



FIRST CHOICE INGREDIENTS IN THE MIX

“From a few pounds to a few hundred, we now have a faster solution.”

Roger Mullins,
SENIOR VICE PRESIDENT



Expanded Pilot Plant Helping Customers Get to Market Quicker than Ever

Customers are loving FCI's new spray drying capabilities

Reacting faster to customer needs has been our calling card since we first set up shop in 1994. We always wanted to be nimble and do what our larger competitors couldn't, or wouldn't, do. If there was a way, we would figure it out and make it happen.

Our expanded new spray drying capabilities is just another step toward that goal. By taking typical 6-8 week lead times and reducing them to two weeks or less, our customers are now experiencing speed to market that has really never been seen before.

“We are calling this an expanded pilot facility,” said Roger Mullins, Senior Vice President. “From a few pounds to a few hundred, we

now have a solution. Everything today is faster, faster, faster and now we can deliver an entire product line within weeks. We're finding that entrepreneurial-minded companies really appreciate the responsiveness.”

The new unit includes state-of-the-art safety features which meet the latest NFPA guidelines, which means FCI's expansive dry product line, including Organic, Kosher, rBST-Free and Non-GMO Project Verified variations, is now available for scale-ups quickly.

“In today's world, nobody wants to wait. But for the company who needs a few hundred pounds of clean label dry product right away, their launch can be right around the corner,” said Mullins.



Bake Up Savings with FCI Butter Concentrates

Replacing AA Butter in your cookies could save you \$650,000



Last issue, we showed you how replacing butter in pound cake can make a huge impact. Now, it's cookies. We have two unique butter concentrates made with natural ingredients that can really stretch your flavor and budget.

Using our natural butter concentrates, made with real butter, a baking company could save .26 per pound, and have a clean label product that tastes exactly the same, if not better! For a company that sells 2.5 million pounds of product that would be a savings of \$650,000 each year.

Throughout the year, our sales managers are hitting the road to do Butter Cookie demos to give customers a taste of the savings. We will show you exactly how the formulations break down, and share other Raw Dairy Replacement case histories with you. With the cost of butter continuing to rise, there has never been a better time to learn more.

To schedule a product demo, contact Abby Pekar at 262.251.4322 or PekarA@fcingredients.com.



WE'VE BAKED UP A WAY TO REPLACE EXPENSIVE AA BUTTER WITH OUR NATURAL BUTTER CONCENTRATES.

Whether it's replacing expensive AA butter (disruptive) or simply reducing its use, our Natural Butter Concentrates give you the flexibility to increase flavor and taste while meeting costs. Simply substitute the quantities, and you'll save the impact! And with our new 100% Butter Butter, you'll understand why you now have increased the value and quality of our Natural Butter Concentrates. Next to combine with natural ingredients, including real butter, so what's not to love?

BUTTER COOKIE	AA 5%	Butter Cookie with 100% Butter 10/20/19		Butter Cookie with Butter Concentrate 10/27/19	
		%	Cost in Use	%	Cost in Use
Ingredients					
All Purpose Flour	45	41.50	41.50	41.50	41.50
Butter, Salted*	2.47	31.75	\$0.77	4.39	\$0.11
White Granulated Sugar	19.00	19.00	19.00	19.00	19.00
Whole Egg	2.60	2.60	2.60	2.60	2.60
Vanilla Extract	0.50	0.50	0.50	0.50	0.50
Salt	0.15	0.25	\$0.0004	0.19	\$0.0009
Butter Concentrate 10/27/19*	5.23			5.00	\$0.23
Palm Oil	0.52			14.00	\$0.07
Coconut Oil	0.41			3.90	\$0.01
Other	0.00			3.24	\$0.00
TOTALS		100.00	\$0.77	104.00	\$0.51

COST SAVINGS OF \$0.26/lb
*Cost savings based on 2019 prices as of September 11, 2017. Based on 100% Butter.

First Choice
www.fcingredients.com 262.251.4322



"The final product comes from flavorists, food scientists or chefs who start with our product, but add one of their creations and turn it into something very special."

Roger Mullins,
SENIOR VICE PRESIDENT

"Where Flavor Begins"

About 15 years ago, I was sitting on a plane headed out to visit customers. With no earphones or screens to distract me, I began thinking about our company, our talents, and how we set ourselves apart from the competition.

We concentrate cheese, cream and butter, resulting in extremely clean and impactful building blocks – the beginning of something, but never truly the end. The end, or final product comes from flavorists, food scientists or chefs who start with our product, but give it their own flavor and turn it into something very special. This partnership remains the backbone of our company.

Our portfolio of dairy-based products continue to provide our customers with new and exciting tools to build unique and signature flavor. From distillates and extracts to concentrates, you can continue to look to FCI to begin your flavor journey, or build a more complete and complex flavor profile.

First Choice Ingredients is truly "Where Flavor Begins."

Roger Mullins
Roger Mullins,
SENIOR VICE PRESIDENT





Improving Every Day with Eco-Friendly Initiatives

"Becoming more eco-friendly is good for us, our customers, and the environment." – Jim Pekar, President



As we come up on our 25th anniversary, it's amazing to look back on all the strides we've made over the years. While our team and product line have grown substantially, the evolution of our manufacturing process and our commitment to reducing energy consumption and waste is equally impressive.

FCI's third manufacturing facility, approximately 80,000 square feet, was acquired in late 2016.

After a renovation which included adding multiple reactors, labs and administrative space, FCI recently completed a re-lamping process of the entire building. It's estimated the new lighting will cut energy usage by over 30%.

We also recently retained an outside firm to study our water practices, and were able to substantially cut down on water usage, which ultimately reduced our impact on the local water treatment plant.

"Going green is a journey that will never end at First Choice," said president Jim Pekar. **"We are constantly looking for ways to get better, to be more efficient. Becoming more eco-friendly is good for us, our customers, and the environment."**

CUSTOMER INPUT DRIVES COMPANYWIDE CHANGE

For years, our 20 lb. plastic pails have been a popular delivery vehicle for FCI partners worldwide. Recently, a customer asked if we would switch the metal handles on the pails with plastic handles that could be recycled more easily. Being the nimble and flexible company that we are, we were able to accommodate the request quickly. But it didn't stop there, we eventually adopted the switch to plastic handles companywide.



JOIN US IN WELCOMING...

Christopher Wolfe

Director of Strategic Business Development



Christopher Wolfe joins FCI with close to 20 years of experience in the food industry in various capacities, including a decade with Givaudan Flavors. His education in Food Science, combined with his background as a working Flavor Scientist,

makes him a valuable resource for customers throughout the globe. By leveraging his technical expertise, Christopher is able to drive positive results and outcomes. He specializes in flavor creation, application technologies, and dairy solutions.

Bryan Maw

Director of Strategic Sales – Major Accounts

Bryan Maw is an industry veteran with over two decades of professional sales and business development experience throughout North

America. Joining FCI from Kerry Group, where he was Sales Director, Bryan is known for creating sales strategies, developing customer relationships and increasing market share. Bryan will handle strategic accounts.



Skyler Kontio

Applications Specialist



With the addition of Skyler Kontio, the FCI Applications Lab is continuing to grow its expertise and experience. Drawing on her Bachelor of Science degree in Culinary from Southwest Minnesota State University, Skyler

has held a variety of positions in the food industry, specializing in baking with dairy. From cracker development to bread and pastry work, Skyler has become a valuable resource.





IFT '19 New Orleans

Organic Concentrate Offerings Continue to Grow

Give your customers products featuring organic dairy before someone else does

As the demand for organic continues to grow, FCI can help you stay ahead of the curve with a growing list of organic pastes and powders. Our dairy concentrates are made with natural ingredients and offer great value. With organic products typically costing a premium of 2.5 times more than traditional products, FCI offers organic dairy concentrates that can deliver up to 10 times the concentration level, which can help any company maximize their taste and budget.

Check out our growing list of Non-GMO Project Verifiable Organic Concentrates – available in paste & powder form:



- Organic Asiago
- Organic Butter
- Organic Brown Butter
- Organic Blue Cheese
- Organic Cheddar Cheese
- Organic Cream
- Organic Cream Cheese
- Organic Cultured Cream
- Organic Feta
- Organic Gouda
- Organic Monterey Jack
- Organic Parmesan
- Organic Romano



UPCOMING TRADE SHOWS

To learn more about FCI, and meet us firsthand, make sure to check us out at the upcoming trade shows. To find out if we are exhibiting or attending, contact Sarah Newbauer at NewbauerS@fcingredients.com.

April 2019

Great Lakes Section Suppliers Day

Wednesday, April 17, 2019
Kellogg Arena - Battle Creek, MI

Wisconsin Cheese Industry Conference

Wednesday, April 17, 2019
Alliant Energy Center - Madison, WI

Ohio Valley Section Suppliers Expo

Thursday, April 25, 2019
Savannah Center - West Chester, OH

CIFST Quebec Section Suppliers Show

Thursday, April 25, 2019
Place Forzani, 4855 Louis-B-Mayer - Laval, QC

ADS Technical Meeting

Sunday, April 28 - Tuesday, April 30, 2019
Seelbach Hilton - Louisville, KY

May 2019

NRA 2019

Saturday, May 18 - Tuesday, May 21, 2019
McCormick Place - Chicago, IL

NCA Sweets & Snacks Expo

Tuesday, May 21 - Thursday, May 23, 2019
McCormick Place - Chicago, IL

National IFT Expo

Monday, June 3 - Wednesday, June 5, 2019
Ernest N. Morial Convention Center - New Orleans, LA



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