



hp Schmid in brief

February 2006

News from the Markets



Sesame Seed

The market seems to have stabilized. Price levels on India Sesame seed are reasonable. South American crops (Venezuela, Bolivia, Paraguay) will be harvested next month. Peru harvests 3 crops year-round but most of it is marketed as organic. Central American prices are up because of a small crop, but we have an excellent source of Central America seed.

Black Sesame – there are various types of black sesame available from India. The best quality is Jet Black but it is in limited supply this season and more expensive. We supply either sortexed standard quality (black color, white seeds removed through color sorting cleaning) or our best quality ‘Jet Black’ with a bold black color.

Poppy Seed

Prices jumped after the trade finally acknowledged that the crop in Australia may be only half and that most of the European crop had been sold. We have Australian Poppy seed in Los Angeles warehouse. As usual, the spot market lags behind but will have to catch up eventually. We have No. 1 Czech Blue Poppy available from Bayonne NJ warehouse and Portland OR. We are receiving Czech poppy seed at our San Francisco warehouse the first week of March.

Caraway Seed

Something is stirring. The cheap prices that have been around for so long are drying up. Farmers are holding back for higher prices. Expect a move to the upside.

Sunflower Seed

Chinese prices settled down again. U.S. has to move a large crop. Slow sales of open (not contracted) quantities are likely to lead to less Sunflower Acreage in 2006.



Pumpkin Seed

Market continues on a firm tone.

Flax

Steady and attractive. Check with us for value-added products like shelf stable Flax Meal.

Hulled Millet

Stable pricing for this valuable addition to many whole grain blends.

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Testimonial Corner

We would like to share **United National Food's** testimonial with all of you. Hopefully it will help you to choosing us as your business partners.

“HP Schmid has been a solid supply partner over the years. They have a nice selection of both conventional and organic products, and we have had good success with their product quality. In most cases HP Schmid can be a one stop shop for various commodity food items”.

Special thanks to Robert Easley.

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Tastes of Tomorrow

The big boys in the spice trade, McCormick & Company, just released their Flavor Forecast 2006. And the winners are: Anise – Caraway – Chai – Marjoram – Paprika – Saffron – Sesame – Pomegranate.



If you are working with these winning flavors, keep in mind that you can source from us **Caraway, Sesame and Chai ingredients-Cinnamon and Cardamom.** We have warehouses in Clackamas OR, Seattle WA, San Francisco CA, Los Angeles CA, Chicago IL and Bayonne NJ.

If you are looking to extend your product line we would like to remind you of the variety of products we can offer you.

Take notes for your next shopping list:

Allspice: It is also known as Jamaica pepper, the common name applied to the berry of a small West Indian tree. The tree grows to a height of 30 ft and has aromatic, glossy green leaves and white flowers. The fruit, when dried, is widely used as a spice.

Cardamom Decorticated: Cardamom is used in Danish pastries, Saudi Arabian, North African, Asian, and Indian cooking and in spice blends such as garam masala, curry powder, and berbere.

Cinnamon Ground: Cinnamon is the dried bark of various laurel trees in the cinnamomun family. Ground cinnamon is perhaps the most common baking spice.

Vital Wheat Gluten: Gluten, Vital Wheat is the natural protein found in wheat. It contains 75% protein. A small amount added to yeast bread recipes improves the texture and elasticity of the dough.

Tahinni: Sesame Paste.

Fennel Seed: Fennel seeds are popular in both sweet and savory dishes. Fennel seeds are a component of Chinese five-spice.

Onion Granulated: One tablespoon of Granulated Onion equals 1/2 cup fresh, chopped onion

Dill seed: Dill weed is used to flavor many dishes such as salads, vegetables, meats and sauces.

Potato Starch: Also called potato flour, this gluten-free flour is made from cooked, dried and ground potatoes. It's used as a thickener and, because it produces a moist crumb, in some baked goods.

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Trucking

One shipper-friendly bill of lading is the "Shipper's Domestic Truck Bill of Lading" which was developed by the Transportation Consumer Protection Council.

Shippers generally don't want to use a carrier Bill of Lading or the Uniform Straight Bill of Lading from the National Motor Freight Classification because it incorporates provisions of carrier's unfilled tariffs which usually contain liability limitations, accessorial charges, late payments penalties, etc.

Fuel Price Crisis Watch

We all have been concerned about the impact of



diesel price increases on the motor carrier industry. In the face of continuing and dramatic increases in fuel prices, please remember that you can either pickup products from our warehouse or we can arrange economical freight to your location by request.