



# AT YOUR SERVICE

SKIDMORE Sales & Distributing Co.



Spring 2003

## HELLO AGAIN

*This newsletter is designed to keep you informed of new developments that are occurring in the area of food ingredients. We hope you will find some of the items of interest. We encourage you to request additional information or samples by calling your sales representative, our office at 800-468-7543 or fax 513-759-4270 or visit our website at [www.skidmore-sales.com](http://www.skidmore-sales.com)*

# Fibersol-2™

## ALL FIBERS DON'T LOOK ALIKE & THEY DEFINITELY DON'T ACT ALIKE

Skidmore Sales is proud to announce the representation of **Matsutani America, Inc.** and their **Fibersol-2™**. **Fibersol-2™** is a readily dispersible, tasteless source of high fiber, 90% minimum, dry weight basis, with many beneficial physiological properties. **Fibersol-2™** is perfect for beverages, including sports drinks and fortified waters; processed foods, baked goods, dietetic foods, fiber supplements and functional foods. When it comes to functionality, **Fibersol-2™** has some very impressive characteristics:

- Acid and Heat Stable
- Low Viscosity
- Pre-Biotic
- High Soluble
- Clear, Transparent Solution

**Fibersol-2™** is a spray-dried powder produced by the pyrolysis and controlled enzymatic hydrolysis of cornstarch. It is GRAS as Maltodextrin, free flowing, readily dispersible in water and produces a totally soluble, clear solution. It has no inherent flavor of its own. **Fibersol-2™** is high in naturally occurring chemical bonds that remain undigested by enzymes of the human digestive tract. It provides a variety of physical and sensory functionality to foods and beverages and numerous physiological benefits when consumed. It has pre-biotic effect on good intestinal health:

- Helps maintain healthful serum Cholesterol
- Helps maintain healthful serum triglycerides
- Helps maintain healthful blood glucose levels
- Helps maintain healthful regular laxation
- Helps maintain healthful levels of intestinal microflora

**Fibersol-2™** is also certified Kosher and Pareve. Please contact us for more information or to request a sample today.

**Don't Forget to Attend:**

**OVIFT Expo 2003**

**Sharonville Convention  
Center  
11355 Chester Road  
Sharonville, OH 45246**

**April 24, 2003**

**12:30 - 1:30 p.m.** - Speaker  
**2:00 - 5:00 p.m.** - Expo  
**7:00 p.m.** - Riverboat Dinner  
Cruise (will begin loading at  
6:00 p.m.)

*The speaker is Michele Perchonck, Ph D an employee of NASA in charge of food for the Mission to Mars.*

*We look forward to seeing you! Please take a moment to stop by our booth.*

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**P**urac has developed a flavor improved potassium lactate known as **Purasal P** that is perfect for use in flavor-sensitive products. Fortifying foods with potassium just

got easier because it is now possible to produce good-tasting potassium fortified products that have no bitter off-flavor.

**Purasal P** is the potassium salt of L(+)-lactic acid produced by the fermentation of sugar. Lactic acid and its derivatives are naturally present in the human body and are readily absorbed into the bloodstream for use in a variety of bodily functions.

In the body, however, potassium is not retained as well as sodium. Losses can amount to 2,000 mg a day. Maintaining a potassium

balance requires consuming at least 2,000 mg of potassium a day.

The labels of beverages fortified with potassium lactate are eligible to carry the latest health claim approved by the FDA for labeling: "Diets containing foods that are good sources of potassium and low in sodium may reduce the risk of high blood pressure and stroke". A fortification level of 10% of the recommended daily intake per serving is easy to obtain. Potassium lactate can also be used for its anti-microbial properties, pH control, as a flavor enhancer or as a buffering agent.

To be in line with the FCC, the label of a product containing potassium lactate must list this ingredient by weight. In the US the FDA has awarded **Purasal P** the GRAS status. Give us a call for samples or additional information.



In just a few years **Staley** has transformed polydextrose from a premium-priced special-use ingredient into a cost-effective, versatile upgrade for many food products using sweeteners and/or bulking agents.

This means now is the time to review the multiple benefits of **Staley Sta-Lite Polydextrose** as a replacement/improvement in your line-up - current or in development - with special attention to frozen desserts, dairy, baked goods, fillings, frostings, confections, puddings, dressings and other prepared foods.

Some benefits of **Sta-Lite Polydextrose**:

- Resists ice crystal formation; has excellent water-binding capability; increases microbial stability.
- Improves volume, crumb and cell structure. Extends shelf life.
- Works with starches and/or crystalline fructose to replace sugar and reduce calories.
- Non-crystallizing properties make **Staley Sta-Lite** ideal to replace corn syrup and solids.
- Reduces calories; helps starches gelatinize at same temperature as sugar.



**APAC Chemical Corporation** is a U.S. based International Chemical Company specializing in the

manufacturing of sorbic acid and potassium sorbate preservatives, as well as importing and distribution of citric acid and various other FCC grade products.

In 2001, **APAC** formed a joint venture manufacturing company with a basic sorbic acid producer in China. The newly formed company is named **APAC Yong Chang Chemical Company, Ltd.** Capital investment by **APAC** resulted in several improvements to the existing plant, including an expansion that

increased the sorbic acid production capacity to 6,000 MT. The expansion also added a new 4,000 MT potassium sorbate production facility.

**APAC's** entry into the sorbates manufacturing has allowed the introduction of U.S. manufacturing technology, packaging and quality controls, thus raising Chinese produced sorbates to "World Class" standards. In addition to recently acquiring their Plant ISO 9002 Certification, their sorbates are Circle K (Kosher/Passover) approved and conform to FCC and European standards. Please contact us today for more information or to order samples of any of their products.



**Basic Food Flavors** new state of the art spray drying facility is now fully operating. They are now the one stop shop for all HVP requirements. **Basic** offers both vacuum and spray dried HVP's in addition to IP certified non-GMO HVP's.

**Basic Food Flavors** is also proud to announce their new spray dried fermented soy sauce powder. This soy sauce powder is very cost competitive, made from non-GMO materials only, Kosher with a 2 mcpcd level of <20ppb. If you would like to receive additional information on their line of HVP's or soy sauce powder, please contact us.



## **KAISER**

The pickle and relish products manufactured by **Kaiser Foods** in Cincinnati, Ohio are now being distributed by Skidmore Sales. **Kaiser Foods** was recently a finalist of the Goering Center's annual Tri-State Family Business of the Year Awards. While the majority of the company's products are sold in the food service sector, **Kaiser Foods** has experienced strong growth with the industrial users of their relishes in the processing of salads, salad dressings and tartar sauce. Their ability to be flexible enough to formulate any flavor profile to meet each customer's specifications has been the driving force for the continued growth with other food processors. Entering its fourth generation, **Kaiser Foods** strives for continued growth and

expansion through new technologies as well as their dedication to providing their customers a quality product at the lowest cost.

Try Skidmore Sales and **Kaiser Foods** for these other quality products.

Green Olives, Black Olives, Pepperoncini, Mild and Hot Banana Peppers and Jalapeno Peppers

Skidmore Sales and **Kaiser Foods** will work with you to provide you with your pickle, relish and pepper needs in a timely manner and at the lowest possible cost to enable its customers to excel in the market place. For samples or product information, give us a call at 800-468-7543.

### **SKIDMORE SALES ANNOUNCES REPRESENTATION OF BALCHEM ENCAPSULATES**

With over 30 years experience, **Balchem** is the leader in encapsulating food ingredients. Their technology has permitted food companies to develop new products and enhance existing processes, which may not have been possible without encapsulated ingredients. **Balchem's** encapsulated ingredients are made in specialized equipment, under controlled conditions to provide a uniquely designed package for the substrate. Substrate material, coating material, and their ratios can be modified to provide various levels of protection and release mechanisms such as temperature, time, moisture, solvents and more. Customizing systems to meet your requirements is their specialty.

#### **Why use encapsulated ingredients?**

- Prevent chemical reactions among food ingredients
- Mask undesirable flavors
- Improve flavor delivery
- Increase stability of labile vitamins and nutrients
- Increase shelf stability of finished products
- Reduce production losses
- Increase quality of finished product
- Increase plant capacity without capital expense
- Improve production yield, increase saleable products and increase profits

#### **Why Use Encapsulated Ingredients and Not Raw?**

Raw ingredients are inherently reactive materials. When ingredients are combined, they begin to react. Since most processes involve water, ingredients solubilize along with other components and reactions are initiated. If heat is also part of the process, many of these premature reactions will be accelerated. Should these reactions occur prematurely, performance of the finished goods will not be optimally achieved.

#### **Balchem's encapsulated ingredients can provide diversified functionality:**

- Oxidative Protection
- Prevent Color Degradation
- Control Acidity / Alkalinity
- Increase Production Rates
- Prevent Pre-Reaction
- Allow Alternative Processing
- Extend Shelf Life
- Taste Masking
- Decrease Acid Sensitivity
- Moisture Protection

#### **Current products include but are not limited to:**

##### **Acidulants**

Acetic Acid  
 Adipic Acid  
 Ascorbic Acid  
 Citric Acid  
 Fumaric Acid  
 Glucono Delta Lactone  
 Lactic Acid  
 Malic Acid  
 Tartaric Acid

##### **Meat Acidifiers**

Glucono Delta Lactone

##### **Nutrients**

Ferrous Sulfate  
 Iron-Reduced  
 Choline

##### **Salts**

Sodium Chloride

##### **Leaveners**

Sodium Bicarbonate

##### **Preservatives**

Potassium Sorbate  
 Sorbic Acid

For a full list of Balchem products or to request a sample, please contact us.

**SKIDMORE Sales & Distributing Co.**

9889 Cincinnati-Dayton Road  
West Chester OH, 45069  
www.skidmore-sales.com

PRESORT STD.  
U.S. POSTAGE  
PAID  
CINCINNATI, OH  
PERMIT NO. 9714

*Looking for more product information? See our full listing, request samples and documentation at [www.skidmore-sales.com](http://www.skidmore-sales.com) or fax this form to 513-759-4270*

- |                             |       |                                |       |
|-----------------------------|-------|--------------------------------|-------|
| Anchovies – Paste, Fillets  | _____ | Lactic Acid                    | _____ |
| Anticaking Free Flow Agents | _____ | Lecithin—Powder & Liquid       | _____ |
| Antioxidants, Natural       | _____ | Maltodextrins                  | _____ |
| Autolyzed Yeast Extracts    | _____ | MSG—Nucleotides                | _____ |
| BBQ Sauces—Hot Sauce        | _____ | Mustards—Dry & Prepared        | _____ |
| Buckwheat Flour             | _____ | Natural Brewed Soy Sauce       | _____ |
| Colors—FD&C, Natural        | _____ | Oats—Rolled, Bran, Groats      | _____ |
| Chili Peppers & Powder      | _____ | Oleoresins, Aquaresins         | _____ |
| Corn Syrup Solids           | _____ | Phosphates                     | _____ |
| Dehydrated Apples           | _____ | Polydextrose—Dextrose          | _____ |
| Dehydrated Onion & Garlic   | _____ | Shortening & Oils              | _____ |
| Dehydrated Potatoes         | _____ | Sodium & Calcium Caseinate     | _____ |
| Dehydrated Vegetables       | _____ | Sodium & Calcium Lactate       | _____ |
| Fat Replacer                | _____ | Soy Proteins                   | _____ |
| Food Chemical               | _____ | Spices—Whole & Ground          | _____ |
| FreshTaste Fruit Powders    | _____ | Starches—Cook-Up & Instant     | _____ |
| Freeze Dried Items          | _____ | Starches—Modified Starches     | _____ |
| Fruit Juice Concentrates    | _____ | Tomato Paste, Diced Tomatoes   | _____ |
| Gums and Carrageenan        | _____ | Vegetable Juice Concentrates   | _____ |
| Honey and Molasses          | _____ | Whey & Non-Fat Dry Milk        | _____ |
| HVP's                       | _____ | Worcestershire Sauce—Wet & Dry | _____ |

Send information on items not listed above: \_\_\_\_\_

Phone: \_\_\_\_\_

Contact: \_\_\_\_\_

Fax : \_\_\_\_\_

Company: \_\_\_\_\_