

▶▶ **New Dry Dijon Bran from French's Flavor Ingredients**

Enhance Dijon Flavor without Altering Pungency

Introduced at this year's IFT Food Expo, the **Dijon Bran** from French's Flavor Ingredients was a big hit. Carefully processed to retain the delicate Dijon flavor, **Dijon Bran** can be used as a particulate in salad dressings and sauces. It adds flavor and visual appeal to dry coatings, batters, breadings and snacks.

Extracted during the refinement process, the bran solids are prepared in a dry format that can be incorporated into wet or dry ingredient mixes. French's **Dijon Bran** offers manufacturers and processors a way to increase the Dijon flavor without

altering the pungency or moisture content of finished product. It boosts Dijon flavor when included in mustard paste, mayonnaise, baked goods, doughs, batters, glazes, gravies and soups. Like most of French's mustard products, the new dry **Dijon Bran** provides tremendous flavor for few calories and little fat. Truly versatile, **Dijon Bran** works in low pH systems and tolerates high heat cooking systems. For more information or bench samples, contact your Skidmore sales representative.



For more information on French's or their new product, **Dijon Bran**, please contact your Skidmore Sales representative.

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AT YOUR SERVICE

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 or e-mailing your sales representative or sales associate, our office at 800-468-7543 or fax 513-759-4270 or making your request on line at our website www.skidmore-sales.com

▶▶ **Kraft® Food Ingredients Introduces a Beef Enhancer Product**



KRAFT FOOD INGREDIENTS

Kraft Food Ingredients Corp. (KFIC) announced its introduction of **Savory-Edge™ Enhancer** for Beef, a patented breakthrough technology that delivers juicy, meaty and rare notes to any beef application.

KFIC's **Savory-Edge™ Enhancer** for Beef was introduced at the 2008 Institute of Food Technologists (IFT) Annual Meeting in New Orleans. The new flavor was showcased to KFIC's customers in a savory beef application.

Falling under KFIC's Flavors of Cooking™ line, **Savory-Edge™ Enhancer** for Beef is an allergen-free, natural flavor that has the ability to offset warmed-over beef flavor, as well as "livery-grassy" notes found in lower grades of beef. It does this by enhancing the desirable savory notes of beef. The new patented flavor is built on a multi-phase reaction process of oil, water, air and other enablers that give KFIC the ability to add multiple flavor dimensions.

"As the local, organic and natural trend continues to increase in the U.S., so will the trend of grass-fed cattle," said Susan Parker, KFIC creative flavorist. "Grass-fed cattle often have "grassy" off-notes versus prime, corn fed beef. Their patented product allows customers to use grass-fed beef without sacrificing the authentic savory beef flavor of a prime cuts."

"Our **Savory-Edge** technology is similar to culinary flavor layering," added Parker. "Its continuous reaction process and air-rich environment allows for authentic flavor replication. Flavors are more intense, multi-dimensional, distinct and do not meld together."

Savory-Edge™ Enhancer for Beef can be used as a marinade with any cuts of beef, as well as with frozen beef entrees and slow cooked beef applications. The flavor is kosher certified and available in dry powder. For product specifications and samples of **Savory-Edge™ Enhancer** for Beef, please contact Skidmore Sales.

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Tate & Lyle Launches New PROMITOR™ Dietary Fibers

Tate & Lyle has launched **PROMITOR™ Resistant Starch** and **PROMITOR™ Soluble Corn Fiber** to help manufacturers bring important wellness benefits to consumers by adding more fiber to their products.

PROMITOR™ Resistant Starch will help manufacturers add more fiber to baked products and snacks (including cereal, crackers, cookies, bread and pasta), with no impact on taste or texture. Resistant starch is a starch that “resists” digestion and acts as a dietary fiber. **PROMITOR™ Resistant Starch** is a prebiotic fiber that is well-tolerated and has a low glycemic response. In the US, it can be labeled as “corn starch” and may be suitable for products making a “natural” claim.

PROMITOR™ Resistant Starch can be directly substituted for wheat flour in low moisture systems such as crackers and cookies because it has very low water holding capacity, making it easy to formulate with when substituting for wheat flour. **PROMITOR™ Resistant Starch** has an added benefit of reducing oil pick-up by 15-20% in fried goods, which reduces calories and fat in the end product.

PROMITOR™ Soluble Corn Fiber is a prebiotic fiber that is also well-tolerated and has a low glycemic response. This new fiber has excellent process and acid stability and dissolves clear in beverage applications. It is extremely easy to formulate with and can be used to replace traditional sweeteners such as liquid and dry corn sweeteners, sucrose, and sugar alcohols (may need to be combined with a high-intensity sweetener.) Furthermore, at only 2kcal/g, **PROMITOR™ Soluble Corn Fiber** can be used to reduce calories while maintaining the texture and body imparted from nutritive sweeteners.

Both **PROMITOR™ Resistant Starch** and **Soluble Corn Fiber** offer consumer friendly labeling options and manufacturers can also use the **PROMITOR™** logo front of pack to highlight its inclusion. Please contact us via our website or call us at 800-468-7543 for more information or request samples.

FOR YOUR SAVORY APPLICATIONS:



Basic Poultry Ingredients

IDF’s attention to quality and process control throughout production means you’re getting the highest performance ingredients possible – all processed from cost-effective, readily available, locally sourced raw material.

Basic Poultry Ingredients Product List –

Frozen Concentrated Chicken Broth
Concentrated Chicken Broth with 32% solids (37 Brix)

Shelf-Stable Concentrated Chicken Broth

Savory salted extract products produced from further processing concentrated chicken broth

Liquid Shelf-Stable Chicken Fat

Light yellow shelf-stable chicken fat without antioxidants. Natural and synthetic antioxidants available.

Dehydrated Ingredients

IDF’s spray-dried products are the quick, low-cost way to give your recipes a natural meat or savory taste. IDF’s extensive resource base for raw materials allows them the flexibility to develop quality formulation at low cost.

Dehydrated Ingredients Product List

Spray-Dried Broth Powders

Powdered Chicken Products produced from the broth of cooked chicken
Powdered turkey and beef broth are available

Spray-Dried Fat Powders

Powdered chicken fat products with a variety of carriers
Powdered chicken products from liquid chicken fat and concentrated broth

Beef fat products spray-dried with a variety of carriers

Spray-Dried Meat Powders

Powdered chicken products
Powdered chicken products from blends of meat, broth and fat designed for a more roasted taste
Powdered turkey and beef products



Contact your sales representative or sales associate today!

800-468-7543 | fax 513-759-4270

www.skidmore-sales.com

AN ONION AND GARLIC MARKET UPDATE
October 7, 2008



Dehydrated Onion

“We would like to share with you some very important market information. Although the planted acreage was similar to last year, the cost to obtain those acres increased dramatically due to competition for acres from alternative crops. As widely reported in the media, ethanol policies have continued to directly and indirectly impact the supply and price of almost all U.S. crops, including onion. In addition, onion planting was delayed due to unfavorable weather in some growing areas while the Central California and Desert areas, although planted on time, experienced early crop damage in some fields due to high winds.

Like many other ingredients, the cost to produce dehydrated onion increased dramatically over the past year. The competitive acreage situation, paired with growers’ increases in land rents, water restrictions, higher fuel and fertilizer prices resulted

in the cost of grower contracts increasing 25% for this crop year. The market is currently experiencing 30% to 40% increase in grower contracting costs for next crop year’s production. In addition to raw material cost increases, transportation and food ingredient processing costs have also increased dramatically. Although energy prices have declined in recent months from their historical highs, the price of diesel fuel is still 25% higher than a year ago.

Even with U.S. dehydrated onion production being similar to last year, we believe the global supply situation for dehydrated onion remains limited and the market is not building significant inventories. Prices for dehydrated onion material have increased over the past year due to the global cost and supply factors explain above.”

Dehydrated Garlic

“Favorable weather during the growing season has resulted in U.S. garlic crop produc-

tion being better than planned. With 65% of the garlic crop currently harvested, we estimate U.S. Dehydrated garlic crop will be larger than last year, but still 35% below levels of a few years ago. The Chinese garlic crop is estimated to be unchanged to slightly higher than last year. Variation in product quality, food safety, testing, and execution issues remains a concern regarding Chinese dehydrated garlic shipments. We expect Chinese dehydrated garlic prices to rise over the new few months given the Chinese currency appreciation and reoccurring supply disruptions.

U.S. dehydrated garlic has faced the same cost and raw material supply challenges as dehydrated onion, as well as experiencing increased demand due to quality, traceability, and food safety concerns. We have, however; been able to minimize some of the cost increases through crop production and processing improvements.”

BORDER FOODS – MARKET UPDATE
November 4, 2008



Green Chili

This year’s pack was anything but typical with nonstop rains delaying the start of the season until late August. As the pack season wraps up, the total output of Southwest chile will come up short of expectations by approximately one third. At Border, our final production totals will end up short of expectations by a similar percentage. The growers that provide green chile have faced very difficult economic results for the past several years and have grown weary of growing chile. This reluctance coincides with a time that has shown great promise for alternative crops that do not pose the risks and inconvenience associated with growing chile. In order to buy acres away from row crops, the price of green chile is going up significantly. Given the inputs we have seen, we estimate green chile prices for the 2009 – 2010 crop year will be 35 – 40% higher than current levels.

Jalapenos

Jalapenos are sourced locally (New Mexico and Arizona) and

in an expanded area when the local crops are not available. The local crop of jalapenos was impacted by the same growing conditions that severely hurt the chile crop. Because the growing region on jalapenos is more diverse than chiles, the impact is significantly lessened. We would describe supplies of jalapenos as short to adequate and the quality of the crop to be average to good.

Within the expanded areas of sourcing, winter crops of jalapenos are currently getting started in the greenhouses and will be transplanted in the next couple of weeks. Going forward, we continue to see adequate but less than abundant supplies and prices that are steady to firm.

Tomatillos

Tomatillos are currently abundant and with the chile harvest complete we are using the next few weeks to rebuild stocks of our tomatillo based items. Supplies are adequate and the quality of the crop is very good. Pricing on tomatillos is steady to firm