



Dan Ice World

50th Issue – October 2019

Dear friends and ice cream lovers,

Here we are with the 50th issue of our **Dan Ice World**! This has indeed been possible thanks to your continued support and encouragements.



I hope that the subjects taken in this issue will be of interest to you.

For the raw material market, a couple of important remarks:



Oils and fats: we are seeing All Times Lows in terms of pricing. So, if you want to cover your needs, now is the time!

SMP and powder prices continue to firm, and we foresee further price increase in the coming months. Here our **Luxilac**™ products can be important cost-savers!

Last, but not least, I regret to inform you that my colleague, Lone Buus, has decided to go on early retirement after 38 years of dedicated service to our company. I am happy for her, and we all wish her best of luck and joy in the years ahead. Her successor, Mette Sogaard Andersen, has already started and is in the process of getting into her role. We all welcome her to the team.

Best regards – Cameron Skandarioon



Did you know that your Ice Cream can be both sweet and healthy?

YES, you heard right!
Even without losing functionality, the authentic feeling and taste? YES!

With our new portfolio **Luxisweet**™ you can maintain same quality and sweetness of your ice cream or frozen dessert.

The ongoing pressure on sugar reduction by consumers, taxes, health organizations, media etc., we, as an ingredient supplier, want to take sugar reduction to the next level.

To give you the background of our approach:

Up to 40% of consumers are extremely or very concerned about sugar and 54% of the consumers say that reducing sugar has become more important in their diet over the last year. They are not only concerned about sugar, but they also strive for a change. 33% look after low sugar claims when shopping.

New food grade Apps, based on bar code scanning and databases, such as *Fooducate*, *Open Food Facts* and *Yuka* are massively downloaded and used every day. Consumers know if your product is healthy or not!



So, how do you stay agile in this fast-changing market?

One way is to apply our **Luxisweet™**.

In this way you can label your product with different claims. The traditional claiming would be no added sugar, sugar reduced, or calorie reduced.



The new label is Nutri-score. Nutri-score is a nutrition label derived from the British FSA nutrient profiling system. It is gaining share since it has been selected by the French and Belgian governments and major manufacturers like Nestlé.

A standard ice cream typically has a Nutri-score of D or E. By using **Luxisweet™**, you can label a score of A or B! Doesn't this sound fantastic?

Here is how it works: After you have taken out sugar, you lose three things: The sweetness, carbohydrates/calories and bulk volume. It is easy to achieve the sweetness again. This, you can get from erythritol, a zero-calorie sweetener, sucralose, a high intensity sweetener with neutral taste or other types of sweeteners.

The carbohydrates/calories are the components we want to reduce, so we do not need to adjust these.

But what about the bulk volume?

This is hard to gain without off-tastes, unpleasant digestive situations, etc. But with the right combination of fibres and sweeteners



contained in the **Luxisweet™** portfolio, we have tailor made products, so you gain the right bulk volume and sweetness in your ice cream.

The benefits and possibilities of using **Luxisweet™** are the ability to reduce sugars and calories, declare ice cream with fibre and declare a lower fat% in your ice cream.



If you think this sounds interesting, please contact your local Sales Manager at Tetra Pak Ingredients Solutions (Danice) for further information.

Sugar Cones

We have established a new cooperation with one of the best producers of sugar cones in Europe. We are proud to inform you that we are now able to offer these premium quality cones and other related products at very competitive prices.

The cones are supplied either as they are for flow packing on the line, or we can supply sleeved cones with the best printing quality to get the best possible image on the sleeves, supporting the brand awareness among your customers.



Lids for the cones are an option as well.

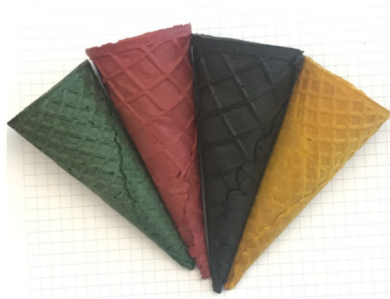


The product offer consists of standard industrial flat top cones with different side lengths.

The cones are also available with natural top.



Furthermore, we can make chocolate cones, Oreo-type cones, colored cones like e.g. green tea cones, and we can make cones covered with almond pieces.



Finally, wafer rolls and wafer pieces or crunch in different sizes are also a very delicious option to mix either of them into the ice cream mix as an inclusion.

You can also use the crunch inside the chocolate coating or you can add crunch to a fat-based center filling giving your product a highly premium aspect at a low price.

Spray Coating with huge Possibilities



During this fall, we have done internal tests with our Spray Coating 4042 in combination with our new top-quality sugar cones. We wanted to test how our spray coating maintains the quality of the cones and how you can effectively optimize your coating dosage without compromising the product quality.

The research has given positive results where we have verified the coating's performance in the toughest situations, but also seen how different amounts of coating can reduce production costs.

When we observe the ice cream cone over time, the coating protects the cone from the ice cream in such effective way that there is no development of a soft cone - it simply stays crunchy!

The situation was the same when the cones with ice cream were stress tested at room temperature for 30, 60 and 90 minutes. Here there was no significant difference in the softness of the cones.

The conclusion is that with this coating your cone will be "safe".

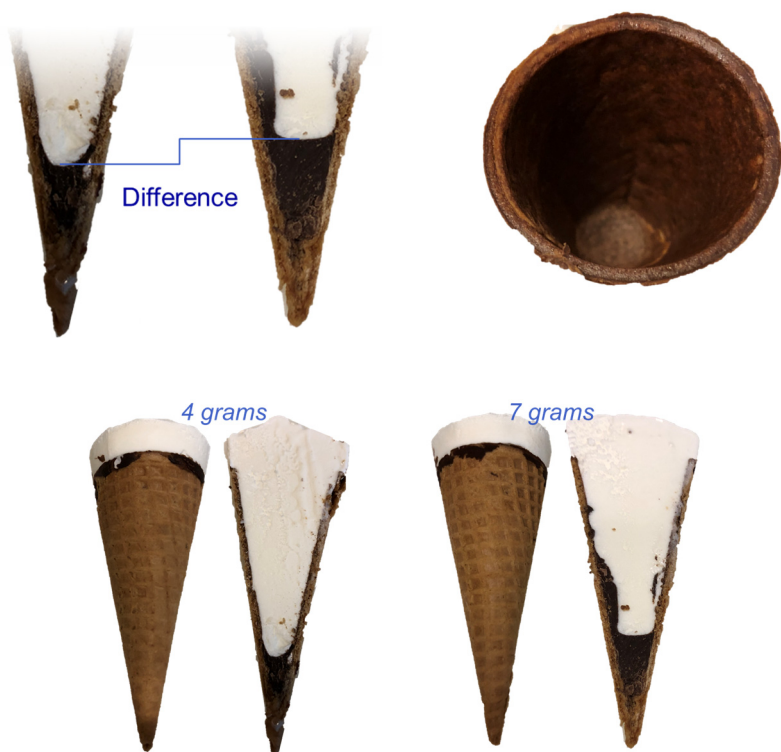
The dosage of the coating does indeed matter when it comes to cost saving. We tested a normal spray volume of 7 grams of coating and a lower volume of 4 grams.



The below pictures show you the differences in appearance. There is a lower volume of coating in the bottom with 4 grams, which was expected, but still enough for customers to look forward to in that very last chocolate bite.

Most interesting is that there is no difference in the cone's crunchiness going from 7 to 4 grams of coating. You maintain the same quality for less with up to +40% volume reduction.

For ideas, product information and prices, please do not hesitate to contact your Account Manager at Tetra Pak Ingredient Solutions (Danice).



Upcoming Exhibitions



Tetra Pak is again this year going to participate in **GULFOOD MANUFACTURING (GFM 2019)**.

The GFM exhibition is taking place 29 – 31 October 2019 in Dubai World Trade Centre and is one of the biggest food and beverage packaging and processing trade events in the world. We hope to see you there.



We shall also be present at the 41st edition of **SIGEP** taking place **18-22 January 2020 in Rimini Expo Centre, Italy**, however, without having a booth ourselves.



It should be a great pleasure seeing you at **Sigep**.

We hope that you have enjoyed this newsletter.

If you have any comments, please do not hesitate to contact:

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If you are interested in getting previous issues of **Dan Ice World**, please let us know.

