

**Schreiber Foods
International, Inc.****Bits & Bites**Office Location: 300 Corporate Drive, Mahwah, NJ 07430
Mailing Address: P.O. Box 299, Ramsey, NJ 07446Tel: 201-327-3535
Fax: 201-327-2812**Ambrosia**
IMPORTED FOOD SPECIALTIES**SUMMER 2008**

Unfortunately, the environment has not gotten any better since our Spring update. The US dollar is weak against most of our trading partner countries around the world. This means prices may increase just because of currency rates. We all know fuel has been escalating these past few months, and abnormal crop conditions, which are most responsible for wildly changing availability, are affecting pricing.

We continue to shop around the world to find good value, in the food products all of our customers demand. It is important that we keep to our creed, and that is to have goods available 52 weeks a year. We must choose our sources of supply carefully which sometimes may mean buying some from an emerging source with a lower cost, and some from a proven source that has a higher cost. In many cases, the emerging sources have greater challenges in shipping on time as their infrastructure is less reliable than a more mature one.

We are very pleased to announce that we will now be importing **YBARRA Spanish Olive Oil**. Spain is the world's largest producer of olive oil. Spain supplies packers in Italy who repack the oil and blend it with oil from other countries. **YBARRA** is one of the oldest Spanish family's packing olive oil, and is considered one of the premier Spanish brands. We will have a very good assortment of **YBARRA** Extra Virgin Olive Oil which will include; Red label, Aromatico, made with Hojiblanca olives; and Blue Label, Gran Seleccion, made with Hojiblanca and Arbequina olives, a bit stronger taste as a nice finishing oil on many dishes. We will also have **YBARRA Organic Extra Virgin Olive Oil**. Ybarra Olive Oil comes in beautiful bottles that signify a unique oil. The Aromatico also comes in PET 1 liter bottles! If you have a chef that you think is interested in an affordable, high quality Olive Oil, please call us and we'll send out a sample!

Sesame Oil is increasing in price fairly dramatically due to shortages of sesame seeds. Due to higher prices, it is more important now than ever to explain to your customers that you are selling Ambrosia brand Pure Sesame Oil. Many other are selling blended sesame oil. Sesame Oil is used as a flavoring, and therefore should not be reduced by anyone other than the chef. If the chef does not like paying a higher price, then you should suggest that they buy another oil from you, such as Canola or Soy, so that he/she can blend it to their own taste desire.

Mandarin Oranges happen to be a very good value now, with Pineapple becoming more expensive. Whole Mandarin Orange segments will cost an end user about \$1.10/lb. on a dr. wt. basis, which by most standards is pretty good. There is some speculation that due to the weak US dollar, and increased cost of tin plate to make cans, prices of Mandarin Oranges may increase with the new crop come December. We import several styles of Mandarin Oranges:

- Whole Segments, about 200 per can; packed in no. 10 cans, and 30 oz. cans.
- Broken Segments, good for institutional use packed in no. 10 cans.
- Whole Segments in Passion Fruit Juice and Pear Juice, for Health Care packed in no. 10 cans.

New crop **Sun-Dried Tomatoes** and **Pepperoncini** from Turkey are just about ready to be harvested. The US dollar, Turkish Lire exchange is causing prices to increase. Also packaging has increased, however the main reason for expected increases are cost of labor in these developing countries and no carry over from last year's crops. Sun-Dried Tomatoes come in both halves and Julienne (small strips). Both are comparably priced, so perhaps switching from Halves to Julienne will give better plate coverage, while actually using less product. Pepperoncini are the small yellow/green peppers used as a garnish and on many salad bars. Pepperoncini cost about \$1.33/lb. Pepperoncini is a mild heat variety of pepper.

For samples, please call or e-mail Joann Longinetti**1-800-631-7070 X204****[jlonginetti@ambrosia-foods.com](mailto: jlonginetti@ambrosia-foods.com)****www.ambrosia-foods.com**