by new partner Mike Kilfoy, adding new coast-to-coast service capability.

Accurate continued to grow and helped to pioneer many innovative ingredient products, partnering with quality suppliers such as Butter Buds, McIlhenny Tabasco Brand Products and Lea & Perrins Worcestershire, to name a few.

Today, Accurate continues to grow and change along with the dynamic food industry. Providing local service to our customers by sourcing ingredients on a global basis, our people pride themselves on listening and responding to the customer's needs. Many things have changed in twenty-five years—the DeLorean is long gone and IBM no longer makes the PC—but Accurate Ingredients remains a vibrant and innovative food ingredient resource. Accurate Ingredients and Ingredient Resources will continue to listen to our customers and shape the business to meet the industry trends.

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# Product Spotlight

EXCITING NEW INGREDIENTS CREATE NEW OPPORTUNITIES FOR INNOVATIVE PRODUCTS.

## › Organic Caramel Color And Caramelized Rice Syrup Available

D.D. Williamson, the world leader in caramel color, announces its launch of the first certified organic caramel colors manufactured in North America. The company developed the new products in response to consumer trends and resulting ingredient demand from its customers in food and beverage processing. Caramel color, manufactured from the controlled heat treatment of carbohydrates, is the world's most widely consumed (*by weight*) food color.

The new organic products — sucrose-based Caramel Color and Caramelized Rice Syrup — are designed for D.D. Williamson's customers to formulate in foods and beverages labeled "organic." Food processing customers using either product can label "organic caramel color" on ingredient declarations in the United States.



## › New Fiber Is Excellent Water Binder

Fiberstar, Inc. is a privately owned research and development company focused on improving food freshness and nutrition with the use of a new product they developed called EnhancedNaturalFibers™. These fibers can be used as additives to improve the physical and functional characteristics of a wide variety of industrial, food, nutraceutical and medical applications.



Fiberstar's new ingredient is Citri-Fi®, an all-natural product produced from citrus pulp. Citri-Fi is produced from a plant fiber, but its primary function is not as a dietary fiber but rather as a moisture management tool. It has the ability to manage moisture in various food products (*an application such as binding free water in cole slaw and salsa*). The tightly bound water or oil is held within the fiber matrices and reduces gumminess and syneresis, and enhances product quality and sensory characteristics such as softness, freshness, flavor, aroma and texture.

In addition to improving the eating qualities of baked goods, one of Citri-Fi's competitive advantages is that it increases yield, providing an offset against the cost of using Citri-Fi.



## › Innovative Sun-Dried Tomato Products Introduced



Valley Sun, located in the Central Valley of California, has been producing sun-dried tomatoes for over 100 years. The Central Valley is uniquely ideal for drying sun-dried tomatoes with temperatures in the upper 90's and low 100's for a good portion of the summer, and cooler temperatures in the evenings. Valley Sun tomatoes are sun-dried in the world's largest and most advanced processing facility, where state-of-the-art technology and equipment assure a product of unparalleled quality.

In 2005, Valley Sun introduced new and innovative products including Organic Sun-Dried Tomatoes (*Certified by Oregon Tilth*), Natural (Sulfite-Free) Sun-Dried Tomatoes, Six Varieties of Intensified Flavored Sun-Dried Tomatoes and Sun-Dried Tomato Paste and Puree. In 2006, Valley Sun will be introducing Roasted and Grilled Sun-Dried Tomatoes.



# Marketplace Update

*In each issue of **What's New**, we will offer our analysis of changes in ingredient markets to help you in your planning. In this issue, we offer this overview of the onion and garlic markets.*

## ONION & GARLIC

The dehydrated onion and garlic market continues to struggle. In May 2006, ASTA (*American Spice Trade Association*) met and discussed this very topic. As many are aware, Defrancesco & Sons which had been in business since 1968, closed its doors this year.

**Here is the 2006 season onion and garlic outlook:**



### ONION

- Onion growing areas in the US are CA (*Imperial Valley, Bakersfield, the San Joaquin Valley, the largest growing area, and Tulalake*) and OR (*Hermiston & Boardman, Oregon about 150 miles east of Portland along the Columbia River*).
- 2005 has been unusually wet in the spring in California with an unusual amount of rain in April! This wet weather has affected the southern crop, which limited plantings.
- Southern crop looks good. Harvest usually starts in May; this year Sensient started early in April. It is assumed that Sensient started earlier than usual since they were very short of onion inventories.
- Northern growing area is about two weeks late due to the wet weather.
- Onion inventory levels are extremely low. Processors have virtually no carry-over from the last crop.
- Low micro onion (*TPC <300,000 & <100,000*) is very short and forecasted to be tight. This is again attributed to the wet winter and smaller acreage in the Imperial Valley.
- Biggest issues are costs of fuel.
- Oil is affecting the cost of everything from fertilizers to pesticides to powering equipment to run field equipment and dehydrate the crops.
- Hauling costs will be up due to the high cost of diesel fuel.

### GARLIC

- Garlic is predominantly grown on the West Side of the Central Valley in California.
- New crop harvest begins in July.
- World-wide inventories are very low.
- 2006 crop is estimated to be only 77% of the '05 crop due to limited seed.
- Chinese supply is down due to large internal use and its fresh market.
- Cold and wet December may negatively impact the yields. This still is being evaluated.
- Strong Chinese fresh market demand continues, limiting supply to dehydrators.
- Quality issues continue.



# MEET THE NEW SUPPLIERS REPRESENTED

## BY ACCURATE INGREDIENTS

**Senba USA** • Miso, custom mixes, edamame powder, green tea extract, sesame seeds.

[www.senbausa.com](http://www.senbausa.com)

**Nikken Foods** • Seafood extracts, concentrates and powders.

[www.nikkenfoods.com](http://www.nikkenfoods.com)

**SpringThyme** • Infused oils: herb, spice, chili, vegetable and fruit.

[www.springthyme.com](http://www.springthyme.com)

**Jardox** • Soup stocks, marinades, fonds de cuisine, glaces de viande, and powder blends.

[www.jardox.com](http://www.jardox.com)

**Fiberstar** • All natural citrus pulp fiber, colorless and flavorless.

[www.fiberstar.net](http://www.fiberstar.net)

**Hain Celestial** • All natural and organic ingredients from Arrowhead Mills, Deboles Pasta & Spectrum Oils.

[www.hain-celestial.com](http://www.hain-celestial.com)

### Accurate is proud to be members of the following industry groups:

- |   |   |  |
|---|---|--|
| American Spice Trade Association                          | • | <a href="http://www.astaspice.org">www.astaspice.org</a>               |
| Association for Dressings & Sauces                        | • | <a href="http://www.dressings-sauces.org">www.dressings-sauces.org</a> |
| Institute of Food Technologists                           | • | <a href="http://www.ift.org">www.ift.org</a>                           |
| National Association of Flavors & Food Ingredient Systems | • | <a href="http://www.naffs.org">www.naffs.org</a>                       |
| Research Chefs Association                                | • | <a href="http://www.culinology.com">www.culinology.com</a>             |
| Organic Trade Association                                 | • | <a href="http://www.ota.com">www.ota.com</a>                           |
| Northeast Dairy Association                               | • | <a href="http://www.neastda.org">www.neastda.org</a>                   |
| Women In Flavor & Fragrance Commerce                      | • | <a href="http://www.wffc.org">www.wffc.org</a>                         |

## CALENDAR OF EVENTS

IFT Annual Meeting & Food Expo  
**June 24 - 28**

Northeast Dairy Association Annual Clambake  
**July 12**

Western NY IFT Golf Outing  
**July 25**

Bluegrass IFT Supplier's Night  
**October 10**

CT Nutmeg IFT Supplier's Night  
**October 11**

Association for Dressings & Sauces Annual Meeting  
**October 15 - 17**

Philadelphia IFT Supplier's Night  
**November 1**

Chicago IFT Supplier's Night  
**November 8**

 **ACCURATE INGREDIENTS**

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 **INGREDIENT RESOURCES**

An Accurate Ingredients Affiliate

160 Eileen Way, Syosset, NY 11791 • Tel: 516-496-2500 • Fax: 516-496-2516

3617 W. MacArthur Blvd., Suite 509, Santa Ana, CA 92704 • Tel: 714-966-0566 • Fax: 714-966-2638

[www.acing.net](http://www.acing.net)

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