



## News from the markets

**Amaranth:** New crop is being harvested in South America. Our first shipment from the 2006 crop should arrive shortly. Prices for early new crop shipments remain relatively high. We hope prices will settle down to more traditional levels later.

**Caraway Seed:** Seeded acres in Canada have declined about 20% this year. At current price level there has just not been enough incentive for farmers to plant more Caraway seed. The 2006 crop is also suffering from disease. We could see lower acreage and lower yields. This could translate into higher prices ahead. We are waiting for news from the European crops

**Cinnamon:** After the sharp recent run-up, prices have settled down for time being at the higher levels. We have inventory available in our San Francisco and L.A. warehouse. Please call.

**Garlic:** Relief is in sight. Prices have probably peaked in anticipation of new crop harvest in China. Actual arrivals are still about 3 months off.



**Hulled Millet:** Steady market.

**Fennel:** We only carry the higher quality Indian. Strong domestic demand has pushed up prices in India. Egyptian is lower priced but also considered of lower quality.



**Flax Seed:** Market steady. Slight price increases mostly due to either exchange rate with Canadian Dollar or fuel surcharges on transportation costs.

**Sesame Seed:** The eyes are on India and the monsoon conditions there. Fortunately, the monsoon seems to have resumed in most sesame growing areas. Prices may stay high a bit longer as good quality from the current crop becomes very scarce. Meanwhile Central America is trying to keep the premium for their sesame seeds within a reasonable level to the Indian prices. Venezuela is the most competitive of the Central/South American origins. New crop from India may come out by Sept/Oct.



**Sunflower Seed:** According to the latest USD a report, acreage in the U.S. is down substantially for both Confection and Oil type Sunflower: oil sunflowers declined 25%, confection sunflowers declined 46%. These days the baking industry uses mostly Bakery Kernels which are made

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## Summer Clearance



**San Francisco warehouse:**

- Cardamom Decorticated 203/25kg bags left.
- Allspice 124/50kg bags left
- Fennel 30/50lb bags left

**Clackamas warehouse:**

- Gluten Vital Wheat 186/25kg bags left.
- Potato Starch 249/55lbs bags left.
- Caraway ground 90/50 bags left.

**New Jersey warehouse:**

- Gluten Vital Wheat 32/25kg bags left.
- Pumpkins seed AAA 44/25kg cartons left.

**Please contact us for special clearance prices.**

For sales call:  
AnaLucia Melendez  
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from oil type sunflower seeds. Thanks to the current health trend, there is also increased demand for Sunflower Oil.

Reports from China indicate that the 2006 sunflower crop will be smaller. Farmers were unhappy with the prices they received last season and planted less.

These developments in U.S. and China could mean higher prices this fall.

**Domestic Onion:** Harvest in the Imperial Valley is complete and is now moving up North. Yields are more or less normal. However, with practically no carry-over from last season, industry experts expect product to be in tight supply until at least the end of 2007. High fuel costs also continue to contribute to high price levels.



**Poppy Seed:** As we mentioned previously, the production in Australia will be reduced so everybody was watching developments in the Czech Republic. Farmers responded to attractive prices and planted a record crop. However, weather conditions have been less than favorable. The Czechs will probably still harvest a record crop but the quality may have suffered from the poor weather conditions.

It looks as if prices have peaked for now.

**Pumpkin Seed:** Price increases have been modest so far. The market awaits news about new crop conditions in China. Will type GWS (grown without skin) be more readily available again from the 2006 crop? Traditionally, GWS has been the lowest priced pumpkin kernels. This past season, prices for GWS rose almost to the level of "shine skin".

**Quinoa:** Quinoa is available as whole grain and as flakes. This ancient South American grain has many applications. Please contact us if you are not familiar with Quinoa and would like additional information. Current warehouse stocks are limited but the first new crop shipments should be loaded early next month. Prices remain steady.



**Vital Wheat Gluten** – both domestic and imported prices have firmed up. We still have limited quantities at the old price levels before we have to adjust our prices to the new market reality.



Please remember that we can supply you with Allspice, Nutmeg ground, pumpkin pie spice, cloves, ginger ground, Blended grains and seeds.

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**Loading Techniques can bring balance to your warehouse** Making every day operational decisions are never as easy as they seem and anyone who works in the food industry has experienced this first hand.

With many food distributors expanding their product lines to include a greater variety of products it would no be a stretch that a single distribution center may need to provide accommodation for everything, from truckload to less-than-truck load carriers and local delivery vans and trucks. These reasons reinforce how the loading decisions made must seek to **balance productivity, transportation cost, employee safety, equipment cost, and the protection of your products.**

Palletized loads are facts of life for many food distributors and when it comes to loading palletized products onto delivery vehicle of your choice, there are many aspects that affect the loading technique of choice. The following are popular pallet loading:

**-Straight Loading:** Should allow two pallets to be loaded side by side.

**-Loading Pallets Turned** (or sideways) Gives the best space utilization and also provides better protection.

**-Pin Wheeling:** Refers to a method when you alter the direction of every other pallet. Creates added stability by interlocking the pallets.