

駐土耳其代表處經濟組 函

地址：06700Resit Galip Cad., Rabat
Sok., No:16, G.O.P., Ankara, Turkey
承辦人：游佳蓁
電話：90-312-4469604
傳真：90-312-4478465
Email：ccyu2@moea.gov.tw

受文者：台北市進出口商業同業公會

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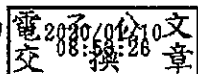
主旨：關於荷蘭商Sonac公司擬尋找臺灣合作夥伴以出口牛脂
(beef tallow)至我國一案，請查照。

說明：

- 一、土商NOYA公司董事長Nur KOSE於本(1)月8日拜會本組，就開發我國貿易商機交換意見。K董事長表示渠主要就國際貿易提供顧問服務，並在海外有合作夥伴，因渠曾自我國進口貨品並對我各項經貿發展印象良好，盼未來可協助促成土耳其或外國廠商與我商合作拓展貿易往來。
- 二、K董事長表示與位於荷蘭之食品、飼料、肥料等原料製造商Sonac公司有所往來，盼可協助該公司對我出口牛脂，並提供該公司食用油及牛脂產品介紹(如附件)供我商參考。
- 三、本案敬請貴會協助轉知並提供有興趣貿易合作之廠商資料，俾憑轉致K董事長聯繫接洽後續合作事宜。

正本：財團法人中華民國對外貿易發展協會、台北市進出口商業同業公會

副本：經濟部國際貿易局



Sonac Edible premier jus Beef

Product description

Edible premier jus Beef is a food grade bovine fat coming from healthy animals inspected and approved for human consumption.

The product is used in the food industry, petfood industry and animal feed industry.

The product is produced in accordance with EU regulation EC 853/2004.

The product intended for the feed industry is GMP+ FSA assured upon delivery.

Permitted food grade antioxidant can be added on customer demand.

Physical/Chemical/Microbial Limits

Guarantee	Specifications	Test Method (*)
Free fatty acid	≤ 0.5 %	ISO 660:1999
Moisture	≤ 0.20 %	ISO 12937:2008
Impurity	≤ 0.05 %	ISO 663:2007
Salmonella	Absence in 25 g	ISO 6579:2002
Standard parameters	Typical Value	Test Method' (*)
Chemical standards		
Free fatty acid	0.38 %	ISO 660:1999
Moisture (KF)	0.08 %	ISO 12937:2008
Impurity	0.02 %	ISO 663:2007
Peroxide	1.5 meq O ₂ /kg fat	ISO 3960:2010
Iodine Value	46 g/100 g	ISO 3961:1999
Physical standards		
Melting point	41 – 45 °C	In house method
Colour (5¼" Lovibond)	Red: < 5	In house method
Appearance	Creamy – light yellow	Sensorial
Taste and odour	Typical for this product	Sensorial

Reference: Edible Premier Jus Beef.FO.v1 2016

(*) Test method used depends on the country of production of the product.

In house method by ISO 17025 accredited laboratory.



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Nutritional information

Average values for 100 g

Proteins	0 g
Fat	99.9 g
Of which saturated	53.0 g
Carbohydrates	0 g
Of which sugars	0 g
Sodium* converted to salt	0 mg 0 g
Dietary fiber	0 g
Energy value	899 kcal 3696 kJ

*Sodium does not come from adding salt but is a component of the product.

The values given in the present datasheet are based on our best knowledge at the time of printing. They are calculated on the basis of average values obtained from our measurements or from the literature. These values are given for information only and cannot be considered as specifications. They do not constitute a guarantee as to the properties of the products.

Fatty acid profile

Fatty acid	g/kg fat
C12:0 Lauric acid	2
C14:0 Myristic acid	33
C14:1n5 Myristoleic acid	6
C15:0 Pentadecanoic acid	4
C16:0 Palmitic acid	244
C16:1n7 Palmitoleic acid	34
C17:0 Heptadecanoic acid	10
C18:0 Stearic acid	193
C18:1trans Elaidic acid	26
C18:1n9 Oleic acid	318
C18:1others Other Octadecenolc acids	19
C18:2n6 Linoleic acid	23
C18:3n3 α -Linolenic acid	5
C20:0 Arachid acid	2
C20:total Eicosanoic acids	7

Energy value

Human	37 MJ/kg
Cat ME	37 MJ/kg
Heating value	37 MJ/kg

Packaging

Bulk

Boxes

The boxes are placed on a plastic or wooden pallet of 100 x 120 cm.

Storage information

Bulk: Fats have to be stored in a clean tank with a heating unit. Further the goods have to be stored in a way that contamination with other goods will be prevented. When stored correctly a shelf life of 6 months is guaranteed.

Packed goods: When stored in its original packaging under cool and dry conditions a shelf life of 6 months is guaranteed.

Labelling information

Edible Premier jus beef is classified as Animal Fat. The product can be labelled as edible tallow, premier jus or bovine fat. National legislation with regard to usage and labelling should always be verified.

May contain traces of other animal material because product is produced in a factory where also products of other species are processed.

Produced by

Sonac Eindhoven BV
Meerenakkerweg 7- 5652 AR Eindhoven
THE NETHERLANDS
Veterinary Approval Number: NL 138
GMP+ Registration Number: 20419

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Sonac Tallow ffa max 2 %

Product description

Sonac Tallow, ffa max 2 % is a rendered cattle fat originating from healthy slaughtered animals, which were inspected and approved as fit for human consumption by the National Veterinary Inspection Service. Tallow, ffa max 2% is of a typical light colour and has a typical taste and flavor. This product is processed in accordance with EU Regulation 853/2004 and is fit for human consumption.

Permitted food-grade antioxidant can be added on customer demand.

Physical/Chemical/Microbial Limits

Guarantee	Specifications	Test Method (*)
Free fatty acids (FFA)	≤ 2 %	Internal method
Moisture	≤ 0.50 %	Internal method
Insoluble impurities	≤ 0.15 %	Internal method
Peroxide value	≤ 6 mEq ⁰² /kg fat	Internal method
Standard parameters	Typical Value	Test Method (*)
Chemical standards		
Free fatty acid (FFA)	1.80 %	Internal method
Moisture	0.12 %	Internal method
Insoluble impurities	0.02 %	Internal method
Peroxide value	3.0 mEq ⁰² /kg fat	Internal method
Iodine value	45 g /100g	DIN EN 14111
Microbiological standards		
Salmonella	Absence In 25 g	ISO 6579:2002

(*) Test method used depends on the country of production of the product

CLS = Central Laboratory ERS Son - The Netherlands

Sonac Product Datasheet Tallow max 2 .v3.02.2016



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Fatty acid profile

Fatty acid		g/kg fat
C _{14:0}	Myristic acid	32
C _{14:1}	Myristoleic acid	7
C _{15:0}	Pentadecanoic acid	5
C _{16:0}	Palmitic acid	265
C _{16:1}	Palmitoleic acid	26
C _{17:0}	Margarinoic acid	12
C _{18:0}	Stearic acid	242
C _{18:1}	Octadecenic acid	25
C _{18:1}	Oleic acid	328
C _{18:1trans}	Vaccen acid	17
C _{18:2}	Linoleic acid	25
C _{18:3}	α-Linolenic acid	4
C _{20:0}	Arachid acid	2
C _{20:1}	Eicosenic acid	7

Produced by

Sonac Erolzheim GmbH – Einsteinstraße 10 - 88453 Erolzheim GERMANY

Energy value

ME Human	37 000 kJ/kg
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Packaging

Bulk: tank trucks (only for food)

Box: On customer demand

Storage information

Bulk: Fluid Fats have to be stored in clean hermetically sealed tanks. Further the goods have to be stored in a way that contamination with other goods will be prevented. When stored correctly a shelf life of 6 months is guaranteed.

Labelling information

Sonac Tallow ffa max 2% can be labelled as Tallow, max 2.

National legislation with regard to usage and labelling should always be verified.

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THE BEST FATS FOR THE BEST FOOD APPLICATIONS



HIGHLY FUNCTIONAL, CUSTOMIZABLE & SUSTAINABLE FAT SOLUTIONS FOR ALL INDUSTRIAL FOOD APPLICATIONS

For millennia, we humans have been eating fats to meet our physical need for essential nutrients. To this day fats are an indispensable part of our food production, health and wellbeing. Fats give us energy and support our nerves, brain, skin, tissue and hormones. In the food industry, many different applications rely on fats for adding aroma, flavor and texture. At Sonac, we offer a full range of natural, customizable food grade, edible fats with an exceptionally low carbon footprint: the very best fats for the very best & tastiest food applications.

Natural Ingredients. Smart Solutions.

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HELPING YOU DEVELOP THE BEST POSSIBLE FOOD APPLICATIONS

Sonac's edible fats are among the world's best and safest. We produce fats from raw materials of animal origin using leading technologies. With our knowledge, expertise and customer drive, you can be sure we will support you in developing the best possible food applications. We have a strong focus on teamwork, trust and lasting relationships with customers and suppliers. The result is outstanding product safety control.

FROM MELTED TO REFINED FOOD GRADE FAT

Our product range varies from non-refined to fully refined lard, tallow and chicken fat. We operate processing lines in Eindhoven (NL), Elsholz (DE), Erolzheim (DE) and Versmold (DE), whilst our refinery is based in Harlingen (NL). Our Germany-based sister company Laru also produces tailor-made edible fat blends and packed fats (for example, in cartons or pails).



BENEFITS OF USING SONAC ANIMAL FATS

- The functionalities available to you with animal fats are highly comparable to those of vegetable fats (see the table below for more details);
- Animal fats offer natural flavor advantages, for instance, tallow adds a distinct beef flavor ideal for beef-specific applications;
- Animal fats are ideal in products & applications containing other animal ingredients origin;
- Sonac's food grade, edible animal fats offer a reliable means of providing the saturated fats necessary for producing biscuits, soups and numerous other food products;
- Produced from locally collected by-products, our fats offer you a means of substantially reducing carbon dioxide emissions (check the right page for details).

Fats and oils	12:0	14:0	14:1	16:0	16:1	18:0	18:1	18:2	18:3	20:0	20:1	20:2
Lard		1,5		24	3	14	43	9,5	1	0,5	1	0,5
Beef tallow		2,5	0,5	24,5	3,5	19	40	3,5	0,5	0,5	0,5	
Palm		1		43		5	38,5	11		0,5		
Milk fat	4	11	1	27,5	2,5	10,5	25	2	0,5	0,5	0,5	
Chicken	0,5			21	5		6	42	21	1	0,5	
Sunflower oil				6		4	20,5	68				
Soy oil				10,5		4	22	54,5	7,5	0,5		

source: NPR 6305



EASY TO USE IN MANY SPECIAL FOOD APPLICATIONS

Sonac fats are easy to use in many quality (industrial) food applications, offering a wide range of functionalities. Whether you need edible fats for adding aroma, flavor, texture, health benefits or sheer fun to your product, we will help you realize the very best solution.

Bakery products

As a manufacturer of bakery products – from bread & pastries to cakes & cookies – you need to get your formulation right. Sonac can provide you with consistently high-standard edible fats as well as the technical support you need to give your products the quality, functionality and appeal you and your customers demand.

- Lard's soft consistency and crystalline structure lends itself for bakery & breads products. It is also the most suitable fat on the market for shortening pastry.
- Tallow is commonly used for the production of Yorkshire pudding.

Soups

Soup products rely on fats for flavor, aroma, mouthfeel, stability & other functionalities. Depending on your needs and wishes, we can help you provide the solution to develop the perfect end result.

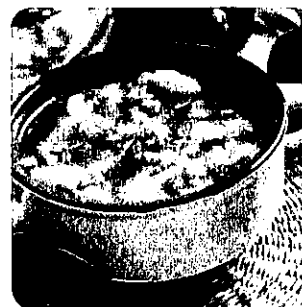
- Chicken, tallow and lard are excellent flavor enhancers. Animal fats continue to be chosen by award-winning chefs and home cooks alike for superior flavor and texture.

Margarines

Tallow is the best fat on the market for margarine manufacturing. Its high melting temperature and stability offer you significant advantages over (vegetable) substitutes.

Frying fats

Tallow has a positive effect on the taste of fried products and is known as an excellent frying and dripping agent. Its relatively high levels of saturated fatty acids improve heat stability and reduced sensitivity to oxidation. Ten minutes of pan frying is twenty hours of deep frying in terms of thermal oxidation. As a consequence, beef dripping tends to smoke less than its alternatives.



FATS

	Max FFA (%)	Max Peroxide (meq/kg)	Specific characteristics
Refined lard	0,1	1	Very light colour - Neutral smell and taste
Packers lard	0,5	3	Light colour - Typical smell and taste
Lard	1 – 2	6	Intended for refining
Refined Tallow	0,1	1	Very light colour - Neutral smell and taste
Premier Jus	0,5	2	Light colour - Typical smell and taste
Tallow	1 – 3	6	Intended for refining
Chicken fat	1,5	6	Colour light yellow - Typical smell and taste
Refined chicken	0,1	< 2	Very light colour - Neutral smell and taste

We can supply our products packed according to the requirements of our clients. This can be in standard big bags, but also smaller packaging is possible.

REDUCE CO² EMISSIONS BY USING SONAC FATS IN YOUR FOOD PRODUCTS.

See how Sonac fats out-perform the leading vegetable oils

To us at Sonac, showing respect for the environment is not an optional extra: it is part of our core business. One example of this is that the carbon footprints of many of Sonac's food grade fats are significantly lower than those of vegetable alternatives, such as soybean oil, rapeseed oil and palm oil. Studies show that soybean and rapeseed oil emit nearly 2,000 kg CO²eq per ton, while palm kernel oil emits over 3,000 kg. Our food grade fats emit less than 1,000 kg CO²eq per ton. Our animal oils also outperform vegetable oils in terms of emissions related to land use and land use change (so-called LULUC emissions).



**WHY CHOOSE SONAC'S PRODUCTS?
THE BENEFITS OF PARTNERING**

- Volume availability
- Consistent product quality
- Leading expertise, extensive R&D support
- Production to customer specification, depending on requirements
- Total solutions
- Maximum supply chain control

Sonac is a trusted, leading producer of reliable, sustainable ingredients for the global food market. Operating on a unique residuals-to-resources concept, we apply state-of-the-art technology to repurpose raw materials of animal origin into fats, proteins, minerals, gelatins and numerous other high-value, specialty ingredients. Our constant aim is to help manufacturers improve recipes and reach the highest quality levels, while improving their environmental performance. In addition to the food industry, we also serve global feed, pet food, fertilizer, oleochemical and pharmaceutical industries. Sonac is a part of Darling Ingredients, the world's largest producer of sustainable natural ingredients.



For more information about our products please contact us:

PO Box 9 NL 5690 AA Son +31 (0)499 364 800 info@sonac.biz

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