



# CHICAGO SECTION

## INSTITUTE OF FOOD TECHNOLOGISTS



**CHAD BOECKMAN**

## NEW PRODUCT DEVELOPMENT AND MARKETING DISCIPLINES

After the December Dinner Meeting was canceled, Mr. Boeckman agreed to re-schedule his presentation to a future date. Little did we realize that our January speaker would have to change to February and Mr. Boeckman will be a substitute.

Mr. Boeckman will be presenting the Professional Version of the Institute of

Food Technologists Marketing and Management Division's "Road Show". This is a presentation about the vital interactive relationship between Research & Development and Sales & Marketing in the Food Industry. Mr. Boeckman is the 24 year old Sales Manager for ENRECO, the Wisconsin based Flax Seed Processor.

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**DECEMBER SECTION MEETING POSTPONED  
UNTIL TUESDAY, JANUARY 8! SAME SPEAKER!  
SAME MEETING, SAME LOCATION,  
SAME GREAT MENU, SAME COST! RESERVE TODAY!**

### Schedule

4-5pm: Executive Committee Meeting  
5-6pm: Registration & social hour with cash bar  
6pm: Dinner & speaker presentation

### Location

The Greek Islands Restaurant  
300 E. 22<sup>nd</sup> Street  
Lombard, IL 60148  
p: 630.932.4545

### Directions

Take I-294 to I-88E exiting at Highland Ave. Make a right hand turn (headed north) onto Highland Ave. Take this about ½ mile to 22<sup>nd</sup> Street and make a right. The restaurant will be on your

left hand side about 1 block down.

Take I-290 or I-55 to I-355 exiting at Butterfield Rd. Go east on Butterfield Rd, exiting onto the right ramp towards Highland Ave. Make a left onto Highland Ave. Take this about ½ mile to 22<sup>nd</sup> Street and make a right. The restaurant will be on your left hand side about 1 block down.

### Cost

\$33 when you register before Friday, January 4, 2008, \$36 when you register after Friday, January 4th at noon or if you walk-in the night of.

### Menu

Saganaki (flaming cheese)  
Taramosalata (fish roe spread)  
Greek Salad  
Gyros with Tzatziki  
Arni Bouti Psito (sliced leg of lamb)  
Chicken Riganati (oven-baked Greek style chicken)  
Dolmades (stuffed grape leaves)  
Keftedes (meatballs)  
Mousaka (baked eggplant & meat casserole)  
Roasted vegetables & oven-browned potatoes  
Baklava, galaktobouriko, & karithopita  
Coffee and tea

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The "Road Show" is endorsed by the Marketing and Management Division of the IFT and has been supported by the IFT Foundation.

By Chad Boeckman  
National Sales Manager  
ENRECO, Inc.

How does product development really work in the food industry? Food scientists occupy a central role in developing new products and, in order to accomplish this, they must work closely with their co-workers in other functions. The Marketing and Management Division of the Institute of Food Technologists set out to develop a forum wherein industry professionals could share their experiences of triumph and woe with food scientists interested in pursuing industrial careers in food science, technology and nutrition.

For want of a catchier phrase, this event has become known affectionately as the IFT M&M Division's "Road Show". This program will be presented by Chad Boeckman, National Sales Manager of ENRECO, Inc., and will cover such topics as:

- Food industry structure and trends
- The role of new products in the food industry
- Demand drivers for new products
- Marketing and financial considerations in new products development
- The interaction of R & D with Marketing and other Disciplines
- Why new products fail
- Lots of Q and A and a good time by all.

This program is also underwritten by the IFT Foundation for presentation to IFT Student Association members.

## Speaker's Bio

At the age of 24, Chad Boeckman is currently the National Sales Manager of ENRECO, Inc., located in Newton, Wisconsin. Chad worked as a youth alongside of his Mother in assembly line and general bakery jobs at Natural Ovens Bakery, and his interest in health and nutrition was spiked. He also worked at the ENRECO plant, which supplied the bakery with Stabilized Ground Flax Seed.

After college and following an ambition to become a Paramedic Firefighter in Milwaukee and Sheboygan for several years, Chad "still had a passion for the Health and Nutrition Industry." He joined ENRECO and the Omega-3 market boom where flax is used widely in everything from breads, bagels, cookies, and muffins to even tortillas and nutritional supplements. He is anxious to "see what's around the next corner."

**DAN BEST, CHAIR**

## MESSAGE FROM THE CHAIR



### Title: **Our Winter of Disconnects**

Hello Everyone:

As you all know, our December meeting just didn't happen. Well...it IS winter in Chicago, after all. Here's what happened – the day before our meeting, Chicago was under a winter storm watch. In watching the weather reports evolve, we didn't know if precipitation that day would come in the form of ice or rain or snow. That morning, the northern suburbs were coated in ice, so we opted to play it safe...and promptly rolled December's program into January. We decided that we would feel terrible if anyone got injured over an IFT meeting.

Our news to the membership would have been very good:

Our revenues from Suppliers Night were the highest ever recorded in our section's history – full credit goes to maestro Joe Stout and his team.

We raised an additional \$2,300 for student scholarships at the Silent Auction – 'R hats'r'off to Jennifer Padilla and Diana Watson

We had a great location and great speaker lined-up for December's meeting. That restaurant, the Greek Islands in Lombard, has agreed to host our meeting in January and our speaker has agreed to present in January, as well.

### **January Speaker**

Regarding our speaker, Chad Boeckman – now, I happen to know Chad Boeckman...and he is a very inspirational person. His talk, brought to us in-part by the IFT's Marketing and Management Division, is about the product development process and how we can use industry connections to help the new product development process. He's only in his 20s, by the way, and the second in command of a successful and fast-growing nutritional ingredients company. Like I said...

inspirational.

But, stay with me: Let me exploit this forum to share industry news that we can use ... together with thoughtful, probing questions... as conversation starters for our January meeting's social hour:

### **Biofuels and Grain Prices**

I admit it – I was very worried about the effect that surging demand for biofuels would do to food ingredient prices. This past week, the U.S. Senate confirmed a massive support (i.e., subsidy) program to expand the ethanol and biodiesel industries. "Oh no!", some might say. Except that this is hardly the whole story. I had a great conversation with U.S. Undersecretary of Agriculture Thomas Dorr last September, whereby he assured me that the real culprit behind surging ingredient prices is international demand for animal feeds, as developing world economies upgrade their consumers' diets. This will continue. Biofuels is a relatively small contributor to overall demand, he maintained. The bad news...don't look for food ingredient prices to drop anytime soon.

Here's my question: How do you think this upward pricing trend will affect food companies' product development objectives?

### **Turduckin**

This Louisiana tradition appears to be the grand gourmet idea for holiday feasts, this year. 'T'was a new one for me, so, naturally, I had to look it up. Here's how the Cajun grocer ([www.cajun-shop.com](http://www.cajun-shop.com)) describes it:

"Whether you call it Turducken or Tur-duc-hen, this unique Louisiana bird is actually a turkey, stuffed with a duck, then stuffed with a chicken. With Seafood Jambalaya or Cornbread stuffing."

Hmmm. A little more research reveals that the practice of stuffing multiple (deboned) birds inside of birds harkens back to the Middle Ages.

Here's my question: Has anyone tried this and what did you think?

### **Sad news**

Finally, I end on a reflective note of remembrance.

We lost one of our own, recently.

I had the pleasure of working with Joy Engels over many years on the Chicago Section IFT and the Teller's Committee.

Long ago, when I was a mere snot-nosed science student looking for something meaningful to do with my life, I opted to join the food industry because, for one, it was, well, so nice. I mean, the people were nice. The food industry people I knew got up each morning and went to work knowing they were going to do nice things for other people – like feeding them good food, for example.

Well, Joy epitomized that niceness. She was a lady with a soft voice and a very big heart. When we had disagreements (yes, we actually had those in the dark past of Chicago Section –IFT), Joy was always there to put in a good word and calm the waters. She was also a hard worker and dedicated volunteer. Joy has passed, now, and I for one will consider myself privileged that our paths have crossed. Her life, as her obituary so eloquently recounts, was rich and fulfilled. I for one, have been enriched for having known her and I know that I speak on behalf of the Chicago Section IFT and all her friends in the food industry as I thank her for having shared so much of her life with us. Hers was a life worthy of celebration. May we all so be blessed.

Happy Holidays, everyone, and let's all raise one together to a wonderful, prosperous and...dare I say...interesting New Year!

**Daniel Best**

# In Remembrance



**Joyce "Joy" Engels**, passed away of cancer of the gallbladder on Dec. 14, 2007, at home. Joy was 65 and was born in Saddle Brook, NJ. She was a longtime Illinois resident, living in Naperville, Lemont and most recently Crest Hill. Joyce was a very special and caring person and a joy to all. Joy held many positions in her life, a loving wife of over 42 years, a nurturing mother, a dearest friend, a devout Catholic and a consummate professional. She received her undergraduate degree from the College of Notre Dame, Baltimore, MD. After raising her children, Joy continued to advance her education, receiving a scholarship from the National Science Foundation's "Women in Science" program and completed a second degree in chemistry from the Illinois Institute of Technology. She then received a Masters of Science in food science degree from the University of Illinois, Campaign-Urbana. Later, while employed by Corn Products International Inc., she obtained a patent in food processing. Joy was a member of the Institute of Food Technologists and was honored for her contributions by the Chicago chapter. She was an active parishioner of St. Alphonsus Church in Lemont, where she contributed her talent and time to many church activities. Joy is survived by her husband Robert Engels, Sr., her sons Robert and James, and her daughter Kimberly Burrell. She was a "Joy" to all who knew her.

Chicago Section IFT member Robert Raynor stated: "To all, It is with great sadness I learn of Joy's passing. She was an integral part of our IFT and its committees. I recall many a conversation with her on topics from our committee meetings. She is such a dear soul and we shall all miss Joy so very much!"

Linda Kragt added: "I just can't write just 1 - 2 sentences about Joy who served our section with such devotion. She was Secretary when I was Chair in 1997-98. Joy was a tireless volunteer who served Chicago Section as our Secretary, Co-Chair of Student Night and Chair of the By-Laws Committee. She was an innovative leader not only in Chicago Section activities but also at the National level. As IFT's Employment Committee Chair, she sponsored sessions on career development at the IFT Annual Meeting with syndicated columnist Joan Lloyd. Joy's dedication and enthusiasm will be missed. "

## Dr. Lun-Shin Wei Memorial Scholarship Fund

**Dr. Lun-Shin Wei**, professor emeritus in food science and human nutrition at the University of Illinois, passed away on May 15, 2007. At that time, his family requested that memorials be directed to the Lun Shin Wei Memorial Scholarship fund in the Department of Food Science and Human Nutrition at the University of Illinois. It is hoped that this scholarship fund will reach the level of endowment.

To date, there have been numerous contributions and memorials to the scholarship but the fund balance is still more than \$13,000 from the needed endowment goal of \$25,000. This fund level would generate an annual \$1,000 scholarship, which would be maintained for perpetuity. The endowment of this scholarship fund would create a continued recognition to Dr. Wei and his contributions to the food science field.

Lun-Shin Wei was internationally well-known for his ground-breaking work in the field of soybean research. He focused on increasing the utilization of soybeans, and the effects of raw soybean qualities on processed soy products and developed food processes for utilization of soy foods. L.S. Wei was author and co-author of over 100 papers and scholarly articles on soy research and development.

Those interested in donating to the Lun Shin Wei Memorial Scholarship fund may make contributions online at [www.giving.uiuc.edu](http://www.giving.uiuc.edu). Donors should indicate that the gift is to benefit the Lun Shin Wei Scholarship. Mailed memorial donations made payable to the University of Illinois Foundation can be directed to the College of ACES Office of Advancement, 166 Bevier Hall, 905 S. Goodwin Ave., Urbana, IL 61801. Individuals may also contact the Department of Food Science and Human Nutrition at 217-244-2875.

## IFT CHICAGO SECTION EMPLOYMENT COMMITTEE NEWSLETTER JANUARY, 2008

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The Employment Committee publishes this portion of the newsletter as a free service to Chicago Section members. Because we cannot control the information supplied to us, no guarantee can be made of its accuracy. **Additional information on a particular listing can be obtained by contacting one of the people listed above.** Please submit ads for the February newsletter by Jan 10, 2008

### POSITIONS AVAILABLE

A. **SALES/MARKETING:** Int'l chem mfr seeks to fill full time Sales/Marketing position. Located in Lombard, IL, co manufactures Sodium Carboxymethyl Cellulose in 3 facilities in Mexico, Colombia & Argentina. Position available is to enforce the marketing & development of new accts working hand in hand w/ US Nat'l Sales Mgr. Duties include market research, initial client contacts & sales. Requires estimated 20% travel. Ideal candidate will be bilingual English/Spanish; Chem Engineering or Food Science degree; must be upbeat, outgoing personality & willing to give 110%. Past exp w/ hydrocolloids a plus.

B. **TECHNICAL SALES REP:** Rapidly growing specialty chem mfr in Chicago area is seeking an exp Tech Sales Rep to drive growth in food processing chem business. Our product line includes antifoams, release agents, surfactants & other specialty formulations. We offer salary, commission & complete benefits pkg; in return, we seek a well organized, motivated salesperson to deliver new business in an entrepreneurial, team-oriented environment.

C. **R&D PROJECT LEADER:** Dynamic food mfr seeking energetic self-starter to function in a stimulating, fast-paced environment, focusing on new prod dev of value-added products for confectionery, dairy, bakery & beverage industry. Position has two direct reports. B.S. Food Science or Chem req'd, M.S. preferred. Position requires excellent communication & presentation skills; 5-10 yrs exp in both food product & process development. Located in Massachusetts.

D. **CORPORATE QUALITY SYSTEMS MGR:** Responsible for establishing & implementing an efficient & effective Customer Complaint process, w/ emphasis on quick & complete response to the clients; follow-up w/ Plant Quality Systems, Customer Service & Sales is essential. Position also responsible for establishing & communicating a deep understanding of key acct requirements & expectations. Audits of current practices related to customer requirements & verification of company capabilities to meet requirements is expected. Recommendations for improvements to systems & processes based on audits & findings a vital part of position. Located in south suburban Chicago.

E. **REGULATORY COMPLIANCE MGR:** Creates & interprets FDA & USDA labeling, regularly communicates w/ R&D, Sales, Clients, the FDA & the USDA. Responsible for advising Company personnel & clients on the status of gov't regulation as related to the food industry as well as maintaining good relations & communication w/ gov't regulatory food agencies & trade associations; manage people & priorities of regulatory dept; coordinate & manage special short & long term projects & assist in special training of personnel. Located in south suburban Chicago.

F. **PRINCIPLE RESEARCH SCIENTIST:** Leads identification, assessment & dev of new/novel technologies & process improvements. This can be achieved via new raw materials, unique use of materials, technology transfer, etc. Supports commercial delivery

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of new/novel applications; includes tech support of production trials of new prod internally & at customer site; take a leadership role in organizing & implementing departmental projects; manages multiple priorities & timelines; uses strong technical & problem solving skills to approach complex projects. Communicates technical info w/in the co, to customers & industry groups; trains & mentors junior scientists. Located in so suburban Chicago.

G. PRODUCT DEVELOPMENT: privately owned food & beverage mfr in Lake Zurich searching for someone to work on hot & cold bev innovations. Seek a creative & motivated food/bev scientist to join us & delight our customers. Successful candidate will help us develop new products & tweak existing products as part of a talented & dedicated group of lab personnel. Participation on creative, new prod dev, ideation, brainstorming & other innovation based teams is expected. B.S. req'd, M.S. preferred. 2-5 yrs exp in dev of customized beverage or food prod expected.

H. FACILITY MGR: Responsible for all aspects of production & QA for small food ingredient plant. Experience w/ SOP's, GMA's & HACCP req'd. Growing company located in Northwest Illinois.

I. SALES: Leading global producer of specialty vegetable oils w/ corporate offices in San Francisco. Sales Position open for candidates w/ 3-6 yrs exp selling ingred or oils to major food processors. Duties include sales, prospecting & opportunity identification. Travel about 50%.

J. SENIOR CONSULTANT: One of the largest confectionery, food, bakery, snack food & pharmaceutical consultants is seeking a Senior Consultant. Ideal candidate is degreed or posses a min 7-10 yrs industry exp. Area disciplines are Food Sciences, Nutrition or the Sciences. Good written skills necessary w/ computer familiarity. Some travel possible. Based in Skokie

K. TECHNICAL SUPPORT/APPLICATIONS: Major foods consultant currently is seeking to expand their technical support & applications team. Candidates could be entry level or 3-5 yrs exp in related fields. Degree preferred but not mandatory. Good written & math skills necessary. Located in Skokie.

L. PRODUCT DEVELOPMENT: Leading pet nutrition co currently recruiting for candidates w/ expertise in the area of formulation dev to successfully guide & implement prod improvements & new prod dev. Candidates will support implementation of co technology goals by formulating products from bench-top to commercialization. M.S./Ph.D Food Science preferred as well as 5-10 yrs relevant work exp in prod dev in the food industry. Position located in Topeka, KS.

### JOB SEEKERS

1. FOOD TECHNOLOGIST: seeking PART TIME position as a Lab Technician/Chemist. Experience in Analytical & QA/QC methods. Computer literate. B.S. Biology.
2. FOOD TECH \*\*PART TIME\*: Product dev exp includes flavors, flavor applications & baked goods. Also exp in technical writing for food industry trade journals. Seeking to work 3-4 days/week in or near Chicago's north suburbs.

## NEWSLETTER SCHEDULE

Please send news of educational opportunities, industry news, and social events, etc. to the Newsletter Co-Chairs:

**Ann Radde, Cargill**  
Phone: 219-473-2524  
Fax: 219-473-6601  
E-Mail: [ann\\_radde@cargill.com](mailto:ann_radde@cargill.com)

**Dean Duxbury**  
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**Nancy Hobart, IAMI**  
Phone: (630) 916-4960  
E-Mail: [nhobart@iami411.org](mailto:nhobart@iami411.org)

Deadlines for newsletter submissions for the 2007-2008 program year are 2 days following the monthly meeting. Please send your articles in completed, ready-to-publish format to Ann Radde, Dean Duxbury, and Nancy Hobart. Thank you. The Newsletter Committee would like once again to express our appreciation to Bobbi Buford for her assistance in proofing the newsletter.



## C-FAR RESEARCH REPORT

Again this month, the University of Illinois Department of Food Science and Human Nutrition is sharing a brief summary of a research proposal that received funding from The Illinois Council on Food and Agricultural Research (C-FAR). C-FAR is a statewide partnership organized to support relevant, high-quality research and related outreach programs for Illinois' food, agricultural, and related systems. C-FAR research funding is provided by the State of Illinois; C-FAR gratefully acknowledges this investment for all Illinois citizens. Since 1995, the Chicago Section of IFT has been a member of C-FAR.

### **Tomatoes and Broccoli for the Reduction of Prostate Cancer in Illinois African American Men**

Prostate Cancer is the most frequently diagnosed cancer in American men, and is the third most common cause of male cancer mortality. There is a great health disparity between African American and Caucasian men related to prostate cancer rates and mortality. In fact, of all cancer types, prostate cancer has the greatest racial disparity, with a cancer mortality rate for African American men 2.4 fold that of Caucasian men. The purpose of this research study is to both better inform the African American community in Illinois about the risk for prostate cancer and the available screening programs, as well as to develop foods optimized for prostate cancer prevention, so that African American men can consume them to lower their risk for prostate cancer.

Epidemiological studies support the relationship between higher dietary intakes of tomatoes, broccoli, and selenium (Se) and reduced prostate cancer incidence in the United States. Data from the John Erdman and Elizabeth Jeffery laboratories in Food Science and Human Nutrition at the University of Illinois have shown that tomatoes, broccoli, and Se decrease prostate cancer growth in the Dunning R3327-H rodent model of prostate cancer. These data, combined with strong epidemiological evidence, led the researchers to believe that there is a unique opportunity to apply this nutrition knowledge towards improving human health. A uniquely-qualified research team, including Erdman, Jeffery and Dr. Robin Orr, will define realistic dietary interventions and communicate the appropriate messages to health professionals that work with populations at high-risk for prostate cancer, with the goal of increasing the intake of fruits and vegetables.

This project's main goals are to develop optimally-effective vegetable products for prostate cancer prevention, provide dietary instruction for prostate cancer prevention, and to promote early screenings for prostate cancer in the at-risk population of African American men in Illinois. Specific goals are to: increase prostate cancer awareness among African American men of Illinois, increase early prostate cancer screening, develop research-based recommendations for consumption of vegetables and vegetable combinations optimized for prostate cancer prevention, develop research-based continuing education for health professionals in Illinois, and increase availability of these vegetable foods among African American men in Illinois.

This project is directly applicable to the main objective of the C-FAR program, which is to provide a nutritious, high-quality, safe, and secure food supply and enable consumers to make informed and healthful dietary choices. This study was funded by C-FAR for FY 2006, FY 2007 and FY 2008.

The principal investigators of this research are Drs. John Erdman, Elizabeth Jeffery and Robin Orr.

FLORIDA SECTION IFT SUPPLIERS' NIGHT EXPO 2008

Online Registration Form  
[www.ift.org/sections/florida](http://www.ift.org/sections/florida)



## FLORIDA SECTION IFT SUPPLIERS' NIGHT EXPO 2008

20th-21st

February, 2008

Rosen Plaza Hotel • Orlando, Florida

### Schedule of Events

- ✍ February 20th - Golf Tournament (Shotgun Start @ 1pm)
- ✍ February 20th - Welcome Reception (7pm-9pm)
- ✍ February 21st - Symposium (8am-2pm)
- ✍ February 21st - Exhibitor Setup (12pm-2pm)
- ✍ February 21st - Expo (2:30pm-6:30pm)

The **best** ingredient  
for your **business**  
**success**



**JANUARY DINNER MEETING**  
**Reservation Form**  
**Reservation Deadline:**  
**Friday, January 4, 2008**

Please reserve space for \_\_\_\_\_ at the **Tuesday**, January 8th Chicago Section IFT Dinner Meeting. **Reservations made for the December meeting will be transferred to the January meeting unless otherwise notified by the attendee.**

Member Type: \_\_\_\_ Member \_\_\_\_ Professional \_\_\_\_ Emeritus \_\_\_\_ Student \_\_\_\_ Unemployed

Entrée(s): \_\_\_\_\_ (\$33.00) (\$16.50 for Emeritus, Student and Unemployed Members)

The dinner price will be **\$36.00** for all reservations received **after** Friday, January 4, 2008.

Return this form with payment or call the Chicago Section IFT office at 630.916.4960 to reserve your spaces via credit card.

Name of Person(s) Attending

Company

Telephone

EMAIL ADDRESS: \_\_\_\_\_

**Please check here if you are a first-time attendee** \_\_\_\_\_

I am paying by: ☐ Check ☐ Visa ☐ MasterCard ☐ Discover ☐ American Express

Card Number \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature \_\_\_\_\_ Card Verification #: \_\_\_\_\_

Credit Card Billing Address: \_\_\_\_\_

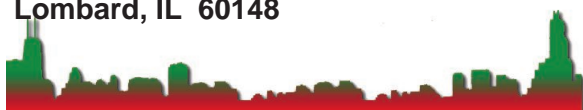
Please mail or fax this form (with form of payment) to:

Chicago Section IFT  
P.O. Box 926  
Lombard, IL 60148  
Phone: (630) 916-4960  
Fax: (630) 889-0845  
Email: [members@chicagoift.org](mailto:members@chicagoift.org)

You can also register online at: [www.chicagoift.org](http://www.chicagoift.org)

***NO REFUNDS for cancellations received after Friday, January 4, 2008***

Chicago Section IFT  
P.O. Box 926  
Lombard, IL 60148



# FUTURE DATES TO REMEMBER!

**FEBRUARY DINNER & MEETING:**

**MARCH DINNER & MEETING:**

**APRIL DINNER & MEETING:**

**MAY DINNER & MEETING (TANNER LECTURE)**

**JUNE 10, 2008—GOLF OUTING.**

**NOVEMBER 12, 2008—SUPPLIERS' NIGHT 2008**

**MONDAY, FEBRUARY 11, 2008**

**TUESDAY, MARCH 11, 2008**

**MONDAY, APRIL 14, 2008**

**TUESDAY, MAY 13, 2008**