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## AFI Welcomes New Director of Ingredient Sales

**B**rendan Naulty, president of Ajinomoto Food Ingredients (AFI) announced the appointment of Mark Robertson as Director of Ingredient Sales for North America. Mr. Robertson will be working out of AFI's office in Chicago. "Mark comes to AFI with 25 years of experience in the food ingredient industry," said Naulty, "He brings proven management experience to our team, and his leadership will help us continue to build partnerships with our customers, while providing the value-added systems and technologies they've come to expect from Ajinomoto Food Ingredients."

Mark received his B.S. in chemistry at the university of Dayton and initially worked in sales with Hercules PFW. Mark then joined FIDCO, where he expanded his sales experience in savory ingredients and seasoning blends. Mr. Robertson moved through the sales ranks at companies such as Kerry Ingredients, Heller, Sensient Flavors and Edlong Flavors. Most recently, Mark served as the Business

Development Director for Integrated Project Management, Inc. in Burr Ridge, IL, where he developed the food and beverage consulting sector. Mark summarizes his business philosophy simple, "Work diligently, ethically, and creatively to exceed the customer's expectations and help them deliver successful products to the marketplace."



Mark is married and has four children. He clearly takes his recreation seriously, "I enjoy downhill skiing and I've raced sailboats since I was a kid," says Robertson. "And one thing I'd like to do in the next year or so is parachute out of a plane!"

Customers can reach Mark Robertson at office directly at (773) 308-7864 or via email at [Robertsonm@ajiusa.com](mailto:Robertsonm@ajiusa.com).

## ACNA Update

**E**f your company's development team has not visited Ajinomoto's ACNA (Application Center North America) in Chicago, we invite you to come and see what we can do for you! The center—which features a kitchen area, a lab, and state-of-the-art analysis equipment—allows us to work with our customers on specific, confidential product formulation work in the areas of sodium reduction, umami, sweetener engineering, and texture control. "This center is another way that AFI can help our customers achieve formulation success," says Brendan Naulty, president of Ajinomoto Food Ingredients.

If you're interested in seeing our center and finding out more about how we can work with you on product and application development, please give us a call. We can arrange for you to tour the center and discuss how our technology and ingredient experience can benefit your

company. For ACNA information or an appointment, contact: Jiro Sakamoto at (773) 308-7863 or via email at [Sakamotoji@ajiusa.com](mailto:Sakamotoji@ajiusa.com).



## *San-J Gluten-Free Tamari Now Available Through Ajinomoto*

**G**luten-free formulation just got easier! San-J's gluten-free Tamari, certified by the Gluten-Free Certification Organization (GFCO), is now available commercially from Ajinomoto Food Ingredients. Unlike regular soy sauces, which contain about 50% wheat, San-J's Tamari brewing process uses only soybeans—no wheat—making them a perfect fit for gluten-free product applications. San-J follows specific sanitation methods to prevent cross contamination in its gluten-free products, tests each batch of product for the presence of

gluten, and confirms their testing through the help of an independent testing agency. San-J uses a test kit that is sensitive to 5 ppm—more stringent than the proposed FDA standard of 20 ppm for a “gluten-free” food. All of San-J's Tamari is made in the U.S. from non-genetically modified soybeans, and are Non-GMO Project verified.

For more information or samples, contact: David Barbour at (773) 308-7853 or via email at [Barbour@ajiusa.com](mailto:Barbour@ajiusa.com).

## *New Product Focus*



Developed specifically to re-establish the desirable salt flavor in products that have been formulated for sodium reduction. Salt Answer™ RX<sub>AX</sub> works synergistically with lower levels of salt or salt blends, allowing effective sodium reduction without compromising taste. “This ingredients is designed to be used in a variety of products and with a wide range of salt blends,” explains Joe Formanek, AFT's Associate Director of Business Development and Application Innovation, “SaltAnswer™ RX<sub>AX</sub> allows customers flexibility in achieving custom optimization for specific applications.” The product is typically used at a ratio of 1 part to 5-10 parts salt /salt blend, making it economical as well as effective.



“This unique seasoning blend delivers the richness of kokumi along with the impact of umami,” explains Formanek, “The combination of our patented technology for enhanced kokumi characteristics and a novel approach for delivering umami flavor notes makes Ajimate™ S<sub>AX</sub> perfect for applications that lack taste complexity and rich texture.” Versatility is another benefit of this product; it can be used in applications ranging from snack foods to condiments, sauces, meats and vegetables. It can also deliver formulation cost reduction since it's used at very low application levels, and can replace higher levels of costly premium yeast and meat extracts.

For samples of these products or additional information, visit our website, [www.ajiusafood.com](http://www.ajiusafood.com) or call 800/456-4666.



### *Visit Ajinomoto at the Expo*

**June 11-14 ■ Booth #5516 ■ New Orleans**

Plan to stop by and visit us. Sample the wide array of food ingredients from Ajinomoto in exciting new applications. *Hope to see you there!*

## Regulatory Round-Up

**R**ecently, Ajinomoto has had several flavoring substances evaluated by the Flavor and Extract Manufacturer's Association (FEMA) for the purpose of establishing GRAS (Generally Recognized As Safe) status. FEMA uses a world-renowned Expert Panel—all members of which have background and professional experience in relevant scientific disciplines—to evaluate all relevant toxicological and safety data about the flavor substance. The panel then renders a consensus opinion about whether the substance is GRAS for its intended use. Following is a brief overview of Ajinomoto's recent submissions to FEMA and their status:

### ■ Advantame

A derivative of the non-caloric sweetener aspartame, advantame was tested and shown to have flavor enhancement properties at use levels below those in which it has sweetening potential in several food categories. Ajinomoto submitted an application to FEMA for assessment of the GRAS status of advantame as a flavor enhancer in non-alcoholic beverages, chewing gum, dairy products and frozen desserts. The FEMA

Expert Panel's consensus opinion was that advantame was GRAS for use as a flavor enhancer in all of those categories. Hence, the ingredient can now be marketed for use as such in those food categories in the U.S., but also in several other countries.

### ■ Poly-gama-glutamic acid (PGA)

PGA is a naturally-derived protein that has the unique ability to reduce the bitter taste of some food components. One of these components is potassium chloride, which is one of several tools available to food manufacturers to reduce the sodium content of foods. Given the current major emphasis on formulating and re-formulating foods with lower sodium levels, the unappealing bitter taste of potassium chloride limits its potential as a substitute for sodium chloride in reduced-sodium foods. Ajinomoto submitted an application to FEMA demonstrating the substance's bitter-moderating potential as well as its safety for use in salt substitutes. The conclusion of the FEMA Expert Panel was that PGA is GRAS for its intended use.

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