



AT YOUR SERVICE

SKIDMORE Sales & Distributing Co.



Summer 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 contacting your sales representative; our office at 800-468-7543 or fax 513-759-4270; or visit our website at www.skidmore-sales.com

**SKIDMORE
SALES
CELEBRATES
"40" YEARS
OF BUSINESS!**

**FULL STORY
ON PAGE 2**



It's A Match Made In Hot Sauce Heaven!

Include **Frank's® RedHot® Chile'n Lime™ Hot Sauce** in your new products and watch sales heat up.

French's Flavor Ingredients

blended hot, spicy chiles and the tangy, zesty flavor of citrus to create a passionate tango of Latin-inspired flavor. One taste and you will be basking in a heat wave of party-hearty flavor!

Get Ready for a Heat Wave of Delicious Ethnic Flavor!

- Put a delicious twist on Buffalo wings, salads and other recipes that call for traditional pepper sauce
- Use as an ingredient in sauces or as a "second sauce" for chicken tenders, popcorn shrimp, calamari, onion rings and other appetizers

- Create marinades, seasonings or glazes for chicken, fish, seafood, steaks and pork
- Use as an ingredient for Bloody Mary's and other delicious Latin-inspired beverages and cocktails

Great addition for unique flavor in ethnic meal kits as an ingredient or in a pouch

Some Benefits of Frank's® RedHot® Chile'n Lime™ Hot Sauce:

- Exceptional flavor, quality and loyalty from the brand chefs know and trust, Frank's® famous RedHot® brand name
- Satisfy your customer's appetite for ethnic flavor with the premiere chile and lime sauce in the industry
- Create exciting signature recipes to differentiate your products

Contact us to try a sample or request additional information on **Frank's® RedHot® Chile'n Lime™ Hot Sauce**.



IDF's line of spray-dried and liquid products are the quick,

low cost way to give your recipes a natural meat or savory taste. First they start with all natural poultry and meat-based raw materials. Then their value-added products are carefully made by combining only the finest ingredients to produce the most flavorful, cost-effective formulations possible! The result? Tantalizing flavor to savor. Allowing you to bring great taste to life naturally.

IDF's extensive line of **Spray-Dried Fat Powders** provide that savory flavor and creamy mouthfeel you have been looking for in your sauces, soups, gravies, rice dishes, pasta dishes and more. **IDF's Chicken Fat and Broth Powders** are available with a choice of antioxidants, including extract of rosemary, which can be labeled as natural flavor.

IDF's newest **Fat & Broth Powders** offer a 50/50 blend of concentrated savory chicken broth and shelf-stable chicken fat call us at 800-468-7543.

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THANKS TO YOU, SKIDMORE SALES CELEBRATES "40" YEARS OF BUSINESS!

A MESSAGE FROM GERALD SKIDMORE:

In September of 1963, I began business in the basement of my Cincinnati home. The business was called Skidmore Enterprises and operated as a manufacturer's representative selling chemicals, starches and paper balers to the paper, paint and chemical industry. I also sold a product called ASSAY PROTEIN C-1, used in animal test feeding studies, primarily for University laboratories. This was a product that ADM, the manufacturer, was not making any more and wanted someone to dispose of.

In 1964, an arrangement was made with Central Soya to sell their line of soy isolates, soy flours and grits. I realized quickly that these customers were LTL business and product would have to be stocked locally to service the market. Initially, product was stored at Herbert Chemical and then at Taylor Distributing on Mitchell Avenue.

In the 1960's and 1970's, there were many sausage makers and provision houses in the Tri-State area. Central Soya's products took me into the meat industry where I soon learned they were getting their ingredients from Chicago, Detroit or Cleveland with no local sources. The rest is history - customers told me what to stock and they would buy from me.

From Taylor Distributing we moved to American Warehousing on Spring Grove Avenue and then to a 16,000 square foot warehouse on Paddock Road, which we operated, with our own people.

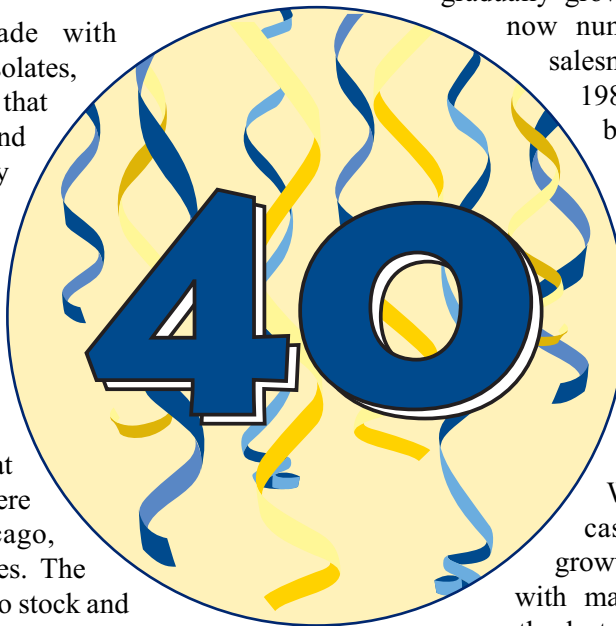
By now Jean Jackson was full time beginning as my secretary September 5, 1966 and retiring 27 years later. We worked so closely together that she could read my mind and knew our customers as well if not better than me. The business was growing and we were having fun.

In 1971, Bill Curran came on board as my first salesman. Bill stayed 28 great years and on a scale of one to ten, he is a "14". In 1971, the business was incorporated as Skidmore Sales and Distributing Company, Inc. In 1973, Steve Jackson, Jean's son, came to work at Skidmore, first working in repack, then warehousing, customer service, purchasing and now sales. We are so fortunate to have Steve - his 30 years of experience is invaluable and I am delighted he chose Skidmore for his life's career.

There is not much more to tell. From Central, we have gradually grown adding suppliers so they now number over 100. From one salesman, we now have 12. In 1985, we moved to Woodlawn, building a 60,000 square foot warehouse. In 1999, we moved to West Chester to a new 150,000 square foot warehouse and office. Outside warehousing is maintained at Chicago, IL, Madison, WI, Buffalo, NY, Baltimore, MD, and Charlotte, NC.

We have grown in many cases with our customer's growth. We have been blessed with many wonderful relationships over the last 40 years; have made many, many strong friendships that have lasted through good times and slow times. Without the support of our many fine customers, we could not have grown or lasted these 40 years. I am proud of our business, but I am proudest of the people that are employed at our Company. We have some the finest, most loyal and responsible people I have ever known. As I look back over the years, it is the efforts of everyone that have made our growth possible.

Lastly I am so pleased to be able to pass the baton to my son Doug who took the job I left in 1994. We are still a family business with a family of 41 great people.





"News Release"



“Wan Ja Shan manufacturers the first Organic Soy Sauce”.

While most people think of Organic Foods

as "good for you", when it comes to taste, they comment on the lack of taste or an objectionable flavor profile.

Not so, with **Wan Ja Shan's Organic Soy Sauce**, the first and only Certified Organic Soy Sauce offered to the Food Industry.

These days, flavor is the key. From entrees, salad dressings, sauces, meat applications, and dry mixes, you do not have to sacrifice flavor, balance, or rounding when it comes to **Wan Ja Shan's Naturally Brewed Organic Soy Sauce**.

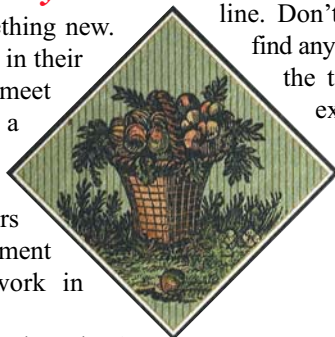
Contact us at 800-468-7543 for samples of **Wan Ja Shan's Naturally Brewed Organic Soy Sauce**.

Customized Products a Specialty

Van Drunen Farms is always working on something new.

Although there are hundreds of standard products in their line, new products are always being developed to meet customer-specific applications. Whether it is a specific size, texture, or a special blend for color or flavor, **Van Drunen** can produce the ingredient that is just right. Their team of experts offers years of experience plus the finest in processing equipment to make sure you get a product that will work in your application.

New freeze-dried, drum-dried, infused, roasted and IQF ingredients are always being developed and tested based on



custom requests or to improve on or add to the existing product line. Don't be shy about asking for something that you just can't find anywhere else. Whenever a signature ingredient is needed, the technicians at **Van Drunen Farms** can provide the experience and know-how to get the product done.

A few of the many custom options available include:

- Sized dices, slices or powders
- Fire or oven roasted items
- Flavor enhanced products
- Blends of products
- Modified textures

Contact your sales representative for more information



Gilroy Foods has changed their name and is doing business as **ConAgra Foods Ingredients Company**. Their strong brand names will remain on their products, while the company name will reflect the united strength they represent. Additional changes include signage, packaging and appearance of their documents.

ConAgra Food Ingredients Company is one of North America's largest ingredient manufacturers, producing goods such as seasonings, spices, grain based ingredients from wheat, corn, oats and malted barley, dehydrated garlic, onion, capsicums and vegetables as well as controlled moisture vegetables.

ConAgra Food Ingredients Company and Skidmore Sales thanks you for your continued business and looks forward to a long and mutually beneficial relationship for the future.

With the increased popularity of self-rising pizzas, a great crust has become crucial. **The Solae Company** can help you improve the crust of your self-rising pizza, reduce the stickiness of your dough and clean up your ingredient statement, all at no additional cost. By replacing your current emulsifier system such as DATEM/SSL with **Solae's Precept™** line of refined lecithin powders you can:

- Improve the chewiness and softness of your crust
- Reduce dough stickiness during processing
- Reduce sogginess from sauce and toppings
- Replace two ingredients with one

Solae's Precept™ comes in a free flowing powder that makes it easy to handle and convenient to use. It also has a low odor profile compared to other emulsifiers and creates minimal dust when handled. Precept will not effect the sheeted, frozen or baked diameter of your pizza or its baked height.



Contact us to request a sample today!

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 or fax this form to 513-759-4270

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|-----------------------------|-------|--------------------------------|-------|
| 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: _____