



Food Forum



SOUTHEASTERN FOOD PROCESSORS ASSOCIATION

www.sfpafood.org

SUMMER 2010

President's Message



Tom Densmore

October will be here before you know it, and the SFPA weekend at Sea Pines, Hilton Head will again bring us together. The folks at Sea Pines are looking forward to the SFPA convention and will be hosting our Thursday evening reception. The entire hotel section is being reserved for the SFPA.

An evening at dock side is planned for Friday in Harbor Town. Entertainment and great food under the big oaks will be one highlight of the 2010 convention. Additionally, current issue speakers, sporting and entertainment options, and a beautiful setting make this year's convention a top priority. Plus, a bicycle ride on Hilton Head Island is always a must.

What's going on at SFPA:

- New website – sfpafood.org – check it out
- SFPA Brochure – new look
- SFPA's Food Forum – new look, available by e-mail and printed version
- SFPA University – a successful March 2010 seminar and again for 2011
- SFPA Recipe Contest – "Buy the South's Best Foods" at www.buythesouthsbestfoods.com
- SFPA Convention Program and Calendar – see details inside
- SFPA Marketing Program – May 2010 and again for 2011

Another reason to attend the 2010 SFPA convention... hear those benefiting from the above talk about their success and how you too can become involved in 2011 SFPA programs.

Certainly, our Creator gives us unparalleled instructions and wisdom through the Biblical writers. Often men and women of notable character also affect the world around them. UCLA basketball coach, John Wooden recently died at age 99. He has been described as one of the greatest coaches of all time. He won more national championships than any coach ever. He came from a humble beginning but never lost the common touch.

As we near the final minutes, before hearing the sound of the final 2010 game buzzer, the following are a few of the statements made by Coach Wooden:

- Never mistake activity for achievement.
- Be more concerned with your character than your reputation, because your character is what you really are, while your reputation is merely what others think you are.
- Be prepared and be honest.
- Success comes from knowing that you did your best to become the best that you are capable of becoming.
- Talent is God-given. Be humble. Fame is man-given. Be grateful. Conceit is self-given. Be Careful.

I hope you will soon make your plans to attend the SFPA 2010 Convention. If you have never attended a SFPA convention, come and enjoy the fellowship and fun... enjoy the beautiful surroundings... enjoy the environment for learning.

Good Selling,
Tom Densmore



Mark Your Calendar!
SFPA Convention
Sea Pines Resort

The Inn @ Harbour Town
Hilton Head, SC, October 28-31



Banking Relations and Today's Economy

How can you tell if your bank is experiencing problems and what can you expect if you want to borrow money? Many of the problems resulting from the recession are still affecting banks today. Mr. Terry W. Vargo, Senior Vice President and Chief Lending Officer for Citizens Bank of Florida said "large banks are still dealing with the decline in residential real estate and smaller banks are preoccupied with problem loans and raising capital".

Although regulatory ratings of banks are "top secret and highly confidential" Mr. Vargo points out there are ways of researching your bank's health. Capital and asset quality ratios are two key areas to question or investigate when determining a bank's health. "The Uniform Bank Performance Report (UBPR) is public information available from the federal government" said Mr. Vargo. "Simply log on to FDIC.gov and search UBPR. The website will take you to the UBPR report site where you can enter the name of any bank in the country

and retrieve information reported by the bank to its regulators quarterly. The information is compiled by the FDIC and also compares the bank's information to a peer group of banks the same size." Mr. Vargo further explained that bank's Tier 1 capital ratio must be at least 4% to be adequately capitalized and 5% to be well capitalized. Furthermore, the FDIC measures a bank's total risk based capital, with an 8% and 10% requirement to be considered adequately and well capitalized, respectfully. "These ratios are readily available in the UBPR" said Mr. Vargo.

When applying for credit, Mr. Vargo urges everyone to be realistic and be prepared. "Understand your last three years financial history and be prepared to explain the steps you took to cope with the problems you encountered with the economy. Prepare and provide a budget and be prepared to offer extra security for the loan" said Mr. Vargo.

Citizens Bank of Florida, Terry Vargo

New Smartphone App Alerts Consumers to Food and Product Recall Info, Allows Reporting of Questionable Items

Popular technology will now help Americans verify what they eat is safe. The U.S. Government's Products Recall app for the Android Smartphone is now available at the revamped USA.gov website, and the apps for Blackberry and iPhone are soon to follow.

"Alerting consumers quickly to food and product recall information through this technology can prevent untold illness and save lives," said Agriculture Secretary Tom Vilsack. "Instead of trying to find recalls on

many different websites at home, consumers who download this tool can use technology to make informed decisions even before they put a product in their grocery cart or open the package to prepare a meal for their family."

"Our goal is to quickly inform the public and media when food products are recalled," said USDA Deputy Under Secretary for Food Safety Jerold Mande. "This app puts the information directly in the hands of consumers, giving them the power to take action."

FDA Seeks Public Comment on New Federal Menu Labeling Requirements

The U.S. Food and Drug Administration is inviting the public to submit comments and information to help the agency implement the new law, Section 4205 of the Affordable Care Act that was signed into law March 23, 2010. The new law sets new federal requirements for foods sold at certain restaurants, coffee shops, delis, movie theaters, bakeries, ice cream shops, and in vending machines.

The new federal law requires the posting of calorie content and other nutrition information on menu items of restaurants and similar retail food establishments that are part of a chain with 20 or more locations that offer substantially the same menu items to list calorie content information on menus and

menu boards, including drive-through menu boards. Other nutrition information must be made available in writing on request. The act also requires vending machine operators who own or operate 20 or more vending machines to disclose the calorie content of their items.

The FDA is required by law to issue proposed regulations by March 23, 2011.

Send comments and suggestions about menu labeling in docket number FDA-2010-N-0298 at www.regulations.gov. The docket officially opened July 7 and will remain open for 60 days.

For more information: Federal Register Notice.



SFPA Member News

Ann Garner Riddle Named President and C.E.O. of TW Garner Food Company

Ann Garner Riddle has been named President and Chief Executive Officer of TW Garner Food Company. She succeeds her brother, Ralph E. “Reg” Garner, who passed away last June after a long illness.

Riddle holds a B.A. in Psychology from Hollins College in Virginia, and a B.S. in Food Science from North Carolina State University. Prior to being named to her new post, Riddle served as a Vice President of TW Garner for the past 13 years. Her employment with the company began in January, 1972.

Riddle has been married to W. Arthur Riddle, III for 30 years and enjoys farming, needlework, and especially helping her husband with his NASA/JPL Solar System Ambassador Outreach Programs.

“Our corporate philosophy has always been to achieve steady, managed growth,” Riddle said. “That’s the way Reg did it, that’s the way our dad and uncles did it, and that’s our plan moving forward.”

“Although I do wish with all my heart that this gap had never existed, and I miss my

brother every day, I am sincerely excited about our future. I have enormous passion and enthusiasm for what we do and who we are,” Riddle continued. “We have a great history, and today we have the brands, the products, the team, and the plans in place to keep the business moving steadily ahead. I look forward to serving in the years to come.”

Ann’s uncle, Thad Garner, started the business in 1929, making and selling barbecue sauce. The company introduced Texas Pete® Hot Sauce in the early 1930s in response to customers asking for a spicier product.

Today the company sells its products to supermarkets, military commissaries, troop feeding programs, convenience stores, and restaurants throughout the United States and the world. Texas Pete Hot Sauce is the #3 brand of hot sauce in the country in dollar sales (Source: Nielsen/IRI dollar sales).

Headquartered in Winston-Salem, North Carolina, TW Garner Food Company is now in its 81st year, its fifth generation of family ownership, and fourth generation of family management.

Buy the South’s Best

Buy The South’s Best Foods promotion is working. Ed McCoy Market Director for the Kentucky Markets saw the FSI in the May Sunday paper and e-mailed looking to purchase the products advertised for their Meijer stores.

Promote your products; “The South’s Best Recipe Contest” invites consumers to use

featured food products to create their own recipe and enter the contest to win a \$500 Grand Prize.

Contact Tony Treadway at 423-926-9494 for more information.

Welcome New Members

Allen Inc.

Scott Little
930 Stratford Run Dr., Ft Mills, SC 29708
803-835-0596

Tropical Nut & Fruit

Tony Lahnston
3368 Bartlett Blvd., Orlando, FL 32811
407-843-8141

Miura North America Inc

Paul O’Donnell
1900 The Exchange Suite 330, Atlanta, GA 303339
770-916-1695



SFPA New Look

The web site is a work in progress and is back up. Take a minute to check it out: www.sfpafood.org.

Currently, we do not have anything password protected.

You probably noticed the Food Forum also has a new look. The Food Forum comes out

four times a year to keep our members up to date with FDA regulations, industry news and member news. If your company has news they wish to share with the Association please send it to Anna at anna-ondick@earthlink.net or call the office at 407-365-5661.

Meet Your Members

GREGORY PEST SOLUTIONS

Gregory Pest Solutions has been serving the Food Processing community since 1972. With commercial service as our core function, we know how important attention to detail is.

Whatever auditing program a company is under, Gregory consistently provides superior ratings. We have a corporate monitored Quality Assurance Program, insuring consistency in the delivery of our services. Besides pest and rodent control, we also offer solutions in Bird Control, wildlife control, and pond maintenance.

The contact at Gregory Pest Solutions is:
Gary Monts, Associate Certified Entomologist
Cell 864-444-7843
e-mail gmonts@gregorypestsolutions.com.

LOMA SYSTEMS INC.

Loma Systems Inc. (www.loma.com), a division of ITW (NYSE:ITW) of Glenview, IL, is a global leading supplier of food safety inspection equipment. Products include metal detectors, check weighers and X-ray inspection systems. These units are used for incoming inspection of bulk or raw product, inspection of product at various stages in the production process, and final inspection of packaged product in packaging areas to help your company ensure

that you are providing the best and safest product to your customers. Loma users range from multi-nationals to corner bakeries and delis.

Loma Systems is a market innovator with many firsts including the first food industry X-ray machine with patented Explorer software technology and our latest award winning IQ-3 variable frequency metal detector. In business for more than 40 years, Loma is the only company that has consistently manufactured a full line of metal detection, checkweighing and X-ray inspection machines under one brand name in one US location supported by one direct sales and service team. While a market leader with vast technology and resources, Loma strives to offer the best value for all customers and is proud of their ability to service all accounts with personal attention with regionally based sales and service personnel.

Loma is represented in our area by Don Stevens, Regional Sales Manager. Don can be reached at don.stevens@loma.com or cell 770-335-9055 or through Loma Headquarters at 1-800-USA-LOMA 800-872-5662.



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Drew Andrews – Elite Spice

2nd Vice President

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McCall Swink – McCall Farms

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Stan Carroll – TW Garner Food Company (2009)

Mike Carter – Mt. Olive Pickle Co. (2009)

Anthony Moore – Bush Brothers (2011)

Marion Swink – McCall Farms (2011)

John Wadsworth – Rich Products (2011)

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Anna Ondick