

Hanks Brokerage Inc.
Industrial Sales División

**Industrial Principal
&
Product Listing**

**www.hanksbrokerage.com
13951 Senlac Drive, Suite 150
Dallas, Texas 75234
(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 93,000 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

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(I) Indicates the sales representative has Industrial Sales Responsibilities

Earnie McNickle—Nutraceutical and Specialty Sales (I)
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Food Service Team Members

Brandt Neese—Dallas Office
Tom Stiles—Dallas Office
Marlo Hanks—Houston Office
Bill Horn—Houston Office
Martha Singley—Houston Office
Elizabeth Richards—San Antonio Office
Sally Arnold—San Antonio Office
Rusty Wilson—San Antonio Office
Terry Brown—Lubbock Office
Justin Wright—Lubbock Office
Steve Daghlian—Oklahoma Office

Order Processing and Office Staff

Charlene Petry—Inventory & Freight
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Kristy Howell-Customer Service
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April Wolfe—Customer Service
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Advanced Spice & Trading

Advanced Spice & Trading, Inc. is located in Dallas, Texas in a 93,000 square foot facility. Advanced Spice is an SQF II certified 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 Vinegars, Sensient Dehydrated, Schreiber Foods 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

American Instants, Inc.

American Instants, Inc. carries a variety of instand coffee and tea as well as leaf tea of the highest quality

Website: www.americaninstants.com

Azar Nut Company

Trusted supplier of classic raw nuts, on-trend flavored nuts and other candied items for inclusion in your recipes or to use as toppings. Peanut Butter is also available, including an all natural recipe.

Website: www.azarnutco.com

Belgioioso

Manufacturer of fine Italian Cheeses here in the US. Product line includes Parmesan, Mozzarella, Provolone, Romano, Ricotta, Gorgonzola, Asiago and many more.

Website: www.belgioioso.com

Bluegrass Dairy

Full line supplier of spray dried dairy items ranging from cream and cheese powders to butter, creamers and shortening powders. They also specialty citrus powders, including lemon, lime, orange and pineapple.

Website: www.bluegrassdairy.com

Beck Flavors

With 100 years of flavor experience and an accessible, responsive team of professionals, Beck Flavors offers all the benefits and resources of a giant flavor house with the accessibility and personal servie of a small startup. Whether you're seeking a solution in Dairy, Coffee, Liquor, or Bakery, Beck Flavors has the breadth of experience and resources to fill any flavor need.

Website: www.beckflavors.net

Biospringer

Biospringer, worldwide leader in yeast products (yeast extracts, yeast peptones, autolysed yeasts, yeasts cell walls). Offering a broad choice of building blocks to create natural savoury flavors; let Biospringer assist with your next product formulation and demonstrate the benefits of our clean label ingredients.

Website: www.biospringer.com

Border Foods

Border Foods is the largest U.S. processor and the Industrial leader for Green Chile and Jalapeño pepper ingredients. Our core business was founded on providing quality shelf stable products in pack sizes from 5 -gallon bag-n-box to 55-gallon drums. Innovative products include refrigerated Chile for fresh pack Salsas, along with block frozen, dehydrofrozen and IQF Chiles and Jalapeños. For specialty product needs, we have an assortment of products available such as Red Chile Purees, Tomatillos, Red Jalapeños and assorted Bulk Sauces.

Product Line Categories

Chiles—Green and Red

Jalapenos—Green and Red

Chipotles

Tomatillos

Poblanos

Website: www.borderfoodsinc.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

Ecom Food Industries Corporation

Ecom is a primary producer of extracts, oleoresins, natural antioxidants and flavor enhancers.

Website: www.ecomcanada.com

Food Ingredient Solutions

Food Ingredient Solutions LLC manufactures a complete range of natural colors and natural color preparations for the food, drug and cosmetic industries. Application assistance such as formulation recommendations, light stability testing, heat stability testing and color matching are available.

Website: www.foodcolor.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
Onion—Ground
Custom Items—Chipotle Chile Blend and Red Chile Garlic Blend

Website: www.fulflavr.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

Ingretec

Supplier of 3 to 5 times concentrated cheese and dairy flavors, shaker cheeses and ready to use cheese fillings. Age enhanced flavor product is also available. Contact your sales manager for details.

Website: www.ingretec.com

Knouse Foods

From a spoonful of delicious apple sauce to millions of jars, bottles and cans of quality processed fruit products, Knouse Foods has earned a stellar reputation as one of the most trusted names in the industry.

Our brands (Musselman's, Lucky Leaf, Apple Time, Lincoln and Speas Farm) have been family favorites for more than 50 years. At the same time, we have become one of the largest suppliers of processed fruit products in the industry, with a cooperative network of quality growers that assures our customers of fruit products that feature consistent texture, natural flavor and great taste.

Website: www.knouse.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

Oils (Sesame, Chili, etc.)

Oyster Sauces

Others Sauces (Hoisin, Plum, etc..)

Chili Sauces

Website: www.lkk.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

Just look at our line-up of ingredients and you can't help but Bringing Flavor to Life™ to your finished product. We are the ingredient market leader of:

- Vinegars (white distilled and specialty)
- Cooking Wines
- Wine and vinegar reductions
- Denatured Spirits
- Wine and Vinegar powders
- Asian Cooking Wines

Website: <http://www.mizkan.com/Ingredients/>

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.

Website: www.neiljonesfoodcompanies.com

New Mexico Green Chile Company

USDA Inspected Hatch Green Chile's in Mild, Hot, Extra Hot, Whole or Diced with consistent heat levels. All product is harvested, flame roasted and frozen within 24 hours during which time it is triple inspected to clean any peels or stems missed. Product has a higher yield and less residue than the competition.

Website: www.greenchileco.com

Natural Products, Inc.

Leading manufacture of Non-GMO and Certified Organic Full Fat Soy Ingredients.

Website: www.npisoy.com

Peppers Unlimited of Louisiana, Inc.

Established in 1993, Peppers Unlimited, Inc. carries through a long Bulliard family tradition of 100 years and 4 generations of crafting pepper sauce. Located in St. Martinville, Louisiana, our state-of-the-art, 200,000 sq. ft. facility boasts the capacity to produce more than 100,000 gallons of bulk sauce per day, allowing us to service our industrial clients, and other markets.

Website: www.peppersunlimitedofla.com

Pompeii Products

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: www.pompeiiproducts.com

Riega Foods

Riege is our partner when it comes to organic herbs and spices. They also have Himalayan and other specialty salts.

Website: www.riegafoods.com

Schreiber Foods International, Inc.

Schreiber Foods imports over 300 SKU's from more than 35 countries through sourcing partnerships that have been cultivated for decades, including their assortment of Ambrosia branded products. Whether is a canned or bottled condiment, fruit or olive, or a canned seafood item, Schreiber has your needs covered. Please view our complete product listing online at the link provided below.

Website: <http://www.ambrosia-foods.com/>

Sensient Natural Ingredients

Sensient Dehydrated Flavors 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 Garlic—Dehydrated Chili Peppers Chili Powders
Paprika Parsley Vegetables—Dehydrated

Website: www.sensient-tech.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

Spectrum Fruits

S&P Marketing is owned and operated by food scientist. We develop and custom-blend fruit-based products for the industrial, institutional, and retail markets. Spectrum Fruits delivers fruit and vegetable ingredients - standard as well as niche - to the processed fruit market. We supply the entire range of prickly pear and nopal cactus products including juices, purées, concentrates, powders, fibers and essences. Spectrum Fruits also supplies premium quality Alphonso mango purée, FDA-approved tamarind concentrate, guava purée and juice concentrate, coconut ingredients and Clear Fruit Bases™ made from pineapple, apple and pear that function as replacements for high fructose corn syrup.

Website: <http://www.spectrumfruits.com>

Sue Bee Honey

Sue Bee Honey Combines more than seven decades of experience with the latest processing techniques to ensure a consistently product every time. Our state-of-the-art facilities process up to 100 million pounds of pure honey each year. It's no wonder we are Ameriz's # 1 selling

Website: www.suebee.com

The Tierra Group

The Tierra Group is the leading producer of premium agave based products, providing customer around the world with authentic organic agave syrups and organic inulin.

Website: www.thetierragroup.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—Multiple Suppliers

Apple Fibers—Mayer Fruits

Low Moisture Apples and IQF Apples—Invertec Products

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.

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