

Reduced-sodium BBQ Sauce

Get the sauce without all the salt. This delicious barbecue (BBQ) sauce has at least 60% less sodium than typically found in the leading sauce brand thanks to the addition of whey permeate.* It also adds nutrition without sacrificing any flavor or body for this popular condiment.



REDUCED SODIUM

115mg OF SODIUM

MARKET INSIGHTS

- “No additives or preservatives” was the second-leading claim among table sauces launched in 2013, indicating that consumers are looking for clean ingredients that are easy to understand. (Innova Market Insights, “Table Sauces”, January 2014)
- Growing health concerns continue to influence consumers, particularly as they shift toward products such as superior-quality condiment sauces that contain less salt and sugar. (Transparency Market Research, “Condiment Sauces Market Global Industry Analysis,” December 2014)
- Manufacturers are flying under the radar with stealth reduction, especially for sodium. (Innova Market Insights, “Permeate,” February 2015)

INGREDIENTS

	Usage Levels (%)
Tomato products, canned, sauce	47.00
Vinegar, cider	14.00
Molasses	9.20
Agave syrup	9.00
Tomato products, canned, paste, without salt added	6.50
Sauce, Worcestershire	6.00
Whey permeate (dairy product solids)	3.50
Water, tap, drinking	1.85
Liquid smoke	1.60
Paprika	0.70
Garlic powder	0.40
Onion powder	0.15
Black pepper	0.05
Red or cayenne pepper	0.05
Total	100.00

INGREDIENTS: Tomato (canned sauce), cider vinegar, molasses, agave syrup, tomato (canned paste), Worcestershire sauce, dairy product solids, water, liquid smoke, paprika, garlic powder, onion powder, black pepper, cayenne pepper.

Contains: milk

BENEFITS OF USING U.S. DAIRY

Whey permeate

- Provides salty characteristics so that added salt may be reduced
- Simply labeled as dairy product solids
- Adds nutritional value, flavor and body or texture to a formulation

NUTRITIONAL CONTENT

U.S. Label

Nutrition Facts	
Serving Size 2 tbsp (34g)	
Per Serving	
Amount Per Serving	
Calories 30	Calories from Fat 0
% Daily Value*	
Total Fat 0g	0%
Saturated Fat 0g	0%
Trans Fat 0g	
Cholesterol 0mg	0%
Sodium 115mg	5%
Total Carbohydrate 8g	3%
Dietary Fiber 0g	0%
Sugars 5g	
Protein 0g	
Vitamin A 4%	• Vitamin C 4%
Calcium 0%	• Iron 4%
*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
Sat 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	


Per 100g

Calories	90kcal
Total Fat	0g
Saturated Fat	0g
Trans Fat	0g
Cholesterol	0mg
Total Carbohydrates	22g
Dietary Fiber	1g
Sugars	15g
Protein	1g
Calcium	58mg
Magnesium	40mg
Phosphorus	55mg
Potassium	440mg
Sodium	340mg
Iron	2mg
Vitamin A	697IU
Vitamin C	6mg

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PREPARATION

1. Weigh all the ingredients first and mix well.
2. Boil all ingredients in a saucepan and continue stirring.
3. When mixture comes to a boil, reduce heat. Continue to simmer for 20 minutes at 158° to 167°F (70° to 75°C).
4. Cool and store.

Rely on the dynamic lineup of U.S. dairy to meet consumer demands in global product development. The U.S. Dairy Export Council® (USDEC) offers resources on ThinkUSAdairy.org, including a dairy ingredient supplier search, consumer, nutrition and product research, technical insights and prototype assistance to help develop and launch your next successful product.  @ThinkUSAdairy

*Contains 67% less sodium than a similar barbecue sauce on the market. Sodium has been reduced from 350mg per serving to 115mg per serving.

This formula serves as a reference. Product developers are encouraged to modify the formula to meet manufacturing and finished product specifications needs. Developed at the Institute for Dairy Ingredient Processing, South Dakota State University. ©2015 U.S. Dairy Export Council.