

►► **Purac Lactic Acid**

PURAC lactic acid is a natural way to help provide safe, nutritious and delicious food solutions for today's manufacturers. **PURAC** Powder 60 lactic acid can enhance savory flavors without increasing sourness. It intensifies cheese and dairy notes; sweetens and brings out tomato flavor; and enhances meat flavors. In seasoning blends, onion, hot pepper, soy and ginger, among others, come alive allowing you the potential to reduce formulation costs.

Sodium reduction of up to 30% is also possible in savory applications by creating a flavor system utilizing **PURAC** products such as **PURAC** lactic acid (liquid and powdered), **PURASAL** sodium lactate or **PURASAL** potassium lactate.

Additionally, when fortifying foods, **PURAC** mineral lactates and gluconates are excellent sources with neutral flavor profiles, high solubility and high bioavailability.



www.skidmore-sales.com

AT YOUR SERVICE

SKIDMORE ▼
►► SALES & DISTRIBUTING

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

Kraft Food Ingredients' Introduces Pan Drippings Flavors



New Line Offers Home Cooking Flavor Options to Prepared Foods

When thinking of home-style cooking, one envisions hours upon hours of cooking over a hot stove to achieve the perfect balance of savory, mouthwatering flavor and textural mouth feel. But, with Kraft Food Ingredients Corp's (KFIC) new line of Pan Drippings, food product developers will be able to attain the authentic, home cooking flavor without increasing their cooking and manufacturing times. KFIC's Pan Drippings, a line of home-style flavors that embodies the aromatic, mouthwatering flavor of meat pan drippings, are easy to use, free-flowing powders, and kosher certified. They are available in Chicken both and Beef versions.

The succulent, aromatic, mouthwatering flavor of pan drippings is the result of the browning reaction in a hot skillet between fat, protein and naturally-occurring sugars in the meat. The drippings are designed to capture the flavorful essence of this cooking process, imparting body, depth and mouth feel.

Chicken Pan Drippings

Chicken Pan Drippings captures the special, comforting flavor of home-style roasted chicken. Available with or without sage flavor, the original Chicken Pan Drippings adds an intense, fatty chicken flavor making it a perfect solution for home-style applications.

Beef Pan Drippings

With its savory beef fatty notes, KFIC's Beef Pan Drippings embodies the rich, classic roast beef flavor. The Beef Pan Drippings enhances beef character in beef-containing applications, improves the flavoring of lower-cost cuts of beef and helps minimize warmed-over flavor. The product also combines well with other KFIC Flavors of Cooking™ including Roast, Grill and Stir-fried. "Use of our Pan Drippings adds a unique, well-rounded flavor character to a variety of applications, while allowing the manufacturer to use a standard manufacturing process, eliminating costly equipment and labor requirements." Product applications include marinades, rubs, snacks, soups, sauces, gravies, glazes, bakery, crackers, chips, meat analogs and faux meat.

For product specifications and samples of Kraft Food Ingredients' Pan Drippings, please contact your Skidmore Sales representative.

In This Issue....

Soy Protein Solutions 2
 Flaxseed. 2
 Kalsec Onion & Garlic. . . 2
 Pomegranate 2

 pHase 3
 Skidmore Warehouse Management. 3

 Lactic Acid 4

PRESORT STD.
US POSTAGE
PAID
PERMIT 9714
CINCINNATI, OH

SKIDMORE ▼
►► SALES & DISTRIBUTING
9889 Cincinnati-Dayton Road
West Chester, OH 45069



Ten Great Reasons to use ENRECO® FLAXSEED

There is no grain like 100% whole-grain flaxseed, one of nature's most nutritionally dense and functionally diverse whole foods. Flaxseed flour incorporates easily into a wide variety of food and nutritional products, ranging from bakery, to pastas to deep-fried foods and beverages. Why use Enreco® stabilized flaxseed?

1. Flavor, Aroma, and Color
2. Healthy Omega-3 Oils
3. Gluten-Free and Non-Allergenic
4. Textural and Stabilizing Properties
5. Dietary Fiber
6. Antioxidants
7. Protein
8. Low-Glycemic
9. Lignans
10. Stable...and Easy to Use!

KALSEC® Offers Response to Rising Prices for Dehydrated Garlic and Onion with a Money Saving Alternative

Reduced availability of California and Chinese sourced garlic is causing a significant rise in pricing for dehydrated garlic. Dehydrated onion prices are on the rise as well due to anticipated supply issues, for low and extra low bacteria material. Kalsec's garlic and onion extracts can replace dehydrated garlic and onion powders and granules and offer a substantial cost savings opportunity.

An experienced team of product development and sensory specialists is immediately available to develop customized garlic and/or onion extract(s) that are a flavor match to their dehydrated counterparts in multiple food formulations. Kalsec's team

of experts will assure the switch to garlic and onion extracts will not affect the finished flavor profile. Please contact your Skidmore Sales representative for more information.

Kalsec® Inc. is a privately held producer and marketer of natural extracts for use in food, beverage, and pharmaceutical applications. Founded in 1958, the company is headquartered in Kalamazoo, Michigan, with additional facilities in Denver City, Texas, and Mildenhall, England



Need Relief From Rising Milk Protein Costs?



Soy Protein May Provide Solutions

Facing eroding product margins, many food manufacturers today are feeling the pain of rising milk protein costs. According to USDA, the latter half of 2006 and early 2007 were characterized by accelerating milk protein costs, caused by drought in Australia, lower production and exports from Europe, lingering uncertainty about the global economy and higher milk production input costs. Increasing global demand for milk protein ingredients, particularly in Asia and the Middle East, further complicates the long-term outlook and offers little hope that prices will subside in the near future. In fact, the March 6, 2007 of Food Business News, reported caseinate prices at \$4.20-4.25/lb., the "highest on record".

Caseinate is not the only milk commodity affected by recent market forces. Prices for whey protein concentrate 34% are

reported at \$1.22-1.27/lb., up 75% versus a year ago, while nonfat dry milk has advanced 48% to an average price of \$1.37/lb. The factors affecting these commodities are also starting to impact pricing for other milk ingredients, such as milk protein concentrate, isolate and whey proteins.

For manufacturers seeking relief from high milk protein costs, soy proteins may provide economic, sustainable solutions. In many applications, soy proteins can partially or completely replace milk proteins and deliver substantial economic savings, while maintaining finished product quality. **The Solae Company** offers many soy proteins designed to specifically replace milk proteins in ready-to-drink and powdered beverages, nutrition bars and bakery products.

"Given today's rising milk protein prices, many of our customers are asking us how they can further leverage the economic benefits that soy proteins can provide," according to Jean Heggie, Director, Market Insights at **The Solae Company**. "We have demonstrated in several food and beverage models that twenty percent replacement is very achievable, particularly if 'no difference' is the goal," according to Heggie. "However, if you want to position a product improvement or can tolerate slight differences in end product flavor, much higher levels may be achievable, enabling even greater cost savings."

For tips on how to reformulate your products for greater costs savings and more information about specific products offered by **The Solae Company** to replace milk proteins in your beverage, nutrition bar or bakery formulations, contact your Skidmore Sales Representative.

Heating the Profit and Flavor Out of Your Food?



Make a change with pHase™ (Sodium Acid Sulfate)

Thermal processing, such as retort or pasteurization, is costly and can change the flavor, texture, and color of food. **pHase™** offers the ability to process at lower temperatures without compromising microbial stability or flavor. **pHase™** acidifies foods below pH 4.0 without a sour taste eliminating the need to retort or pasteurize. (Guelph Food Technology Center Research)

Process improvements achieved with pHase™:

- ▶ Energy savings
- ▶ Increased production (no bottleneck at retort)
- ▶ Lower equipment costs for new lines
- ▶ Reduced packaging cost

Quality Improvements achieved with pHase™:

- ▶ Improve texture, color and flavor
- ▶ Greater nutritional retention
- ▶ Reduce salt, fat, sweetener, and preservatives

Call us today to learn how **pHase™** can help you make a clean tasting shelf-stable food.

SKIDMORE

Radio Frequency Warehouse Management System

Project Challenge

On our quest to provide "Perfect Service" we recently invested in a radio frequency warehouse management system in our West Chester, Ohio distribution center. We were already achieving high levels of accuracy but needed a tool to achieve higher levels. Lot tracking and control of expiration dates was also a challenge, and we sought technology to help us with this task as well.

Receiving Accuracy

All product received is assigned bar coded license plates that track item number, description, lot number, weight and expiration date. Employees move product within the warehouse by scanning this license plate, and bar codes on storage locations. The system tracks all movement within the warehouse which increases inventory accuracy.

Shipping Accuracy

Customer orders are released to the warehouse management system based upon expiration dates and customer rule sets. The warehouse employee scans the bar codes on the product and storage locations to reduce the opportunity of shipping the wrong item.

Inventory Accuracy

The net result of increased receiving and shipping accuracy is improved inventory accuracy. We know with 99.99% assurance what we have, where it is, the lot number, and expiration date. This insures information provided to our customers is accurate, and our purchases from suppliers are timely to meet forecasted demand. Our order fill rates to customers are higher.

Labeling / Documents

The system generates shipping labels based on customer requirements that are easy to see and read. Quality documents are released automatically by the system to be e-mailed, faxed, or included with the shipment based on customer requirements. This information is timely and transmitted in the method desirable by our customers.

Perfect Service

We continue to chase perfection, and track our progress in achieving this objective. We also know that tools such as this help us move in that direction. We hope you have noticed the improvements, and welcome any feedback!

