

soups & sauces



Appetizing. Rich. Satisfying.

The SaltWise™ sodium reduction system helps you serve up reduced-sodium soups and sauces with the great taste of salt.

The SaltWise™ sodium reduction system offers the opportunity to delight consumers and differentiate your low-sodium soups and sauces by delivering the satisfying taste, flavor profile and functionality of salt. With the SaltWise™ sodium reduction system, you can:

- Reduce sodium in product formulations by up to 50%
- Deliver the great flavor of salt
- Improve taste in existing reduced-sodium products without increasing sodium
- Use as easily as salt in a variety of food applications
- Offer great-tasting, lower-sodium foods!



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Cargill™

soups & sauces

SaltWise™ Brand Ingredient Innovation: Flavor, Functionality, Flexibility.

Consumer Fit

- Meets consumer desire for great-tasting, lower-sodium soups and sauces
- 48% of respondents indicated an intent to purchase 33% reduced-sodium pasta sauce that offers the same great taste/saltiness of regular pasta sauce¹
- Use of low-sodium foods increasing, with 66% of the population using low-sodium foods/beverages²
- 45% of consumers check sodium content on food labels²
- Consumers are willing to pay a 20% premium for great-tasting, lower-sodium pasta sauce¹

Functional Benefits in Soups & Sauces

- Stable in high-acid products such as salad dressing and acidified foods like salsa
- Heat-stable
- Freeze/thaw-stable, performing well in products like frozen, cooked sauces

Product Characteristics

- A granular system that handles and flows like salt
- Dissolves readily in aqueous solutions
- Up to 50% sodium reduction delivered through partial salt replacement
- Non-allergenic, kosher and GRAS (Generally Recognized as Safe)
- Meets FDA/USDA regulatory requirements when used as intended
- Improves taste sensory performance without increasing sodium levels in both reduced-sodium and standard products¹
- Two blends deliver sodium reduction across a broad range of applications
- Able to develop custom blends to meet specific taste and cost-in-use requirements

Comparing Popular Foods Made with Salt vs. SaltWise™ System

The following prototypes represent various applications that deliver a consumer parity liking at 33% reduced sodium versus fully salted control products.¹

Product	Serving Size	Na	% Added Salt	% Salt Reduction
Marinara Sauce				
Control	125g	565mg	1.0	–
SaltWise™ Prototype	125g	379mg	0.62	38%
Vinaigrette Salad Dressing				
Control	64g	400mg	1.6%	–
SaltWise™ Prototype	64g	268mg	0.99	38%
Chicken Gravy				
Control	100g	500mg	1.2	–
SaltWise™ Prototype	100g	335mg	0.74	38%
Chicken Broth				
Control	100g	1110mg	1.1	–
SaltWise™ Prototype	100g	744mg	0.66	40%
Alfredo Sauce				
Control	65g	380mg	0.9	–
SaltWise™ Prototype	65g	255mg	0.39	57%
Ranch Dressing				
Control	64g	439mg	1.0	–
SaltWise™ Prototype	64g	294mg	0.38	62%
Processed Cheese				
Control	28g	388mg	1.5	–
SaltWise™ Prototype	28g	256mg	0.30	80%

Bring the SaltWise™ System Advantage to Your Brand.

Partner with Cargill to create successful low-sodium solutions for Soups & Sauces using the SaltWise™ sodium reduction system. Plus, ask about SaltWise™ sodium reduction solutions for:

- Meat & Poultry
- Salty Snacks



contact

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¹ Cargill proprietary research, 2006.

² NMI Health & Wellness Trends Database, 2007