



Your Missing Piece to Food & Consumer Goods Intelligence

CSIFT Supplier Night

Drive FSMA Compliance with Affordable Food Safety Tools

Wednesday Nov 13, 2013 12:00 to 12:45 pm



- Who is SAC? 5 min
- Food Industry Concerns 10 min
- FSMA Made Simple 5 min
- Tools & Resources 10 min
- Q&A 15 min



Who is SAC?

Who We Are | Founded in 2006, Solutions Associates Consulting, Inc. (SAC) is a technical services and project execution firm for the food industry.

What We Do | We partner with our clients to deliver innovative, cost-effective, and unparalleled solutions in record time.



Our Values

Speed	> Urgency at all times
Quality	> Executional Excellence
Integrity	> Open, honest, direct communication

GS-10F-0312Y

SAC provides ideas, innovative solutions, and project execution in ***three key areas***:



Quality
and
Food Safety Tools

Process
Improvement
&
Cost Reduction

Product
&
Packaging
Development



Our Approach

We offer a holistic approach to help clients achieve their goals.
We can support your team at any point in the commercialization or implementation process—from idea to implementation.



Team Expertise

We have a team of Scientists and Engineers with diverse product and functional experiences. Our team has worked in over 10 systems

Multi-Disciplined Team	Spec & Data Systems	Document Types
Food Scientists Chemical Engineers Packaging Dev.	Spec Systems	Supplier Certificates (Organic,etc) Fair Trade
Micro & Food Safety HACCP & Auditors	Intermediate Data Systems (pre-migration)	Ingredient Components
Nutritional, Labeling Regulatory	Manufacturing Data Systems	Formula/Menu Items Finished Goods
Culinary/Chefs	SAP/ERP Systems	Packaging/Unit Load
Consumer Testing	Familiar with GS1	Process/SOPs



Team Experience

Our team has completed specifications for various product and package types.

Food Product Types	Packaging Specs	Other Product Types
Dairy/Cheese	Bags/Films	Personal/Hair Care
Sauces/Dressings	Cups/Lids Bottles/Jars	Drug/OTC
Seasonings/Spices	Cartons/Sleeves	Children's Items
Bread/Pasta/Cereal	Shippers/Trays	Chemicals/Cleaners
Meal Kits/Components	Unit Loads	General Merchandise



Team Experience

Our team has completed specifications for over 20 categories of ingredients.

Ingredients	Ingredients	Ingredients	Ingredients
Acids	Dairy	Gums	Oils
Cheese	Dough Conditioners	Leavening	Soy Protein
Chemical Additives	Fiber	Meats	Spices/Seasons
Colors	Fruit Fillings	Phosphates	Starches
Cultures	Fruits	Preservatives	Vegetables
Cures	Gelatin	Salt/Replacers	Vegetable Protein (HVP)

Overall Results

SAC Seven Year Summary



Quality & Data Integrity

1,000s Ingredient & Product and Packaging Specs

100's of Food Safety Audits SQF, BRC, HACCP, etc.

Identified over \$10 Million

Implemented \$2.5 Million

Process Audit Identified \$1.5 Million in 4 days

Over 50 Products/Packages brought to market.

Lowered Sodium in 40+ US/Canada

Removed MSG, Artificial Colors, Flavors, etc.

Food & Retail Industry Concerns

Innovation/Global Expansion

Push for Transparency

- Calorie & Sodium Reduction
- Simpler/Cleaner Ingredient Lines
- Allergen Awareness



Food Safety Modernization Act 2011

- Proactive vs. Reactive (suspicion vs data)
- HACCP and Record Keeping
- Foreign Suppliers

Commodity/Ingredient/Packaging Costs



Growth Expansion

US ~320 Million vs. World 6.5 Billion

- ❑ Global Supply Chain
 - 270,000+ Facilities (US 170,000 facilities)
 - 80% Fish
 - 20% - 50% Fruit/Veggies
- ❑ Most of the Population **IS NOT** in the US
 - US Companies: How Do We Enter New Markets?
FIRST?
FASTER?
- ❑ What are the requirements in these Markets?



Complete Transparency

Ingredients, Packaging, Suppliers...

What's in my food? Is it Safe? Healthy? Where is it from? Organic? **GMO?***

Calories?

Grams of
Fat?

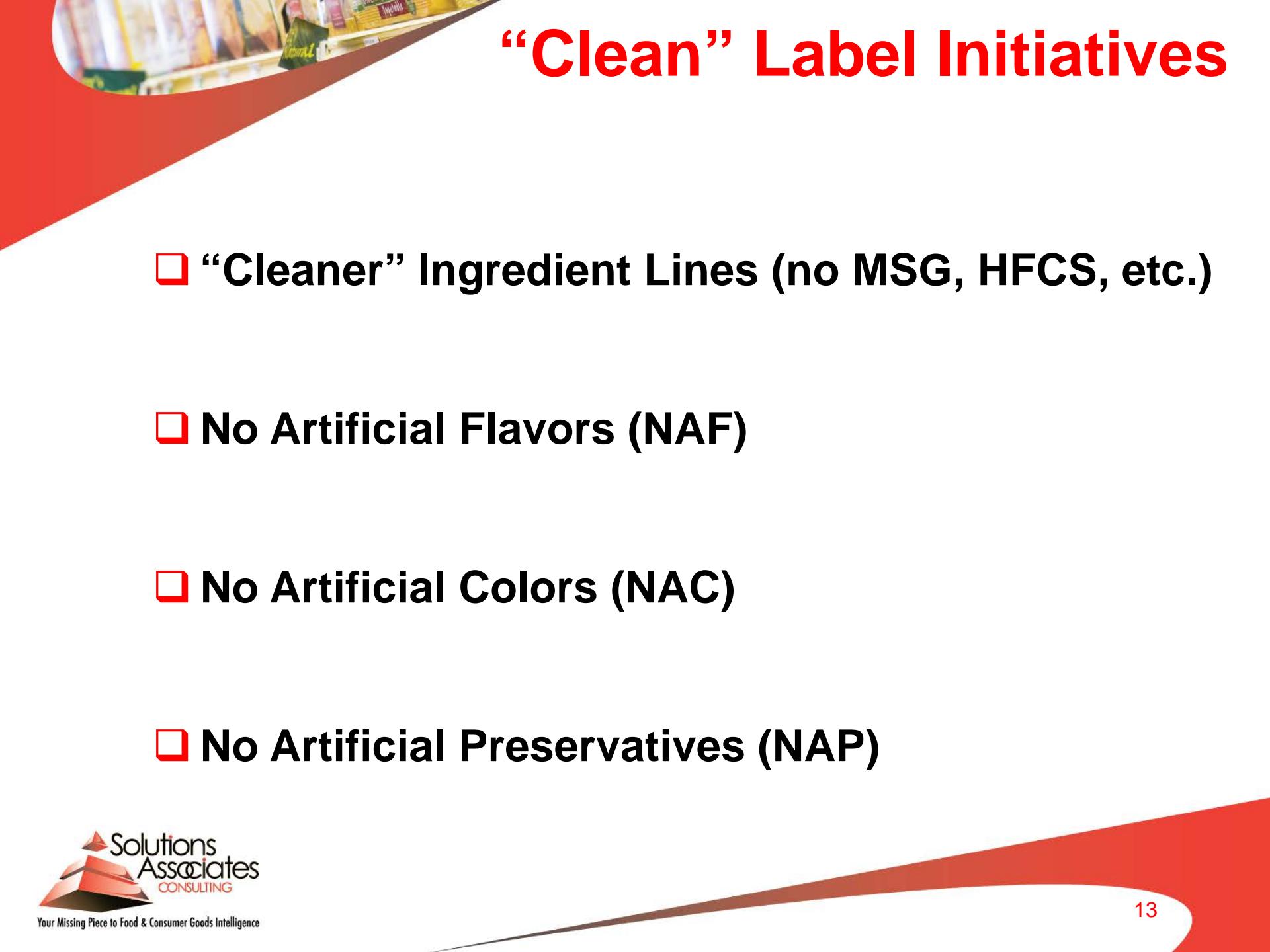
Weight
Watcher's
Points?

Sodium?

Sugar?



* A Big Organic Chain recently said **NO** to GMO



“Clean” Label Initiatives

- “Cleaner” Ingredient Lines (no MSG, HFCS, etc.)
- No Artificial Flavors (NAF)
- No Artificial Colors (NAC)
- No Artificial Preservatives (NAP)

Before FSMA 2011

Do you have a HACCP Plan?



After FSMA 2011

- ✓ Are your HACCP plans and Allergen control programs **3rd Party CERTIFIED?**
- ✓ Do you have a **Supplier Risk Assessment Program?**
- ✓ Do you perform **Supplier Audits?**
- ✓ Are **YOU AUDIT READY** with documents and records updated and organized for review by 3rd party, customers, FDA?
- ✓ - Are **YOUR Specifications** in a centralized, searchable database? **If so, are they updated? How Often?**





Cost of Food Safety & Allergen Recalls

Cost of Food Safety Recalls

- ❑ Apple Juice and E. coli: \$12MM (not including lawsuits, lost sales, and fines)
- ❑ Fast Food Chain and E. coli: lost approximately \$160 million in sales and 30 percent of its stock market value as a result.
- ❑ The average cost of a recall is \$540,000.
- ❑ Allergens recall range - \$10,000 to \$7,000,000 not including 'soft' costs such as loss of sales or disruption to business operations.
- ❑ In 2011, 43% of all recalls were due to undeclared allergens; more than Salmonella and Listeria combined!**

Recent Food Recalls

Food Safety/HACCP/Allergens

- Allergen recalls are ~40% of recalls*.
- Inaccurate or incomplete specifications can lead to undeclared allergens
- Allergen controls and validation reduce cross contamination risks and undeclared allergens

*Source FDA Reportable Food Registry report May 1 2012

Recently Posted Food Recalls

Date	Recall Information
August 25, 2013	Product Recall of Kroger's Break 'n Bake Chocolate Chip Cookie Dough Due to Peanut Butter Cup Cookie Dough Mispacked Into Chocolate Chip Cookie Dough Packages
August 24, 2013	Dove Chocolate Discoveries Issues Allergy Alert on Undeclared Nuts in Dark Chocolate Covered Fruit Collection Box
August 23, 2013	REACTION NUTRITION, LLC issues allergy alert on undeclared milk in LIVE CLINICAL 90 CAPS
August 18, 2013	See's Candies, Inc. Issues Allergy Alert On Undeclared Milk In Dark Chocolate Blueberries
August 17, 2013	Buurma Farms, Inc. Recalls Fresh Cilantro Due to Possible Health Risk
August 16, 2013	Voluntary Recall of Limited Lots of Maple Almond Butter Jars and Chocolate Hazelnut Butter Jars
August 15, 2013	Whole Foods Market Recalls Sour Cherry and Blueberry Crostatas Due to Undeclared Allergen
August 12, 2013	Terri Lynn, Inc. Issues Allergy Alert on Possible Undeclared Peanuts in its Packages of Deluxe Mixed Nuts
August 06, 2013	Heeren Brothers Recalls Cantaloupe Because of Possible Health Risk
August 06, 2013	Gold Star Smoked Fish Corp. Issues an Alert on Listeria in Baltic Treasures, Norwegian Style Matjes, Marinella "Delicatesnaya", Jewish Style Matjes, Traditional Russian Matjes, and Rybacka Wies Matjes Brands of Herring Fillets in Oil
August 05, 2013	Zip International Group, LLC Recalls Baltic Sprats in Spicy Brine Because of Possible Health Risk
August 02, 2013	Evershing International Trading Inc. Announces Recall of Ginger Candy
July 31, 2013	Whole Foods Market recalls Trois Comtois Morbier cheese because of possible health risk
July 29, 2013	Trois Comtois Recalls Trois Comtois Morbier Cheese for Possible Health Risk



The Ultimate Price

100,000+ Hospitalized

3000 Deaths

FSMA Made Simple

FSMA	Solutions/Options
Prerequisite Programs (GMP)	Online Training & Tracking
Food Safety Plan (HACCP)	On-line HACCP Training Tools
Supplier Risk Assessments	Simple to Complex Tools
Allergen Control	Specs Plant Processing & Control Plans
Facility Inspections	GFSI Certification (SQF, IFS, BRC, FSSC)
Foreign Supplier Verification	Supplier Questionnaires, HACCP, Documentation



HACCP Made Simple

HACCP	Tools
1. Identify Hazards	Word/Excel
2. Identify CCPs	Word/Excel
3. Critical Limits for CCPs	Specs?
4. Monitor CCPs	In-Process Lab Data Operator Logs – Then?
5. Corrective Actions	Where stored?
6. Record Keeping	Where stored?
7. Verify Plan/Procedures	Where stored?

Comprehensive Supplier, Ingredient Allergen & Food Management System (Dashboard)



Updated Specs are Essential

IDENTIFIED
\$3.0 Million in 12 weeks

Example of Results



UNDECLARED ALLERGENS

Found High Sulphites
Soy in Pkg
Casein in Pkg

CANADA ↔ US
Globalization

REDUCE COMPLEXITY

5 Plants; 5 Pack Sizes

PRODUCT IMPROVEMENT

Reduce sodium /Remove MSG



Specification & Quality Document Management Solutions

We Do Specs!



- ❑ We do the back & forth emails and calls to suppliers to make sure **existing** specifications are complete, accurate and consistent.
- ❑ We take current spec data on paper or electronic documents (multiple regions) and quickly **set-up a consolidated, easy to search system**.
- ❑ We conduct a **FREE allergen validation** based on supplier questionnaires and ingredient data.
- ❑ We organize and categorize documents so that you are **audit ready** at all times.



Specifications

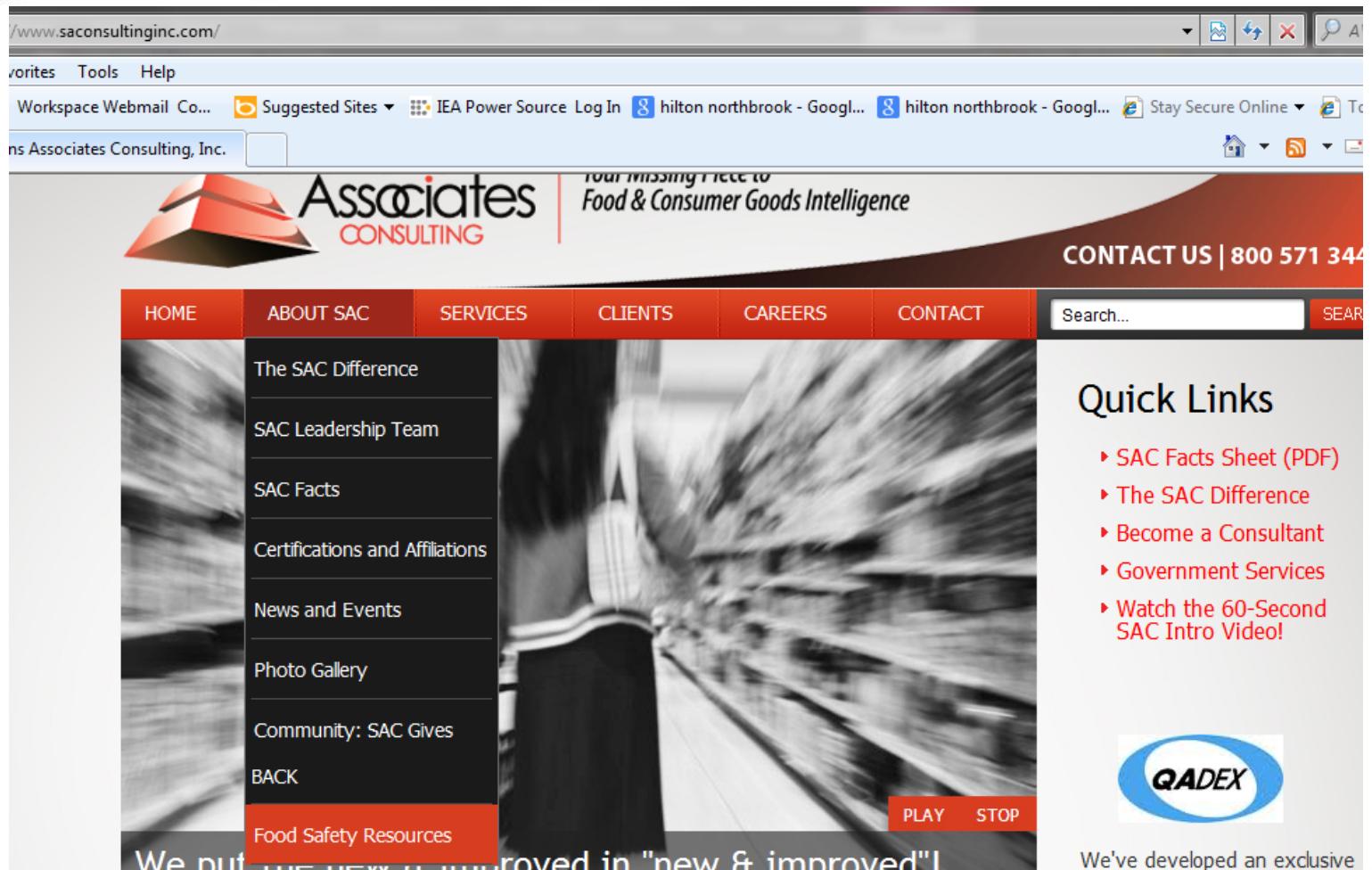
Project Highlights

- ❑ Customization & content management for a proprietary specification system for major retailer (4000 items)
- ❑ Developed over 1000 ingredient specifications to consolidate from over 10+ systems to one centralized system.
- ❑ Developed and Managed thousands of specification updates for clients and suppliers.
- ❑ Reassessed 40 Ingredients for a **GLUTEN FREE** claim for a confection product. ***20% of ingredients had changed; requiring a new label.***
- ❑ Documented Packaging for client's Co-manufacturer. **Identified undeclared allergens in packaging material.**

Food Safety Resources

www.SAconsultinginc.com

About SAC > Food Safety Resources



The screenshot shows a web browser displaying the [SA Consulting Inc.](http://www.saconsultinginc.com/) website. The page is titled "Food Safety Resources". The header features the company logo "Associates CONSULTING" and the tagline "Your Missing Piece to Food & Consumer Goods Intelligence". A navigation menu at the top includes links for HOME, ABOUT SAC, SERVICES, CLIENTS, CAREERS, and CONTACT. The "ABOUT SAC" menu is open, showing sub-links: The SAC Difference, SAC Leadership Team, SAC Facts, Certifications and Affiliations, News and Events, Photo Gallery, and Community: SAC Gives. At the bottom of this menu is a red "Food Safety Resources" button. To the right of the menu, there is a video player with a blurred image of a supermarket aisle, a "PLAY" button, and a "STOP" button. A "Quick Links" sidebar on the right contains a list of links: SAC Facts Sheet (PDF), The SAC Difference, Become a Consultant, Government Services, and Watch the 60-Second SAC Intro Video! Below the sidebar is the QADEX logo.

www.saconsultinginc.com/

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BACK

Food Safety Resources

PLAY STOP

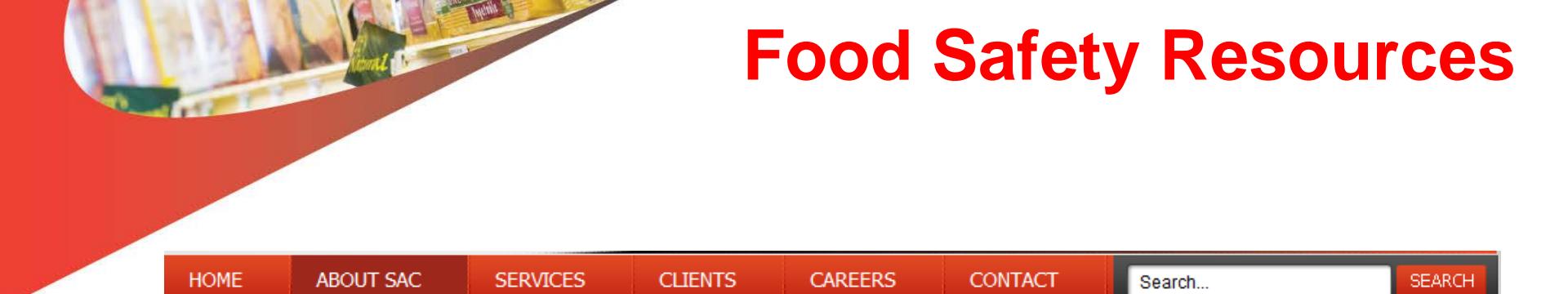
We put the new & improved in "new & improved"!

Quick Links

- SAC Facts Sheet (PDF)
- The SAC Difference
- Become a Consultant
- Government Services
- Watch the 60-Second SAC Intro Video!

QADEX

We've developed an exclusive



Food Safety Resources

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Food Safety Resources

Scroll Down for Videos

Webinars:

[Foreign Supplier Verification Programs for Importers: FDA and Industry Expert Insights](#)

Free Downloads:

- ▶ [FDA FSMA NEW RULING - Summary Foreign Supplier Verification Aug 2013](#)
- ▶ [FDA Reportable Food Registry Report - Listed Allergens as Top Reasons for Recalls in 2012](#)
- ▶ [Top 10 Allergen Management Tips - SAC WhitePaper Sept 2013](#)

Quick Links

- ▶ [SAC Facts Sheet \(PDF\)](#)
- ▶ [The SAC Difference](#)
- ▶ [Become a Consultant](#)
- ▶ [Government Services](#)

<https://vimeo.com/63161929>

Watch the 60-second SAC Intro Video! (requires Flash Player)



We've developed an

Food Safety Resources

Webinars



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Foreign Supplier Verification Programs for Importers: FDA and Industry Expert Insights

Sponsored by [Solutions Associates Consulting, Inc.](#)

This webcast is free to IFT members with a capacity of up to 1,000 registrants and your registration includes both the live and on-demand version.

In collaboration with the FDA, IFT is hosting this special webcast on the proposed Rule for Foreign Supplier Verification Programs for Importers of Food for Humans and Animals. FDA is proposing these standards as part of its implementation of the Food Safety Modernization Act. This webcast is the 3rd in an IFT series covering the proposed rules, including what implications may exist, and how these proposed rules may impact you and your organization.

FDA speaker, Dominic Veneziano, Division of Import Operations Director, will review this proposed rule and provide more detail



Food Safety Resources

FDA Videos

FDA Videos:

Take 3 minutes to learn about the Food Safety Modernization Act!





Food Safety Resources

Helpful Links

Links:

Document Management Solutions (Record Keeping)

- ▶ *Supplier Management System*
- ▶ *Specifications and Allergen Management*
- ▶ *Record Keeping and Audit Document Management Tools*

Food Safety Consultants

Food Law Attorneys - Eric F. Greenberg, Chicago

Food Law Attorneys- Anthony Pavel, DC

FDA FSMA FAQs

USP Fraud Database

Article- Jensen Farms: A compelling reason to manage your supply chain



Food Safety Resources

More Links

❑ Dairy Research Institute – Non Profit (Low Cost Training, Free Tools)

Their goal is to promote use of dairy products and keep the supply chain safe.

- ✓ www.usdairy.com/FoodSafety

❑ Food Safety/GFSI Auditors (non Prescriptive)

- ✓ www.globalsafefoods.us

❑ Food Safety Consultants (Guidance)

- ✓ [www.achesongroup.com \(DC/Chicago\)](http://www.achesongroup.com)
- ✓ [www.kestrelmanagement.com \(Chicago/Midwest\)](http://www.kestrelmanagement.com)



Food Safety Resources

HACCP Training, Consulting & Tools

HACCP Plan On-line Tools

- ✓ <http://www.foodsafety.ssfpa>

HACCP Plan Training & Consulting

- ✓ <http://www.foodhaccp.com/haccp>
- ✓ <http://www.professionalfoodsafety.com>



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Mary Bell
Director Business Development
800-571-3440 Ext: 286
MaryBell@SAconsultinginc.com

JACKIE CLARK MUHAMMAD
VP of Technical Services
800-571-3440 Ext: 250
Jackie@SAconsultinginc.com