



AT YOUR SERVICE

SKIDMORE Sales & Dist. Company



Summer Edition 2000

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.

E-SENTIALS OF CUSTOMER SERVICE

Skidmore Sales has always been driven to provide the best **customer service** in our Industry. We realize that **customer service**, to a certain extent, is being reshaped by the letter E. We now have E-mail, E-commerce, E-tailing, and E-trading. The real issue to us is understanding how to use the Internet to better serve our customers. Some certainly will still prefer to be serviced over the phone or in person. Others we are sure will want to use options the Web brings.

Today we are seeking information from those of you who plan to use the Internet as part of your business Strategy. We want to be ready for your requirements. Will you be looking for information, or to actually purchase material? When might you need our support? In other words, how do we better serve you?

We have a group of people developing our Strategy, and would certainly welcome your input. We will take this input in any form. Tina Brichacek is leading this effort, and you can E-mail her at tinabrichacek@skidmore-sales.com, call her at 513-755-4200, or use the good old mail service. We want to here from you. Thanks!

FIT FOR A MEXICAN FEAST LIME IT UP!

Skidmore Sales has the lime powder to do the job! For those Mexican dishes, Mexican drinks or just all around lime flavor, **Skidmore's FreshTaste Lime Juice Powder** will do the job. It adds that clean lime flavor along with the zestiness you are looking for.

Call for your sample today. 800-468-7543 for the lime of your life!

NEW HIGH PC PRODUCTS AVAILABLE FOR THE DIETARY SUPPLEMENTS INDUSTRY

Central Soya Lecithin Division announces three new products developed to serve the health and nutrition industry. These new products are **Centrox RP-30**, **Centrox RP-40** and **CST-35**. The Centrox granular products contain 30% and 40% phosphatidylcholine (PC) respectively, while CST-35 contains 35% PC and is a liquid product ideal for encapsulation.

These new lecithin products which are high in phosphatidylcholine have been associated with improving memory, liver protection, improvements in pregnancy and child development. The choline found in lecithin has also been proven to improve heart health by enabling HDL "good cholesterol" to remove fat deposits, slow absorption of dietary cholesterol and lowering levels of artery damaging homocysteines. Call us today for samples or more information.



Special points of interest:

- *Gilroy Foods announces expansion*
- *Cattlemen's Sweet & Bold, a new full-bodied barbecue*
- *Rhodia's natural Kosher hydrocolloids*
- *The leading supplier of Specialty Starches*
- *Farm fresh, pure vegetable ingredients from Florida Food Products*

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A CROP AND MARKET REPORT FROM GILROY FOODS

The crop year 2000 **onion harvest** has begun on schedule in the Imperial Valley. Early indications are this crop has very little greening and overall will be an excellent crop with normal yields. The other growing regions; Central Valley, Tule Lake and Oregon, appear to be progressing on schedule. One significant event this year is the overall reduction in total acres planted, which have been reduced from last year by 20 to 25 percent. This reduction is due to excess yields in the 1999 crop. Overall, we anticipate the crop to be adequate, but tight.

Last year's high yields on **garlic**, excessive inventories of Chinese garlic in the United States, and large carryovers of domestic garlic, depressed garlic prices considerably. The crop to date appears to be normal, with no incidence of disease and quality appears to be excellent. With increased costs as well as inventories returning to normal, we anticipate overall garlic prices to increase.



In the United States the California **chili pepper and paprika** crop appears to be normal, with the same acres planted as last year. The southwest crop also appears to be normal, but there is an overall reduction in acres planted of 40 percent, again due to excess inventories and weak market prices. With the reduction in global production, as well as less acres planted in the southwest, any existing carryover will be depleted by harvest time. If there is any reduction in yields in the southwest, there will be a shortage of material and prices will be volatile. This past year has seen a dramatic reduction in global production due to a variety of reasons. The overall reduction in pounds will be approximately 25 million pounds. The end result is the global, non-U.S. crop will see an overall reduction of 25 percent.

GILROY FOODS ANNOUNCES EXPANSION

Gilroy Foods has just completed the expansion of its plant in **Las Cruces, New Mexico**, into one of the largest, state of the art processing facilities in the industry.

Dehydration and blending capacity has more than doubled; giving greater capability to meet growing customer needs. An automated formulation system combined with computer controlled blending equipment ensures product accuracy and consistency. State of the art cleaning, sifting and metal detection systems plus a new, Modified Atmosphere Packaging line, gives **Gilroy Foods** the capability of producing products that meet today's demanding customer specification for product quality and safety.

FRENCH'S INTRODUCES CATTLEMEN'S SWEET & BOLD

Cattlemen's Sweet & Bold BBQ Sauce is made with real molasses, spices and sweet citrus flavors for full-bodied barbecue taste with all-family appeal. The robust and sweet flavor combined with its thick and rich texture makes **Sweet & Bold** a complete sauce that is great as is or can be customized with a personal touch from you. **Sweet & Bold** is ideal for a variety of meat and poultry applications, such as ribs, wings, barbecue chicken and brisket. For samples, please call us at 800-468-7543.

Use Sweet & Bold BBQ Sauce in a variety of meat and poultry applications.

NATIONAL STARCH—THE LEADING SUPPLIER OF SPECIALTY STARCHES

Specialty starches offer more than just functional benefits. They promote cost-effective formulation by replacing more expensive functional ingredients, increasing processing efficiency, improving finished product quality and ensuring stability and consistency through shelf-life. Their aim is to both reduce the costs of your total process and ensure high finished product quality. Selecting the right specialty starch to deliver the desired characteristics in your application is key.

National Starch manufactures a full range of specialty native, modified, pregelatinized and dextrinized starches from different sources including: regular, waxy or high amylose corn/maize, tapioca and potato. **Specialty starches** are produced from the natural polymers found within plants. They provide viscosity and stability, influence texture and rheology, enhance mouthfeel and visual appeal in a wide variety of foods.

They can also be used to provide sophisticated functions such as adhesion, flavor encapsulation and replacement or extension of other ingredients such as gelatin, gums fats or dietary fiber. Their range of specialty starches allows varying degrees of process tolerance, from cold processing to high shear, high temperature systems. They contribute acid, freeze / thaw and textural stability. For a list of these specialty starches, give us a call at 800-468-7543.



RHODIA, YOUR COMPLETE HYDROCOLLOID RESOURCE

Hydrocolloids have been used in the food industry to provide texturizing, stabilizing and/or gelling for years. There are several basic hydrocolloid families, (E.G. Xanthan, Guar and Locust Bean), with several grades and variations within those families. Many things must be taken into consideration when selecting the most functionally appropriate, most process compatible hydrocolloid for any particular application.

Myprogen™, new performance systems from Rhodia may help solve your problems. **Myprogen™** are functionally enhanced hydrocolloid systems developed by Rhodia's Textural Technologies Group. Rhodia's proprietary hydrocolloids technology and expertise has allowed them to formulate a series of **Myprogen™** products for specific end use applications. **Myprogen™** are natural, Kosher hydrocolloids which possess a range of unique capabilities similar to that of Xanthan Gum but with a lower cost. An example of **Myprogen™** functionality ranges include:

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|-------------------------------|---|
| Emulsion Stabilization | Thickening —viscosity of up to 12,000 cps @ 1% solution |
| Suspension Properties | Fast Hydration for dry mix and instant applications |
| Gel Systems | Granulated Systems for applications requiring ease of dispersibility |
| High Pseudoplasticity | Crystallization Control |
| Syneresis Inhibition | Delayed Hydration |
| Non Dusting | |

Call us for more information on **Myprogen™** or the individual hydrocolloids.

2000 SOYFOODS GUIDE

In past newsletters you have seen articles regarding the addition of soy protein to your everyday diet. We have available a **2000 Soyfoods Guide** which is a twenty-four page booklet discussing the advantages of adding soy to your diet. It includes health claims as well as a complete description of soyfoods. Recipes for meat alternatives, the use of textured soy protein, soy flour or concentrate, whole soybeans, soy flour, soynut butter, soymilk and tofu are contained within the booklet.

The information contained could be valuable to your companies product lines as well as your personal health. If you are interested in receiving this booklet, please contact us at 800-468-7543.



FLORIDA FOOD PRODUCTS



Enhancing your products with nature's finest ingredients has never been easier or more efficient. Farm fresh, pure vegetable ingredients from **Florida Food Products** are offered as single strength juices, water reduced concentrates and spray dried and freeze dried powders for virtually unlimited flexibility and creativity in designing foods, beverages and nutritional products. When you require specific ingredient combinations or custom blends, you'll appreciate **Florida Food Products** library of proprietary formulas that place you on the fast track to product success. Whatever your ingredient needs, you are assured of premium quality, reliable consistency and nature's best from **Florida Food Products**.

Florida Food Products offer the following selections:

Veg-Juice—Vegetable juices in both refrigerated and frozen forms. Veg-Juice stabilized fresh vegetable juices are made from premium raw ingredients.

Cucumber Garlic Onion

Veg-Con vegetable juice concentrates deliver garden fresh flavor, natural appeal and clean statements

Beet Carrot Cabbage Celery Red Bell Pepper
Onion Spinach Cucumber Green Bell Pepper

Veg-Stock—Specialty flavor enhanced vegetable concentrates. Veg-Stock flavor enhanced concentrates add full-bodied flavor, aroma and natural appeal.

Roasted—Garlic, Onion, Red Bell Pepper Fried—Onion Robust—Onion

Veg-Blend—Blended products for specialized industry applications. Veg-Blend blended vegetable concentrates provide carefully balanced, flavorful bases for beverages, soups and more, simplifying complex formulations.

Vegetable Beverage Blends Mirepoix Bases Nutraceutical Beverage Blends

Veg-Dry—Freeze dried and spray dried vegetable juices. Veg-Dry free flowing, instantly soluble powders offer high flavor impact, superior quality and convenience for your dry ingredients requirements.

Beet Carrot Cabbage

To order a sample or product information, please call us at 800-468-7543.

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**BULK RATE
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PLEASE SEND INFORMATION ON:

Anchovies – Paste, Fillets _____
Anticaking Free Flow Agents _____
Antioxidants, Natural _____
Autolyzed Yeast Extracts _____
BBQ Sauces—Hot Sauce _____
Buckwheat Flour _____
Colors—FD&C, Natural _____
Chili Peppers & Powder _____
Corn Syrup Solids _____
Dehydrated Apples _____
Dehydrated Onion & Garlic _____
Dehydrated Potatoes _____
Dehydrated Vegetables _____
Fat Replacers _____
Food Chemicals _____
FreshTaste Fruit Powder _____
Freeze Dried Items _____
Fruit Juice Concentrates _____
Gums and Carrageenan _____
Honey and Molasses _____
HVP's _____

Send information on items not listed above: _____

Contact: _____

Company: _____

FAX THIS FORM TO 513-759-4270

Lactic Acid _____
Lecithin—Powder & Liquid _____
Maltodextrins _____
MSG—Nucleotides _____
Mustards—Dry & Prepared _____
Natural Brewed Soy Sauce _____
Oats—Rolled, Bran, Groats _____
Oleoresins, Aquaresins _____
Phosphates _____
Polydextrose—Dextrose _____
Shortening & Oils _____
Sodium & Calcium Caseinate _____
Sodium & Calcium Lactate _____
Soy Proteins _____
Spices—Whole & Ground _____
Starches—Cook-Up, Instant _____
Starches—Modified Starches _____
Tomato Paste, Diced Tomatoes _____
Vegetable Juice Concentrates _____
Worcestershire Sauce—Wet & Dry _____
Whey & Non-Fat Dry Milk _____

Phone: _____

Fax : _____