

Hanks Brokerage, Inc.

C r e a t i v e F o o d S a l e s

Janet Adams, MS

Technical Sales Manager, Hanks Brokerage Inc.



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Janet Adams serves as a **Technical Sales Manager at Hanks Brokerage** and is responsible for working with food manufacturing customers to find solutions for their ingredient needs. She does this by keeping customers informed of new ingredients, trend information, educating on ingredient functionality and discussing projects to find creative solutions. She enjoys customers telling her of their R&D dilemmas and being able to offer solutions or alternative ingredients.

Janet has more than 20 years of experience in the food industry. Her career started in R&D at Frito-Lay. After 6 years of working on an elite R&D team and learning how all departments work together to launch a retail product, she switched to technical sales. She was a National Sales Manager for a candy manufacturer, Parker Products, then learned the distribution side of business while working for a national distributor, JM Swank. She then came to Hanks Brokerage in 2015 to work for Greg Hanks, one of her mentors since 2001.

Janet is also a long-time volunteer with the Longhorn Institute of Food Technologists (LIFT) serving in various roles including Chair. She is now on the Board of Directors for the Texas Food Processors Association.

Janet is a graduate of Texas A&M University and holds B.S. and M.S. degrees in Food Science and Technology. Her thesis was titled "Effects of the timing and amounts of leavening during processing of wheat flour tortillas." Hence is a forever tortilla connoisseur.

Hanks Brokerage Industrial sales team represents over 30 food ingredient manufacturers in the Texas and Oklahoma regions. Hanks provides these manufacturers with a sales and customer service team to promote their products and provide ingredient solutions.

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C r e a t i v e F o o d S a l e s

Kim Holdridge

Technical Sales Manager, Hanks Brokerage Inc.



Kim Holdridge serves as a **Technical Sales Manager at Hanks Brokerage** and is responsible for working with customers to find solutions for their ingredient needs. She does this by keeping customers informed of new ingredients, trend information, educating on ingredient functionality and discussing projects to find creative solutions. She enjoys customers telling her of their R&D dilemmas and being able to offer solutions or alternative ingredients. She will oversee your needs from the R&D bench to production.

Kim started her career in the food industry in 2005. Her career started in R&D at Fresherized Foods (makers of Wholly Guacamole) where she launched products within various categories (produce, meat, beverage) that aligned with the companies High Pressure Pasteurization process. Kim also worked for a flavor company, Comax Flavors, where she was responsible for managing accounts over 8 states. Kim started with Hanks Brokerage in 2011 and enjoys partnering with ingredient vendors who can bring valuable options, good customer service, and strong relationships to her customer base. Kim is also an active member of the Institute of Food Technologists (Longhorn Section), Texas Food Processors Association, and Naturally Austin.

Kim is a graduate of Texas Tech University and holds B.S. and M.S. degrees in Food Science and Technology.

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