



**Schreiber Foods  
International, Inc.**

**December 2010**

**Ambrosía**  
IMPORTED FOOD SPECIALTIES

Imported **FOOD**. Great **SERVICE**. Global **EXPERIENCE**.

If you are already a customer, we thank you for your business; if you are not yet a customer please take a moment to review our 200+ imported products on our website at [www.ambrosia-foods.com](http://www.ambrosia-foods.com) or call **Scott Leach at 800 631 7070 x208** so I can use my 20+ years of experience to explain the value we can bring to your company. While price is always important, even in these tough economic times we resist the temptation to buy only on price, and continue to import only quality products from packers overseas who we know and trust. The lowest bid price per case may not be the best value. We welcome a cutting at any time so you can see our quality and value for yourself!

**Mandarin Oranges** – while the crop itself in China was consistent with past years, prices have been driven up significantly for 2011 because of a severe labor shortage. Harvesting and processing of mandarin oranges is very labor intensive, and the usual supply of inexpensive labor did not materialize this year. Additionally, much of what is being harvested is going to the retail market as growers can get higher prices from the fresh market than for canned foodservice packs. Shipments which normally begin in November have been delayed, and costs are up 20+% from last year. China has a virtual monopoly on canned mandarins, as Spain was pushed out of the export business years ago.

**Turkish Kalamata Olives** – a very short crop of kalamatas in Turkey has caused sharply higher prices for this crop year, and there is talk that Turkey will not have enough product to fill contracts into the next season. This may force importers to rely more heavily on Greece for kalamata olives, whose crop appears to be normal. Greek kalamatas have traditionally been more expensive than Turkish, however with the higher Turkish prices, and the US dollar recovering somewhat from recent lows thus lowering Greek prices, product from Greece may be a viable alternative later in the year.

**Green/Black Ripe Olives** – this market seems steady in Spain, with significant stocks of raw material. Demand is weak, and competition from other countries such as Morocco, Egypt and Argentina will keep downward pressure on prices. The biggest variable right now is the Euro/US Dollar exchange. We import black and green olives in many varieties and pack/sizes.

**Artichokes** – after a short crop in Spain in early 2010, and less than ideal growing conditions in South America over the summer, attention is now turning to the traditionally smaller winter crop in Spain. Prices have advanced overall for artichokes due to these global shortages. We import whole hearts, quartered, and marinated quartered in various pack sizes.

**Sundried Tomatoes** – although the crop in Turkey appeared to be good, upon harvesting, farmers discovered disease inside the tomatoes, severely reducing the useable product. This drove prices up significantly over past years, and supplies are limited. We import both halves and julienne sundried tomatoes in 5 lb vacuum bags.

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