EDIBLE OILS

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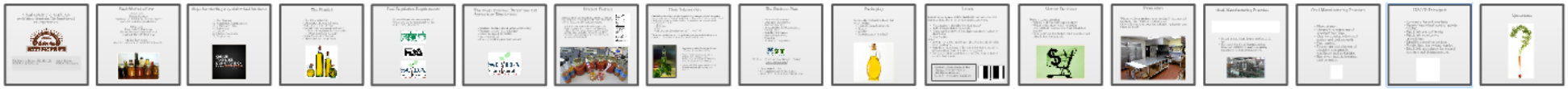


CLEMSON

COOPERATIVE EXTENSION
FOOD SAFETY AND NUTRITION

A food safety and regulation assistance program for food-based entrepreneurs

Kimberly A Baker, MS, RD, LD
Food Safety Associate

Adair Hoover
Food Safety Agent

Food2Market offers:

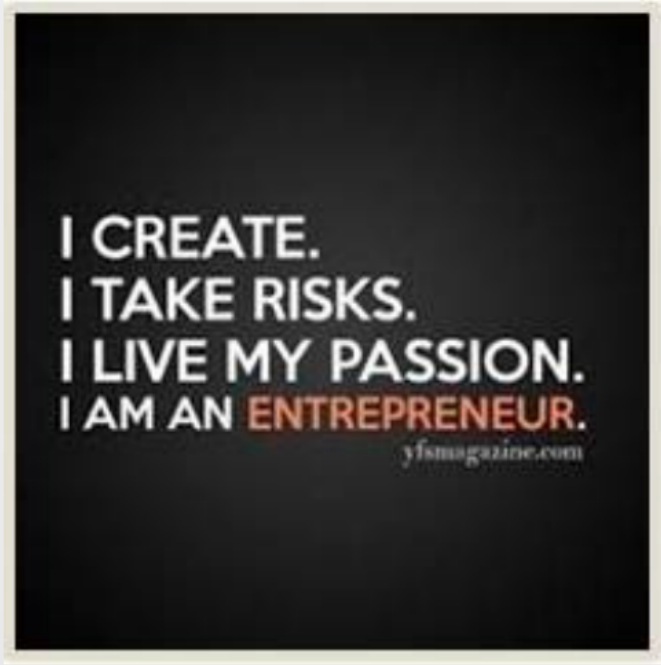
Assistance:
Product testing
Guidance with food safety regulations
General food safety education

Education:
Food Safety Workshop
Better Process Control School
Seafood HACCP Training

Online Resources:
www.clemson.edu/extension/food2market

Steps for starting a specialty food business:

1. The Product
2. Regulation Requirements
3. A Business Plan
4. Packaging
5. Labels
6. Market Decisions
7. Production



The Product

- Develop a prototype
- Determine the market form
- Calculate the batch size
- Consult with a process authority
  - Is the formulation/process safe?
  - What testing is needed?
- Have the product tested
- Determine cost to produce

Food Regulation Requirements

Who will regulate your products?
What are the requirements of the regulatory authority?

The South Carolina Department of Agriculture Regulations

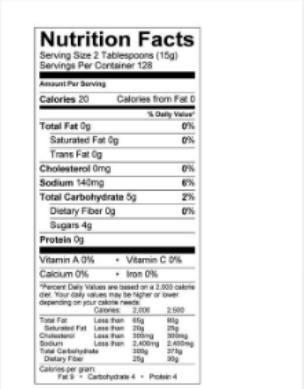
- Produce product in an approved facility
- Product testing (if applicable)
- Label reviewed by SCDA
- Apply for RVC
- Comply with regular inspections

SCDA
South Carolina
DEPARTMENT OF AGRICULTURE

Product Testing

Coordinated by the Food2Market program. Testing conducted by Dr. Julie Northcutt in the Department of Food, Nutrition and Packaging Science.

- pH and water activity do not apply to oils
- Herb infused oils may require pH testing
- Data is written into a Process Control Letter
- Official documentation for SCDA and FDA
- Provides processing guidelines information to produce product safely



Nutrition Facts

Serving Size 2 Tablespoons (15g)
Servings Per Container 128

Amount Per Serving

Calories 20	Calories from Fat 0
	% Daily Value*
Total Fat 0g	0%
Saturated Fat 0g	0%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 140mg	6%
Total Carbohydrate 5g	2%
Dietary Fiber 0g	0%
Sugars 4g	
Protein 0g	

Vitamin A 0% • Vitamin C 0%

Calcium 0% • Iron 0%

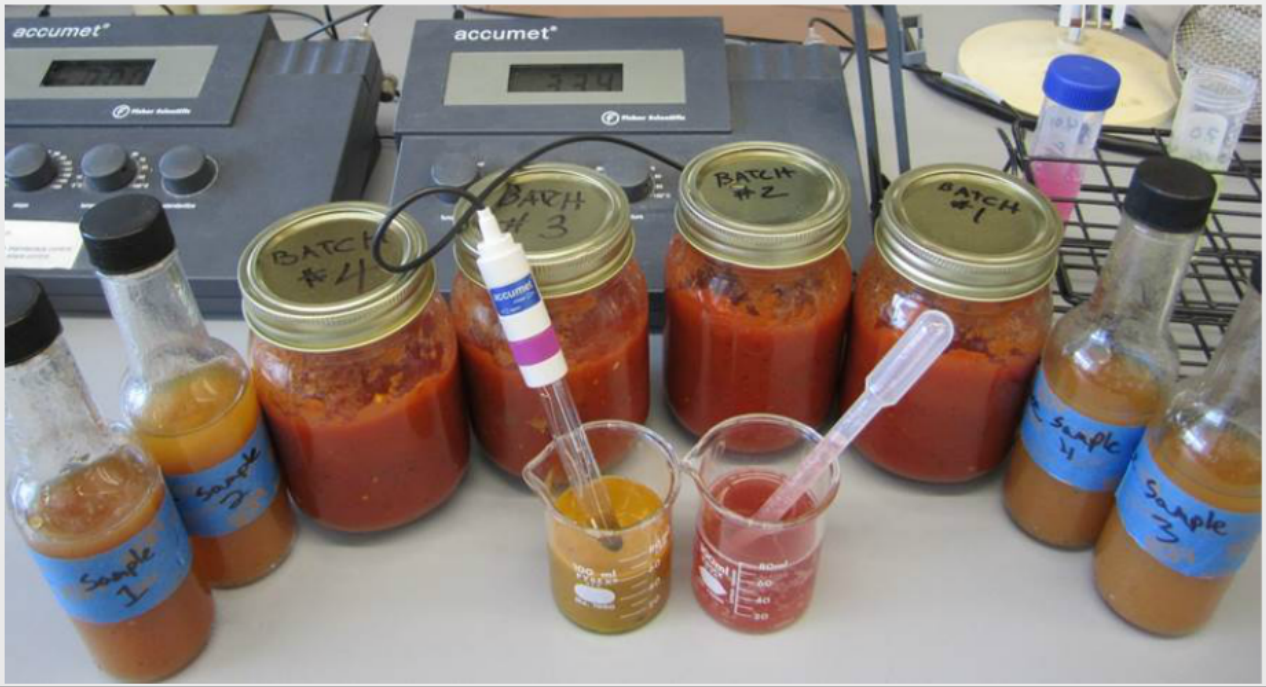
*Percent Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs:

	Calories:	2,000	2,500
Total Fat	Less than	65g	80g
Saturated Fat	Less than	20g	25g
Cholesterol	Less than	300mg	300mg
Sodium	Less than	2,400mg	2,400mg
Total Carbohydrate		300g	375g
Dietary Fiber		25g	30g

Calories per gram:
Fat 9 • Carbohydrate 4 • Protein 4

INGREDIENTS: Vinegar, Sugar, Worcestershire Sauce (Vinegar, Molasses, Water, Sugar, Onions, Anchovies, Salt, Garlic, Cloves, Tamarind Concentrate, Natural Flavorings and Chili Pepper Extract), Ketchup, Mustard, Seasoning salt, Black Pepper, Spices, Artificial Smoke Flavor.

CONTAINS ANCHOVIES



Herb Infused Oils

Clostridium botulinum is the biggest safety concern related to storing jarred and canned foods at room temperatures. That is because the ideal conditions for the botulism toxin to be activated are created in an environment that is:

- low acid
- low oxygen
- moist
- held at temperatures between 38 ° - 118 ° F.

Those are exactly the set of conditions that are created when oil is combined with low-acid foods (i.e., garlic and herbs).

- Ingredients added to oils for flavor infusions should be acidified.
- Producers may infuse oils with Garlic, Basil, Oregano and Rosemary, using specific research based methods for acidifying
- Other acidified herbs may be added but will require pH testing for safety,

The Business Plan

- Executive Summary
- Company Description
- Market Analysis
- Organization & Management
- Product line
- Liability Insurance
- Marketing & Sales
- Funding
- Financial Projections

SOUTH CAROLINA SBDC
In partnership with Clemson University

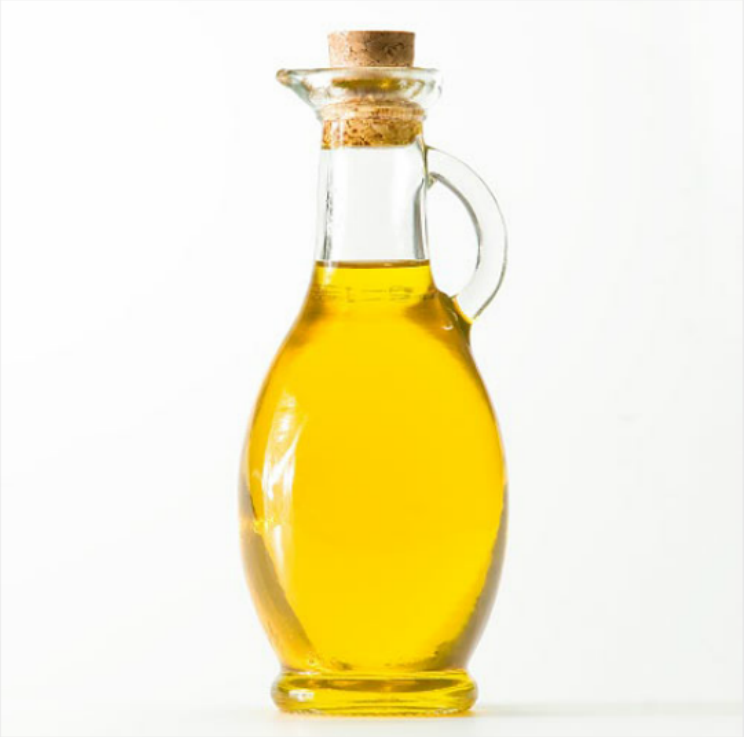
SC Small Business Development Center
http://scsbds.com/

- Free consultation
- 17 locations across the state
- More than 40 business consultants

Packaging

Determine packaging needs for your product

- Visual appeal/marketing
- Safety
- Quality
- Requirements of retail



Labels

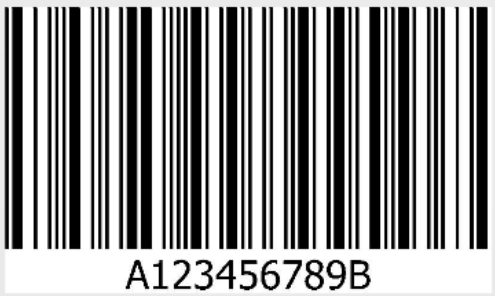
Labels have to meet FDA standards for font size and information. The four basic requirements are:

- Statement of identity (product name)
- List of ingredients by weight
- Name and address of the manufacturer, packer or distributor
- Net weight

Also:

- Design for a size and shape that is compatible with your packaging
- Nutrition facts panel? Required for sales exceeding $50,000/per year or 100 + employees
- Bar code? Membership fee of $750. Large stores require bar codes.

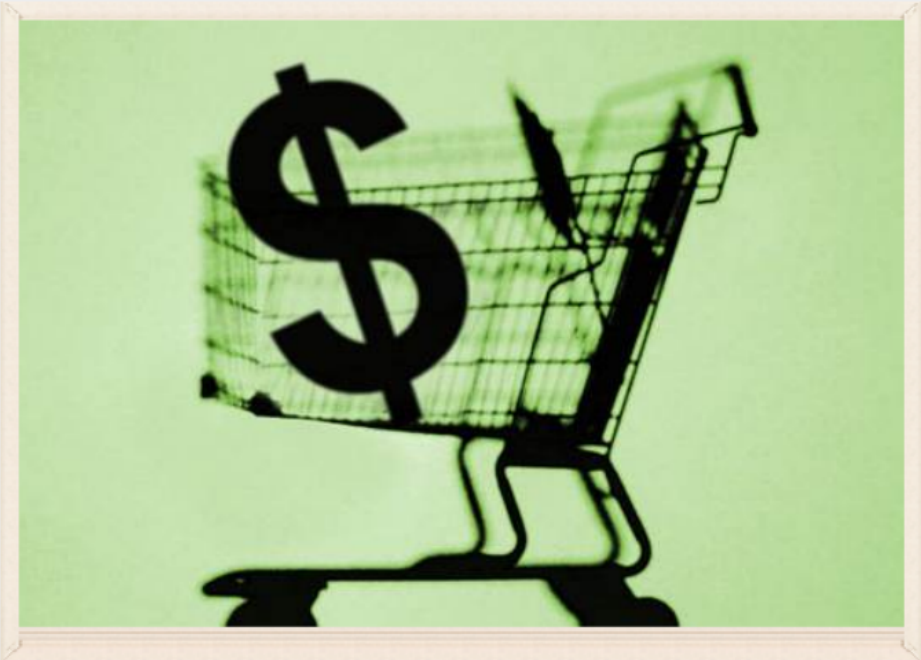
Uniform Code Council, Inc.
Phone: 937-435-3870
info@uc-council.org
http:// www.uc-council.org



Market Decisions

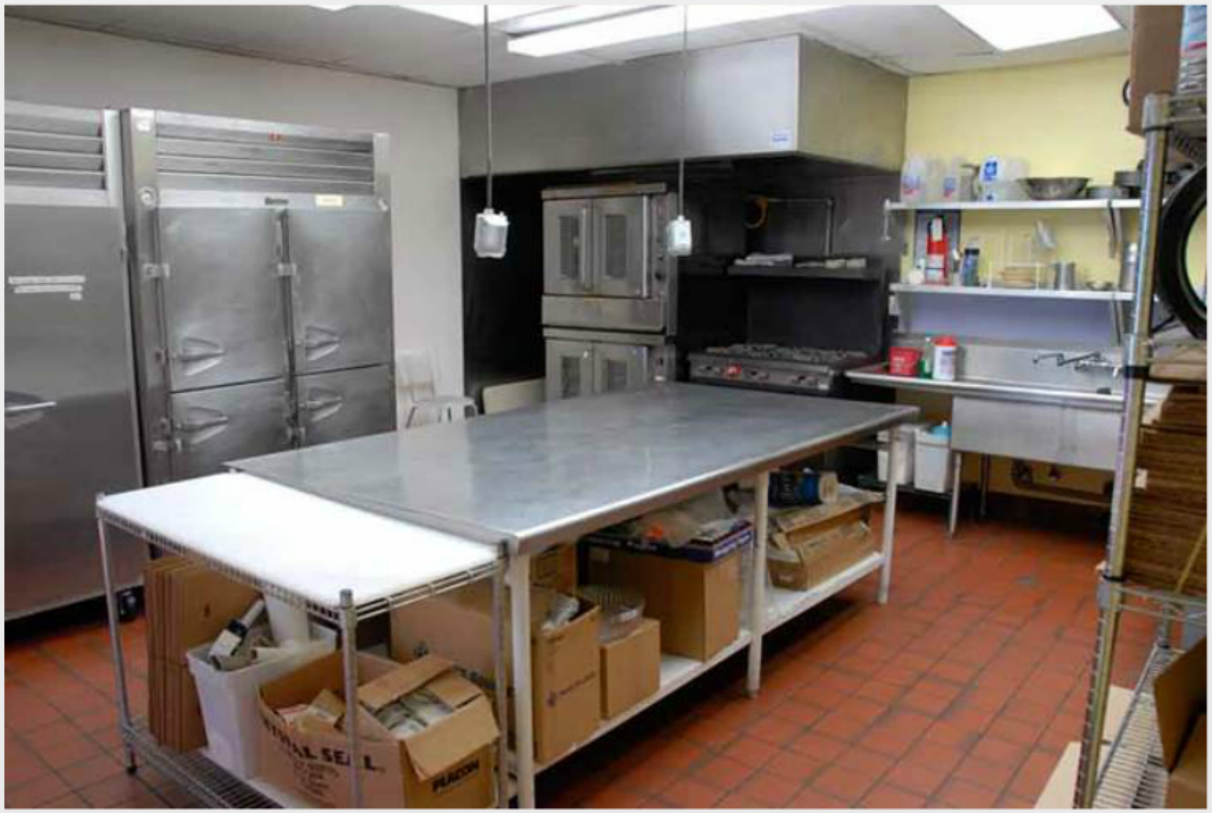
Write a marketing plan

- Where will you sell your product?
- What is the sales price? (consider competition’ s price and your financial needs)
- How will you distribute? your vehicle, mail, distributor, broker, etc.



Production

Where will you produce your product? (commercial kitchen, pilot plant, co-packer, etc.)
How will you store your ingredients, packaging and final product?



Good Manufacturing Practices

"A food shall be deemed to be adulterated if it has been prepared, packed or held under insanitary conditions whereby it may have been contaminated with filth or whereby it may have been rendered injurious to health."

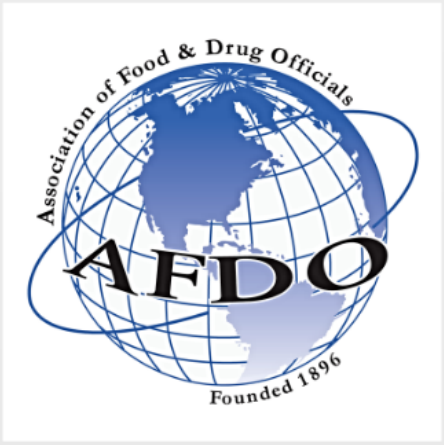
- Stated in the Food, Drug and Cosmetic Act
- The basis for Good Manufacturing Practices (GMPs) in manufacturing, packing or holding human food.

Good Manufacturing Practices

- Plant design.
- General maintenance of physical facilities.
- Cleaning and sanitizing of equipment and utensils
- Pest control.
- Proper use and storage of cleaning compounds, sanitizers and pesticides.
- Employee health, hygiene and training.

HACCP Principals

- Conduct a hazard analysis.
- Determine critical control points (CCPs).
- Establish critical limits.
- Establish monitoring procedures.
- Identify corrective actions.
- Verify that the system works.
- Establish procedures for record keeping and documentation



Questions

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