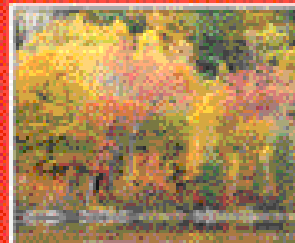




AT YOUR SERVICE

SKIDMORE Sales & Distributing Co.

Autumn 2004



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

INNOPHOS, INC.



The acquisition of the North American specialty phosphates business of Rhodia by Bain Capital has been completed. The company launches operations as an independent business under a new corporate name **Innophos, Inc.**, which signifies the innovation in phosphates that has been the cornerstone of the company's success.

Innophos will be operated by the same management team that oversaw the business under Rhodia's ownership.

Innophos Launches New Range of Phosphates for Meat, Seafood and Poultry Applications

CURAFOS® BrineSolve is a distinctive sodium triphosphate (STP) designed to dissolve in the presence of salt. To support the protein extraction and increase processing yield, salt (typically 1.5-2%) is necessary. Previous STP products/blends were not compatible with higher levels of salt in seasonings added to meat products. For phosphate to be functional in meat, it has to interact with the meat protein; it can only do that if it is completely soluble. If it doesn't dissolve completely, you are missing the benefits of the phosphate which are to have a good yield and a tender, juicy product.

Generic STP with a pH of 10 will produce high yields, but with unappetizing color. Manufacturers must understand their specific segment of the market place to maximize the benefits of using phosphates. Often this requires optimizing pH to obtain a good balance of appearance and yield.

For instance, with a pH of 8.1, **CURAFOS® ColorSure** is designed to provide juicy, tender texture primarily for cooked turkey breast without sacrificing the nice white opaque color that consumers associate with turkey breast. Another function is to prevent 'warmed-over' flavor caused by oxidation. The phosphates tie up the iron in the meat that causes oxidation.

CURAFOS® OptiBalance phosphate blend is best for processors who supply meats to foodservice venues and are looking for higher yields where color is of less concern. With **OptiBalance**, the juices will not cook out and form excess fluid in the casing but will remain in the meat. Also, with a pH at 8.6, the color is better than with generic STP.

CURAFOS® OptiBind is the latest Innophos new product launch for meat, seafood and poultry applications. **CURAFOS® OptiBind** is a premium phosphate blend for a wide variety of meat products, with a high pyro content and a pH of 9.3. This blend is specially designed to achieve excellent moisture and protein binding, additional advantages include less storage loss and good solubility. Applications include deli turkey and rotisserie chicken, chunked and formed ham, chicken roll, beef strips, scallops, clams and fish sticks. For more information or samples, please contact us.

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Kraft Food Ingredients announced earlier this year that all customers must purchase in full pallet increments for cheese powders and grated cheeses. Skidmore Sales would like to offer you the flexibility of ordering whatever quantity you need, even if it is less than a pallet. We have warehouses in Chicago, Illinois; Madison, Wisconsin; Baltimore, Maryland; Buffalo, New York; Charlotte, North Carolina; Sauget, Illinois and St Joseph, Missouri.



KRAFT FOOD INGREDIENTS

Stocking product for you at one of these warehouses can be as simple as making a phone call. Please call your sales representative or our office to discuss the many ways of improving your efficiencies by stocking the **Kraft Food Ingredients** products of your choice.

Grain Millers' Oat Fiber is a natural (non-chemically treated) fiber designed to provide food processors with a functional and label friendly ingredient. Their **Oat Fiber** is an excellent and economic substitute to the many fibers available in conventional foods systems.

Grain Millers' full line of **Oat Fibers** are available for your specific application and can be custom designed to meet the demands of your product and process. **Grain Miller's Oat Fiber** is also available as "Certified Organic", providing manufacturers with increased process flexibility and improved labeling claims.

Some Advantages of This Product Are:

- Friability index improvers
- High fiber binders / hydrocolloids
- Texturizers
- Excellent source of soluble and insoluble fibers
- Least cost formulation



GRAIN MILLERS
INCORPORATED

In addition **Grain Miller** has Rolled Oats, Oat Groats, Oat Flour and Steel Cut Groats available. For samples of the new Oat Fiber or any of these products, please contact us.

SKIDMORE FLAVOR STABILIZER™



PRODUCT DESCRIPTION:

Skidmore Sales offers a family of natural flavors to replace chemical antioxidants and stabilize flavor and color of meat and poultry products. All Skidmore Flavor Stabilizers (SFS™) are dry blends formulated with GRAS ingredients and are USDA approved. The spice extractives used are standardized for antioxidant activity and are produced under several U.S. patents. All SFS products are free flowing dry blends with a light yellowish color and very mild spice aroma. At recommended use levels, SFS products do not contribute significant amounts of nutrients for nutrition labeling.

BENEFITS:

- Only requires "natural flavoring" or spice extractives in label ingredient text.
- Fresh sausage may be labeled as "No preservatives added".
- Product has synergistic chelators for improved antioxidant effectiveness and color stability. No pro-oxidants like salt are present in SFS products.
- Dry blend reduces waste, improves accuracy of addition to meat and poultry products, and increases the flexibility to add up stream in products and pre-blends.
- Enables more efficient use of rework material.
- Standardized antioxidant activity results in a consistent flavor profile and shelf life.

SFS-O (Fat soluble)

Post-rigor fresh sausage & pre-blends
Pizza toppings

SFS-W (Water dispersible)

Poultry / MDM chicken & turkey
Ground chicken & turkey
Pre-cooked breasts, rolls & nugget's

SFS-O NP (Fat Soluble)

Pre-rigor fresh sausage & pre-blends

SFS-SW (Water dispersible)

Beef, pre-cooked roast/patties
Ground chicken & turkey
Injected products



LOOK WHAT'S NEW!...

French's Flavor Ingredients has a Searchable Recipe Database on their website. There are 20 Recipes in the Database separated into the following subgroups:

PRODUCT CATEGORIES

- * Appetizer
- * Center-of-Plate
- * Salad Dressings
- * Sauces, Dips, Glazes



PRIMARY PROTEIN INGREDIENTS

- * Beef
- * Pork
- * Poultry
- * Miscellaneous

FRENCH'S FLAVOR INGREDIENT USED

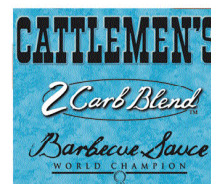
Please visit this page at <http://www.FrenchsFlavorIngredients.com/formulas/search.lasso>

New Cattlemen's® 2 Carb Blend™ Barbecue Sauce

A carb-conscious barbecue sauce that tastes great. French's Flavor Ingredients Cattlemen's® 2 Carb Blend™ Barbecue Sauce lowers carbs without sacrificing taste or performance. It will easily help you satisfy carb-conscious customers' desires for mouth-watering barbecue. With the country abuzz over lower carbohydrates, there has never been a better time to supplement your product line with some great-tasting low carb barbecue items.

Features & Benefits:

- There are only 2 grams of carbohydrates per 2 Tbsp. serving
- Made with sucralose, not aspartame which helps it hold up in processing
- Made with tomato paste, not puree so it extends better, keeping flavor and consistency while lowering the cost per serving and still retaining quality and flavor.
- Maintains the flavor texture and appearance of a standard barbecue sauce
- Try this great new barbecue sauce with your recipes and reduce your carbs by 75% per serving.



MANILDRA Group USA

The US plant of Manildra Milling caters to niche markets such as specialty wheat starch and protein products along with production of Organic Wheat Gluten and Organic Wheat Starch. Manildra is at this time the only North American based producer of Organic Wheat Starch and/ or Organic Wheat Gluten.

Their plant is certified by QAI Organic and shuts down for exclusive organic production runs about 1 week out of each month. All raw materials are certified organic from the wheat to flour to starch or gluten.

TECHNICAL TID BITS...

Easy ingredients to "boost" the savory notes in sauces that doesn't involve extensive development time.

- * French's Worcestershire Sauce
- * French's Rochester Sauce (doesn't add color)
- * Florida Food Products Mirepoix (and it's vegetarian)
- * Wan Ja Shan's Soy Sauce Powder

For last minute development of a whole new line of sauces.

When there's limited development time, create a base of a red or white sauce. Then using Kalsec's spice blend extracts (ask us about the Kalsec menu ideas), you can create an entire line of sauces in one shot.

UPCOMING EVENT...

Chicago Suppliers Night
Rosemont Convention Center
Rosemont, IL
November 10, 2004
12:00 - 6:00 p.m.

SKIDMORE Sales & Distributing Co.

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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

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