



American International Foods, Inc.



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.

Are Salt Replacers the Solution?

Finding a solution to cut high sodium while keeping the benefits

In the food and beverage world, salt is a common ingredient that helps make a lot of the products we enjoy every day. From meats to snacks to soft drinks, salt plays a big role in their creation; but why? Why are we so dependent on salt to create our food and beverages?



Salt is composed of 2 simple elements (Sodium and Chloride) but still has so many uses. Salt is used to help extend shelf life of edible products, process meat, control microbial growth and so much more. But one of the

more popular benefits of salt is, of course, to enhance taste. Consumers and manufacturers have been using salt for thousands of years to give their edible products that desired taste they are looking for, and now there is more and more awareness of the health risks that are contributed by salt consumption.

The U.S. Food and Drug Administration has reported that the average intake of salt (per day) in the United States is 3,400 mg. That is almost 50 percent more sodium than what experts recommend. With that comes the higher risk of high blood pressure which leads to heart disease and stroke, two leading causes of death in

the United States. To help lower this risk, the FDA is constructing a short term plan (2 years) and a long term plan (10 years) to lower the sodium intake in the United States. These plans would be a voluntary solution for manufacturers and restaurants to gradually lower the amount of sodium in their products. Instead of cutting it out completely, or by big amounts, the FDA recommends cutting 10-15% of sodium every year so consumers won't be able to notice the change.

So what does this mean for food and beverage manufacturers? Will the cut back on sodium affect their products? Of course, if you cut out salt from your food you will probably notice the difference. But with too much salt you are risking your customer's health. So what can you do?

There is a solution that is growing popularity to help both sides of the issue. Salt replacers are becoming a viable ingredient for many manufactures to cut the sodium out of their product. These salt replacers simply take out the sodium of salt (Na) and replace it with potassium (K). With that comes less sodium that is causing health issues and gives manufacturers the option to continue using salt in their product.

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The main concern about these salt replacers is taste. Do these replacers have the same taste as salt? Some people have noticed a metallic taste when comparing the two; others say they didn't notice the difference. Really, it all comes down to the type of replacer you are using.

There are a variety of "blends" available for salt replacers. There are blends that take out all the sodium and replace it with potassium; and there are blends that take out only a certain percentage of sodium. That is the main factor that determines the taste of the salt replacers. The more sodium you take out and replace with potassium, the more the taste will differ from regular salt. But at the same time the more sodium you take out the more health risk you are removing as well.

Whether you prefer to use salt or want to find an alternative, there are many choices out there to meet your needs.



Blending



Flour



Granulated



Himalayan



Sea Salt



Sodium Free

How American International Foods can help you:

American International Foods are leaders in the food ingredient supply chain who leverage deep relationships with hundreds of food ingredient producers around the world to provide food and beverage manufacturers the highest quality materials at the best possible prices.

AIFI offers a wide selection of salts and salt replacements to best fit your needs. From sea salts, to no-sodium salt replacers, to a custom made blend; AIFI will help you find the perfect solution you need.

Sources:

- www.fda.gov
- www.foodbusinessnews.net
- www.foodnavigator.com

Where did all the Pumpkin Puree go?



The fall season is just around the corner and with that comes the seasonal products that a lot of consumers have long been waiting for; but are the fall ingredients readily available for these seasonal products? One of the most popular ingredients used to give a product

that "fall theme" is pumpkin puree; and a lot of manufactures have realized that it's pretty hard to find any.

Pumpkin puree is used in a variety of different products: beer, pie, baby food, soup... even dog food; and with that comes a high demand for this ingredient. Since the 2016 pumpkin harvest is just starting to be picked, manufactures have to rely mainly on the 2015 season for their pumpkin needs and that's where the issue begins.

The 2015 season was not kind to the pumpkin harvest. With heavy rainfall and hot temperatures, the 2015 harvest was the lowest ever recorded by the U.S. Department of Agriculture (starting in 2000). Naturally, pumpkin puree manufacturers had limited resources to work with and therefor were only able to produce a limited amount of pumpkin puree.

Those that ordered their pumpkin puree way in advanced may not have been affected by these events, but there are a good number of food & beverage manufacturers that are scrambling to find any that are still available; and the limited amount they can find might have a higher price tag on them. Now they need a solution to their pumpkin puree needs.

American International Foods studies the market very carefully to help prepare their customers for the present and the future. Although pumpkin puree is in short supply, American International Foods can still help you finish off your season strong and prepare you for the 2017 season. We are currently offering pumpkin puree to our customers and setting up their orders for future seasons. Give us a call to help you accommodate your ingredient needs.

Sources:

- www.cnbc.com
- www.forbes.com
- www.fortune.com



*See our complete
list of ingredients*

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Maple Syrup: The Alternative Sweetener



The demand for healthier, more natural, products is on the rise and manufacturers need to adjust their production to meet this growing need. Some manufacturers won't have an issue with this change, but

others might find it almost impossible to meet this need and keep their product intact. One way a number of manufacturers are adjusting their production to give their products a more "healthier" vibe is cutting the sugar. But of course the trick to this is to find the right amount of sugar to cut without harming your product.

Some food and beverage manufacturers have found a middle ground that both keeps their product's overall appeal and presents itself as a healthier choice; and that is alternative sweeteners. There are quite a few different alternative sweeteners to choose from, but one that is becoming more popular is Maple Syrup.

Usually when people think of Maple Syrup they instantly think of breakfast food and pancakes, but there are so many other applications for maple syrup. A variety of different food and beverage manufacturers have been using maple syrup as a more "beneficial sweetener" instead of using cane or beet sugar. Maple syrup is a natural sweetener that contains antioxidants and vitamins that many other sweeteners do not have.

Again, the issue of taste comes back into play. You might be telling yourself "this won't work for my product, I don't want the maple syrup flavor," and that is a reasonable concern, but that all comes down to usage. One of the tricks to using a new ingredient is finding the perfect amount to use in your recipe to give it the perfect finished taste. Every product is different: some want that maple syrup taste and others want the natural sweetness maple syrup provides, but the common element is that maple syrup gives their product a more natural and healthier image that many consumers are looking for in their products.

American International Foods understands the crucial need to find the perfect ingredient that best suits a manufacturer's product; that's why we take great pride in helping our customers not only find their perfect ingredients but also find the best price and solution for

these ingredients. Along with maple syrup, American International Foods offers a complete list of ingredients for food, beverage and pharmaceutical manufacturers. Give us a call to see how we can help you and your company.

Sources:

- www.agmrc.org
- www.fooddrive.com

Why AIFI

Our Promise

We strive to create value for each customer we serve by meeting their unique needs and providing solutions to help them solve problems and meet their objectives. We are committed to being experts in the Food Ingredient Business on a global level. We vow to put this knowledge and leverage to work for our customers by being the source for new ingredients, information and trends in the food industry.

Our Team

We are committed to running a customer-focused and innovative operation to ensure our ability to be a high-value partner and a low cost supplier. Above all we are dedicated to running an organization that fosters respect, fairness and the pursuit of happiness for our employees, our clients and our partners worldwide.

Our Advantage

We source the most competitive and highest quality ingredients worldwide to ensure our ability to be a low cost supplier to your industry. Our distribution and trucking network is designed to deliver your products accurately and on a time. Our representatives are passionate and knowledgeable professionals who are eager to serve you and help you. We hustle behind the scenes to ensure smooth and consistent order fulfillment, which helps you focus on more important things. We pride ourselves on timely, open, honest communication with clients.

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