



American International Foods, Inc.



## Welcome to the AIFI Quarterly Newsletter!

Where we strive to provide you with top-notch industry news and updates from around the Globe with a focus on how they affect you and your company.

### Industry Today

#### How Important Is It To Buy Food Ingredients From Reputable Sources?



Many big name companies like Adams Foods, Whole Foods, and Goya Foods have recently been forced to recall all of their products containing Cumin Powder and Ground Cumin after being notified by their third-party suppliers that the products were testing positive

for an undeclared peanut protein.

This Cumin spice was exported out of Turkey but is thought to have been imported from India before being ground and exported. Most Cumin grown in India is grown on farms also harvesting peanuts leaving trace (yet potentially harmful) amounts of peanut allergens in the Cumin.

The FDA is advising people who are allergic to peanuts to consider avoiding all products that contain Cumin Powder or Ground Cumin as a precautionary measure.

#### How Can You Determine if a Supplier is Reputable?

Choosing vendors and suppliers can be a very taxing and complex process but it is the most valuable time a company can spend for their products.

When choosing a new supplier, first look at the company as a whole. Do they have a history of supplying acceptable products? How many years have they been in business and what do other customers say about them? Are they financially stable and currently meeting all regulatory requirements and industry standards?

If the supplier meets all of those requirements, next look at specification documents and certifications. Is the company sup-

plying an ingredient statement with any allergens present? They should also provide the shelf life of the product and storage conditions, packaging information, the country of origin, Halal certification and Certificates of Analysis. These specification documents help to determine the quality of the product they are supplying.

If ever unsure of a supplier, request a sample of their product and conduct some quality control tests to ensure the product meets all the necessary industry requirements and quality needs.

#### What We Do For You

American International Foods, Inc. takes pride in selling only pure products, tested and certified in the United States. Our products exceed all industry standards and we investigate the quality assurance practices of each overseas supplier to ensure strict compliance with the USDA specifications and best practices. We also maintain proper documentation of Certificates of Analysis, MSDS, Kosher certificates, and Halal certificates.

We go the extra mile to protect your supply chain and provide you with peace of mind.

#### Sources

FDA "FDA Consumer Advice on Products Containing Ground Cumin with Undeclared Peanuts"  
Elite Spice "Cumin Recall Overview"  
Food Safety Magazine "How to Choose a Reputable Ingredient Supplier"

Focus  
on  
Quality

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## Did You Know?

### The Sea Salt Market Continues to Rise



What is perceived to be a healthier alternative to table salt, Sea Salt is now being added to a wide variety of applications such as Bakery, Confectionary, Meat & Meat Products, Sauces, Dressings & Condiments, and Fish & Seafood Products. Sea Salts are also making a name for themselves in America's kitchens. According to The NPD Group and their 2014 Kitchen Audit survey, 55% of all American kitchens now have Sea Salt on their shelves. This number is up 6% since 2011.

Market trends report that the gourmet salt market (generally sea salts) is projected to grow at a Compound Annual Growth Rate of 6.3% from 2014 to 2019. Leading market players in sea salts are continuously investing in R&D to introduce new products as per the market demand.

We are excited to take part in this ever-growing market trend and offer our high-quality sea salt originating from Europe at a special introductory rate through April 30, 2015. How can Sea Salts benefit your company? For more information and to see our other new products, go to [americaninternationalfoods.com/category/news](http://americaninternationalfoods.com/category/news)

#### Sources

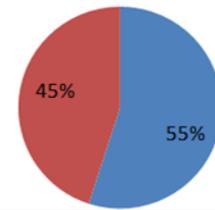
Markets and Markets "Gourmet Salts Market worth \$1,340.9 Million by 2019"

The NPD Group "What Consumers Have in Their Kitchens Today Reflect Their Interest in Fresh and More Healthful Options, Reports NPD"

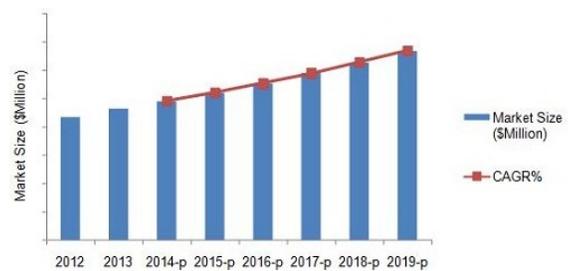
Micromarket Monitor "Global Gourmet Salt Market Research Report"

Percentage of Homes with Sea Salt in their Kitchen, 2014

■ Sea Salt in Homes ■ Sea Salt not in Homes



Annual Gourmet Salt Market Size Trend, 2012–2019 (\$Million)



We've reimagined our website with you in mind!

Check out our new website at [americaninternationalfoods.com](http://americaninternationalfoods.com)

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