

# **PALM OIL BASED INGREDIENTS AS COST EFFECTIVE ALTERNATIVES FOR PARTIALLY HYDROGENATED VEGETABLE OILS**

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## Outline of presentation

- **Alternatives for PHVO: Why Palm Oil?**
- **Palm Oil Products as Alternatives for PHVO**
- **Super Quality Low Color Palm Oil & Shortenings**



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## ➤ **COMPETITIVE MARKET PRICE**

- **WORLD'S FAVORITE FOOD OIL**
  - **NUMBER 1 IN WORLD PRODUCTION**
  - **MORE PALM OIL IS SOLD IN THE WORLD MARKET THAN ALL OTHER VEGETABLE OILS COMBINED!**
- **HIGH OIL YIELDING CROP**
  - **~10 TIMES MORE oil per land area THAN SOYBEAN**

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## ➤ **COMPETITIVE MARKET PRICE**

- **EFFICIENT PROCESSING INDUSTRY**
  - **INEXPENSIVE COST FOR EXTRACTION & PROCESSING**
  - **VALUE ADDITION WITH MINIMAL COST INCREASE**
- **FULLY REFINED READY-TO-USE GRADES READILY AVAILABLE IN LARGE VOLUMES**
- **EFFICIENT DELIVERY & SUPPORT SECTORS**

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## ➤ **USED AS INGREDIENTS IN MANY END-USE APPLICATIONS WITH LITTLE OR NO FURTHER PROCESSING**

- **MOST WIDELY USED FRY OIL IN THE WORLD**
  - **PALM OIL SETS THE GOLD STANDARD FOR FRYING**
  - **NATURALLY FRY STABLE WITHOUT NEED FOR HYDROGENATION OR NEED FOR ADDITIVES**
  - **NATURALLY OFFERS LONGER FRY LIFE**
  - **BETTER TASTING PRODUCTS**
  - **NATURALLY LONGER SHELF LIFE FOR PACKAGED PRODUCTS**

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- **USED AS INGREDIENTS IN MANY END-USE APPLICATIONS WITH LITTLE OR NO FURTHER PROCESSING**
  - **GREAT AS INGREDIENTS IN BAKERY FATS, SHORTENINGS & MARGARINES**
    - **NATURALLY SEMI-SOLID IN NATURE**
    - **NO NEED FOR HYDROGENATION OR INTERESTERIFICATION**
    - **STABILIZES IN THE PREFERRED BETA-PRIME CRYSTALS**

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## ➤ **AS NATURAL AS YOU CAN GET**

### ➤ **NON GMO**

➤ **OIL PALM IS 'LIGHT YEARS AWAY' FROM BECOMING A GMO CROP**

### ➤ **EXPELLER PRESSED OIL**

➤ **NO SOLVENT USED FOR OIL EXTRACTION; UNLIKE SEED & BEAN OILS**

### ➤ **OXIDATIVE STABLE WITHOUT THE NEED FOR ADDED ANTIOXIDANTS**

➤ **CLEAN LABEL**

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## ➤ **AS NATURAL AS YOU CAN GET**

- **NO HYDROGENATION NEEDED**
  - **NOT A MANUFACTURED INGREDIENT**
  - **NO TRANS FAT**
  - **US FDA MOVES TO BAN TRANS FAT LADEN PARTIALLY HYDROGENATED OILS (PHO)**
- **NO INTERESTERIFICATION NEEDED**
  - **NOT A MANUFACTURED INGREDIENT**
  - **NEW SCIENCE QUESTIONS REPLACING HYDROGENATED FAT WITH ANOTHER MANUFACTURED FAT**
  - **HEALTH IMPLICATIONS OF INTERESTERIFIED FATS**
- **NO NEEDED FOR ARTIFICIAL ADDITIVES**

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## ➤ **WHOLESOME INGREDIENT**

- **BALANCED FATTY ACID COMPOSITION**
  - **50 : 50 UNSATURATED : SATURATED**
  - **NO TRANS FATS**
- **MAJOR FATTY ACIDS : PALMITIC ACID AND OLEIC ACID**
  - **45% OF PALMITIC ACID : NEUTRAL IN CHD EFFECTS**
  - **40% OF OLEIC ACID : POSITIVE IN CHD EFFECTS**
  - **HEALTH IMPLICATIONS OF INTERESTERIFIED FATS**
- **NEW SCIENCES : DIETARY SATURATED FATS ARE ACCEPTABLE ALTERNATIVES TO TRANS FATS**

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## ➤ **ALL PURPOSE SHORTENINGS (CUBES)**

- **NON HYDROGENATED. ZERO GRAMS TRANS FAT. NO ADDED ADDITIVES.**
- **@ DIFFERENT MELTING POINTS**
  - **33-36 / 36-39 / 39-43 DEG C**
- **USED IN BAKERY PRODUCTS & MIXES**
  - **BAKING: COOKIES, CONCHAS, TORTILLAS**
  - **MANUFACTURING: FLOUR MIXES, FROZEN DOUGHS & PASTRIES**
- **USED FOR FRYING**
  - **RESTAURANTS & DELIS: FRENCH FRIES, CHICKEN PIECES, DONUTS**
  - **MANUFACTURING: TORTILLA & POTATO CHIPS, FRIED WONTONS**

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## ➤ **DONUT FRY SHORTENINGS (CUBES)**

- **NON HYDROGENATED & 0 GRAMS TRANS FAT**
- **@ 39-43 DEG C MELTING POINT**
- **USED FOR FRYING**
  - **RESTAURANTS & DELIS: DONUTS, CHURROS, FRENCH FRIES, CHICKEN NUGGETS**
  - **MANUFACTURING: TORTILLA AND POTATO CHIPS, FRIED WONTONS**
- **NO ADDED ADDITIVES**

## ➤ **NEW MULTI PURPOSE PALM SHORTENINGS (CUBES)**

- **CAN BE USED AS BAKE SHORTENING & FRY SHORTENING**
- **NO ADDED ADDITIVES**

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## ➤ **CAKE & ICING SHORTENINGS (CUBES)**

- **NON HYDROGENATED & 0 GRAMS TRANS FAT**
- **WITH EMULSIFIERS**
- **REGULAR CAKE & ICING SHORTENINGS**
  - **CAKES, ICINGS, TORTILLAS**
- **HIGH RATIO CAKE & ICING SHORTENINGS**
  - **HIGH RATIO CAKES, ICINGS, CREAM FILLINGS**

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## ➤ **FLAKE SHORTENINGS (BOXES, BAGS)**

- **IV 23 MAX**
- **MPT 134-138 DEG F**
- **NO ADDED ADDITIVES**
- **BAKERY MIXES**

## ➤ **BEAD SHORTENINGS (BAGS)**

- **IV 17 MAX**
- **MPT 132-140 DEG F**
- **NO ADDED ADDITIVES**
- **STABILIZER (NUT BUTTERS); CRYSTALLIZING AID (COATING FATS)**

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## ➤ **BULK PALM OIL PRODUCTS**

- **RAIL CARS, ISO TANKS, DRUMS & TOTES**
- **CERTIFIED SUSTAINABLE**
- **PALM OIL, PALM STEARIN\*, PALM OLEIN**

## ➤ **LOW COLOR PALM OIL**

- ***OUTRAGESOUSLY* SUPER QUALITY PALM OIL**
- **SUPER FRY PERFORMANCE**
- **GREAT TASTING PRODUCTS**

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## ➤ **LAURIC BASED FATS & OILS**

- **SPECIALTY & COATING FATS INCLUDING PALM KERNEL STEARIN\***
- **COCONUT OILS**
  - **RBD 76**
  - **ORGANIC**
  - **VIRGIN**
- **ISO TANKS, TOTES, DRUMS, BOXES, PAILS**

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- ***OUTRAGEOUSLY* HIGH QUALITY IP PALM OIL FROM CAREFULLY HARVESTED PALM FRUITS**
- **MILDLY EXTRACTED AND PROCESSED TO RETAIN NATURAL GOODNESS OF PALM OIL**
- **SUPERIOR FRY PERFORMANCE**
  - **SLOWER FFA INCREASE IN THE OIL DURING FRYING**
  - **SLOWER DARKENING OF THE OIL DURING FRYING**
  - **SLOWER BREAKDOWN OF THE OIL DURING FRYING**
- **GREAT TASTING PRODUCTS**
- **PACKAGED PRODUCTS: LONGER SHELF LIFE**

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- **BULK LOW COLOR PALM OIL**
  - **SUPERIOR QUALITY**
  - **GUARANTEED ARRIVAL QUALITY**
  - **DELIVERED SEAMLESSLY IN ISO TANKS TO CUSTOMER FACILITIES**
  - **DELIVERED IN PUMPABLE STATE**
  - **COMPETITIVE PRICES + TECHNO-ECONOMIC BENEFITS**
  - **RAMEN NOODLES & SNACK FOOD MANUFACTURERS**

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## ➤ **LOW COLOR FRY SHORTENING**

- **DUAL PURPOSE SHORTENING: FRYING & BAKING**
- **FOR FRYING:**
  - **SUPERIOR FRY PERFORMANCE**
  - **BETTER TASTING FRIED PRODUCTS**
  - **TECHNO-ECONOMIC BENEFITS**
  - **DONUT SHOPS, DELIS, RESTAURANTS**
- **FOR BAKING**
  - **SOFTER CONSISTENCY**
  - **BETTER SHELF-LIFE OF PACKAGED PRODUCTS**

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### ➤ **GLOBAL AGRI-TRADE CORPORATION**

- **LARGEST PACKAGED PALM BASED INGREDIENT IMPORTER DISTRIBUTOR IN NORTH AMERICA**
- **FOOD AND ANIMAL NUTRITION INGREDIENTS**
- **MEMBER OF RSPO (ROUNDTABLE ON SUSTAINABLE PALM OIL)**
- **RSPO SUPPLY CHAIN CERTIFIED COMPANY**
- **ONE OF THE FIRST COMPANIES IN NORTH AMERICA TO SELL CERTIFIED PALM SHORTENINGS AND PALM OILS**
  - **PACKAGED SHORTENINGS – MASS BALANCE**
  - **DRUMMED OILS – MASS BALANCE GRADE**
  - **ISO TANKS – MASS BALANCE GRADE**
  - **NEW :100% VERIFIED SUSTAINABLE PALM OIL SHORTENING**

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## FIRST 100% VERIFIED SUSTAINABLE PALM OIL SHORTENING IN NORTH AMERICA







# First shipment of 100% verified sustainable palm shortenings from Malaysia arrived in Long Beach CA in May 2014!



Loading in containers in Port Kelang, Malaysia




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## Global Agri-trade Corporation Introduces RSPO Segregated Grade Palm Bakery and Fry Shortenings to North America

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LONG BEACH, Calif., June 13, 2014 /PRNewswire/ -- Global Agri-trade Corporation (GATC), a premier supplier of certified sustainable palm products, announced today the introduction of Olera GOLD® Low Color Palm Shortening, a 100% Certified Sustainable multi-purpose palm shortening.












Olera GOLD® Low Color Palm Shortening, a non-hydrogenated shortening will be available in 50 lbs. cases and in bulk starting June 2014. Working in close partnership with environmentally responsible palm oil companies, GATC has set a goal of offering palm products that are certified sustainable to the standards set by the Roundtable on Sustainable Palm Oil (RSPO) at Segregated (SG) and Mass Balance (MB) levels.

Commenting on Olera GOLD®, Jignesh Bhatt, Executive Director for GATC said, "The US and Canadian companies that have made a superior commitment to sustainability for palm oil will be encouraged to see that 100% certified sustainable palm shortenings will now be available nationwide at competitive prices. We are excited to be one of the first companies to offer RSPO Segregated Grade Palm Bakery and Fry Shortening products in North America."


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