

3M *Micro* Messenger

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3M Lactic Acid Test Meets Food Processors' Needs

Lactic acid bacteria is often the cause of diminished shelf life and degraded product quality in salad dressings, tomato-based products and processed meats. That's why processors of these high-acid/low-pH or vacuum-packed products place such high priority on continuous monitoring for the presence of these spoilage organisms at critical processing points. Many rely on 3M™ Petrifilm™ Aerobic Count Plates for their lactic acid bacteria testing to help achieve their goal of better process control and consistent product integrity and quality.

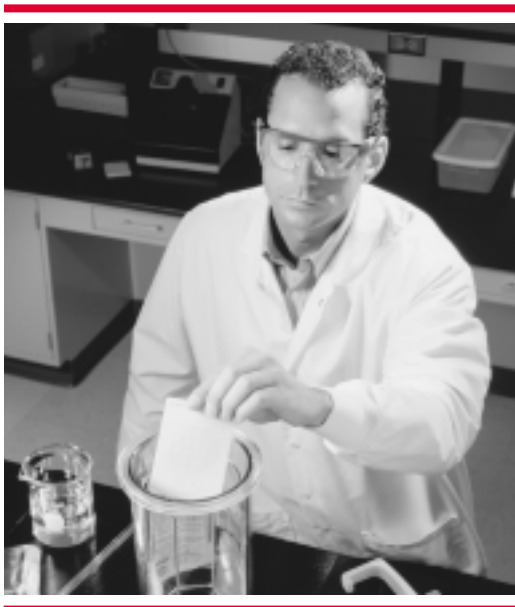
Petrifilm Plates Prove More Accurate, Faster

When used in combination with MRS broth diluent and anaerobic incubation, Petrifilm Aerobic Count plates can be used to differentiate gas-producing organisms (heterofermenters) from non-gas-producing organisms (homofermenters). In tests that compared the Petrifilm plate method with the traditional MRS method for recovering lactic acid bacteria in 161 naturally contaminated food products, the Petrifilm plate method demonstrated greater sensitivity in identifying gas production from obligate and facultative heterofermenters.

The Petrifilm plate method is easier, faster and produces more consistent results than other methods, explained Sandy McDonald, technical service representative, 3M Microbiology. "Some lactic acid bacteria produce very little gas. With the traditional MRS method, lab personnel often have to use wax plugs or saran-wrap-type coverings to hold gas in the MRS tube so that bacterial growth can be detected."

In contrast, the unique construction of Petrifilm plates enhances the growth of homo- and hetero-fermentative lactic acid bacteria and simplifies the procedure. The overlying film traps gas, making it easy to gauge gas-producing bacteria.

Petrifilm plates deliver faster results, too, McDonald noted. "Labs that use the traditional MRS method have to wait up to seven days for results. With Petrifilm Aerobic Count plates, lactic acid bacteria can be detected in 48 hours or less."



New 2x MRS Method Saves Materials, Time

Time is a critical factor in quality assurance. 3M's new 2x MRS method for identifying lactic acid bacteria offers processors significant savings in both time and materials, McDonald explained. "First, a double-strength

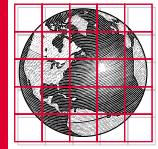
MRS broth is prepared. Lab personnel then use a 1mL 3M™ Electronic Pipettor to draw up 0.5mL of the MRS broth, 0.5mL of their existing sample dilution and inoculate the Petrifilm plate. The remaining MRS broth can be saved and used for subsequent tests."

By eliminating MRS waste, this cost-efficient 2x procedure reduces material cost to a fraction of the cost of the traditional MRS method. Even more important is the time saved, said Kevin Habas, marketing manager, 3M Microbiology. "Efficient labor

management is an important QA goal. Laboratory managers have reported to 3M that the 2x method with Petrifilm plates has helped them significantly reduce the number of hours needed to perform lactic acid bacteria tests."

Reinvestment of those saved hours into expanded quality assurance efforts has enabled managers to increase the return on their QA investment, Habas added. "With this added efficiency, processors have been able to monitor critical control points more frequently, resulting in better process control and, ultimately, higher-quality products."

For more information about lactic acid bacteria testing with Petrifilm plates and Electronic pipettors, call the 3M Customer Service Helpline at **1-800-228-3957** or visit **www.3M.com/microbiology**.



3M Managers Add Value to Corporate Accounts Worldwide

To effectively meet the needs of the growing number of multinational food processing companies, 3M Microbiology's Corporate Account Program has recently expanded to three regions. Qualified corporate accounts have a central quality department that is responsible for quality assurance procedures in multiple plant locations. Five corporate account managers currently oversee these countries:



Marcello Napol
Canada



Karine Demichelis
Europe



Gimmy Huber
United States



Terry McCall
United States



David Rivera
United States

"Our corporate account managers work closely with corporate decision-makers worldwide who are responsible for coordinating activities at all levels in their facilities," said Rich Caruso, manager of the 3M Microbiology Corporate Accounts Program. "By focusing on their activities, we are able to form strong, mutually beneficial, long-term business relationships."

Maintaining effective communications at the customer's corporate level, as well as with key regional personnel, is a top priority, said Caruso. "We are the interface between our field representatives and corporate contacts to identify customer issues, business objectives and needs at all levels."

Depending on a customer's needs, the corporate account managers conduct quarterly or annual business reviews, providing them with an overview for each of their facilities. "We conduct financial analyses of plants to provide return-on-investment

or impact reports. Based on documented savings in other plants, we can estimate how much lab time could be saved through use of 3M Petrifilm plates and recommend how that time could be used more productively," said Caruso.

Other added benefits from these business partnerships include streamlining orders to multi-plant facilities, assigning a dedicated technical service representative who helps lead training programs and address specific plant issues, offering the chance for initial product evaluations prior to introductions, and facilitating the customer link to other 3M businesses and services.

"The current climate of change and consolidation within the food industry has made these close business relationships more important than ever," concluded Caruso. "We are dedicated to being a valued resource to our corporate customers."

3M Japan Launches Web Site

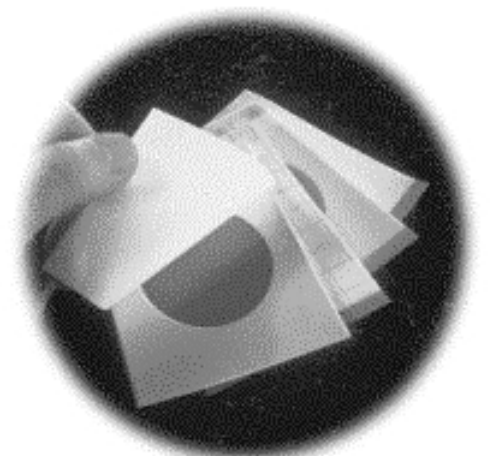
3M Japan is pleased to announce the launch of their new web site:

www.mmm.co.jp/hc/microbiology.html

The Japanese site is directly linked to www.3M.com/microbiology, and also provides a convenient resource of detailed product and industry information for Japanese users of 3M Microbiology products.

The 3M Japan site provides yet another new and exciting channel of communication for 3M Microbiology around the world.

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3M 食品衛生関連製品

Good Things Come in Small Packages: The Importance of Lactic Acid Testing



By: *Chuck Cooper*
*Quality Assurance
Manager,
Portion Pac Inc.,
Jacksonville,
Florida*

Consistent quality. Predictable portions. Convenience. Safety. Cost-effectiveness. These attributes of portion-controlled foods and condiments provide restaurateurs, foodservice operators and busy families with a strong sense of food security. Strict manufacturing processes and stringent quality assurance testing for both the package and the product inside make this level of trust possible.

Still, the risk of spoiled or contaminated products arriving in foodservice establishments and being served to consumers is always present. Spoilage is a natural phenomenon, and microorganisms—the bacteria, yeast and molds that naturally contaminate fruits, vegetables, milk and meat—are the major cause of food spoilage.

Although food spoilage caused by lactic acid-producing bacteria does not grab headlines the way outbreaks of *E. coli* and *Listeria can*, lactic acid bacteria can cause headaches for food processors when found in low-pH food products. Second to yeast in causing food spoilage in portion-controlled products, lactic acid microorganisms cause rapid degradation and substantial financial losses when those products must be destroyed or withheld from the market.

Since bacteria are found naturally on fruits and vegetables, detecting and preventing them from entering food-manufacturing processes and finished products is an everyday challenge—and every employee's responsibility.

Quality control ensures product specifications and quality standards are met during the manufacturing process. At the heart of quality control is product evaluation, which demands accurate and timely microbiological analysis. Without this evaluation, product specifications and standards are meaningless.

While new microbial detection technologies are constantly being introduced (e.g., techniques such as ELISAs—enzyme-linked immunosorbent assays and PCR—polymerase chain reaction), the use of microbial culture test methods remain the preferred instrument of food microbiologists for analyzing risk, validating hazard analysis critical control point (HACCP) and sanitation programs, and investigating sources of contamination.

substantiate the finding—has serious consequences. We conducted side-by-side tests with 3M™ Petrifilm™ Plates in our Jacksonville, Florida plant and experienced improved lactic acid bacteria recovery compared to traditional lactic agar plate methods. This facilitated the enhancement of Portion Pac's already thorough corrective action procedures and plant sanitation processes, and contributed to the further reduction of bacterial counts.

We also found that several products from 3M Microbiology helped streamline our testing and shortened result turn-around times. Our quality control departments now detect lactic acid bacteria more rapidly than traditional agar plate methods, trimming as many as three days from the process. When problems are detected, our plant personnel react more rapidly.

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When deciding which testing methodology to use, food microbiologists may consider several factors, including reliability, repeatability or reproducibility, validation and approval by AOAC INTERNATIONAL, and cost-effectiveness. In today's high-speed processing plants, speed and accuracy are also critical performance attributes.

Reliable test methods are critical because obtaining false negative results—having microbiological spoilage, but no data to identify the cause or

As the nation's largest manufacturer of portion-controlled condiments, Portion Pac is committed to safeguarding our products' reputations and customer satisfaction. The Jacksonville plant enjoys 100 percent customer satisfaction—a real source of employee pride. Fast, reliable testing for lactic acid bacteria plays an important role in delivering, high-quality portion-controlled products that meet and exceed customer expectations.

