



AT YOUR SERVICE

SKIDMORE Sales & Distributing Co.



Winter 2001

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.

EMERGENCY SERVICE * 24 HRS/DAY - 7 DAYS/WEEK!

Just so you know... we are always available to help with your needs... around the clock. We realize that the constantly changing demand for food ingredients sometimes creates a need for special action. We are committed to providing the best customer service in the industry.

To make it easier for you to reach us, we have established an answering service to help with after hour needs. If you call our main telephone number **800-468-7543** beyond normal operating times, you will be given instructions for **emergency service**. We have a team of people trained and ready to open our warehouse when your needs call for special action. Please feel free to use this service when you need it!

A NEW STANDARD IN DEHYDRATING VEGETABLES

Skidmore Sales is the exclusive distributor for Degrieck Special Products Line of **TherCoDry** Vegetables. **TherCoDry** is a new patented process of drying vegetables and herbs. This thermo combined drying process combines conventional drying processes with this new patented process to produce a dry product which has better color, taste and smell than traditional air dried or freeze dried products. These products rehydrate as quick as freeze dried and are traditionally low in bacteria as well. For more information, samples or a product listing, please give us a call at 800-468-7543.

FRENCH'S FLAVOR ENHANCEMENT CONDIMENTS

For over 100 years **French's Ingredients** has committed to help food specialists just like yourself prepare foods that are the most delicious they can be. At **French's** you will find a vast variety of tastes. In fact, they have a flavor to match the taste requirements of every section of the country.

Their product line includes Dry and Prepared Mustards, Barbecue Sauces, Hot Sauces, Worcestershire Sauce and Rochester Sauce. For a Brochure on any of these lines, please give us a call. You can also visit their web site at www.frenchsingredients.com.



On March 1, 2001 you will be able to visit us on line at www.skidmore-sales.com! We welcome you to search our product database, view what suppliers we represent and even link to their web sites. You will have the capability to order samples, request literature and information all at your fingertips 24 hours a day!



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DEVELOPMENTS IN THE CURED MEAT INDUSTRY

The shelf life of cured meat products is limited because of the growth of spoilage bacteria and pathogens. **Purasal S, Purasal P and Purasal Lite**, the sodium and potassium salts of natural lactic acid, can be used in products like cooked sliced ham, frankfurters and bologna to increase shelf life and to ensure food safety.

Product innovations and food safety are what drives the meat industry. The cured meat market is a well-established sector in the food industry. In recent years; however, the industry has greatly diversified. The traditional meat product market is stabilizing and retailers are focusing on innovations. New products are being introduced and new uses are being encouraged.

Some global trends are:

- **Health** - Within the meat industry low-fat and low-sodium products continue to be developed.
- **Convenience** - Sales of cooled fresh convenience products and home meal replacements are rapidly increasing.
- **Specialty** - There is a growing demand for specialty products. Thin-sliced sandwich meat and diced ham cubes for salads are two examples.

What's Cookin'?

Shelf life is a key factor in the success of new products. In reduced-fat products, the higher moisture content promotes the growth of bacteria. In thin-sliced products, the conditions for microbial growth are enhanced. **Purasal** is a natural hurdle that inhibits the growth of bacteria, thereby improving the shelf life.

Food safety is of paramount importance in the meat industry. The safety of meat products cannot be controlled by reducing the risk of contamination alone. During product development, safety hurdles should be implemented to prevent the growth of pathogens. **Purasal** has excellent antimicrobial properties, which inhibit the growth of pathogens and spoilage bacteria. Apart from reducing water activity, **Purasal** has specific antimicrobial properties. For samples of Purac America products, please give us a call at 800-468-7543.

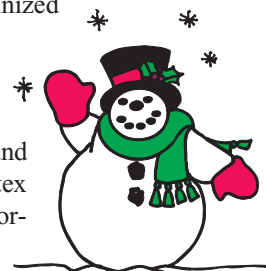
MANILDRA MILLING GROUP USA

Manildra has earned a worldwide reputation as "The Leader" in vital wheat gluten, native and modified wheat starches, specialty wheat proteins and alcohol. Dependable quality products and service are more than goals at **Manildra**. They are the core values that have led their company on a very successful journey that began nearly a half-century ago in **Manildra**, New South Wales and Australia.

Recently **Manildra** entered the modified and pregelatinized wheat starch market with the construction of a new plant located in Hamburg, Iowa. This new facility gives **Manildra** a full line of native, modified and pregelatinized starches as well as the best selling vital wheat gluten in the United States.

Manildra Milling's product range includes:

Gluten and Modified Proteins, Native and Modified Starches, Certified Organic gluten, starch and pregelatinized starch, Ethanol, Textured Wheat Proteins, GemTec Functional Wheat Proteins, Gemtex Texturized Wheat Proteins, Isolated Wheat Proteins and GemStar Modified Wheat Starch. For additional information, please give us a call.



KALSEC'S SEASONING SOLUTIONS CENTER

You need more from an ingredient supplier than a sample. You need ideas, access to practical technical expertise, processing knowledge, analytical capabilities and products that really perform to your expectations. **KALSEC SEASONING SOLUTIONS CENTER** is your link to applied technical capabilities, dedicated test facilities, experienced industry professionals and unique products which redefine the word "seasoning." One source, natural quality and endless solutions. Please visit **Kalsec's Seasoning Solutions Center** at www.seasoningsolutions.com.



BUCKWHEAT BLOSSOMS WITH NUTRITION AND DIVERSITY

Botanically speaking, buckwheat is a fruit, but due to its size, processing and application characteristics, it is often treated like cereal grains such as wheat, barley and oats. **Minn-Dak Growers Ltd.** manufactures a complete line of buckwheat products that offer nutritional benefits and unique formulation opportunities.

Gluten-free buckwheat typically contains about 12% protein, of which 74% can be utilized by humans, a percentage superior to that of wheat flour (47%) and lentils (30%). The essential amino acid lysine is present at nearly twice the amount found in wheat or white rice. Buckwheat seeds contain 4% to 6% rutin, a bioflavonoid believed to be effective in reducing cholesterol. An iron content of 6.6% in the bran, or 2.5% in the flour, contributes to anemia control. Buckwheat also contains fagopyritol, a newly discovered phytochemical patented by Cornell University, which is useful in the management of type II diabetes.

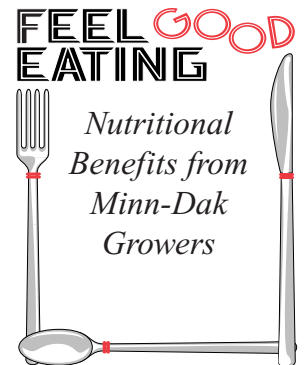
Buckwheat ingredients include:

Whole Buckwheat Seed, Groats, Grits, Supreme Flour, Fancy Flour and Farinetta

Applications Include:

Pasta, Puffed Snacks, Bakery Goods, RTE Cereals, Energy Bars, Gravies and Sauces and Side Dishes

For more information on Minn-Dak Growers line of products or to order samples, please call us at 800-468-7543.



NATIONAL STARCH OFFERS NEW NOVIATION FUNCTIONAL NATIVE STARCHES

With the introduction of **Novation 1600** and **Novation 1900**, **National Starch** expands their line of functional native starches to include potato. These products feature, low gelatinization temperature, bland taste and homestyle textures. **Novation** technology imparts processing tolerance similar to traditional modified starches while maintaining their native starch characterization, thus the label declaration is simply starch or potato starch. In addition, **Novation** products offer extremely clean flavor release profiles. These products are derived from non GMO sources.

If you want to reduce the stickiness in your dough, give Novation 1600 a try!

Some ideas for use: **Novation 1600** starch when formulated into gnocchi, canned ravioli or Pierogi will help these products maintain an "al dente" texture after cooking, re-heating or canning. It may also reduce dough stickiness thereby improving processing. By replacing some of the potato flakes in formed potato product with **Novation 1600** starch, maintaining shape becomes easier and eating properties such as "bite" are improved.

For mashed potatoes heated by microwaves or held on steamtables, this new specialty starch improves texture and prevents overcooking, which may result in stickiness. Replacement of some potato flakes or granules with **Novation 1600** starch creates a smoother and creamier texture. **Novation 1600** and **1900** may also enhance expansion of snacks and cereals and aid binding of meats. Because of their low gelatinization temperatures and homestyle appearance, both products are well suited for dry mix applications such as soups, sauces and gravies. **Novation 1600** starch is suitable for medium and low shear applications while **Novation 1900** starch is ideal for low shear applications such as prepared and consume dry mixes.

UPCOMING EVENTS TO REMEMBER...

March 27, 2001 - Western New York IFT Exposition - Rochester Riverside Convention Center

April 17, 2001 - New York IFT Exposition - New Jersey Convention & Exposition Center at Raritan Center

April 24, 2001 - Lake Erie IFT Exposition - Mayfield Heights, Ohio at Executive Caterer's at Landerhaven

April 26, 2001 - Ohio Valley IFT Exposition - Cincinnati, Ohio at Oasis Conference & Banquet Center

SKIDMORE Sales & Distributing Co.

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BBQ Sauces—Hot Sauce _____
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Colors—FD&C, Natura _____
Chili Peppers & Powder _____
Corn Syrup Solids _____
Dehydrated Apples _____
Dehydrated Onion & Garlic _____
Dehydrated Potatoes _____
Dehydrated Vegetables _____
Fat Replacer _____
Food Chemical _____
FreshTaste Fruit Powders _____
Freeze Dried Items _____
Fruit Juice Concentrates _____
Gums and Carrageenan _____
Honey and Molasses _____
HVP's _____

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 _____
Whey & Non-Fat Dry Milk _____
Worcestershire Sauce—Wet & Dry _____

Send information on items not listed above: _____

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Company: _____