

The
Food & Drink
Innovation
Network

**ANNE DONELAN
DIETETIC SERVICES
MANAGER**

**TILLERY VALLEY
FOODS**



INTRODUCTION

- ◆ TVF PRODUCES CHILLED & FROZEN BULK & INDIVIDUAL DELIVERED MEALS in a VARIETY of PACK SIZES
- ◆ TVF EMPLOYS A FULL TIME REGISTERED DIETITIAN; THE POST WAS CREATED 8 YEARS AGO



JOB ROLE

- ◆ TRANSLATING COMPLEX NUTRITIONAL DATA INTO INFORMATION THAT IS BOTH INTERESTING & UNDERSTANDABLE
- ◆ WORK CLOSELY WITH:
 - TECHNICAL
 - PRODUCT DEVELOPMENT
 - PURCHASING
 - PRODUCTION
 - CUSTOMER SERVICE TEAMS
- ◆ DEVELOP NUTRITIONAL STANDARDS
- ◆ ISO 9001 (2002)
- ◆ NETWORKING & KEEPING UP TO DATE



OVERVIEW

◆ Customers

- predominantly healthcare; some seniors
- governed by nutritional guidelines
- have cost /portion controls
- have high regard for technical /relevant nutritional information
- demand food with a purpose
 - assisting recovery
 - maintaining optimum health
 - easily eaten and enjoyed



STANDARDS

- ◆ Better Hospital Food
 - ◆ BDA Consensus Statement
 - ◆ BDA/SALT texture modification descriptors
 - ◆ National Association Care Caterers
 - ◆ Caroline Walker Trust
 - ◆ COMA reports - DRVs, Salt & Health
- SALT is only ONE aspect of these**



TVF NUTRITIONAL STANDARDS

For patient feeding per Tillery Valley Foods recommended portion

*All values to be kept updated in line with BHF recommendations.
Adjustments have been made in the interim to reflect expected values.*

Components are to be:	Full fat milk equivalent to 'silver top'; sugar where possible
Meat entrees	12g protein / 200 kcal Where the base protein is low in fat e.g. plain egg, lean roast meat, white fish the calories may be hard to achieve and in those cases dishes must be judged individually
Vegetarian entrees	9/10g protein / 200 kcals See above – pulse / vegetables based
Fat	To be defined as Healthy (H) under 15g fat
Sodium	If to be defined as NAS, less than 475 mg Na per serving
Fibre	'High' – presence of significant amount of pulses, vegetables or fruits, wholemeal flour, oats etc. 'Low' – absence of above
Diabetic dessert	<i>Maximum</i> 10g added sugar per serving (plus TVF unsweetened custard)
Reducing dessert	<i>Maximum</i> 75 kcal
Texture modified	Thick, uniform consistency without lumps or stringy bits; moist, not sticky or runny; holds shape when served with a spoon; 'mashed potato' 'yoghurt' or 'mousse-like'
Individual meals (Select)	18g protein / 300 kcal



SPECIFICATION FOR THERAPEUTIC DIETS

- ◆ **Sodium Restricted** *
- ◆ **To provide minimum 475mg to maximum 600mg/day; having alternatives to canned and packet soups, canned and processed meats, fish, cheese and bouillon if necessary.**



VISUALISING SALT

*"a teaspoon of sugar helps the
medicine go down"*

- ◆ 1 tsp. salt = FSA target per day
- ◆ 2 tsp. salt = current intake per day



A LITTLE CHEMISTRY

- ◆ 1000mg sodium = 1g sodium
- ◆ 1g sodium = 2.5g salt
- ◆ FSA current intake 9g salt per day, target intake 6g per day
- ◆ This = 2.4-3.6g sodium, 2400-3600mg
2.5g of salt = half a teaspoon



SIMPLE MATHS

- ◆ **mg sodium**

400mg per 100g (e.g. 680mg per 170g serving)

- ◆ **g sodium**

0.4g per 100g (e.g. 0.68g per 170g serving)

- ◆ **the salt equivalent is**

1.0g per 100g (e.g. 1.7g per 170g serving)

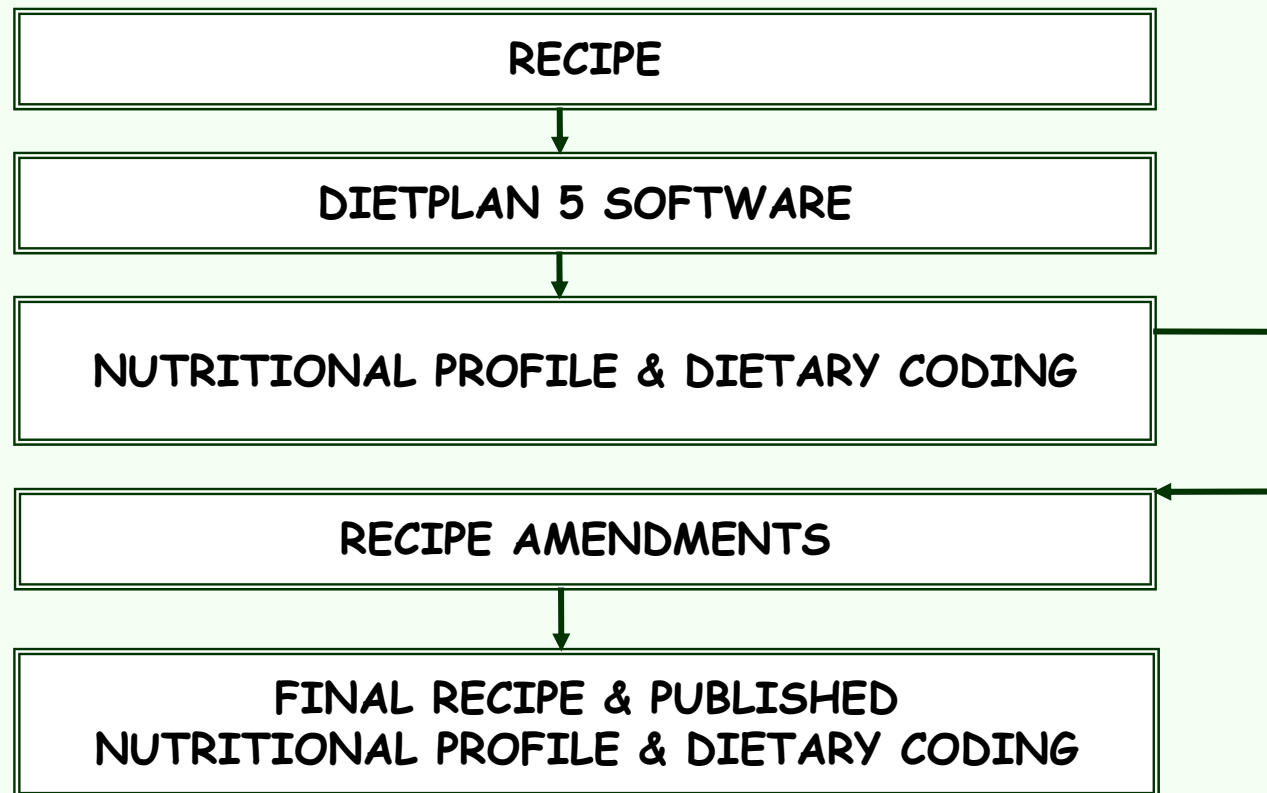


STRATEGIES

- ◆ Audit current ranges against FSA targets
- ◆ Use 'live menus' to see how good / bad the situation actually is in relation to current targets
- ◆ Achievable solutions
 - ignore non-achievable, *some foods*
"are what they are"



PRODUCT DEVELOPMENT



MORE on STRATEGY

- ◆ Look at key ingredients that may be industry modified e.g. bouillon, bread
- ◆ Redefine purchasing specifications in relation to sodium
- ◆ Work with suppliers to achieve win-win
- ◆ Refresh “healthy eating” code in terms of fat, salt and sugar
- ◆ Keep alert / in touch with current national thinking



TVF - THE SALT CHALLENGE

- ◆ **RAW MATERIALS:** some food ingredients “are what they are”
- ◆ **TASTE & FLAVOUR:** people need to eat to do them any good
- ◆ **FLEXIBILITY:** of ranges / pack sizes
- ◆ **BALANCE:** salt sits within the see-saw of a 'healthy' diet and lifestyle as articulated by National Guidelines.



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