



## PRESS RELEASE

FOR MORE INFORMATION  
CONTACT

Charles Dodson  
269-216-2613

[cdodson@amtodd.com](mailto:cdodson@amtodd.com)

### Expertise in Mint Leads to 25-30% Cost Saving Mint Oil

**New approach, developed by A.M. Todd has led to newly-developed, “North American Peppermint Oil Natural” providing significant cost savings.**

**FOR IMMEDIATE RELEASE; Kalamazoo, MI; March 28, 2011:**

A.M. Todd, a 142 year old, family-owned international leader in the mint oil, organic flavor and functional ingredient businesses, announced the development of a new formulation that has led to significant savings potential for its key clients. “North American Peppermint Oil Natural” developed by A.M. Todd from 100% North American Peppermint Oils, provides a 25-30% cost savings below current and forecasted mint market prices.

The global mint oil markets continue to mirror the volatility of petroleum as well as other agricultural crops, and prices are rising for both the North American and Indian Peppermint oils, now nearing historic highs. A.M. Todd, drawing on more than a century of mint oil experience, grower relationships and technical competence has developed a cost-effective solution for confection, oral care, and chewing gum applications. “Our on-going investments in agronomics, sourcing, manufacturing processes and people have provided some significant competitive advantages in recent years” states Robert Wheeler-Vice President, Global Supply Chain. “A.M. Todd’s strong presence in the United States growing regions, and our wholly-owned subsidiary on the Indian subcontinent positions us perfectly to provide “*Fit-for-Purpose*” products to our key clients. For example, our newly-developed North American Peppermint Oil is produced from 100% North American Peppermint Oil and sells at a 25% discount to comparable products.”

Raymond Hughes, President and CEO added, “We have successfully leveraged our value chain of mint expertise, plant science research, innovation and

manufacturing to provide a potential solution to a mounting concern expressed by many of our key customers.”

For more information and samples please contact:

Maria Merlin at 269-216-2684 or [mmerlin@amtodd.com](mailto:mmerlin@amtodd.com)

#### About A.M. Todd

For 142 years, A.M. Todd has stood for resourcefulness in agriculture, flavor technology, and product development. A.M. Todd is a global company with three distinct but complementary core competencies:

- Mint Ingredients | Flavors used in the confections, gum and oral care industries
- Organic Ingredients | Flavors supplied to the Ready-to-Drink Tea, Juice and Alcoholic beverage industries
- Functional Ingredients | Flavors providing botanically-based products and bio-actives for the dietary supplement and functional food industries as well as for health and wellness products.

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