



## HELLO AGAIN

**T**his 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.

### “ONLY THE NATURAL”

**Skidmore Sales** manufacturers a variety of **FreshTaste natural fruit powders**. Lemon, lime, pineapple and apple juice powders are now available. Whether you need a lemon to make that lemon icing and lemon pie, or a lime to make that lime pie or “Mexican treat”; **FreshTaste** will do the job, naturally.

Call us if you need a sample to finish that project “naturally”.

### SUPERIOR PERFORMANCE

The warehouse employees at Skidmore Sales & Distributing Company were recently presented a “**Superior Performance**”



award in food safety by ASI food safety consultants. They achieved a score of 953 of a possible 1000.

This award was a milestone event, as it was the seventh year in a row to achieve the top award given by this independent audit company.

Food safety and sanitation practices are high priorities at our company. We are proud of these employees, and their dedication to our high standards in food safety and service to our customers.

### FLAVOR INSURANCE, DO YOU HAVE IT?

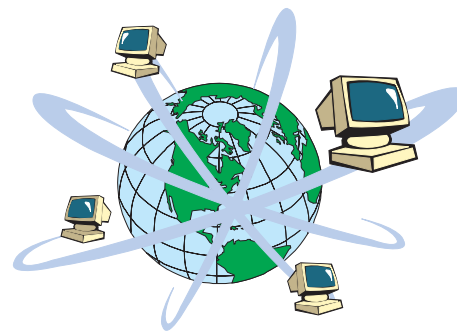
What kind of insurance do you have to protect the flavor of your finished product? Many producers of valued added meat and poultry products have found **Skidmore Flavor Stabilizers** to be an effective insurance policy against the abuse their product may receive.

Today's consumer expects products to hold up to multiple heating and freezing or refrigerating cycles. These processes are very likely to generate “warmed over” flavors in products that don't contain antioxidants. Multiple heating cycles are where chemical antioxidants can leave you exposed since they are not heat stable. Natural antioxidants like **SFS** provide a consistent level of protection through multiple heating and reheating cycles.

**Skidmore Flavor Stabilizers** are a family of products that function to replace or augment synthetic antioxidants in meat and poultry products. All ingredients are GRAS and **Skidmore Flavor Stabilizers** are USDA approved as a natural flavoring. **Skidmore Flavor Stabilizers** are a specially processed dry blend of natural spice extractives with synergistic ingredients (chelators and free radical scavengers) that are available in both oil soluble and water

dispersible forms. Call our office or your sales representative to discuss how we might help you create some additional insurance that the flavor you produced is the flavor your customer gets.

### DON'T FORGET TO VISIT US...

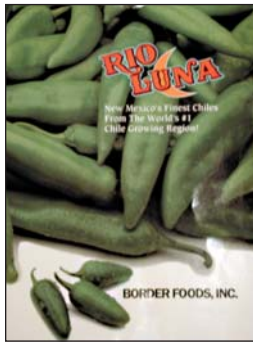


[www.skidmore-sales.com](http://www.skidmore-sales.com)

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## BORDER FOODS



### ***"FLAVOR OF THE SOUTHWEST"***

Rio Luna, New Mexico's Finest Chiles from the world's #1 chile growing region!

Situated on a high desert mesa with warm days, cool nights, fertile soil and no big-city pollution, **Border Foods** is ideally located in the heart of the world's largest chile growing region, Luna county, New Mexico. To grow the best chiles, you must plant the best seeds. Rio Luna's seeds are monitored constantly by their own staff agronomist. Since 1973, Rio Luna has been recognized as the premium brand wherever people love chile.

Rio Luna knows that full flavor is not assured unless every step is done just right. Their unique process of lightly fire roasting for full flavor along with steam peeling, assures firm texture, rich green color, and uniform appearance. with no unsightly burn marks! Each chile is then individually inspected and carefully sorted by hand.

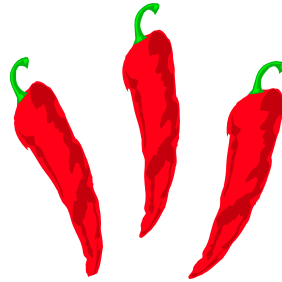
**Border Foods** was pioneer in bulk chile sales by the drum and they continue to be an innovative leader for the industry. They strictly adhere to buyer specifications, providing individualized products and processing techniques that best suit your exact requirements.

**Border Foods** is proud to provide their customers with the highest quality chiles and jalapenos for the finest Mexican cuisine. For two decades **Border Foods** has provided

innovation and leadership to the Mexican food industry. As one of the largest processors of green chiles and jalapeno peppers in the world, **Border Foods** is large enough to provide a full range of services. They offer diced and whole green chiles and diced, whole and sliced jalapeno peppers.

Call us at 800-468-7543 for samples or additional information.

## KALSEC



### ***YOUR NATURAL COLOR SPECIALIST***

Carotenoid pigment oxidation is usually associated with a loss of color that is easily seen in your food product or food ingredient. Usually less apparent, but no less damaging to product quality is the production of rancid and off flavors and aromas which accompany carotenoid pigment oxidation. Factors contributing to oxidation and degradation of carotenoid pigments include light, oxygen, heat and trace metals. Along with packaging and processing, the selection of quality ingredients is critical in managing oxidation.

Including functional ingredients such as Durabrite Colors can effectively inhibit oxidation and degradation of carotenoid pigments while helping you maintain the color and flavor quality you intended. **Kalsec** produces Durabrite Colors by carefully extracting selected raw materials and incorporating their patented stabilization system. The results are exceptional color and flavor stability. The advantages of **Kalsec** Durabrite

Paprika and Durabrite Color Blends:

**Superior Stability** - The superior color and flavor stability of Durabrite Paprika translates to longer shelf life. Food products as varied as seasoning salt packed in a clear container, food coatings subjected to thermal processing and snacks exposed to both heat and light can all benefit from Durabrite Paprika.

**Functionality** - Because the stresses placed upon color differ with food product formulation, processing and packaging, various Durabrite Colors have been designed for optimum performance in specific foods.

**Variety** - Durabrite Paprika and Durabrite Color Blends are available in Oleoresin and Aquaresin forms as well as dispersed onto maltodextrin.

**Consistency** - You can depend on Durabrite Paprika to deliver consistently superior color stability to your food product or food ingredient.

**Economy** - Using Durabrite Paprika may allow you to eliminate overdosing, a technique commonly employed to compensate for color loss from oxidation.

**Natural** - Durabrite Paprika does not depend on synthetic antioxidants such as BHA, BHT or TBHQ for superior stability.

For more information or a complete list of Durabrite Colors, call us at 800-468-7643.

### ***FUN FOOD SITES***

Looking for what's new? Not sure where to go to find interesting fun food web sites? Give these a try:

[www.epicurios.com](http://www.epicurios.com)

[www.gourmetspot.com](http://www.gourmetspot.com)

[www.zagat.com](http://www.zagat.com)

[www.wines.com](http://www.wines.com)

[www.foodandwine.com](http://www.foodandwine.com)

## *A PALETTE OF FLAVORS*



### *THE NEW GILROY FOODS*

Earlier this year **Gilroy Foods** acquired Basic Vegetable Products. This acquisition greatly expands their line of specialty vegetable and related products.

Since 1959 **Gilroy** has been spicing up the worlds best loved foods. They are now the largest supplier of dehydrated garlic, onion, capsicum and vegetables world-wide. The new lines include GardenFrost Puree's, DehydroFrozen Vegetables, neutraceuticals and fresh products. For the majority of their product they manage the entire process from seed developments to packaging.

To further expand on these products:

#### **Specialty Dehydrated Vegetables -**

Aire Freez Dried, Freeze Dried, Puff Dried Carrots, Spray Dried, Infused and Quick Cook Onion make up this high-quality line that uses unique processing technology to produce ingredients with enhanced functionality.

#### **GardenFrost Dehydrofrozen -**

Fresh vegetable pieces are gently air dried then individually quick frozen to preserve color, texture and flavor. Dehydrofrozen pieces contain less water than fresh or IQF vegetables, creating a better brand of frozen vegetables. Less water means brighter, fresher color, higher solids, less syneresis after thawing and higher piece count than IQF.

#### **GardenFrost Softfrozen-**

Fresh and roasted vegetables are processed using a patented technology

to produce intensely flavored, easy-to-use soft frozen ingredients. GardenFrost purees thaw four times more quickly than standard frozen purees and may be stored at refrigerated temperatures for up to two weeks.

#### **Redi-Made / Hi-Flavor -**

Shelf-stable Crushed Garlic, Minced Garlic in Oil, Whole & Sliced Pickled Garlic Cloves, Garlic Puree, Roasted Garlic Puree, Pimento Puree and Dehydrobrined Red Bell Pepper are ready to use in any recipe or ingredient formulation with no premixing required. Citric acid or salt and/or vinegar has been added for stabilization.

#### **Dial-A-Heat -**

A proprietary variety of no heat jalapenos are stemmed, washed, pureed or diced, then acidified or brined to preserve their authentic flavor and texture. Natural capsicum oleoresin is then added back to produce sweet, mild, hot or customized heat levels. Dial-A-Heat products provide authentic jalapeno flavor and consistent pungency.

#### **Gilroy Fresh -**

We are back to the fundamentals. Gilroy Fresh is their line of fresh/raw garlic, onion and celery products.

For samples or more information give us a call or visit their web site at [www.gilroyfoods.com](http://www.gilroyfoods.com).

boosting savory tastes and umami notes, often in products that don't contain chicken. **IDF** has developed a new generation of dry chicken broths with improved functionalities and a broad range of flavor profiles.

The natural spray-dried powders, prepared with innovative drying and processing techniques, offer advantages over conventionally dried broths and frozen broths. The free-flowing ingredients are less hygroscopic than conventional dry broths, have reduced dusting and readily disperse in ambient water without clumping.

Compared to frozen ingredients, dry broths simplify handling and storage. The new powders, spray-dried without a carrier are labeled "chicken broth." Their Cooking process allows us to both intensify the taste profile and deliver a broad range of chicken flavor notes. Flavor profiles include roasted, intense roasted, slightly roasted, savory/boiled, pan drippings and savory/smooth. In addition, **IDF** will work with customers on proprietary formulations.

The broths can lend savory notes to items that don't normally contain or need to contain chicken. Uses include seasoning blends for pasta, rice and ramen noodles, flavors, bouillon, canned or aseptically packaged broth/stock, soups, sauces, gravies, marinades, batters and breadings, stuffing mixes, dry soup mixes and snacks. One of the fastest growing applications is in marinades and pumps, where dry broths effectively add flavor into the meat muscle. Also available are conventional spray-dried beef, pork and turkey broth powders.

Give us a call if you would like to receive samples or more information

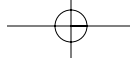
## *NEW DRY*



INTERNATIONAL DEHYDRATED FOODS, INC.

## *CHICKEN BROTHS*

While many processors are converting from frozen to dry chicken broth for handling ease, dry broth ingredients also present an effective means of



**SKIDMORE Sales & Distributing Co.**

9889 Cincinnati-Dayton Road  
West Chester OH, 45069

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**PLEASE SEND INFORMATION ON:**

- Anchovies – Paste, Fillets \_\_\_\_\_
- Anticaking Free Flow Agents \_\_\_\_\_
- Antioxidants, Natural \_\_\_\_\_
- Autolyzed Yeast Extracts \_\_\_\_\_
- BBQ Sauces—Hot Sauce \_\_\_\_\_
- Buckwheat Flour \_\_\_\_\_
- 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 \_\_\_\_\_
- Salt \_\_\_\_\_
- Shortening & Oils \_\_\_\_\_
- Sodium & Calcium Caseinate & Lactate \_\_\_\_\_
- Soy Proteins \_\_\_\_\_
- Spices—Whole & Ground \_\_\_\_\_
- Starches—Cook-Up, Instant & Modified \_\_\_\_\_
- Sugar \_\_\_\_\_
- Tomato Paste, Diced Tomatoes \_\_\_\_\_
- Vegetable Juice Concentrates \_\_\_\_\_
- Whey & Non-Fat Dry Milk \_\_\_\_\_
- Worcestershire Sauce—Wet & Dry \_\_\_\_\_

Send information on items not listed above: \_\_\_\_\_

Phone: \_\_\_\_\_

Contact: \_\_\_\_\_

Fax : \_\_\_\_\_

Company: \_\_\_\_\_

