

Hanks Brokerage Inc.
Industrial Sales Division

**Industrial Principal
&
Product Listing**

www.hanksbrokerage.com
1808 Monetary Lane, Suite 100
Carrollton, Texas 75006
(972) 242-1832 or (800) 872-7811
Fax: (972) 242-6920
Sales@hanksbrokerage.com

Company Profile

Hanks Brokerage, Inc. operates two different divisions, our Industrial Food Sales division and the Food Service Sales division. Our Industrial Food Sales division supplies ingredients to food manufacturers and re-sellers. Our Food Service Sales division supplies ingredients and food items to restaurant chains and food service distributors.

Hanks Brokerage, Inc. traces its roots back to 1979 when Dale Hanks, a food service broker focusing on the sale of seafood items to distributors and restaurant chains decided to go into business for himself. In 1983, Dale developed a strong working relationship with Richard Bleckner of Bleckner Brokerage Inc., an Industrial Food Broker. Both businesses continued to grow and flourish during the next few years with the addition of staff and a public warehousing facility. The office staff and sales staff each focused on varying aspects of both Hanks Brokerage, Inc. a Food Service Sales organization and that of Bleckner Brokerage, the Industrial Food Sales company. In 1999, the last Bleckner family member left the food industry and Hanks Brokerage, Inc. purchased the ingredient sales side of the business at that time and incorporated it into the Hanks Brokerage name.

Our Services

Our goal is to be your preferred ingredient supplier by offering you products from companies that stand behind what they sell while offering product at a good price with superior customer service. A brokerage company allows ingredient manufacturers to keep their sales expenses to a minimum fixed amount to provide you more competitive pricing. A brokerage company also allows you to find more of your desired ingredients with a minimum number of phone calls and contacts thus increasing your order efficiency by reducing the number of phone calls needed to order or source product.

We want to be a long term valued supplier for your company. We strive to be a one-stop shop for your company by seeking those relationships with companies to offer you the best possible product mix. Hanks Brokerage, Inc. owns and operates Advanced Spice & Trading, Inc. a 48,000 square foot facility in which we operate as a public warehouse for many of our principals to provide local warehousing and the ability to provide mixed shipments of products.

Contact Information

Primary Number: (972) 242-1832
(800)Number : (800) 872-7811
Fax Number: (972) 242-6920
General Email: sales@hanksbrokerage.com
Website: www.hanksbrokerage.com
Mailing Address: 1808 Monetary Lane, Suite 100, Carrollton, Texas 75006

Sales & Management Staff

Greg Hanks—President
Ext. 108
Cell: (214) 803-8952
greg.hanks@hanksbrokerage.com

Doug Hanks—Vice President
Ext. 102
Cell: (214) 803-8953
doug.hanks@hanksbrokerage.com

Terry Sutton-V.P. Operations
Ext. 103
Cell: (214) 534-6691
terry.sutton@hanksbrokerage.com

Rory Hanks—Vice President Food Service
Sales
San Antonio Office
Cell: (210)241-4151
rory.hanks@hanksbrokerage.com

Marlo Hanks—Sales Representative
Austin Office
Cell: (512)695-0601
marlo.hanks@hanksbrokerage.com

J.D. Stayton—Sales Representative
Houston Office
Cell: (713)854-7104
jd.stayton@hanksbrokerage.com

Kim Kuper—Technical Sales Representative
Ext. 140
Cell: (214) 762-2166
kim.kuper@hanksbrokerage.com

Dwayne Lovell-Sales Representative
Ext. 129
Cell: (972) 467-0226
Chefdwne@aol.com

Steve Cooner—Sales Representative
Ext. 115
Cell: (972)345-6073
steve.cooner@hanksbrokerage.com

Elizabeth Richards—Sales Representative
San Antonio Office
Cell: (210) 710-2921
elizabeth.ricards@hanksbrokerage.com

Amy Bradford—Sales Representative
Ext. 135
Cell: (213) 419-6311
amy.bradford@hanksbrokerage.com

Order Processing and Office Staff

Charlene Petry—Inventory & Freight
Ext. 111
charlene.petry@hanksbrokerage.com

Jeanne Wolfe-Accounting & Key Accounts
Ext. 112
jeanne.wolfe@hanksbrokerage.com

Jan Pickens-Sales Assistant
Ext. 100
jan.pickens@hanksbrokerage.com

Kristy Howell-Customer Service
Ext. 113
kristy.howell@hanksbrokerage.com

Advanced Spice & Trading

Advanced Spice & Trading, Inc. is located in Carrollton, Texas in a 67,200 square foot facility. Advanced Spice is an AIB inspected and Superior Rated facility that is an importer, processor and full line distributor of spices and food ingredients. Advanced Spice is a proud distributor of Sensient dehydrated onions, garlic, chili peppers and powders, paprika and various dehydrated vegetables. Advanced Spice also serves as a forward warehouse location for Mizkan Vinerags, Sensient and Sethness Caramel Color.

Product Line Categories

Spices –Ground and Whole	Onion—Dehydrated	Garlic-Dehydrated
Bell Peppers—Dehydrated	Chili Pepper	Chili Powder
Paprika	Carrot-Dehydrated	Celery-Dehydrated
Cilantro	Parsley	Habanero-Ground
Containers	Lids	Tomato-Dehydrated
Spinach-Dehydrated		

Website: www.advancedspice.com

California Olive Ranch

America's largest grower and processor of Olive Oil, with the vision to be the global leader in the production of the most flavorful EVOO available on the market. COR 100% California grown EVOOs continually win medals in international competitions.

Website: www.californiaoliveranch.com

Dairy Chem International

DairyChem follows the classical tradition's of creating pure, natural, dairy flavors. Their commitment to research and development has yielded a constant stream of successful dairy flavor solutions for food companies around the world. They develop butter, sour cream, yogurt, buttermilk and cheese flavors for the dairy, bakery, snack, poultry, confectionery and RTE markets. Can decades of perfecting rich and creamy dairy top notes produce the world's best product success stories? You know it.

Primary Product Categories

Starter Distillates-Water , Oil and Dry Based @ various concentrations
Started Distillates-Custom Blends including items like Cuturoma, Creamaroma and others.

Butter Flavors-Water, Oil and Dry Based
Cream Flavors-Water, Cream, and Dairy Fat Based
Buttermilk Flavors

Website: www.dairychem.com

First Choice Ingredients

In April 1994, FCI introduced a line of dairy concentrate ingredients derived through an enzyme modification process. This process was designed to provide the richness and flavor of butter and cream in a healthy and economical form. The result is a natural, concentrated form of butter or cream with a flavor strength up to 400 times stronger than milk fat in its original form.

FCI is excited to introduce our new lines of meat, savory, beverage and oriental flavors. Our new facility is designed to develop and produce natural dairy flavors, natural meat and savory flavors, along with an exciting line of food ingredient blends. Our thorough knowledge and understanding of fermentation, enzyme and culture technology enables FCI to provide a wide spectrum of new and innovative products.

Primary Product Categories

Butter & Cream Flavors	Cheese Powders & Pastes	Sweet Flavors
Dairy Powders & Liquids	Meat Flavors	Savory Flavors

Website: www.fcingredients.com

Ful-Flav-R Food Products

Ful-Flav-R Food Products manufactures a line of quality, convenient, savory products - Garlic, Ginger, Onion, Jalapenos, Chiles, Red Bell Peppers and Custom Blends - designed to enhance the flavor of any recipe, from any region around the world.

All Ful-Flav-R Products are Pasteurized and PH Controlled, shelf stable up to 24 months and are kosher certified.

Primary Product Categories

Garlic—Ground, Minced (Water or Oil), Ground Roasted
Jalapeno—Ground Green, Ground Red or Diced
Green Chilies—Fire Roasted & Peeled Diced or Whole, Ground Red Anaheim's
Ginger—Ground or Minced
Bell Peppers—Diced #10 Cans, Roasted Strips or Dices, Red Bell Pepper Puree
Onion—Ground
Custom Items—Chipotle Chile Blend and Red Chile Garlic Blend

Website: www.fulflavr.com

Golden Sea, Inc.

A full line of various canned good items are available from Golden Sea Inc. under the Five Star Brand. All items are imported from quality packers around the globe to meet your quality standards while also being able to meet your pricing concerns as well.

Primary Product Categories

Mushrooms	Pineapple	Capers
Olives	Artichokes	Pimientos
Tuna	Baby Clams	Escargot
Anchovies	Mandarin Oranges	

Website: www.goldenseainc.com

Idaho Pacific

Since 1987 Idaho Pacific has specialized in manufacturing dehydrated potato products for use as Industrial Ingredients and in the foodservice trade. Products available include flakes, powders, granules, slices, dices and shredded.

Website: www.idahopacific.com

Inland Empire Foods

Specializing in precooked and dehydrated beans, peas, lentils, and grains for use in many food applications.

Primary Product Categories

Beans	Lentils	Peas
Bean Flour		

Website: www.inlandempirefoods.com

Lee Kum Kee

Find cutting edge Asian sauce applications that will take your product from good to great! Learn how to enhance your product flavor with one of Lee Kum Kee's authentic Asian sauces.

Primary Product Categories

Soy Sauces	Oyster Sauces	Chili Sauces
Oils (Sesame, Chili, etc.)	Others Sauces (Hoisin, Plum, etc..)	

Website: www.lkk.com

Majors Products

Major Products is known for having high quality products, competitive pricing, and strong marketing programs. Major stock bases are readily accepted throughout the foodservice industry, whether it is Industrial, Catering, Restaurants, Schools, or other Institutions. Founded in 1951, Major Products Company is a leading manufacturer of Stock Bases throughout the world with a total of 3 plants in the USA, one in Canada and one in England. Major is constantly working to develop new products. Today Major has the largest variety of products available, including health care products and a full line of products made without MSG, as well as other specialty bases and gravies.

Website: www.majorproducts.com

McIlhenny Company

As the leader of the fast-growing, fiery foods market, McIlhenny Company supplies food manufacturers with the same authentic TABASCO® brand Pepper Sauce flavor that has been enjoyed for over a century by both consumers and foodservice professionals. Now we offer this “unique flavor profile” in a variety of convenient forms to fit most food processing environments. The ultimate goal of the TABASCO® brand Industrial Ingredients Division is to help food manufacturers and processors like you improve the flavor and profitability of your next great food idea.

Primary Product Categories

Liquid Formulations

Green Pepper Sauce, Garlic Pepper Sauce, Habanero Pepper Sauce and
Chipotle Pepper Sauce

Intermediate Moisture

Tabasco Brand Pepper Pulp and Processors Blend

Dry Formulations

Dry Red Flavoring, Crushed Pepper and Dry Green Flavoring

Website: www.tabascoingredients.com

Mizkan International

Mizkan International is a manufacturer and bottler of cooking wines, vinegar, and juices as well as various de-natured spirits.

Primary Product Categories

Denatured Spirits

Cooking Wines

Wine Reductions

Wine Powders

Vinegars

Website: <http://www.mizkan.com/scripts/industrial.asp>

Neil Jones Food Companies

The Neil Jones Food Companies consist of various divisions that are providers of tomatoes and various fruits for the foodservice and industrial industries.

Tomatek

TomaTek packs Industrial Diced, Paste, Concentrated Crushed and Organic Products in 55 gallon steel or fiber drums, and in 300 gallon wooden bins. TomaTek also offers its contracted customers a full line of Industrial packed Pouch items, including custom made sauces, spreads, marinades and toppings under the Perfect Pouch™ brand.

San Benito Foods

San Benito is a full line producer of #10 tomatoes and Hot Pack drum Tomatoes. Their products range from Fully Prepared Pizza Sauce with oils and spices to 1.06 puree.

Pacific Breeze

Provider of canned fruits including but not limited to Apricots, Artichokes, Cherries, Fruit Cocktail, Mandarin Oranges, Peaches, Pears, Pineapple, and Purple Plums.

Northwest Packing Juice Concentrates

Northwest Packing is a premium processor of industrial fruit concentrates. Product is available from 5 gallon pails, to 55 gallon drums to tankers. Numerous items are available.

Website: www.neiljonesfoodcompanies.com

Nikken Foods Company

Nikken Foods is one of the largest natural flavor companies in the world. Since 1964, Nikken has been a pioneer in new product development and innovative production techniques.

Primary Product Categories

Continuous Vacuum Dried Products—Roasted Onion Powder, Roasted Chinese Cabbage, Mushroom Bouillon, Roasted Garlic Powder, Mirepoix, Black Bean Powder

Fermented Products—Soy Sauce Powders, Rice Wine Vinegar Powders, Red Miso Powder, Teriyaki Sauce Powder, Worcestershire Sauce Powder

Seafood Flavors—Anchovy Powder, Clam Powders, Crab Powders, Scallop Powders, Shrimp Powders, Fish Powders, Oyster Powders, Lobster Powders, etc....

Vegetables and Shelf Stable—Mushroom Powders, Shiitake Powders, Horseradish Powders, Sautéed Onion Paste, Sautéed Minced Onion Paste, Sautéed Onion Liquid Concentrate

Website: www.nikkenfoods.com

Olds Products Company

Ingredient mustards add unique qualities to a variety of prepared products. In sauces, salad dressings, marinades and appetizers, mustard enhances both the flavor and price value of standard items. Our wide variety of mustard offers the opportunity to provide a greater selection of products and flavors.

Primary Product Categories

Yellow "Salad" Style	Dusseldorf	Stone Ground/Holland
Dijon	Spicy Brown	Horseradish
Low Sodium	Sweet/Spicy	Honey
Uncolored White	Custom Blends	Proprietary Formulas

Website: N/A

Organic Ingredients

From apple to zucchini, our business is focused on the production and marketing of industrial ingredients; fruit and vegetable juices and juice concentrates, purees, and vinegars. We are a leading supplier of certified organic apple, cranberry, grapefruit, lemon, orange, pineapple and white grape juice concentrates and single strength juices. We also offer a full range of fruit and vegetables purees, individually quick frozen (IQF) products, and are an international supplier of tomato paste, puree and diced tomatoes. Our 'sourcerers' are constantly locating, qualifying, and certifying unique and hard to find organic ingredients from over 20 countries around the world!

Website: <http://www.organic-ingredients.com/>

Pompeii Prodcuts

Pompeii Lemon and Lime Juice concentrates are produced in Texas.

Primary Product Categories

Lemon Juice Concentrates available frozen or unfrozen in 5 and 55 gallon drums.
Lime Juice Concentrates available frozen or unfrozen in 5 and 55 gallon drums.
Key Lime Juice Concentrates are available.

Website: N/A/

Rochester Cheese

Wholly-owned subsidiary of national known and recognized Swiss Valley Farms, a farmer-owned cooperative that has been producing quality dairy products since 1958.,

Primary Product Categories

Pasteurized Process Cheese—Custom formulated to meet specific functions for your industrial application. Flavors from American to EZ Melt and Restricted Melt products and items such as Pepper Jack and Swiss American.

Ground Blended Club Cheeses—Fresh and Cold Processed blends available in a wide variety of flavors and performance profiles.

Hard Italian Cheeses—Fresh and Dry Grated available in Parmesan, Romano, Italian Blends, Asiago and Fontina.

Cream Cheese—Ingredient cream cheese available in 3 pound loaves and 30 & 50 LB Boxes.

Swiss Cheese—Awarding winning supplier of Swiss and Baby Swiss Cheese.

Blue Cheese—Blue and Gorgonzola cheeses available.

Website: www.rochestercheese.com

Sensient Dehydrated Flavors

Sensient Dehydrated Flavors, a unit of the Sensient Flavors & Fragrances Group, manufactures a full line of dehydrated spices, vegetables, and specialty items that bring our customers' food products to life, imparting flavor, color and texture.

Primary Product Categories

Onion—Dehydrated

Chili Powders

Vegetables—Dehydrated

Garlic—Dehydrated

Paprika

Natural Flavor Juices

Chili Peppers

Parsley

Website: www.sensient-tech.com

Sethness Greenleaf, Inc.

Since its establishment in Chicago in 1881, Sethness-Greenleaf has served as a flavoring manufacturer for the general food industry, most concentrated in flavors for the Beverage, Baking and Dairy industries. Current management has guided growth since 1969.

Primary Product Categories

Beverage Flavors

Dairy Flavors

Bakery Flavors

Confection Flavors

Website: www.sethnessgreenleaf.com

Sethness Products Company

Today, Sethness Products Company is the world's leading manufacturer of caramel color, serving virtually every segment of the food industry, from soft drinks to convenience food systems. Sethness offers flexible, stable, economical coloring solutions to food processors around the globe.

Primary Product Categories

Caramel Color—Both Liquid and Dry Forms for use across a broad range of applications.

Website: www.sethness.com

Traina International

Traina Dried Fruit is a privately-owned corporation that farms and produces sun dried fruits and vegetables for ingredient companies and food distributors throughout the world.

Primary Product Categories

Sun Dried Tomatoes Sun Dried Fruits Sun Dried Fruit Sauces

Website: www.traina.com

The Valdez Corporation

Valdez Spice has been in business since 1982 and focuses on custom blending, packing and private labeling of spices, seasoning blends, and dry prepared food mixes. Valdez mixes the art of culinary techniques together with the art of food science to create solutions for your dry flavor and seasoning applications.

Primary Product Categories

House & Custom Blends Retail Packaging Food Service Packaging

Website: www.valdezspice.com

Wolf Canyon Foods

Wolf Canyon Foods was formed in 1989 to do the marketing and sales for Mercer Processing, Inc. Mercer is a private corporation with over 30 years of experience developing, and applying freeze drying technology to deliver freeze-dried food ingredients to food manufacturing companies all over the world.

Primary Product Categories

FD Meats FD Fruits FD Vegetables FD Beans & Rice

Website: www.wolfcanyon.com

Other Items Available

Hanks Brokerage, Inc. is pleased to partner with the accounts and their product lines below on an account by account basis. If we can be of any assistance, then please let us know.

IQF Fruits and Vegetables—Discovery Foods and Inn Foods

Organic Spices—Great Spice Company

Low Moisture Apples and IQF Apples—Invertec Products

Fruit and Vegetable Concentrates—Kerr Concentrates

Oils including Olive, Soybean, Canola and others—Sovena USA

Hanks Brokerage is fortunate to have many industry contacts, please don't hesitate to contact us for any of your ingredients needs. We will be happy to point you in the right direction, if we cannot offer direct assistance. Thank you.