



PHO Removal 201

2015 Recap

IOI Loders Croklaan

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together*



IOI GROUP

PHO Removal 201 2015 Schedule

Classes Held

March: 14 Attendees

May: 12 Attendees

August: 14 Attendees

October: 8 Attendees

Future Classes

December: 6 RSVPs so far

Totals

- We have hosted 48 attendees
- *from* 26 companies

PHO-On-The-Go Pinnacle: 40+ Attendees



PHO Removal 201

Day 1 Itinerary

8:30 am		Continental Breakfast and Check-in
8:45 am	Shellie Kramer, Marketing Manager	Welcome and Introduction
9:00 am	Mike Duffy, QA Auditor	Food and Food Safety Training
9:15 am	Gerald McNeill, Vice President R&D	Nutrition of Fat/History of Saturated Fat vs. Trans Fat
10:15 am		Break
10:30 am	Harold Kazier, Applications and Technical Manager	Understanding Fats and Oils
11:30 am		Lunch
12:30 pm	Harold Kazier, Applications and Technical Manager	Replacing Trans Fat
2:00 pm	Harold Kazier, Applications and Technical Manager	Hands on Bakery Demonstration • PHO and Non-PHO Cake • PHO and Non-PHO Icing • Ice and Decorate Cakes
4:30 pm		End of Day 1
6:00 pm		Depart for Aloft Hotel
6:30 pm		Shuttle Departs Aloft Hotel for Dinner
		Dinner hosted by IOI Loders Croklaan
		Coopers Hawk Winery & Restaurant
		1740 Freedom Dr., Naperville, IL 60563

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Day 2 Itinerary

8:30 am		Continental Breakfast
8:45 am		Taste Cakes
9:00 am	Mark Weyland, Product Manager	Palm Sustainability
9:45 am	Kurt Engel, 2 nd Shift Lead	Quality Control & Analysis of Fats & Oils
11:00 am		Break
11:15 am	Harold Kazier, Applications and Technical Manager	Hands on Demonstration • PHO and Non-PHO Cake Donuts • PHO and Non-PHO Spicy Mixed Nuts • PHO and Non-PHO Chocolate Coating
2:45 pm		Lunch
4:45 pm		Plant Tour
6:00 pm		(please note a signed NDA is required to participate in the plant tour)
7:00 pm		Summary Discussion
		Shuttle Departs for Aloft Hotel

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Attendees

Ventura

MiFi

Batory

Roskam

Gilster Mary Lee

Kerry Ingredients

Great American Cookie

Lawrence Foods

Quaker / Pepsi

Kwik Trip

Gertrude Hawk Chocolates

Diamond Foods

Griffith Laboratories

Univar Canada

Mel-O-Cream

Fona International

Newly Weds Foods

Qualitech

Saratoga

Decko Products

Wilton Brands

Tastee Apple

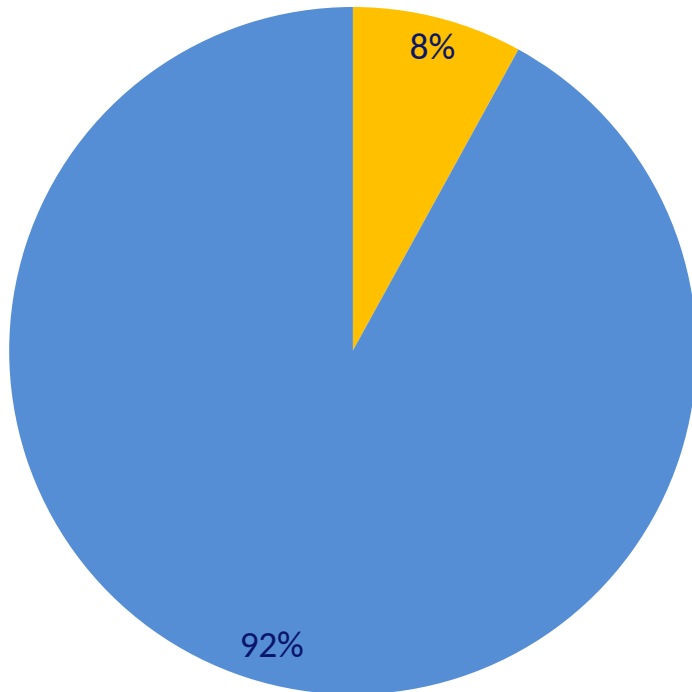
Tate & Lyle

Deco Products

Wilton Brands

Top 25 Attendance

■ Attended ■ Have Not Attended



Top 25 Who HAVE NOT Attended:

Mondelez
ConAgra
McKee Foods
General Mills
CSM
Columbus
Unilever
Ventura Foods
Flowers Foods
Blommer
Bunge Oils
Mars
Bimbo/Weston

Clasen Quality Coatings
Schulze & Burch
Kellogg
Mitsubishi
Hostess
Whitehall
Dawn Foods
Maplehurst Bakeries
Cloverhill
Weaver Popcorn
Richardson Oilseed
JTM Foods

ROI - Opportunity

Batory C/O Kwik Trip

- Donut fry to replace PHO.
- 2MM LBs.
- Status: Tested ST RS2-39 because of concern of increased sats. Product is not setting up quick enough in plant production.
- Next Steps: Harold has recommended other products with higher fat solids
- Note: Chet from Batory will recommend Kwik Trip drop concern over SAFA.

Lawrence Foods

- PHO replacement in icing
- Volume: TB
- Status: Testing ST RS IQ

Top Issues / Concerns:

#1: Post Hardening

#2: Proper aeration

ROI - Opportunity

Global Franchise Group / Great American Cookie

Recently won 2MM LBs of PHO replacement in cookie batter, ST HF

- They are now working PHO replacement in icing
- Volume 1.2 million lbs shortening, 6K lbs of Soy Oil
- Status: Currently buy icing from CSM and has used mostly CSM formulas in the past. But recently hired R&D consultant to create their own formulas for CSM to make. Was told they are working with a Ventura palm product.

Top Issue/Concerns Replacing PHO in order of priority:

#1: CSM icing separates in summer months. Must be shipped refrigerated starting in May which is added cost.

#2: Post Hardening

#3: Unwanted "tail" when piping

#4: Whiteness: Issue mostly resolved by increasing mixing time

Next Steps: Discuss how best to assist GAC without upsetting CSM situation. Cross functional team meeting needs to be held to develop strategy.

ROI - Opportunity

Gilster Mary Lee

- PHO removal in icing
- Volume: TBD
- Status: has evaluated and “approved” a competitive canola/palm blend. CEO has put the transition on hold until the FDA forces action due to increased cost. Currently when asked for trans free options they use animal fat.
- I asked him about specific questions about whiteness and post hardening regarding his current solution and indicated that they were relatively satisfied with the results but there may be room for improvement. But, he was open to try more options from Lodders.
- Next Steps: Follow up and get more detail on performance of current solution.

ROI - Opportunity

Gertrude Hawk Chocolates

- PHO replacement in confectionery center
- Volume: 120,000 LBs

Top Issue/Concerns Replacing PHO in order of priority:

- Texture differences
- Shelf life

Status: Donna worked closely with him during the course and identified solutions.

Next Steps: Lori King to send samples and follow up on the account.

ROI - Opportunity

Kerry: Cheese Powder for Mac N' Cheese

- PHO removal in cheese powder
- Volume: TBD
- Status: Project is early stages. Claudia is working with customer to identify options.

EC25 NT Note: Did not give same texture in cake as trans version. Cake mix is used in food service. Kerry's customer came up with their own solution

ROI - Opportunity

Batory Relationship

Comment was made by Batory that with so many suppliers lobbying for their and requesting attention and for visits they have to be selective. After attending the event and learning more about Lodgers, they feel the course is valuable and plan to send more of the sales team and their customer.





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