



AT YOUR SERVICE

SKIDMORE Sales & Distributing Co.



Winter 2002

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

STALEY STARCHES FOR MEAT AND POULTRY

Staley offers a complete line-up of starches to improve yield, texture and moisture control.

Now with the addition of **Staley Nu Star** modified potato starches to the meat and poultry ingredient roster, **Staley** presents a full selection of food starches for a variety of applications. Whether it's increased cook yield, improved texture or water binding, **Staley's** complete line-up of waxy and dent corn, potato and tapioca starches can provide many benefits to meat and poultry processors.

Staley food starches are designed to provide solutions under many different meat and poultry processing conditions, highlighted by **Staley Lo-Temp 452**. This is a waxy modified corn starch that swells at intermediate temperatures (45°C pasting temperature) and the only starch that allows processors to increase moistness in finished meat and poultry products under milder cooking conditions. For samples or more information, please contact us.

CENTRAL SOYA...building solutions to new challenges

Functional foods & beverages are playing an increasingly important role in today's healthier diets. Since the FDA approved a health claim for soy in 1999, consumers have become more aware of the heart health benefits of eating soyfoods. The claim states that 25 grams of soy protein per day may reduce the risk of heart disease. In addition, eating soy proteins has shown to reduce hot flashes during menopause and helps to build stronger bones.

As a result, Central Soya has developed a unique production process and created Alpha soy protein - an attractive alternative to milk proteins and isolated soy proteins in beverages and other dairy products. Alpha protein is an ideal replacement for more costly ingredients such as whey protein concentrates, whey protein isolates, nonfat dry milk and other proteins. In addition, its mild flavor allows Alpha protein to be used in virtually any formulation including soy milks, yogurts & puddings; cereals; energy bars and bakery items.

You've got to taste it to believe it...Alpha! and now you can at the Natural Products Expo (Booth #3473) and IFT. For additional information and samples of this highly soluble soy protein, please contact us. You can learn more about Alpha proteins by visiting www.ALPHAprotein.com.

Have you taken a look at our website?

Check out our featured product of the month. You may view our product database, request samples, literature, pricing etc. We would love to receive any type of feedback from you.

Visit us today...

www.skidmore-sales.com



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BUFFALO IS STAMPEDING ALL ACROSS MENUS

Since the 1965 birth of Buffalo wings in Buffalo, New York, patrons can't seem to get enough of that spicy-hot-buttery flavor. As the fever for Buffalo heats up, we have discovered that people who are wild about wings also love the taste on pizza, sandwiches, dipping sauces, seafood and even french fries! Cash in on two trends at once by sprinkling spicy Buffalo popcorn

chicken on a Caesar salad. Add the kick of Buffalo to your favorite barbecue or Cajun recipe.

Where ever you take Buffalo, you can get authentic taste only with **Frank's Original RedHot Sauce** from **French's Ingredients**, the sauce used in the original Buffalo wings recipe.

Call us to request a sample or more information at 800-468-7543 or to send your request via our website, go to "Find Products" at www.skidmore-sales.com.

HERBALOX SEASONING The Natural Way to Manage Oxidation

Rosemary extracts have historically been used to enhance flavor and to inhibit oxidative deterioration in foods, fats and oils. **Kalsec Herbalox Seasoning** is a natural rosemary extract with standardized color, flavor and oxidation inhibiting properties. Because its functional properties are controlled, it provides consistent, reliable performance. It is ideally suited for addition to any food product or ingredient that could benefit from the mild masking effect of rosemary flavor or its natural ability to improve shelf life by reducing oxidative deterioration.



Oxidation is a chain reaction, propagated by highly reactive free radicals generated during the initial oxidate stage. These free radicals react within the system to form compounds which cause off odors, flavors and and overall quality deterioration. **Kalsec Herbalox Seasoning** contains naturally occurring phenolic compounds which inhibit oxidation by inactivating the highly reactive free radicals.

Advantages of Kalsec Herbalox Seasoning:

Consistent - Flavor, aroma and antioxidant activity are carefully standardized.

Know-how - More than an effective product and it comes with 15 years of successful application experience.

Clean Label - Approved for use in food as: "Natural flavor," "Natural flavoring" or "Oleoresin rosemary."

Flexible - Available in product forms that meet your processing needs: water dispersible, oil soluble and Herbalock dry powder.

Kalsec Herbalox Seasoning is highly effective in a variety of products including chicken fat, processed meat and poultry, seafood, snack foods, carotenoid pigments and spice blends.

For samples or more information visit our website at www.skidmore-sales.com or call us at 800-468-7543.

FLO-GARD SP Flo Conditioning Silica

Flo-Gard SP from PPG is a unique precipitated silica. A controlled manufacturing process produces a uniform particle size and shape that promotes free-flowing properties when added to powdered food ingredients.

Flo-Gard SP silica is a highly absorptive, pure white, free-flowing powder. It is amorphous in structure, chemically inert, and has a neutral pH, while being tasteless and odorless.

Flo-Gard SP silica blends easily. Because of its very fine uniform particle size it requires no pre-blending. It can be metered directly into the process stream, mixer or spray drier. Flo-Gard SP silica does not agglomerate or form "shotballs,"

making processing easier. In some applications, end use products containing **Flo-Gard SP** silica have significantly lower dust levels than those containing competitive anticaking agents.

Flo-Gard SP silica offers significant cost savings since it provides equivalent anticaking efficiency at LOWER LOADINGS compared to many competitive alternatives.

Typical applications include granulated salt, chili powder, paprika, spice blends, guar gum, seasoning powders, powdered drink and gravy mixes. The versatility of Flo-Gard SP also allows it to work effectively in cheese powders, food flavors, non-dairy creamers and as a tableting aid for vitamin supplements.

Call us or request a sample or additional information on our website.



NONPAREIL CORPORATION

What's Cookin'?

Nonpareil has been a producer of premium potato products made from select Idaho potatoes. They have been serving the food industry for more than 50 years. Nonpareil's manufacturing plants are modern, state-of-the-art dehydration and fresh pack operations. Facilities include a pilot plant for process and product development.

Their dehydrated product line includes:

Slices - Dehydrated potato slices are perhaps the most familiar product. Utilized in products such as Scalloped and AuGratin side dishes. Slices can also be appealing in salads, soups and casseroles.

Flakes - Potato flakes have long been recognized for making instant mashed potatoes. Snack manufacturers look to flakes for

their natural potato flavor and texture. Potato flakes are also excellent as natural thickeners in gravies, soups and sauces. As a breading or coating for fried foods, nothing can match the flavor of potato flakes.

Flour - Potato flour is a natural choice for your baked goods. Additive-free potato flour can give your product longer shelf life with improved texture through better moisture retention. Flour is also important to the snack industry and as a natural thickener and flavor enhancer in a wide variety of food products.

Dices and Shreds - Potato dices and shreds may be the most versatile of all ingredients. Dices can be the main attraction in such products as hash browns, potato pancakes and salads, a product enhancer in soups and stews or crushed can be used as texture aids or extenders.

Starch - Potato starch has a wide variety of applications in the food manufacturing industry. It can be used as a thickener or binding agent.

TERIYAKI SAUCE

Wan Ja Shan Teriyaki Sauce is made of natural brewed soy sauce with these selected ingredients: soy sauce (water, soy beans, wheat, salt) vinegar, sugar, onion powder, garlic powder and ginger powder. **Wan Ja Shan Teriyaki Sauce** is widely used by food processors throughout the world. **Teriyaki Sauce** can be used as a marinade for meat, poultry, seafood, soup and salad dressings.

The **Teriyaki Sauce** is packed in 4/1 gallon cases, 5 gallon pails, 55 gallon drums, 350 gallon totes and 4,000 to 5,000 gallon tankers. **Wan Ja Shan Teriyaki Sauce** produces innovative results for product research and development teams. Their plant is FDA approved and meets strict hygienic requirements during every phase of production, storage and packing. **Wan Ja Shan Teriyaki Sauce** is produced in Middletown, New York and is kosher, pareve and carries the circle K seal on the label. Please contact us for a sample today!

NOT YOUR MOTHER'S MEATLOAF FRENCH'S INGREDIENTS

Ground Beef	.....	.5 lbs.
Ground Pork	.....	.3 lbs.
Diced Onions	.....	.8 oz.
Eggs	.....	.4
Fresh Bread Crumbs	.....	.4 oz.
Salt	.....	.2 Tbsp.
Ground Black Pepper	.....	.2 Tbsp.
Garlic Powder	.....	.2 Tbsp.
Cattlemen's Original BBQ Sauce #74733	.....	.2 Cups
RedHot Sauce #91330	.....	.1/2 Cup
Raw Bacon	.....	.20 Strips



Combine all ingredients except bacon in large mixing bowl. Mix well. Shape into 2 loaves. Place 10 strips of bacon into bottom of roasting pan. Place meatloaf on top of bacon. Place remaining 10 strips on top of meatloaf. Bake in preheated conventional oven at 350°F for 1 1/2 hours, or until meat is cooked. Remove from oven. Degrease pan. Serve Cattlemen's Western Sauce over meatloaf after cooking. Keep warm.

UPCOMING EVENTS TO REMEMBER...

March 19, 2002 - Western New York IFT Exposition - Rochester Riverside Convention Center

April 18, 2002 - Ohio Valley IFT Exposition - Aladdin Shrine Temple - Columbus, Ohio

April 23, 2002 - Great Lake IFT Exposition - McCamly Plaza Hotel - Battle Creek, Michigan

April 25, 2002 - Lake Erie April Gala Event - Cleveland Natural History Museum - Cleveland, Ohio



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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: _____