

Hanks Brokerage Industrial Sales Division Management Philosophies

Our Industrial Sales division covers the market of Texas, Oklahoma, Arkansas and Louisiana. We have also picked up more business in the New Mexico market and could possibly cover this territory as well but we are not traveling there on a regular basis, at this time. Most territories are covered by our primary staff located in Carrollton, Texas. The southern Louisiana market, due to its importance, is covered by our sub-broker, Mauthe and Associates. The orders for the entire territory are processed through our main office.

There are two sister companies closely associated with Hanks Brokerage, Inc. The first company is Advanced Spice & Trading, Inc. Advanced is an importer and processor of bulk spices and ingredients. The second company is The Valdez Corporation. The Valdez Corporation is a custom spice blending and portion-controlled packaging operation. Valdez specializes in the batch packing of ingredients for food manufacturers and restaurant chains. Hanks Brokerage, Inc., Advanced Spice & Trading, Inc. and The Valdez Corporation share a 67,200 sq. foot facility in Carrollton, Texas.

Hanks Brokerage, Inc. is one of the largest industrial brokers in our market. With a total sales staff of seven we are able to develop and maintain relationships with our customer base. Our office staff of five is able to process orders efficiently and provides the customers with an unmatched level of service in the industry.

One of the biggest advantages that we offer our customers and a principal is the “one stop shopping” approach. To the majority of our customers we supply ingredients from many principals including our own companies of Advanced Spice and Valdez. Many of our principals take advantage of our AIB inspected facility to store and ship products. Our customers appreciate this benefit because it allows them local stock of merchandise and they can reduce their freight by picking up numerous ingredients from a single source.

As a company we are not only active but take leadership roles in numerous organizations throughout our territory. This includes but is not limited to the IFT (Institute of Food Technologist), the LIFT (Longhorn Institute of Food Technologist), the TFPA (Texas Food Processors Association), the TRA (Texas Restaurant Association) and the GDRA (Greater Dallas Restaurant Association). We also actively participate in the trade shows put on by these different organizations.