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GLOBAL AGRI-TRADE
CORPORATION

**Natu'oil
SERVICES INC**

PALM OIL SEMINAR SERIES

COMMERCIAL • TECHNICAL • SUSTAINABILITY

PRESENTED BY

**Natu'oil
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4th Palm Oil Seminar Series

Miami, Florida

November 14, 2014

SEMINAR PROGRAM	
8:30 am – 9:30 am	Registration & Networking Breakfast
9:30 am	Official Start of Miami Palm Oil Seminar Series Session
9:30 am – 9:40 am	Welcome Remarks! <i>Jignesh Bhatt, Executive Director, Global Agri-trade Corporation</i>
9:40 am -10:10 am	Developments in the Global Palm Oil Sector <i>Johari Minal, Regional Manager, Malaysian Palm Oil Board, Washington DC.</i>
10:10 am – 10:40 am	Cost Effective Alternatives to Partially Hydrogenated Vegetable Fats and Oils <i>Dr. Tiger Tangavelu, Technical Director, Global Agri-trade Corp, Long Beach CA.</i>
10:40 am – 11:40 am	Discussion and Q&A Session
11:45 am – 12:00 pm	Raffle Draw
12:00 pm	End of Miami Palm Oil Seminar Series Session



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

**TIGER TANGAVELU
TECHNICAL DIRECTOR
GLOBAL AGRI-TRADE CORPORATION**





Outline of presentation

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

 **Olera** Shortening

Quality Shortenings From Global Agri-trade Corporation



➤ **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 F**
- **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 F 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**



QUALITY SHORTENINGS FROM GLOBAL AGRI-TRADE CORPORATION



- **HIGH QUALITY NON-COMMODITY 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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FRY STUDY DONE AT MALAYSIAN PALM OIL BOARD*

Performance of Special Quality and Standard Palm Olein in Batch Frying of Fish Nuggets

Karimah Ahmad*

TABLE 1. SPECIFICATIONS OF SPECIAL QUALITY PALM OLEIN (SQ POo) AND STANDARD PALM OLEIN (POo)

	SQ POo	POo
Free fatty acid (% C16)	0.02	0.06
Slip melting point (°C)	22.6	19.6
Colour (5.25" Lovibond)	1.2R 12Y	2.6R
Iodine value (Wij's method)	56.79	56.7
Moisture and impurities (%)	0.025	0.05



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FFA : DAYS OF FRYING

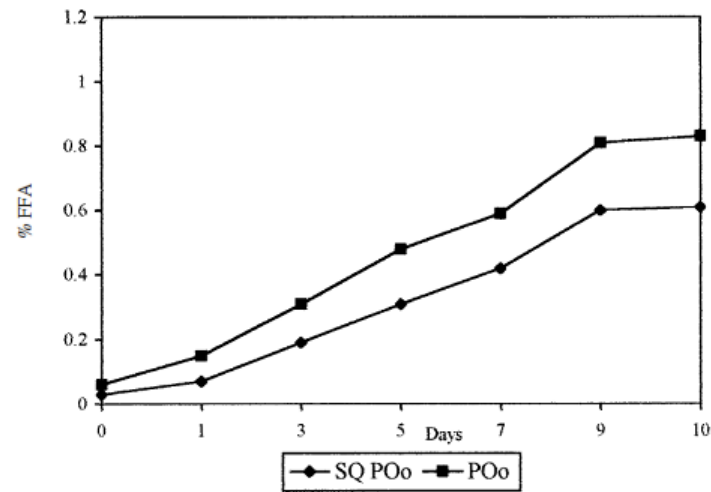


Figure 1. Free fatty acids (FFA) contents of special quality palm olein (SQ POo) and standard palm olein (POo).



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SMOKE POINT : DAYS OF FRYING

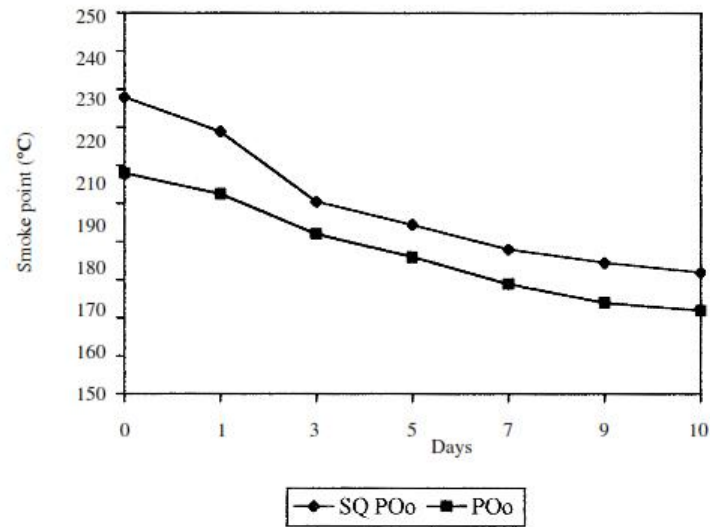


Figure 2. Smoke point of special quality palm olein (SQ POo) and standard palm olein (POo).





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OIL COLOR : DAYS OF FRYING

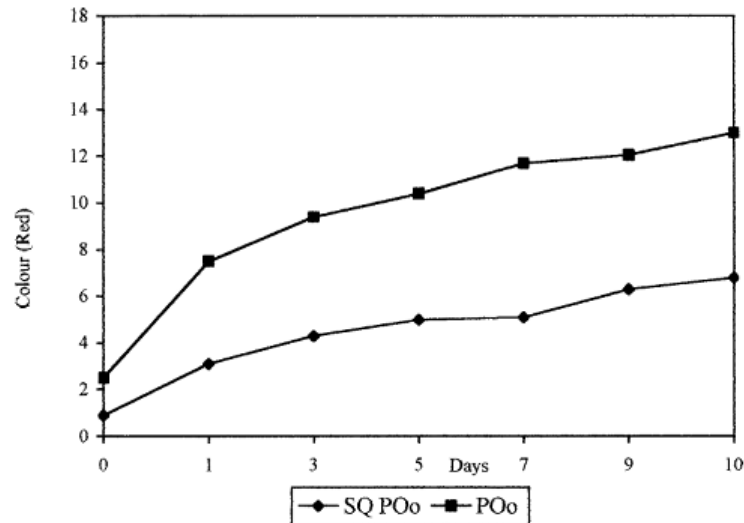


Figure 3. Changes in Lovibond colour of special quality palm olein (SQ POo) and standard palm olein (POo).





- **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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FIRST 100% VERIFIED SUSTAINABLE PALM OIL SHORTENING IN NORTH AMERICA







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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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Thank You For The Opportunity!





Questions ?



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