



American Spice Trade Association

Spices, Herbs & Seeds 2010 Crop Report

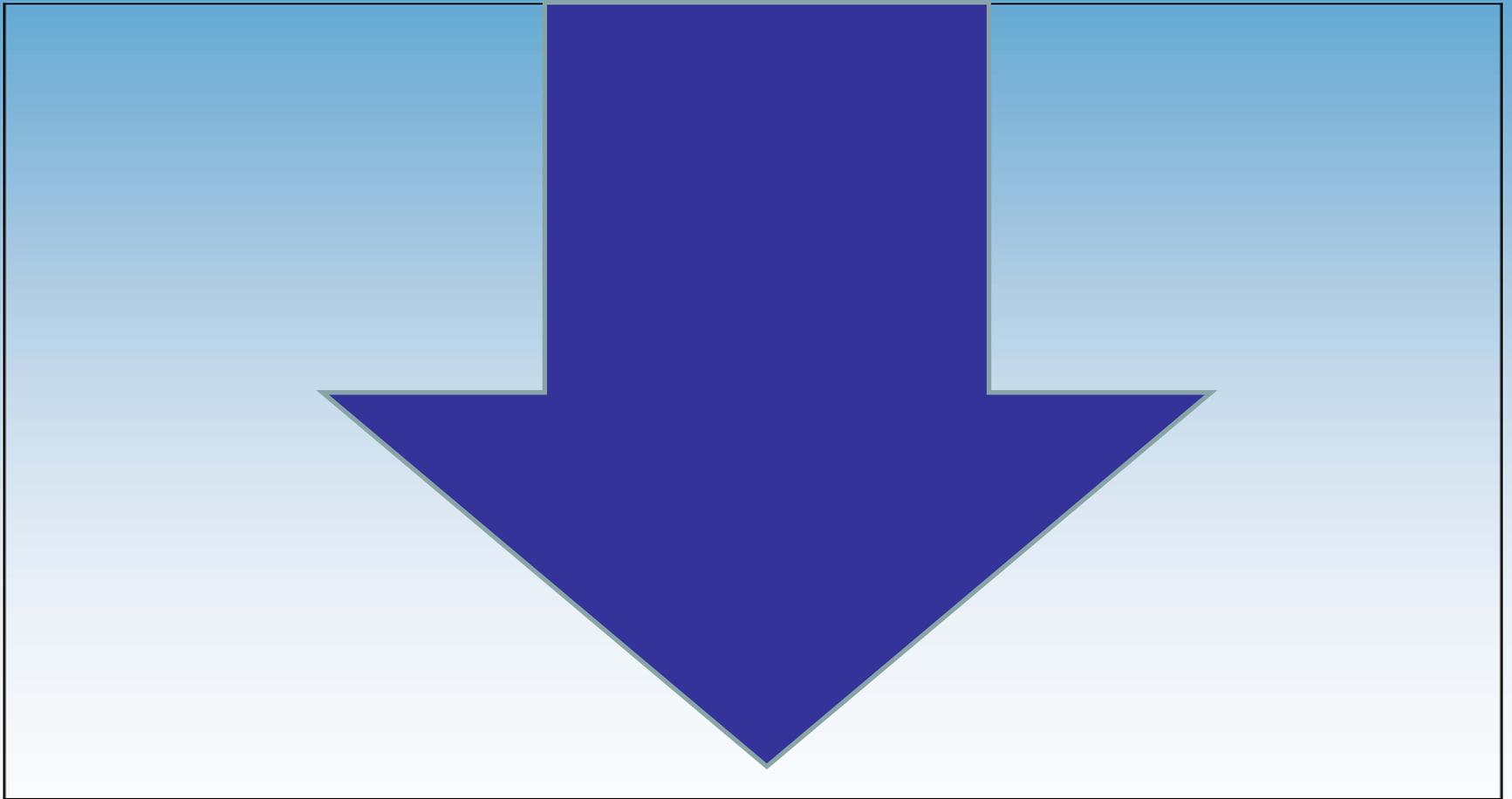
Don Stephens
Purchasing Manager
ACH Food Companies, Inc.



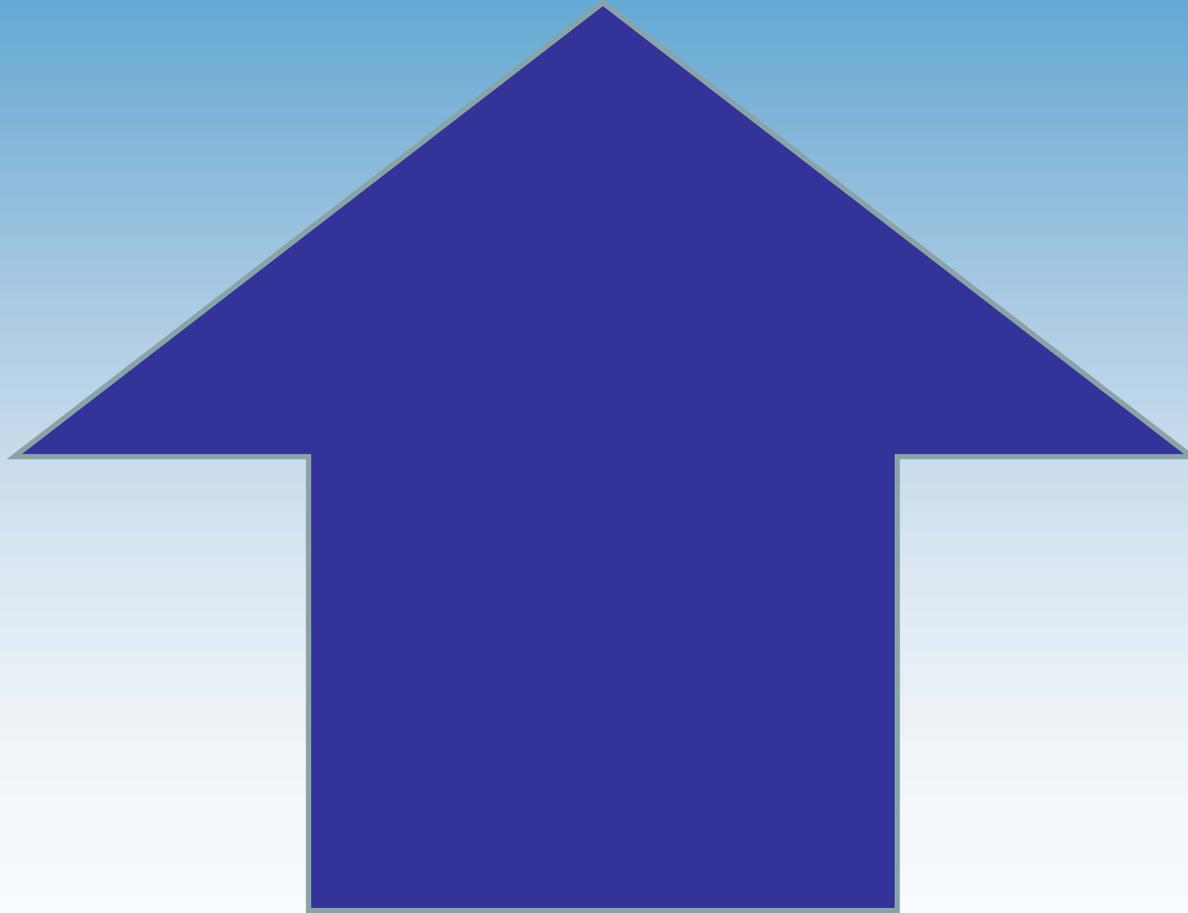
2010 Annual Meeting and Exhibits
Naples, Florida



Buyers' Price Projections



Sellers' Price Projections



Brokers' Buying Strategy

BUY NOW!

Another Interesting Year

Prices are higher

- 30 items reviewed
- 65% are higher vs. a year ago (Some are off the charts!)
- 35% are lower
- Volatility in the market does not compare to 2007/08

Factors impacting prices (Same song, same verse)

- Higher production inputs
- Higher freight rates
- Weather conditions
- Weak U.S. dollar
 - Largely, in decline since last year's meeting
 - Somewhat of a recovery since January
- Growing economies (India & China)
- Increased speculation
- Recalls
- FDA issues at ports
 - Increased inspections
 - Longer lead times
 - Larger inventories required at destination

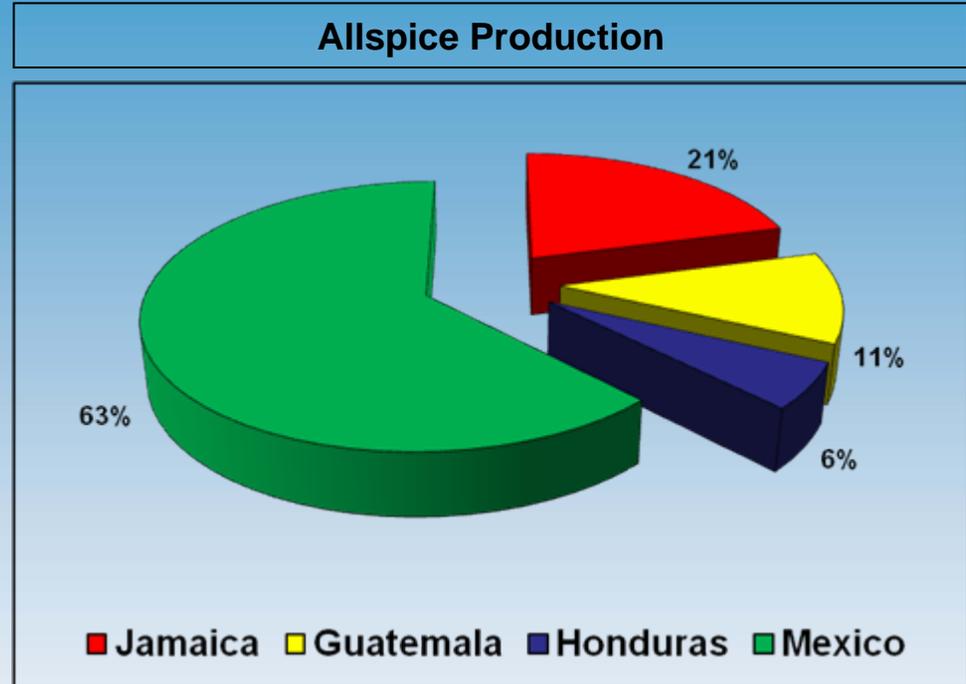


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2010 Crop Report

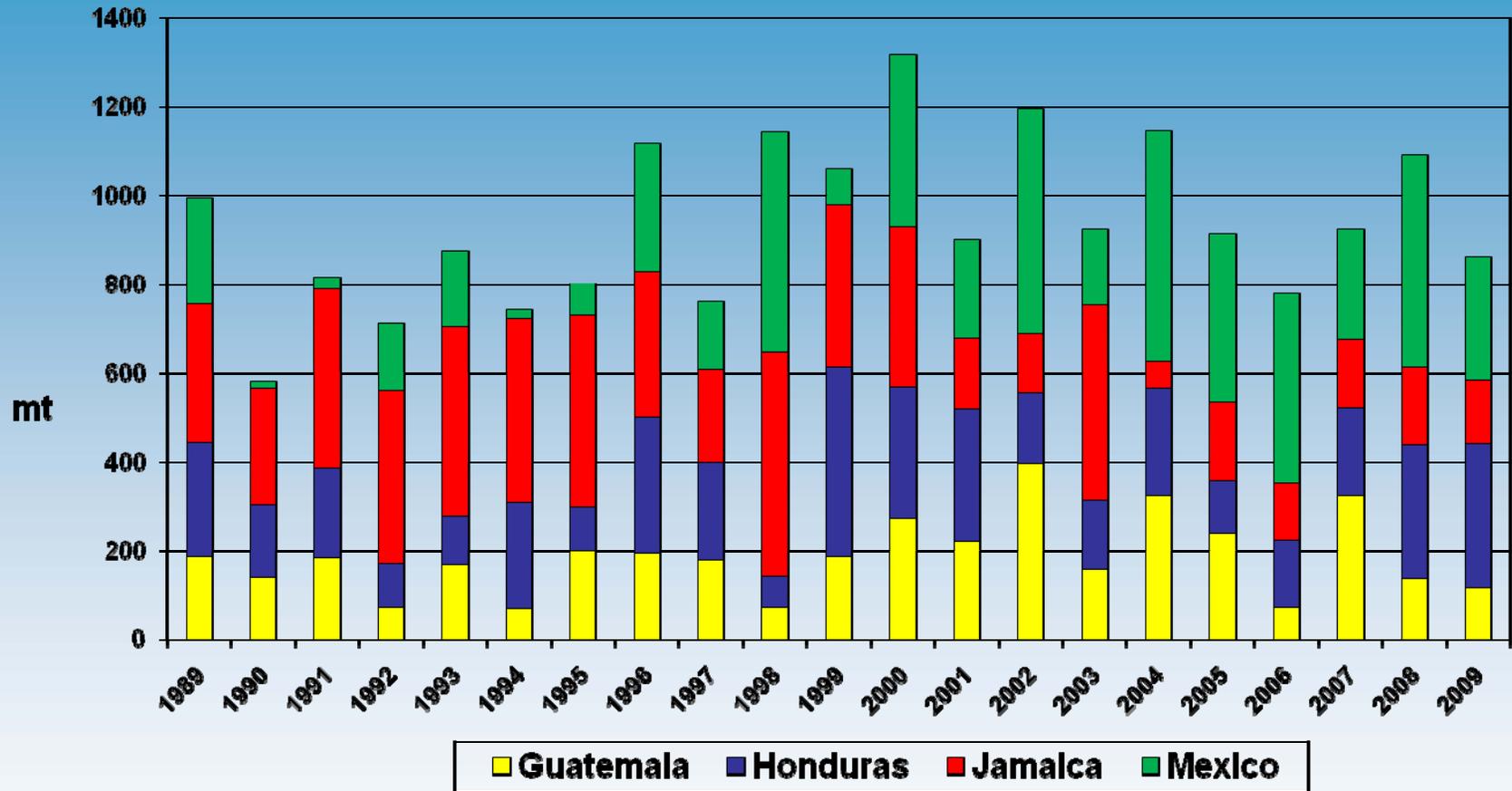
SPICES

Allspice



- Primary producers are Jamaica, Honduras, Guatemala and Mexico
 - The harvest, typically, begins in August in CA with Jamaica and Mexico following 30 days later
 - First arrivals in the U.S. are usually in September
- Estimates for global production range from 27,000 – 32,000mt
- Mexico is by far the largest producer supplying much of Europe, the Middle East and the FSU
 - Annual production ranges from 4,000mt – 5,000mt
 - Domestic consumption is 500mt
- Jamaican allspice is the origin of choice for many consumers because of its high oil content

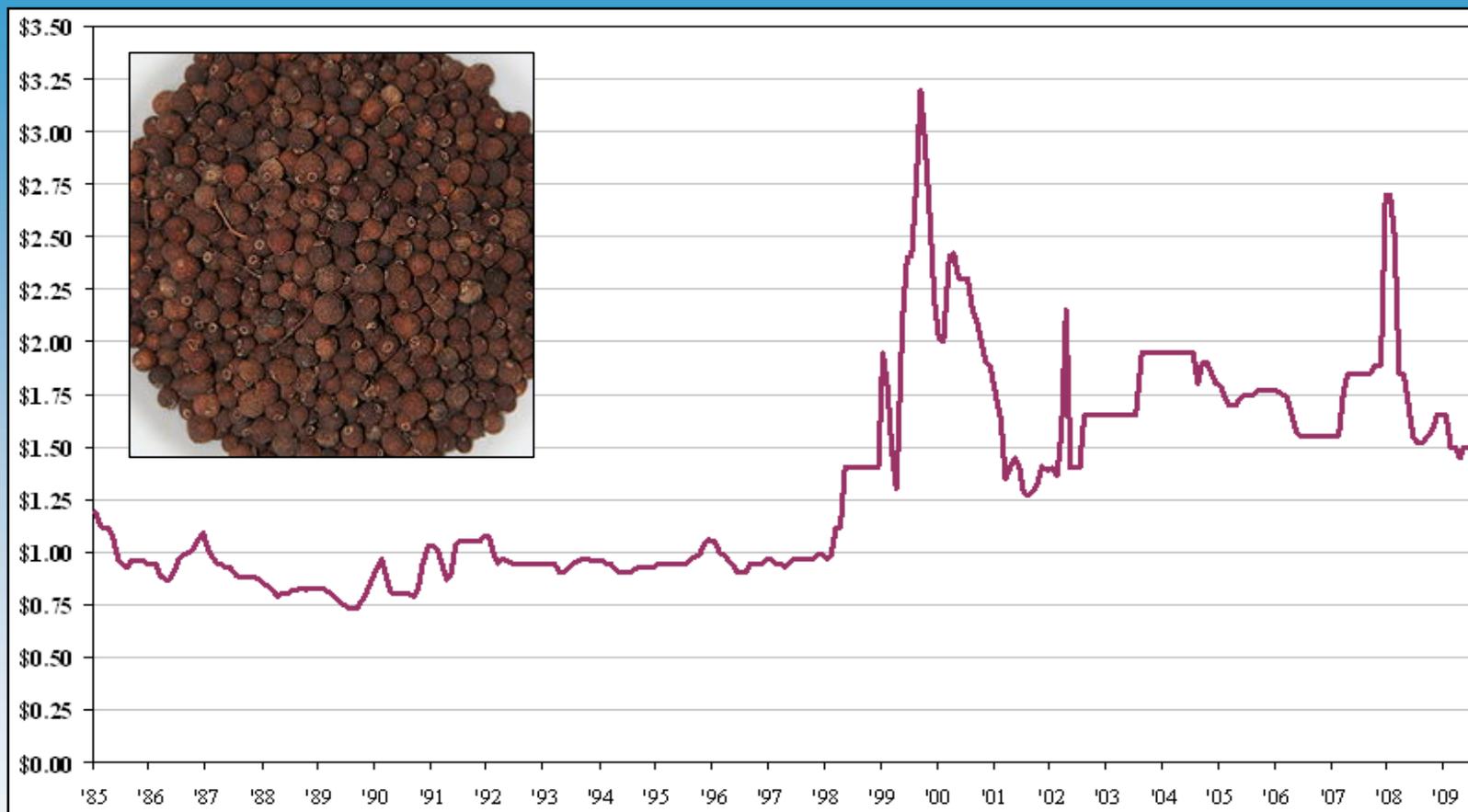
U.S. Allspice Imports



The U.S. imports approach 1,000mt per year

- Traditionally, Central America and Jamaica have accounted for most U.S. imports
- Mexico has increased shipments to the U.S. over the past ten years

Allspice - Prices



- Prices in 2009 were the lowest in 10 years due to aggressive selling interest from Mexico and Jamaica
 - Stocks at origin have been drawn down significantly and are reported to be in strong hands
 - Selling interest in Mexico and Central America is limited due to the lack of stocks
- Jamaica has presented the best buy of late at an uncharacteristically low premium to other origins
- A firm tone is likely to prevail well into the summer when new crop material arrives

Cassia

Indonesia remains the primary shipper of cassia

- App. 18,000mt ships to the U.S. annually
- Vietnam and China account for most of the remaining exports

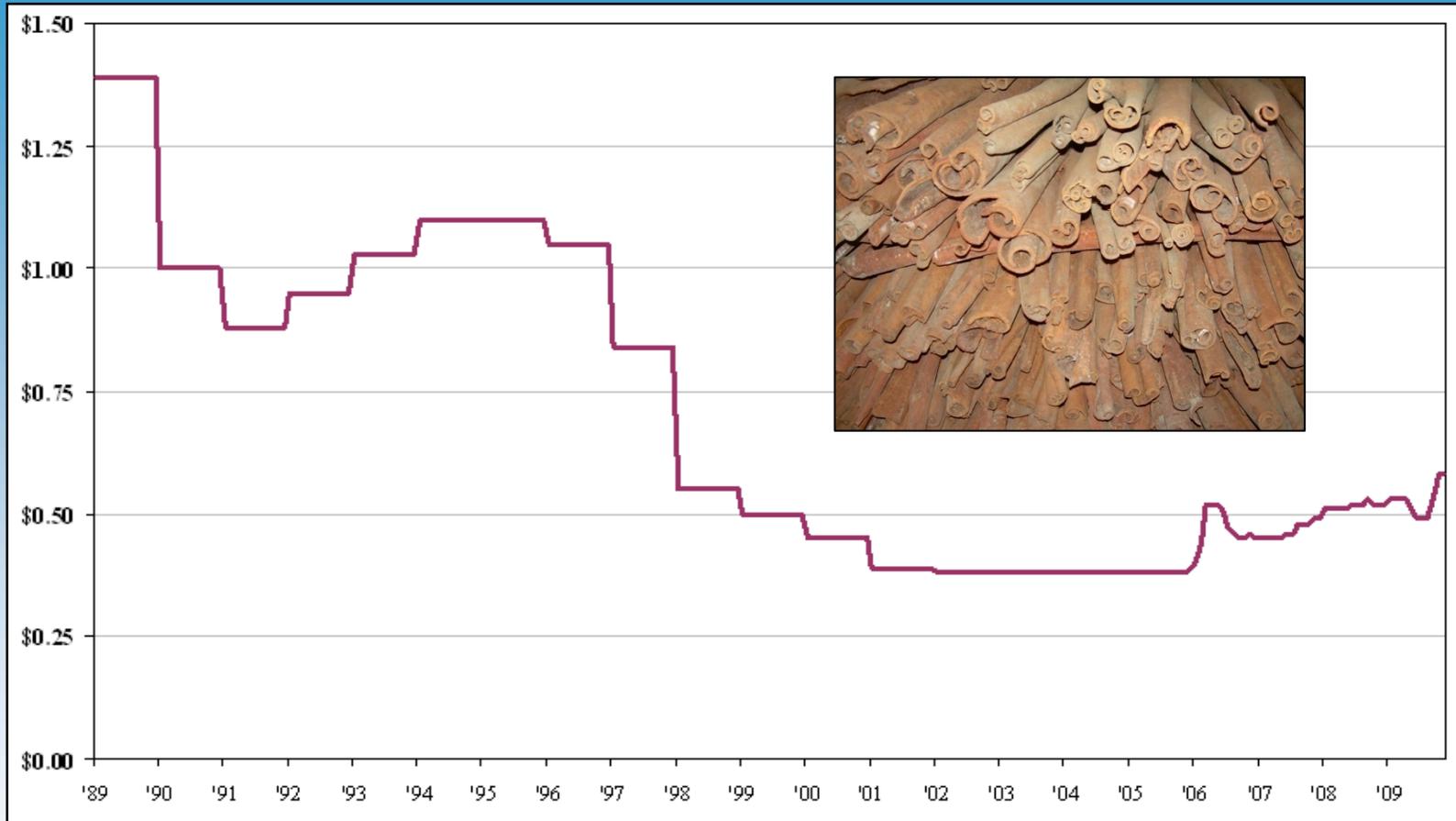
Prices have been low vs. other commodities for many years

Padang earthquake of September 30, 2009 “changed things”

- Tremendous human suffering
- Damage to exporters’ facilities and infrastructure
- Disruption to the flow of raw material
- Reduction in the labor force
 - Labor shifted to other sources of income to meet immediate needs
 - Increased reliance on international aid/relief
- Significant impact on the production of cassia sticks
 - Major producing area was one of the hardest hit by the quake
 - More labor intensive than chips
 - Some exporters have abandoned this item and are concentrating on chips

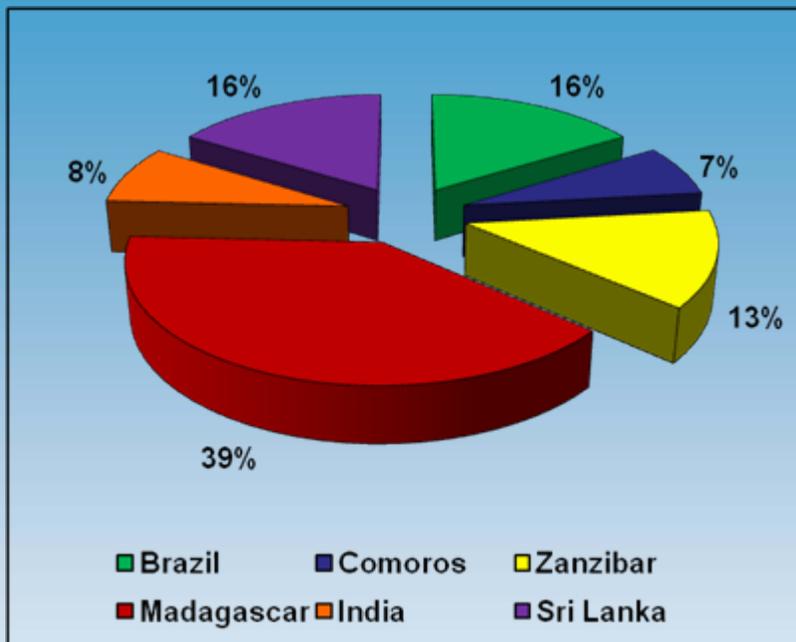


Cassia



- Cassia prices were poised to move higher prior to the Padang earthquake
 - Farmers pursuing more profitable sources of revenue
 - Workers moving away from agriculture
- The area in and around Padang is slowly rebuilding
- Lead times are improving but continue to be longer than “normal”
- Demand remains strong
- A firm tone is expected to prevail over the market for some time

Clove Production – Excluding Indonesia



- **Indonesia is the world's largest producer "and" consumer of cloves**
 - Consumption for kretek cigarettes is projected to reach almost 90,000mt in 2010
 - General consensus is that Indonesia is a "net importer"
- **Madagascar: 10,000 – 12,000mt in a "normal" year**
- **Sri Lanka: 5,000mt (90% to India)**
- **Brazil: 4,000 – 5,000mt**
- **Zanzibar: "Typically" 4,000mt but down sharply in 2009**
- **India: 2,000mt (India is the second largest consumer of cloves at app. 8,000mt annually)**
- **Comoros: 1,500 – 1,800mt on average**

Cloves



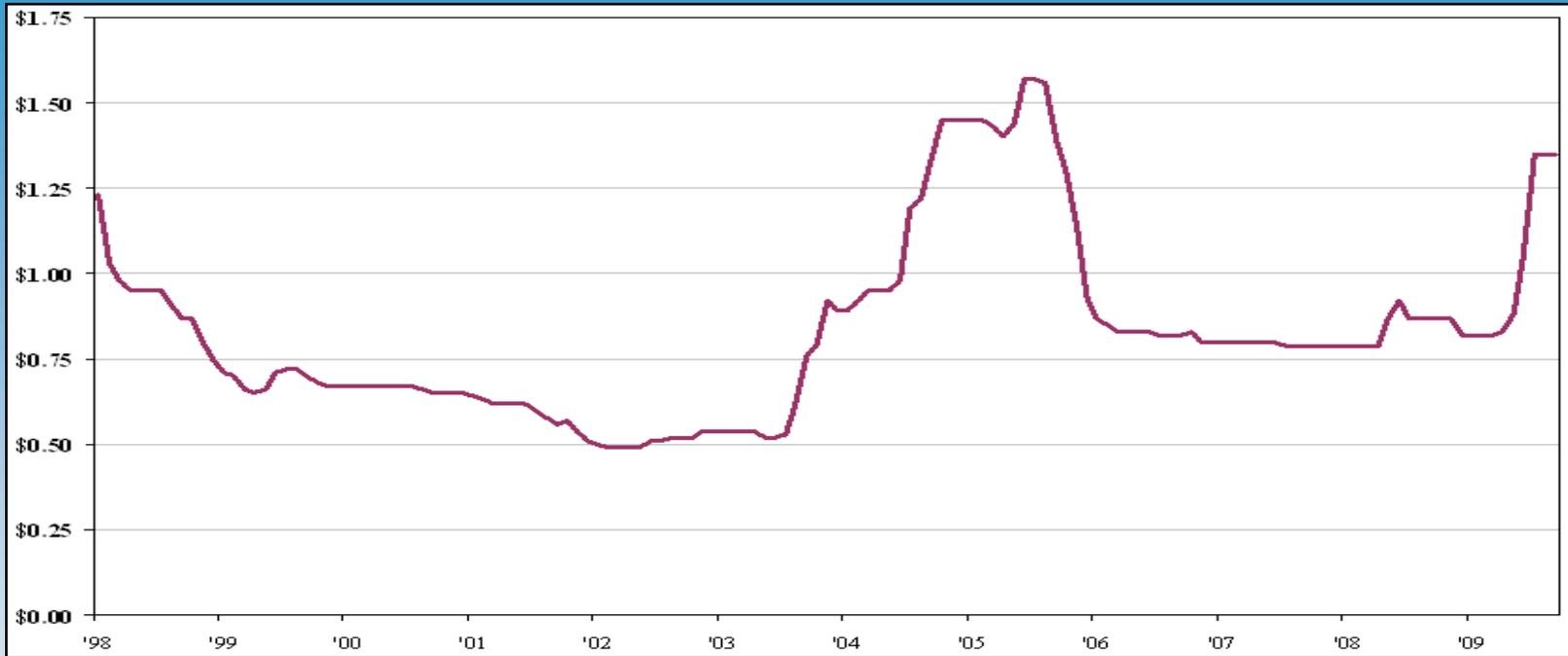
- The U.S. imports app. 1,400mt of cloves on an annual basis
- International market is driven by Indonesia, India and Singapore
- 2009
 - Comoros was sold out
 - Sri Lanka's crop was a disappointment
 - Shipments from Madagascar were being disrupted by political turmoil/rioting
 - Indonesia "and" India were in the market trying to buy cloves.
- 2010
 - Prices moved higher during the latter part of 2009
 - The current sentiment can be described as "mixed."
 - Availability out of Comoros is reported to be limited
 - Sri Lanka is selling to India due, largely, to the duty structure
 - Madagascar has material that is rumored to be in strong hands
 - Indonesia has not been a major buyer of late

Ginger



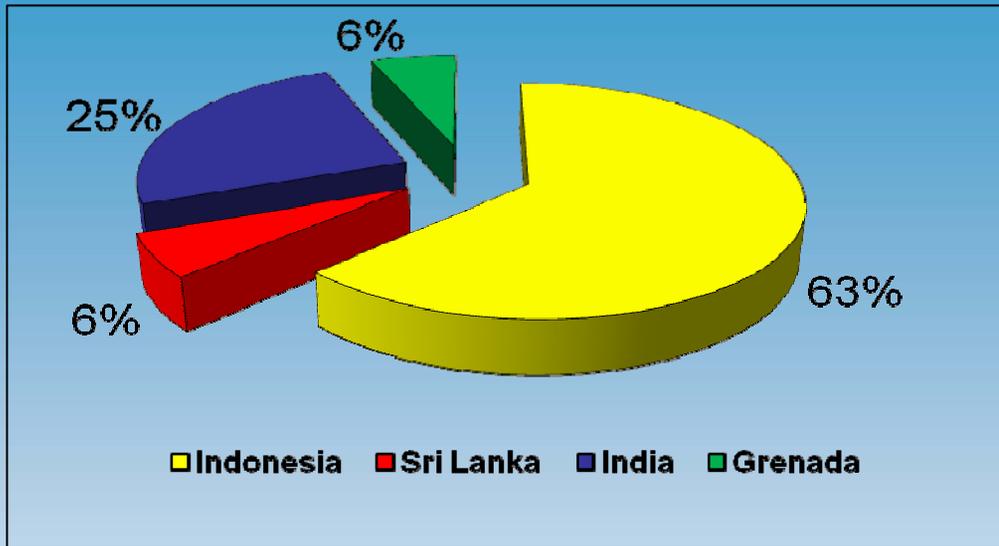
Ginger is considered a natural remedy for migraine headaches. Recently, it has been the cause of migraine headaches for many of us in the trade.

Ginger



- China produces about 48% of the world's ginger on 240,000ha
 - Minimal carryover stocks from last year
 - 3 years of low prices resulted in farmers looking to other crops during the planting season
 - The Nov/Dec harvest was estimated to be 30% - 40% smaller than last year
 - Strong demand for fresh ginger (health issues/flu) has also supported prices
 - Early talk of a crop disaster this year due to severe drought in the growing areas
- India produced about 35% of the global supply until the 90's
 - India's crop was also smaller, primarily, due to drought
 - Strong domestic demand
 - Demand for Indian material is up dramatically due to the smaller crop in China
- Nigerian ginger traded at sharply higher levels despite "routine" quality concerns

Nutmeg Production



Global production of nutmeg range from 14,000 – 16,000mt.

Indonesia is the world's largest producer of nutmeg

- At one time, Indonesia produced as much as 15,000mt of nutmeg per year
- Production estimates in recent years have ranged from 6,000 – 8,000 mt
- 2009/10 production declined due to an extended period of hot/dry weather followed by heavy rains and strong winds

Grenada has yet to recover from Hurricane Ivan in 2004 which destroyed 50% - 80% of the nutmeg trees

India assumed a greater role in the global market when Indonesian production dropped significantly 10 years ago

- Production in 2008 and 2009 was 2,400mt and 3,200mt, respectively
- Production is expected to drop to 2,500mt – 2,600mt due to extremely hot weather in 2009
- India also has a large domestic market and is a buyer of nutmeg (2007 imports were reported at 1,500mt)
- Extremely hot and dry conditions in February are expected to result in reduced production

Grenada

2004 - Hurricane Ivan decimated the island

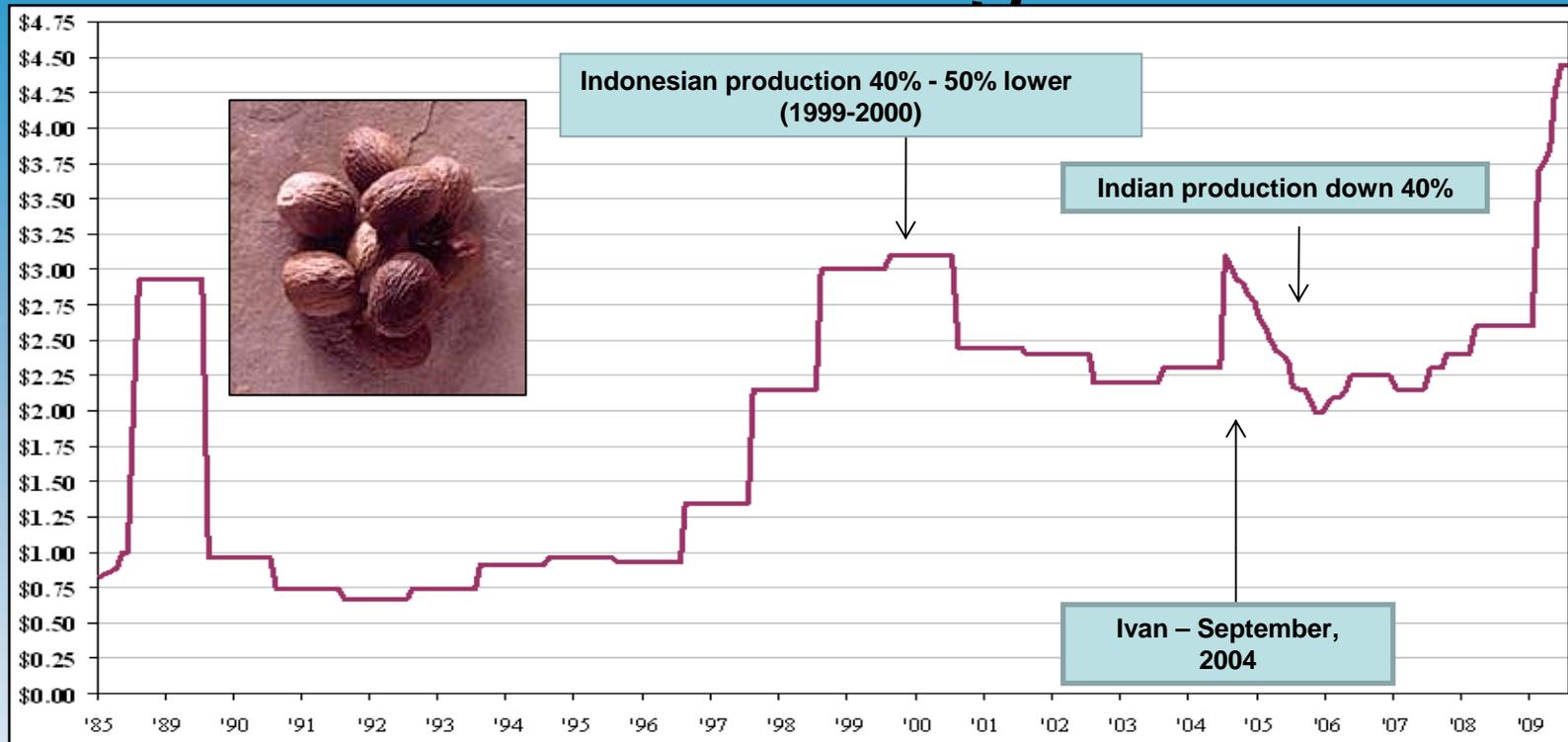
- Destroyed 50% - 80% of the mature trees
- Prior to Ivan, Grenada supplied 20% of global demand with 2,500 – 3,000mt
- Currently, supplies about 6% of global demand or about 500mt
- 1,000 – 1,500mt by 2011/12

Many factors are delaying a full recovery

- Newly planted trees bear fruit in 5-7 years
- Full production in 20 years
- Infrastructure has been slow to recover
- Access to trees remains limited
- Work force is shrinking
- Younger workers are seeking other sources of income
- Lack of government support
- A government-sponsored “replanting program” has been a disappointment
- The government focus has shifted from agriculture to developing the tourism industry



Nutmeg



- **Nutmeg prices have posted record-high levels**
 - Lower production & strong demand in 2009/10
 - Low stocks & limited availability have also supported prices
 - U.S. imports in 2009 were just over 1,700mt compared to almost 2,000mt in 2008
- **Indonesian production will be reduced this year due to heavy rains and strong winds late last year**
 - Typically, offers increase in number this time of year
 - Offers are very thin for shipment prior to the last half of 2010
 - A stronger Indonesian currency has also supported prices
- **India's June crop could bring limited price relief for some applications**

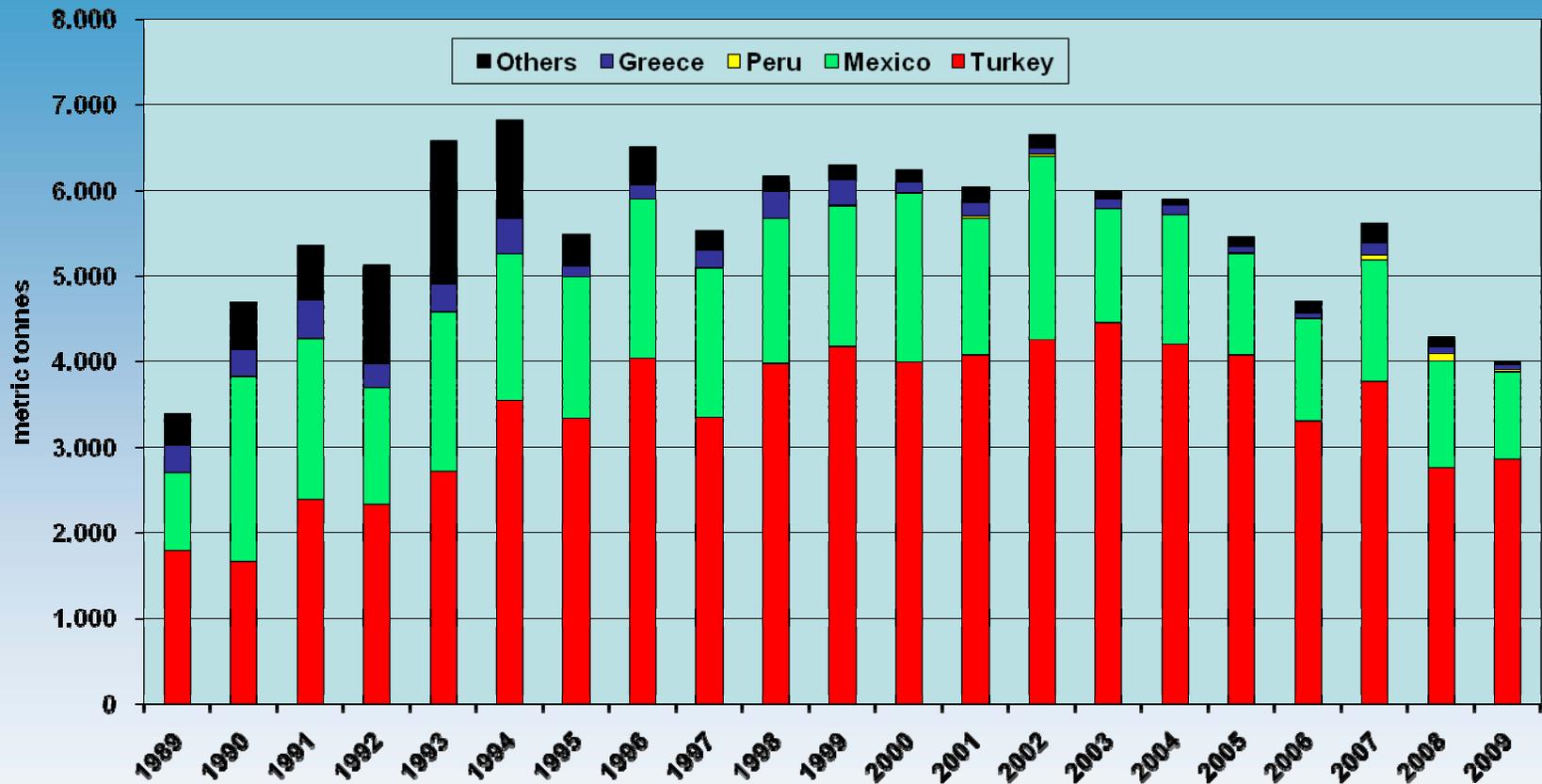


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2010 Crop Report

HERBS

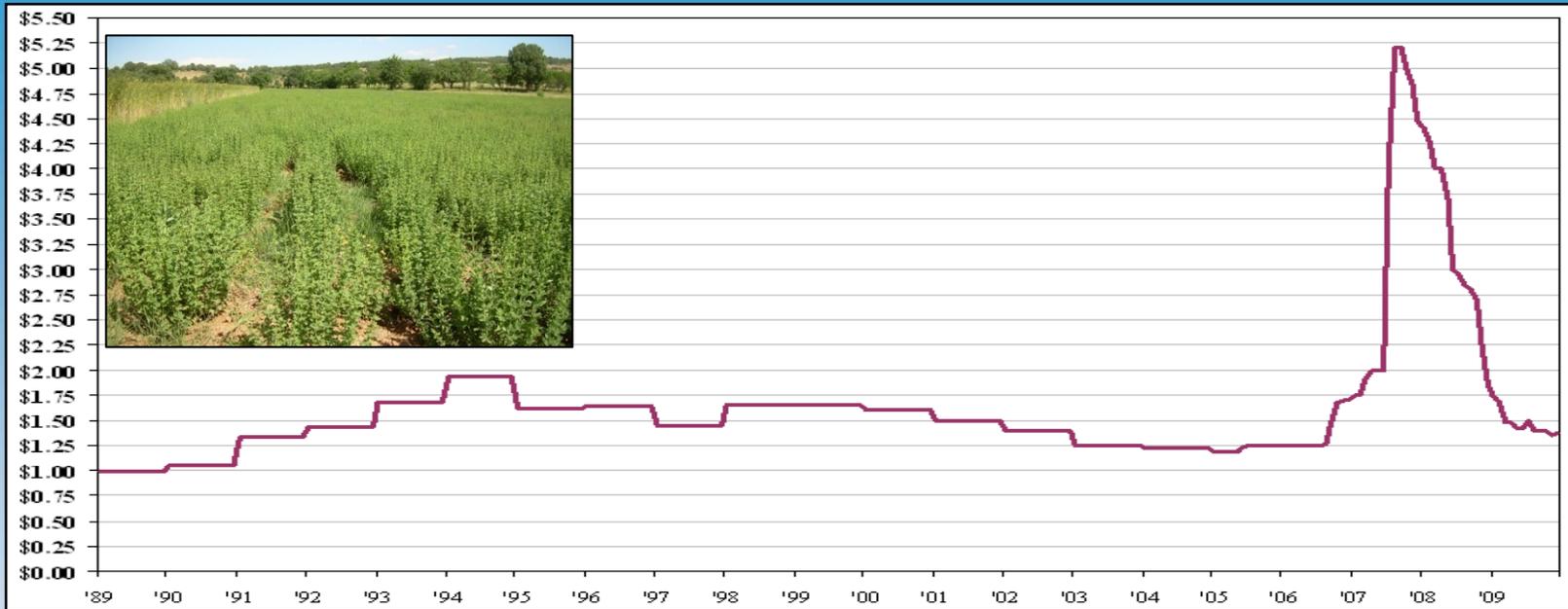
U.S. Oregano Imports



- Turkey and Mexico are the major suppliers of oregano to the U.S.
 - Total U.S. imports were just under 4,000mt in 2009
 - Turkey: 2,900mt
 - Mexico: 1,000mt
- Peru emerged as a supplier to the U.S. in 2007
 - 2007: 50mt
 - 2008: 90mt
 - 2009: 30mt

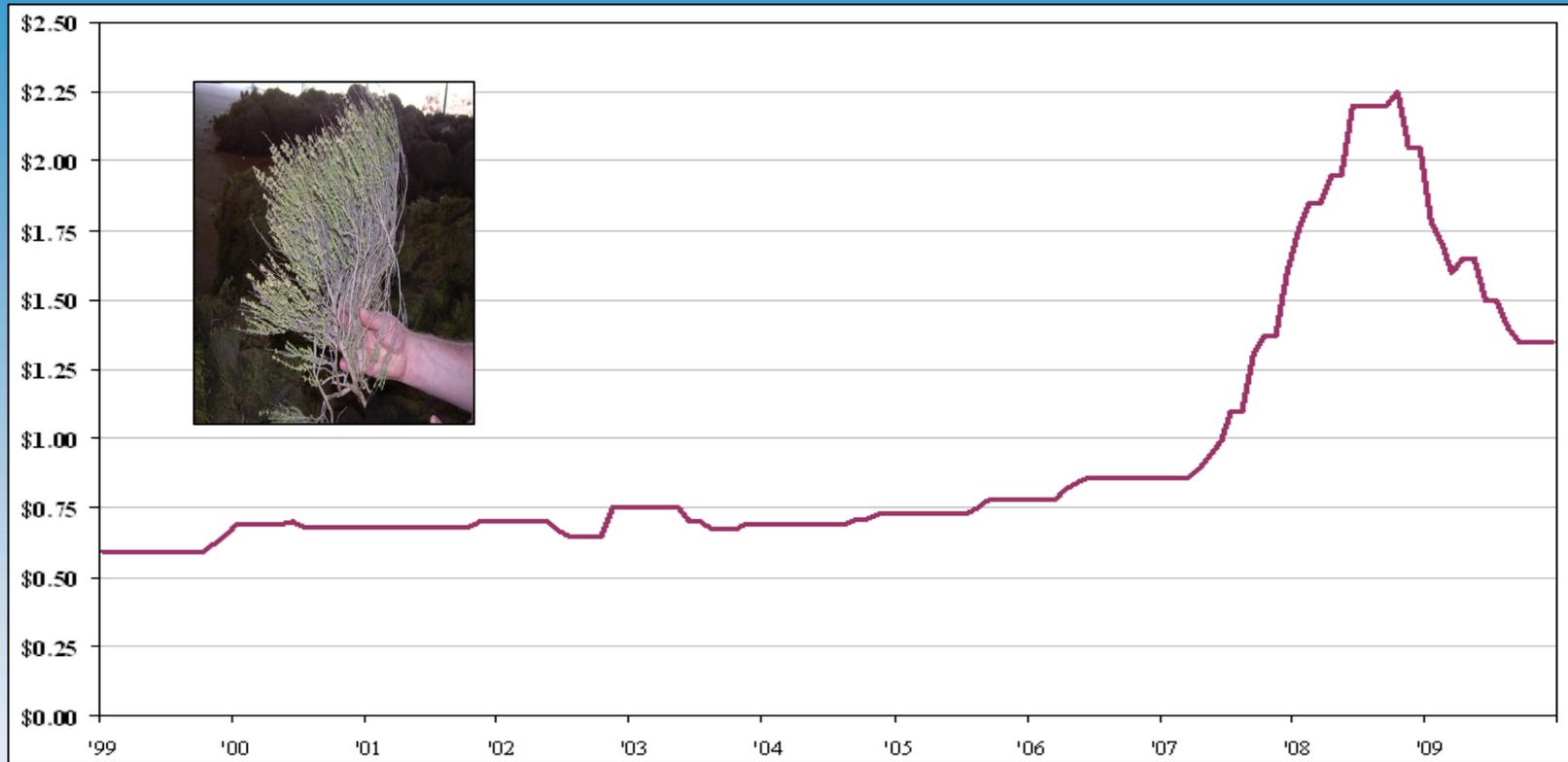


Turkish Oregano



- Prices have returned to more “normal” levels after two extremely volatile years
 - Large carryover stocks at the beginning of 2009 weighed on prices
 - Shippers were reluctant to build stocks
 - Financing was difficult to obtain
 - Raw material prices at origin declined significantly
- Early projections are for a large Turkish crop this year
 - Stocks at origin have been drawn down due to the sharp reduction in prices
 - Turkey exported 8,200mt from July 1, 2009 – March 30, 2010 vs. 6,750mt a year earlier
 - Carryover stocks will be minimal if this trend continues going into the harvest
 - U.S. stocks appear to be adequate
 - Currency exchange rates will be a factor in determining prices
- Mexican oregano prices tracked with Turkish but maintained a discount
 - Late rains “saved” the 2009/10 crop and average yields were realized
 - Substitution for Turkish appears to have slowed and/or reversed
 - Nearby material appears to be available with buyers showing minimal interest

Thyme



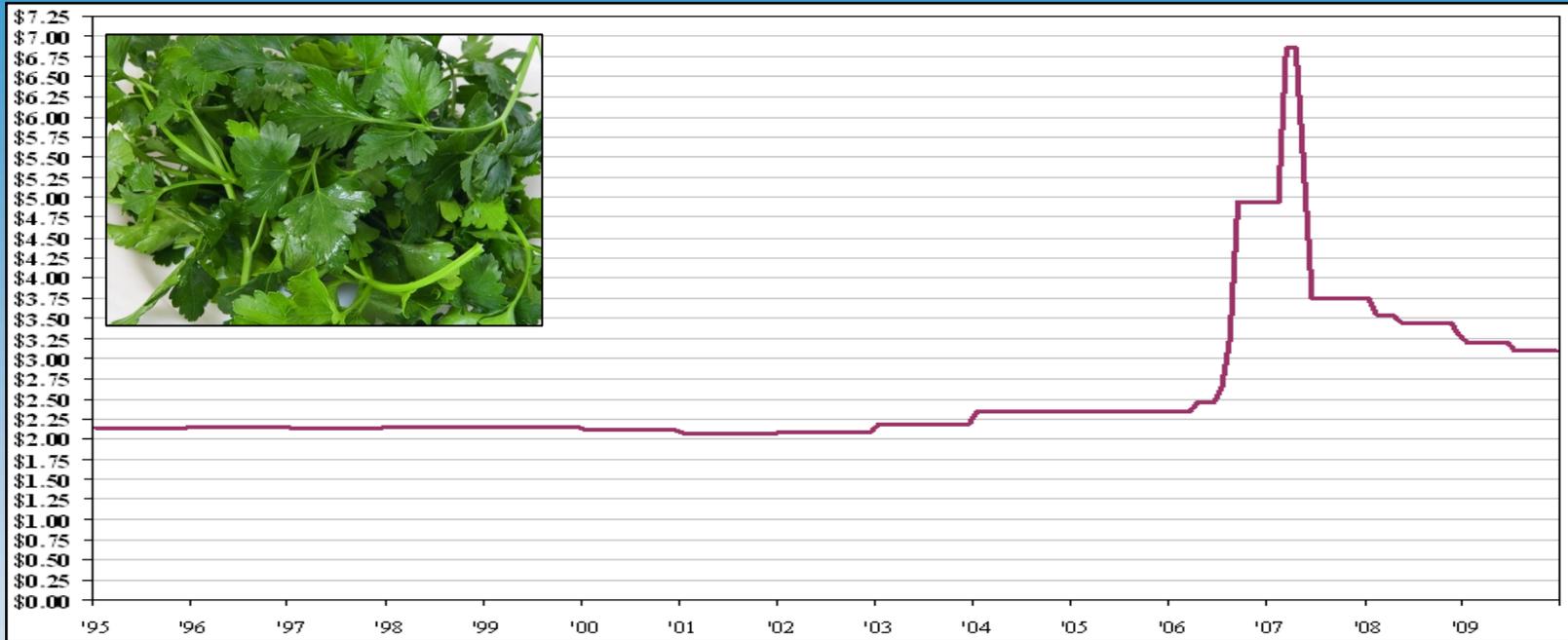
- Prices moved sharply higher in 2007, largely, due to drought conditions in Morocco
- U.S. imports were down almost 25% in 2009 vs. 2006 ahead of the surge in prices
- 2009 carryover stocks in Morocco have been depleted
- Heavy rains across the country are likely to have a negative impact on Moroccan production
- Processors are anticipating a late harvest
- Within a few weeks, the trade will have a clearer picture of what to expect out of Morocco
- Increased production in Poland has played a major role in prices returning to more “normal” levels

Parsley

- **Several origins allow for continuous availability of parsley**
 - Egypt
 - Europe
 - India
 - Israel
 - U.S.
- **Most origins produce a combination of flat and curly parsley**
- **Global production has increased as a result of higher prices in 2006/07**
- **Parsley is problematic in that:**
 - It must be processed quickly after harvesting
 - Drying process is critical
 - Cost of energy is a major factor due to the high dry down



Parsley



•“The spike”

- Two consecutive small U.S. crops coupled with a rain-delayed harvest in 2006
- Reduced Israeli acreage in 2005 due to large carryover stocks
- The Sabbatical Year (Sep. '07 – Sep. '08) in Israel had a dramatic impact on the market
- Less-than-ideal weather conditions in other origins (Holland, Germany, UK)
- Prices have since returned to more “normal” levels

•“Nothing cures high prices like high prices”

- More diversity in product mix (flat/curly)
- Expanded production in different origins

•Factors impacting prices going forward

- Reduced acreage in Israel
- Higher production input costs (energy, fertilizer, seed, water)
- Increased production in other origins (U.S., Egypt, Europe)

Rosemary



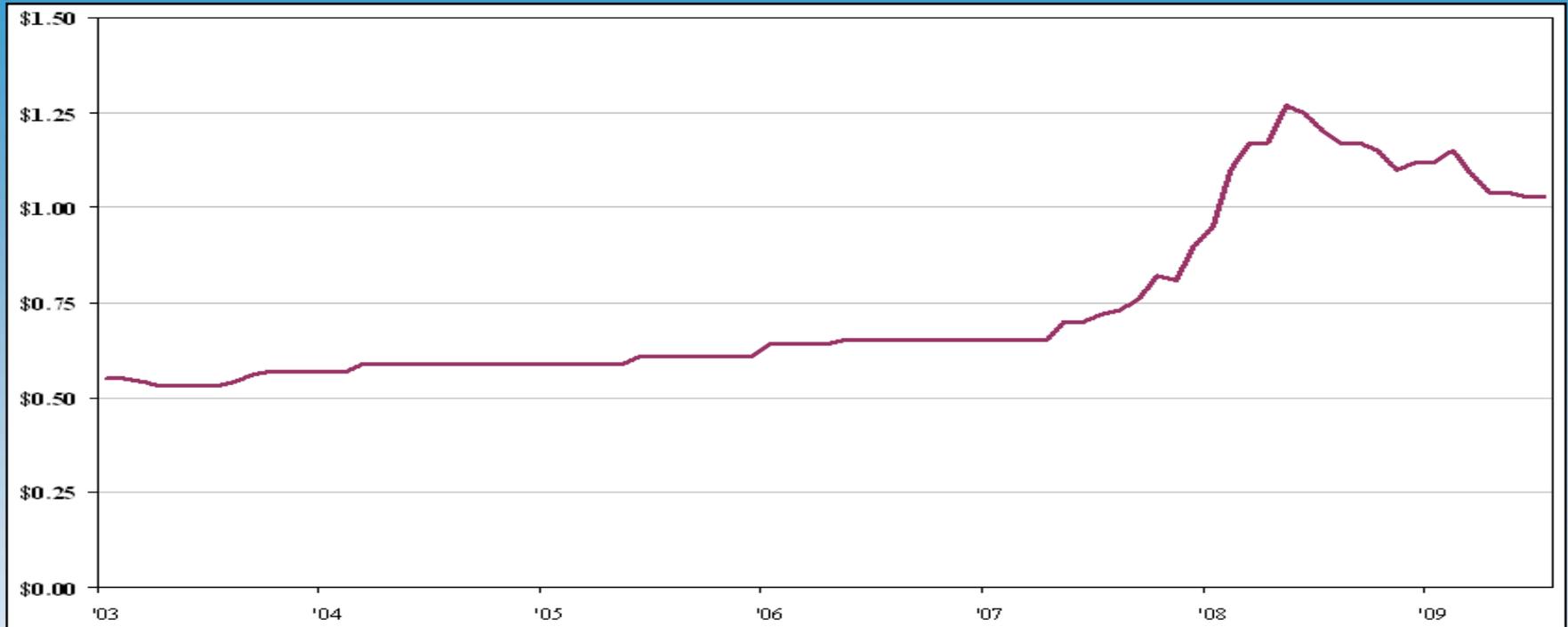
- Demand for rosemary has been strong the past couple of years, particularly, for oil extraction
- Sources indicate that rains have been beneficial to crops in Morocco and Spain
- Moroccan production & availability will depend largely on Government collection permits
 - Collection is expected to be restricted in 2010
 - Government is moving to “annual” permits/tenders
 - Previously, permits were issued three times per year
- Collection of rosemary will start in July rather than June
- Ramadan starts the first week of August (prime collection season)
- Continued good demand for rosemary will likely limit downside price potential in the coming months

Egyptian Basil



- Some planting was reported in March with the majority of the crop getting planted this month
- Typically, Egypt produces 5,000 – 7,000mt
- A smaller crop is expected this year due as a result of lower prices paid to farmers last year
- First of five cuttings usually takes place in June with subsequent cuts every 21 days
- U.S. imports have averaged about 4,300mt over the past five years

Egyptian Basil



Egyptian basil prices began moving higher in 2007/08

- Acreage switched from herbs to commodities that were “easier” and more profitable to grow
- Planted area was reduced by 40% - 50% in 2008
- Limited carryover stocks and a late crop in 2008 also contributed to the firm tone in the market
- High prices resulted in an increase in planted area in 2009 and prices began to trend lower
- Abundant stocks also weighed on prices and continue to keep prices in check

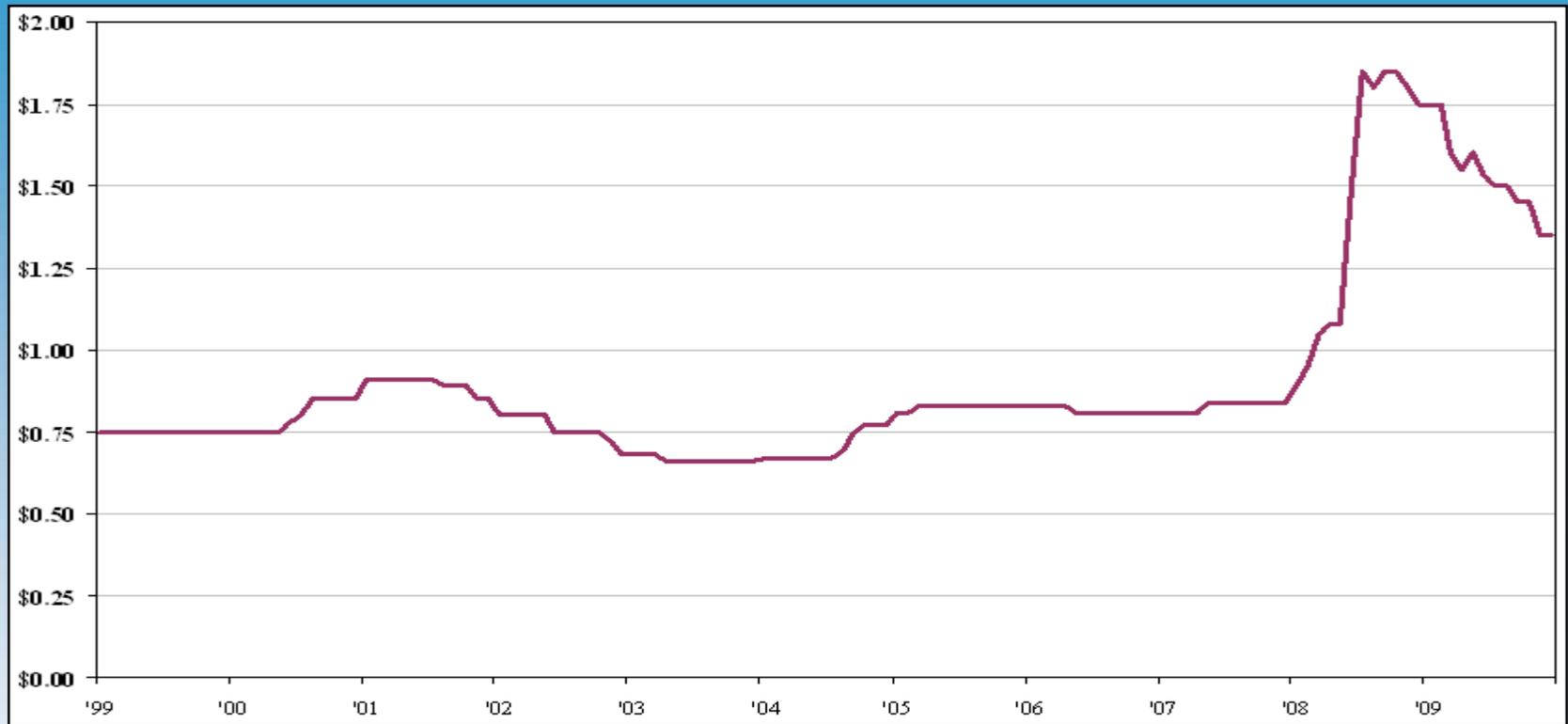
Early indications are that plantings could be reduced this year in an effort to get prices back up to 2008 levels

Egyptian Marjoram



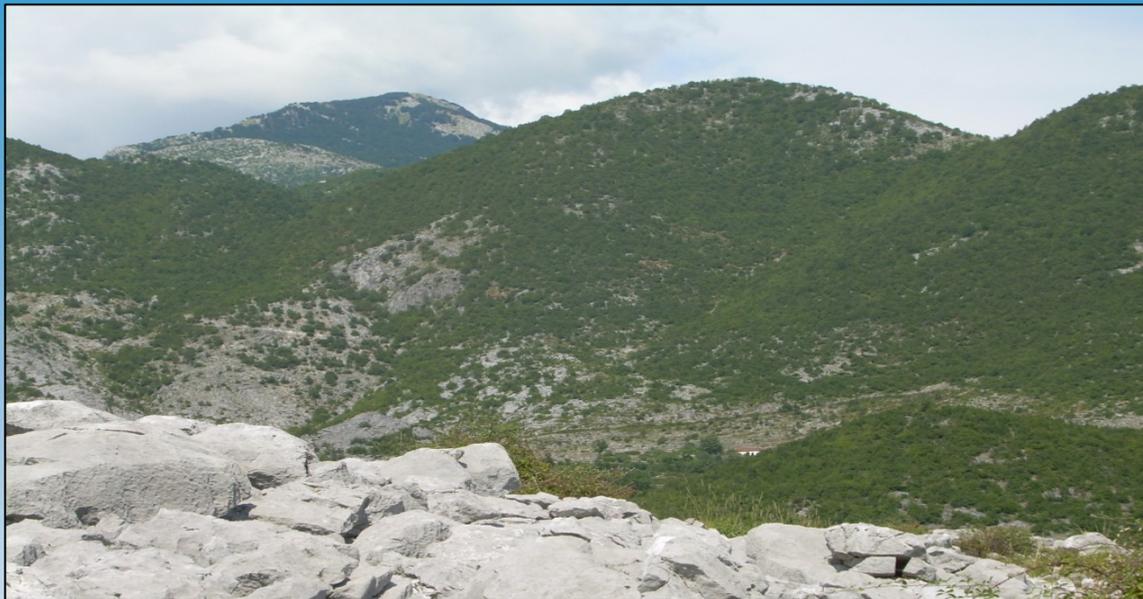
- Planted area is reported to be unchanged to 5% higher vs. last year
- Total production is expected to be 4,000 – 5,000mt
- The first of 3-4 cuttings takes place in April followed by cuttings in Sep/Oct, Dec and “maybe” February

Egyptian Marjoram



- Prices moved higher in 2008 as a result of farmers switching from marjoram to wheat
- A larger crop was planted in 2009 and prices retreated
- Weakness was limited by minimal carryover stocks going into the harvest
- Prices were also supported by a stronger Egyptian currency vs. the U.S. dollar
- Slow arrivals of raw materials coupled with production problems at origin have delayed shipments of material in the U.S.
- Increased buying interest in the spot market has allowed marjoram prices to remain firm
- A firm tone can be expected to remain in place until the April harvest is complete and shipments increase

Sage



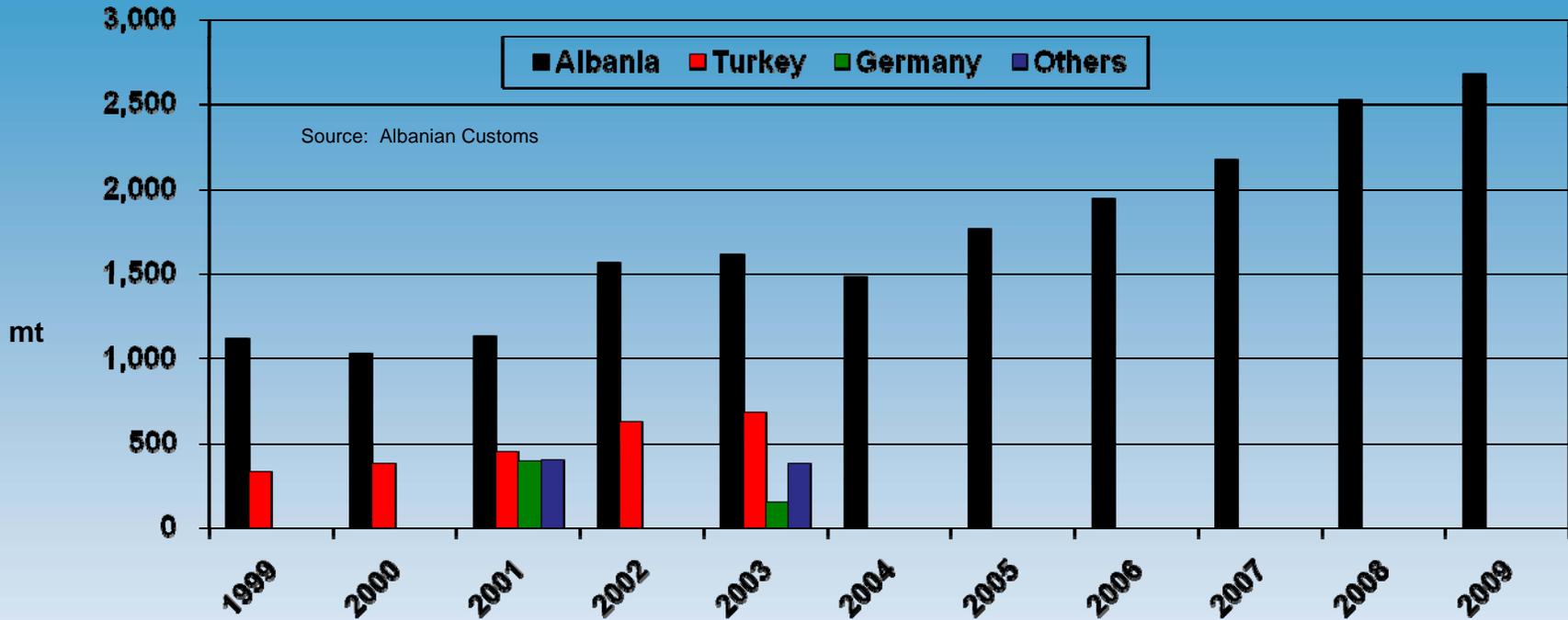
Sage is largely, a wild crop grown in Albania and, to a lesser degree Montenegro & Macedonia

- Typically, there are two cuttings per year (May/June & July/August)
- A third cutting sometimes takes place in October/November if weather permits
- Volatile oil content is similar in both the southern and northern growing areas of Albania
- Thujone content typically averages about 30% in the North and 24% - 26% in the South.

Collection and processing has changed dramatically over the last 10 years

- Previously, collectors delivered sage to small processors where it was cleaned by hand before selling to exporters
- These small companies no longer exist
- Today, cleaning is done by machines
 - Loss often runs as high as 40%
 - Volatile oil is reduced from >2% to 1.8% - 2%

Sage Exports



Albania could certainly produce more sage

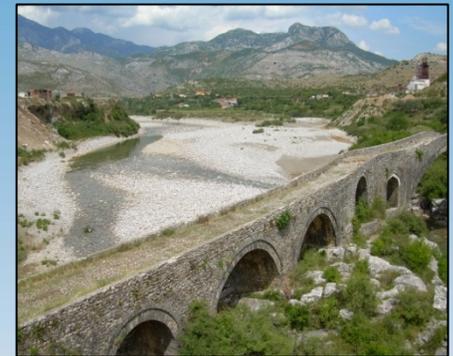
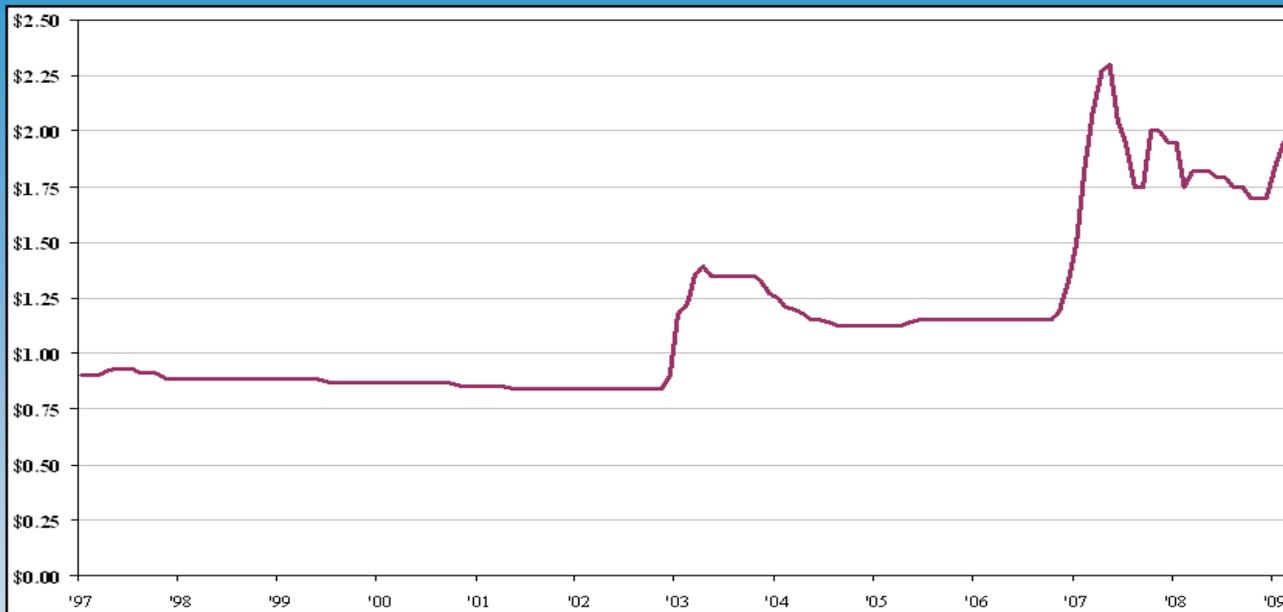
- Over 24,000 ha (60,000 acres) for collection
- A yield of .2mt/ha (400 – 450 lbs./acre)
- Potential production of 4,000 – 6,000mt

Work force is shrinking

- Very hard work under less than ideal conditions
- Younger workers are moving away from “agriculture”



Sage



Drought conditions and fires have provided much of the support for higher prices for the past 3 years

Stocks at origin were drawn down

A large crop was produced in 2009 but prices remained firm

- U.S. demand was steady and, again, stocks were taken to very low levels
- The second collection of 2009 was also less than expected
- Quality issues (cleanliness, volatile oil) resulted in buyers paying a premium for acceptable material

There have been “buying opportunities” in recent days

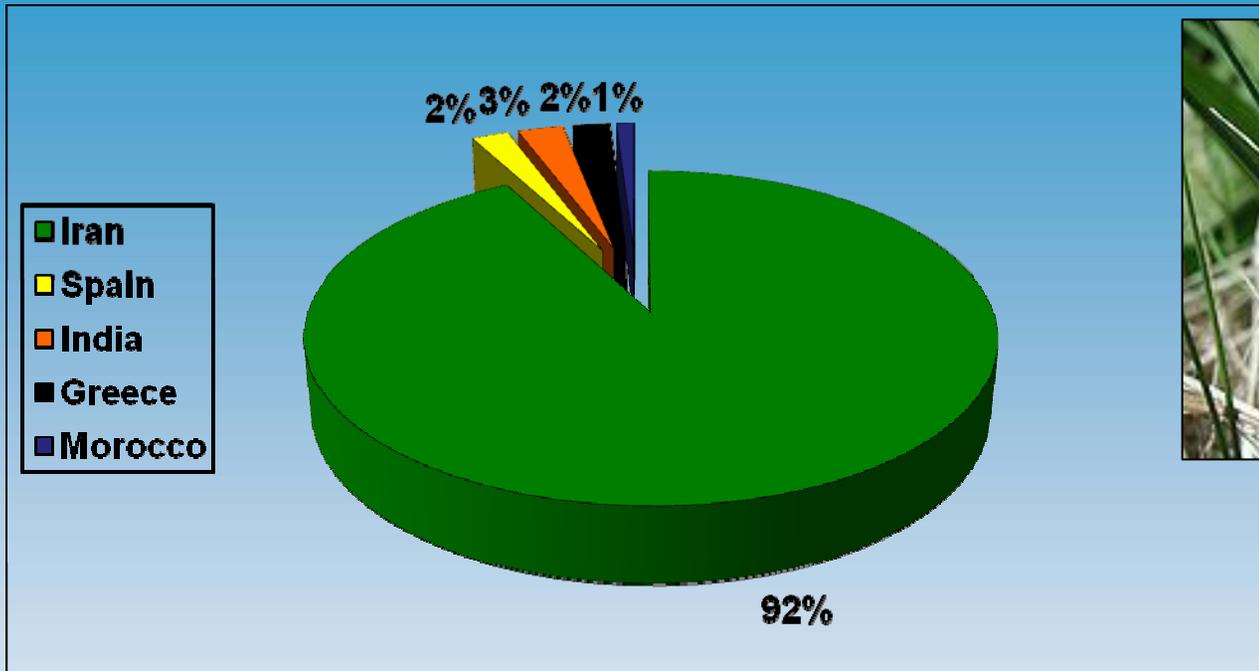
- Difficult to determine how much material is available at origin (300mt – 400mt)
- Stocks in consuming countries appear to be adequate
- Improved exchange rates have also generated new buying interest recently

A good crop is projected this year

Rains and weather conditions have been favorable thus far

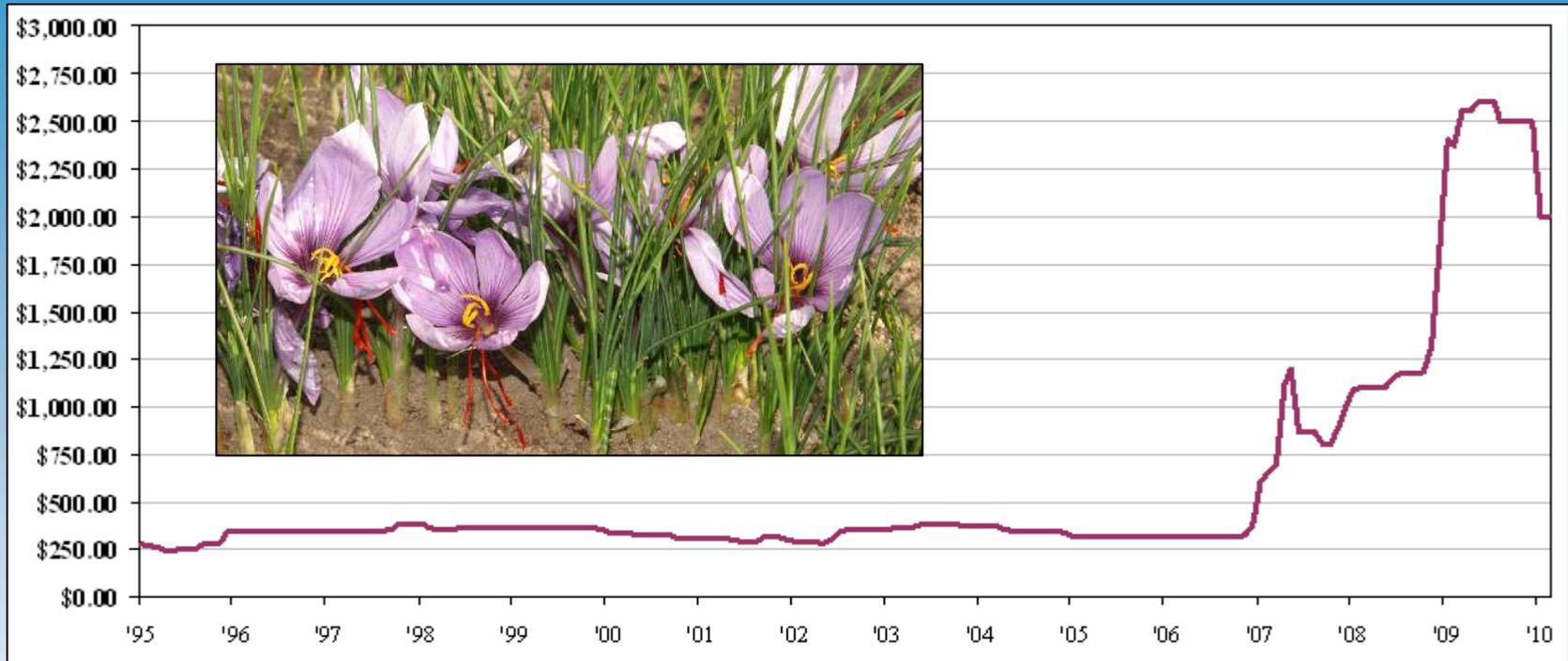
Price weakness will be tempered by labor shortages and higher production inputs

Saffron Production



- Estimates for global production range from 230mt – 300mt
- Iran produces over 90% of the world's supply, exporting to over 40 countries
- India is a distant second at 6-7mt vs. 40mt 10 – 15 years ago
 - Drought, poor irrigation, pollution, plant disease and poor harvesting practices have impacted production
 - A three year project funded by the World Bank in 2009 is designed to increase production and improve quality
 - 22 scientists and 250 farmers are working in conjunction with the Kashmir University of Agricultural Sciences
 - Prices in India have doubled over the past few years and remain considerably higher than other origins
 - Reports of saffron smuggling from Iran to India are commonplace with some sources indicating that as much as 10mt cross the border each year
- Saffron crops are expanding in China and Afghanistan
 - A saffron growers' association was established in Afghanistan in 2005
 - Provides an alternative to the illicit poppy trade for many farmers in western Afghanistan
 - New opportunities for many women to enter the work force

Saffron



- Spanish planted area and production have fallen dramatically since 1991 (1.0mt vs. 21.8mt in 1990)
- Spanish exports have increased dramatically
 - Greece, France & Italy accounted for 33% (tonnage) of EU exports and 15% (value) from 1995 - 2006
 - Spain accounted for 26% (volume) and (80%) of total value of EU exports
 - Spain exports more saffron to the U.S. than any other country
- Indian production began trending lower in 1999
- Production expanded in Iran
- Severe drought resulted in the failure of Iran's crop in 2006
- Prices remain high but have begun to move lower due to reports of increased plantings in Spain, emerging markets at other origins and an increase in the trading of adulterated material



American Spice Trade Association

2010 Crop Report

SEEDS

Cardamom

**Annual global production is approximately 36,000mt
Major producers are Guatemala and India**

Guatemala accounts for about 65% of global production

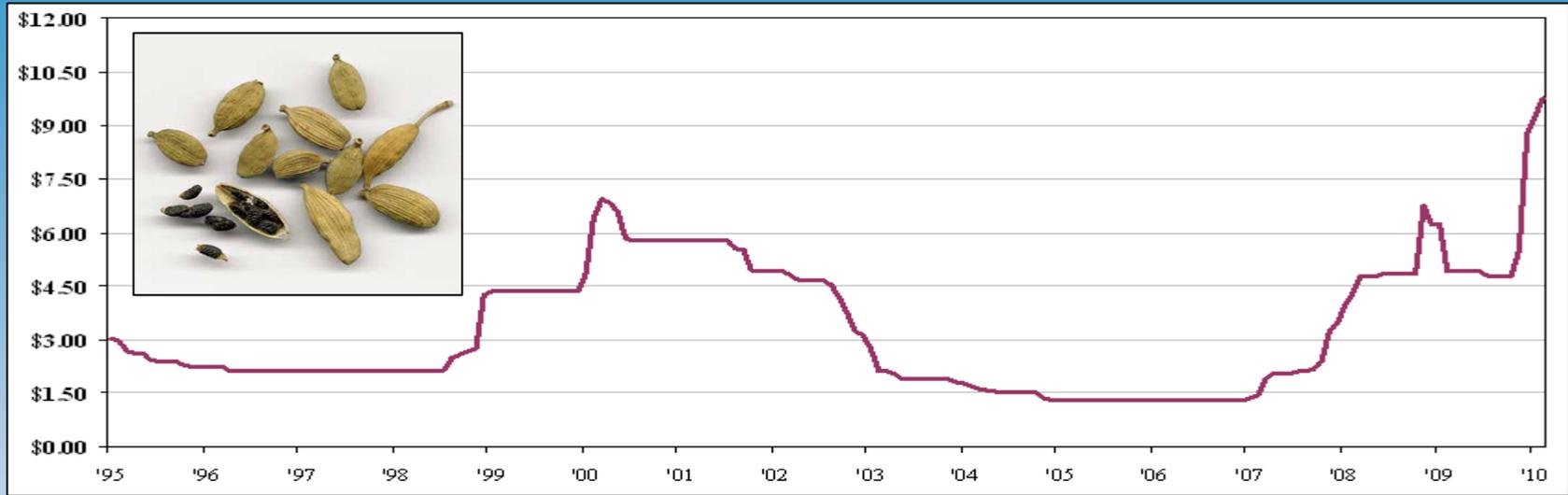
- Typically, three harvests take place September – May
- The first harvest accounts for half of total production
- The 2009/10 crop was limited due to adverse weather conditions

India produced 9,500mt in 2007/08 and 12,000mt in 2008/09

- Production is expected to be as much as 30% - 40% lower this year Arrivals at auction centers reached 80 – 85mt in December, 2009 Recently, arrivals have dropped to below 20mt
- Indian exports increased dramatically in the 1990's
- Peaked at 1,545mt in 2000-01
- Dropped to 875mt in 2005-06 due to competition from Guatemala
- As of March 5, Indian exports had surpassed 1,500mt
- Poised to set a new record this year (>1,550mt)
- Preliminary talk of dry conditions impacting the 2010/11 crop
- Jan/Feb rainfall was almost 15% below normal
- Over 80% below normal in March in prime growing regions

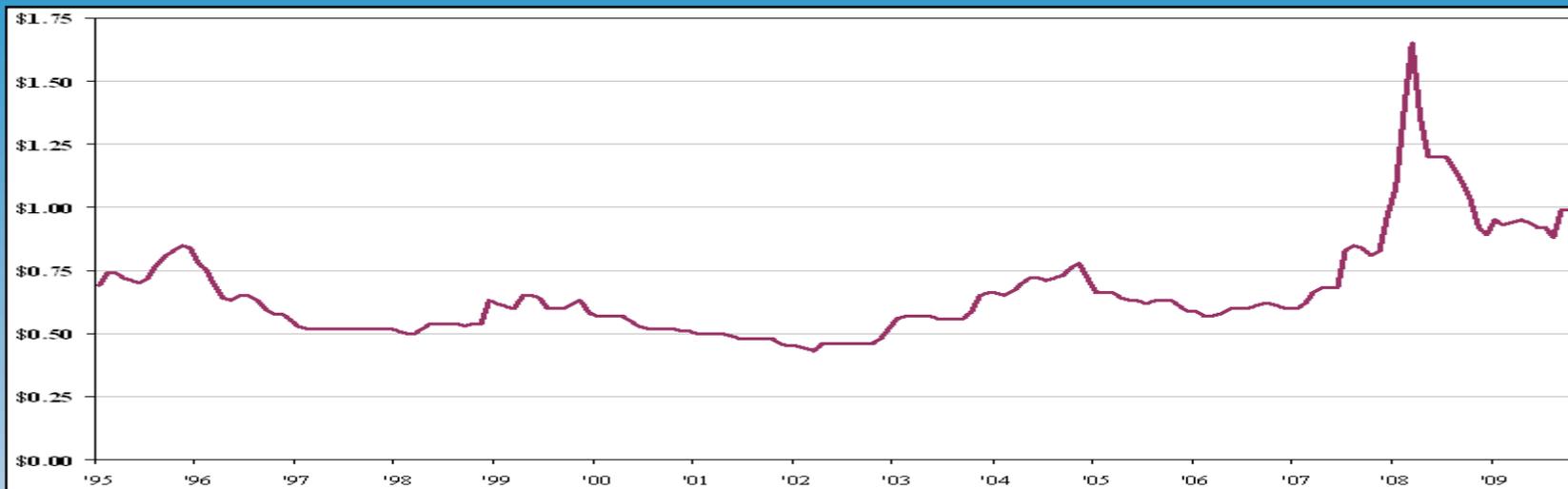


Cardamom



- Guatemala is the world's largest producer of cardamom, accounting for app. 65% of global production
- A small harvest in Guatemala in August set the tone for the sharply higher prices that we now see
- Demand shifted to India, the second largest producer and, as they say, the rest is history
 - India produced 9,500mt of cardamom in 2007/08 and 12,000mt in 2008/09
 - Production is expected to be as much as 30% - 40% lower this year due to extremely hot and dry conditions
 - Arrivals at auction centers reached 80 – 85mt in December, 2009 but have since dropped to below 20mt
 - Indian exports increased dramatically in the 1990's and peaked at 1,545mt in 2000-01
 - Exports dropped to 875mt in 2005-06 due to increased competition from Guatemala
 - As of March 5, Indian exports had surpassed 1,500mt and are expected to post a new record this year
 - There is already talk of dry conditions in India impacting the 2010/11 crop (Harvested August – March)
 - Rainfall 15% - 80% below normal was reported in growing regions in January - March
 - Reports of beneficial rains in recent days have resulted in some liquidation of positions
 - Selling has been met by good demand from domestic and export buyers allowing prices to remain steady
- Needless to say, no major price relief is expected in the near future

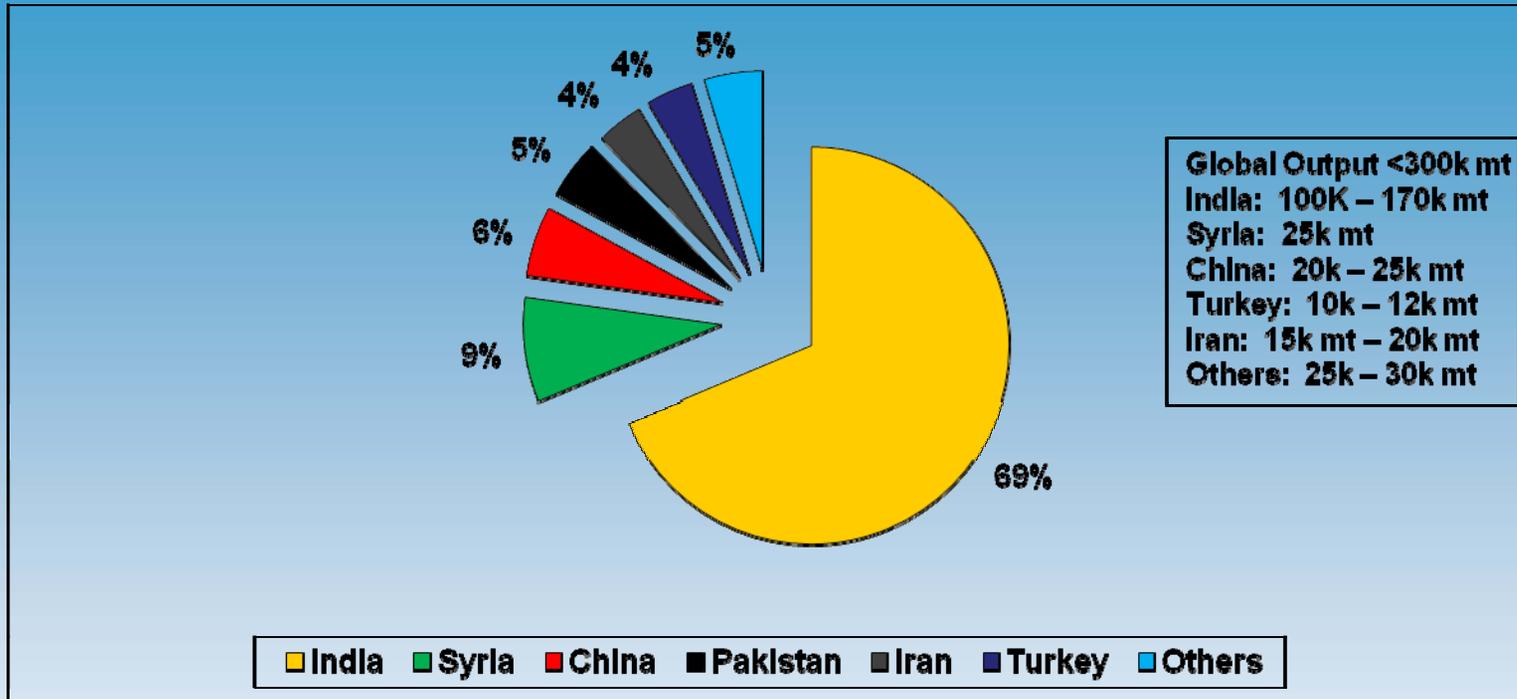
Sesame



- Global production of sesame is app. 3million mt, and is produced, primarily, for oil (55% oil content)
- China and India account for app. 25% & 22% of global production, respectively
- India, Central/South America & Mexico are major exporters to the U.S.
- Producing countries consume about 70% of total production
- India exports app. 25% of their production or about 500k – 600k mt
- Major importers of sesame are Japan (165k mt), Egypt (86k mt) and the U.S (35k – 40k mt)
- South Korea, Netherlands, China and Syria are also major importers
- Sesame prices posted record highs in 2008
 - Small crops in Central America & China
 - Strong buying interest from China & others
- Prices were brought under control following the Indian Government's ban on oil exports
- Surprisingly, prices declined further earlier this year
 - Reduced demand
 - A stronger U.S. dollar
 - Increased arrivals origin also weighed on values
- More recently, the market has shown some signs of strengthening
 - Lower arrivals at origin
 - Weaker U.S. dollar vs. the rupee
 - Higher freight rates



Cumin Production



Global production of cumin is estimated to be slightly less than 300k mt

India is the world's largest producer of cumin with the harvest taking place in February and March

- Record-high production posted last year due to a 10% increase in planted acreage
- This year's crop is projected to be 10% - 15% larger than last year

Consumption of cumin has grown over 8% since 2000

- Higher prices have slowed the rate of consumption to about 5% since 2005
- India consumes 75% - 80% of their production while other countries export the commodity

Crops in Syria and Turkey are typically harvested in May/June and July/August, respectively

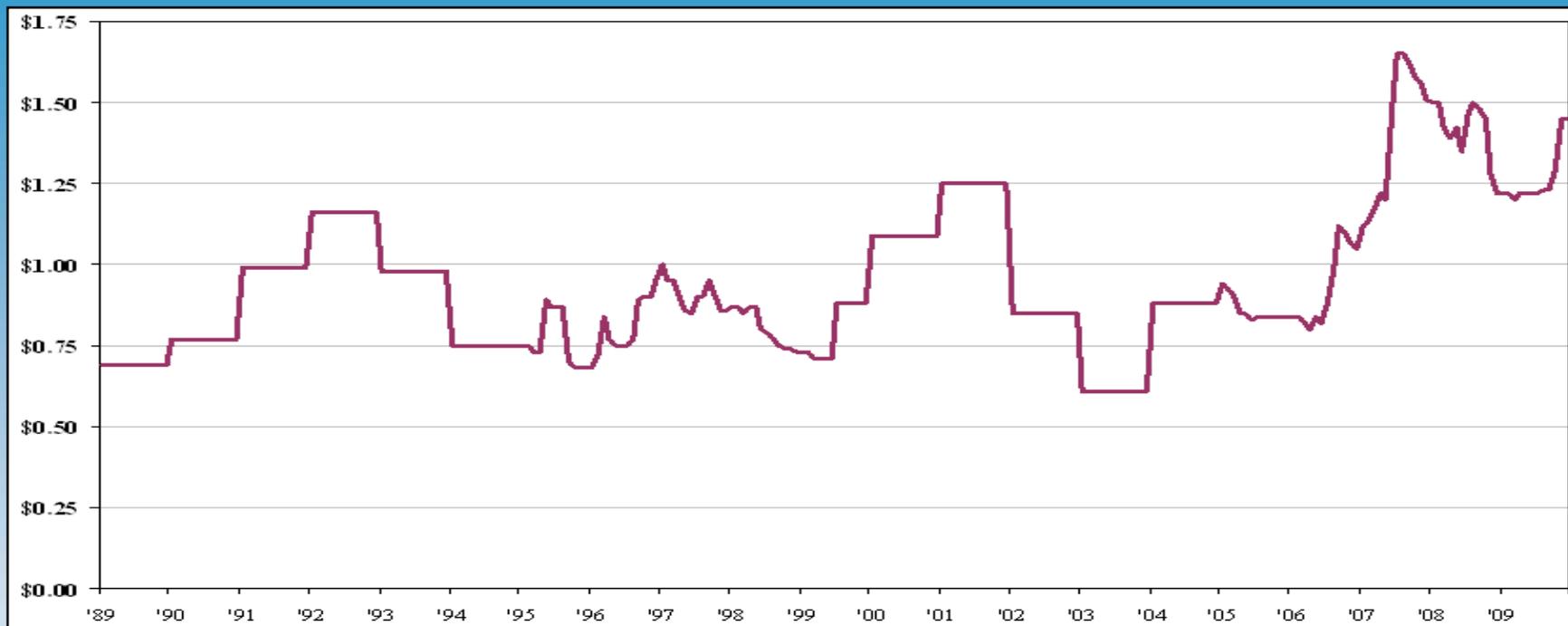
- Syria exports virtually all of their crop
- Turkey is expected to produce a crop in excess of 10,000mt, up 20% - 25% from last year
- Turkey will consume approximately 55% - 60% of their production

Other major consumers/importers of cumin are the U.S., Europe, South America and Singapore (app. 10k mt ea.)

Cumin Futures Prices



Cumin Cash Prices



Prices in the cash market came under pressure at the onset of the Indian harvest

- Large carryover stocks in India offered buying opportunities ahead of to the harvest
- Heavy arrivals and disappointing exports pressured prices lower
- Arrivals at Unjha reached 20,000 bags on March 1 ahead of the peak period of March/April
- December exports from India were down 28% at 2,500mt
- Exports in January 2010 declined by almost 47% to 2,000mt from a year ago
- February exports of 4,000mt were down 6% from a year ago

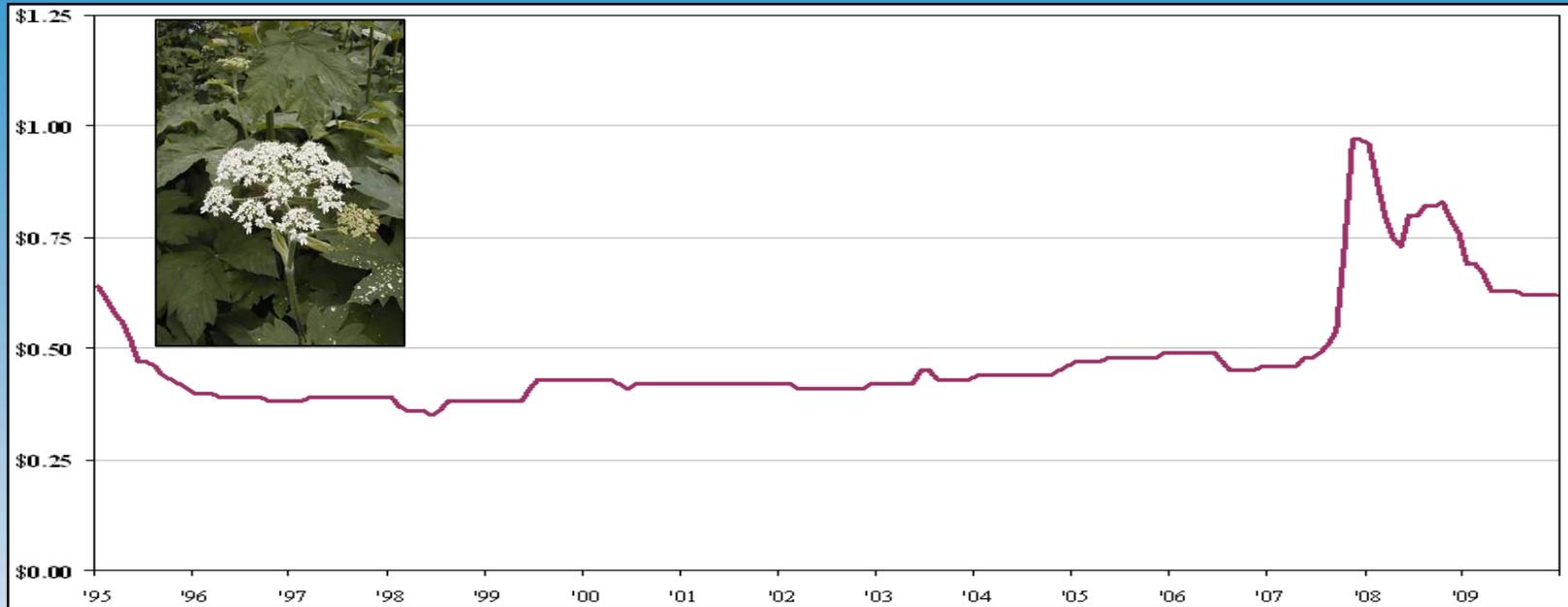
Prices posted a bit of a recovery in March as demand kept up with arrivals

- Quantity and quality of crops in Syria and Turkey will impact price direction going forward
- Increasing Chinese production could also limit gains



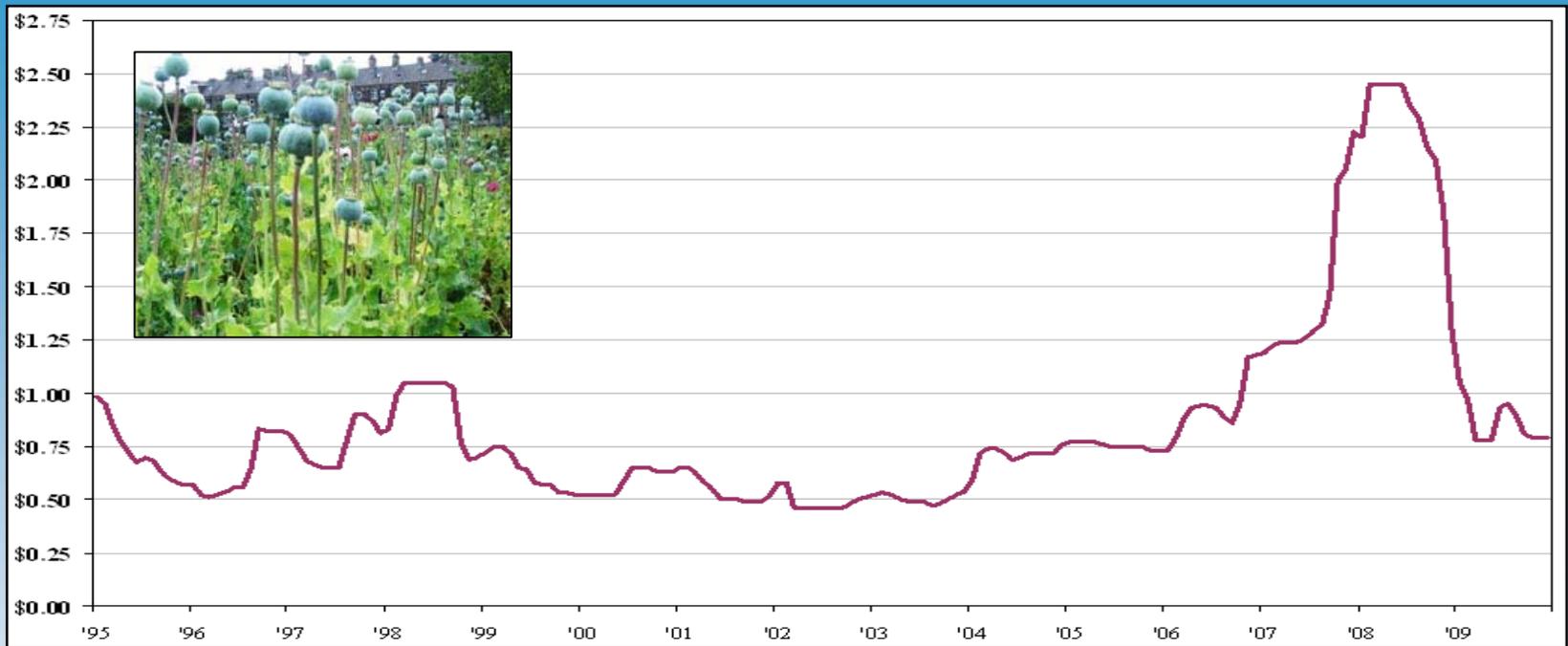
U.S. imports have averaged over 9,500mt the past five years but were down slightly in 2008 & 2009

Celery



- Indian production of celery averages about 3,000mt per year with the harvest taking place May – July
- Shipments to the U.S. have averaged almost 1,700mt per year, down slightly the past two years
- Small crops in 2006 and 2007 resulted in prices moving sharply higher in 2008
- Prices began trending lower in late 2008 following a return to more “normal” production levels
- India produced a “normal” crop in 2009
- Aggressive selling of carryover stocks ahead of the harvest was met by a general lack of demand
- Celery prices have been high versus “historical” levels but relatively inexpensive compared to other seeds
- Values have been steady in recent days on reports of improved demand and a drawdown in stocks
- India’s next crop will be ready to ship in May
- Early reports indicate that production could be down compared to last year

Poppy



- Two consecutive years of drought in Australia resulted in small crops and high prices in 2007-08
- Fundamentals have changed and prices have returned to more “normal” levels
 - Weak demand in major consuming countries (U.S. imports were <4,000mt in 2009 vs. >6,000mt in 2008)
 - Excess supply in 2009 caused prices to plummet
 - Turkish production was estimated at 25,000 – 30,000mt vs. 8,000mt in 2008
 - The Czech Republic produced 50,000mt – 60,000mt
 - Other origins in Europe as well as China also reported large crops
 - Large carryover stocks in Europe are limiting buying interest
 - Indian production has also improved but cannot satisfy domestic demand
 - The Indian government reduced import duties last year to encourage legal imports
 - India previously imported as much as 90% of Turkey’s crop
- Australia new-crop arrivals in the U.S. are at lower prices
- Tasmania produces 45% of the world’s licit opiate supply
 - Growers expect planted area to be largely unchanged from last year’s 20,000 hectares
 - Required to maintain global opiate stocks as set forth by the UN.

Fennel

Primary origins are India and Egypt

- India consumes much of their production
- Egypt is largely an exporter of fennel

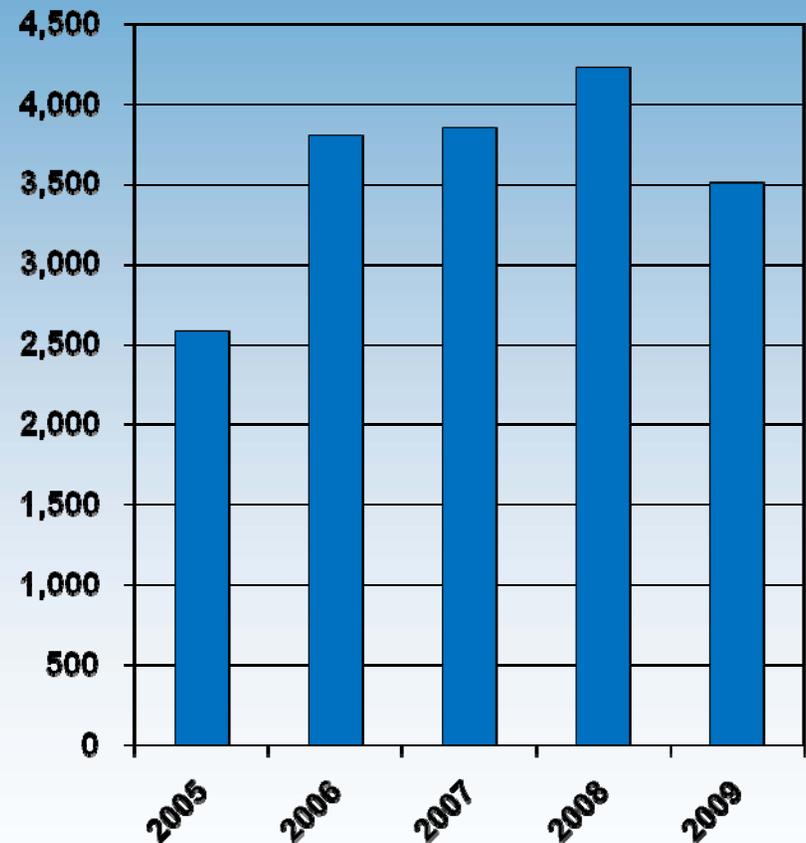
India

- Harvest is Feb/Mar
- Carryover stocks were minimal
- Mixed reviews concerning production
- Early estimates – 20% - 40% larger at 50k mt
- “Revised” estimates – 20% - 25% smaller
- Favorable weather resulted in good yields

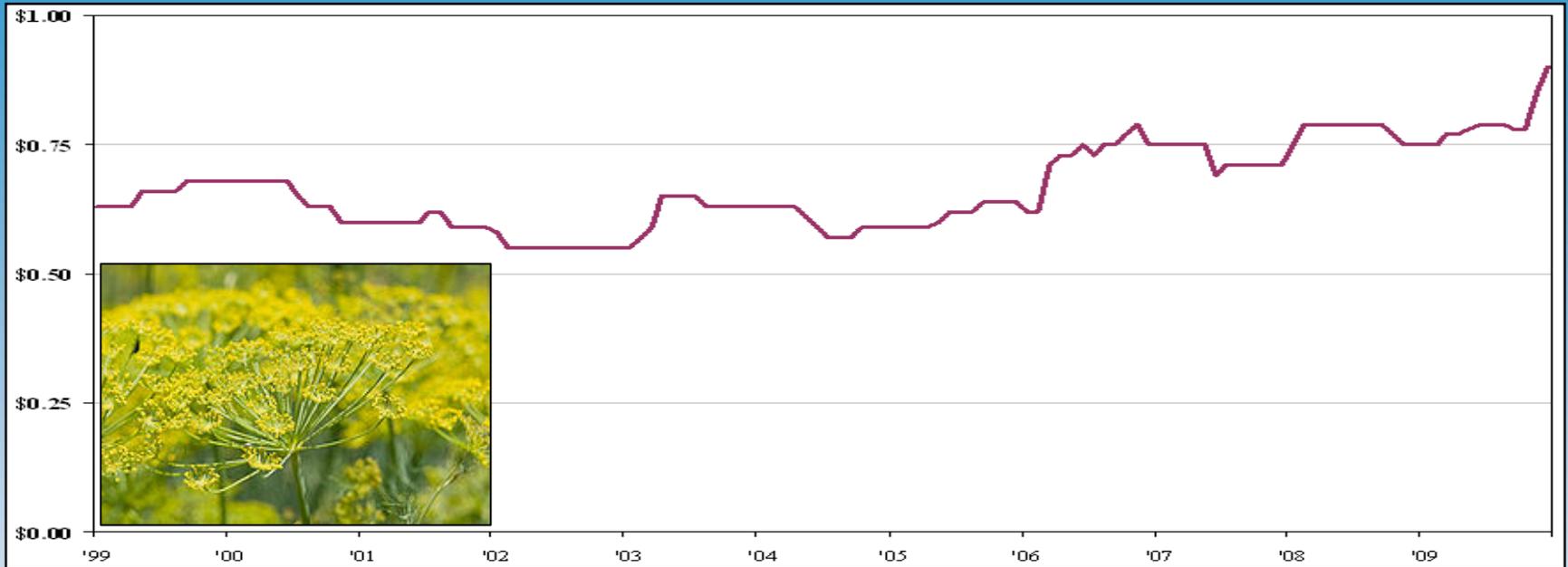
Egypt

- Harvest is April/May
- Planted area was reduced this year
- Acreage switched to anise due to price
- A good crop in Egypt typically equates to about 10% of India’s crop

U.S. Imports (mt)



Fennel

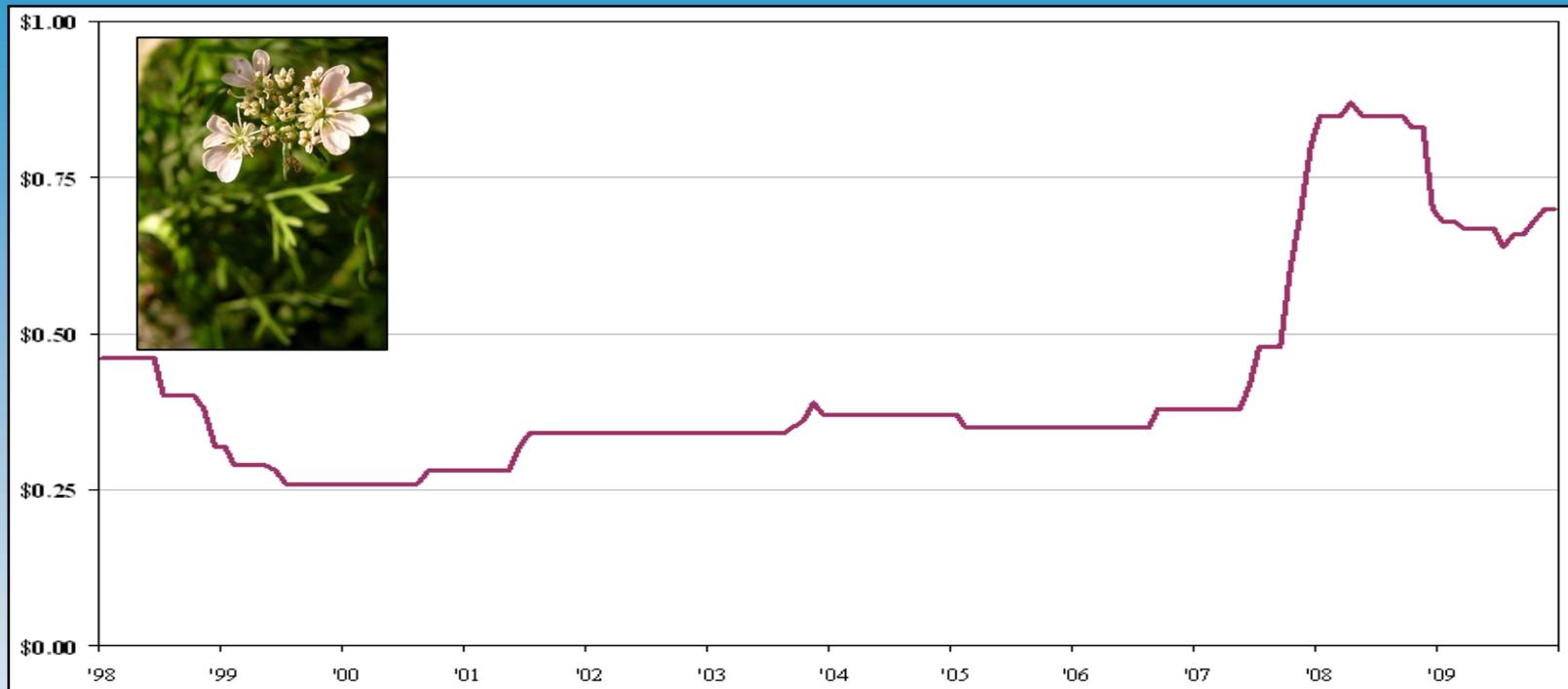


For the third consecutive year, fennel prices have posted record highs supported largely by good demand

- U.S. imports of Indian fennel were just over 3,500mt last year vs. 4,225mt in 2008
- Prices got a boost in 2009 on a 20% reduction in Indian plantings in 2008 coupled with unfavorable weather
- Some sources indicated that production was down as much as 40% vs. 2008
- Gains were limited due to weakness in the local currency which provided brief buying opportunities
- Egyptian production in 2009 was also lower which narrowed the price gap between Egyptian and Indian significantly
- Prices have moved higher over the past year
- Adequate carryover stocks kept prices in check during the fall but were gone by October
- Low carryover stocks coupled with lower production in India have supported prices
- Strong domestic consumption (80%) in India is also a supportive factor

The next opportunity for price relief will be when the first shipments from India arrive in the U.S. in May

Coriander



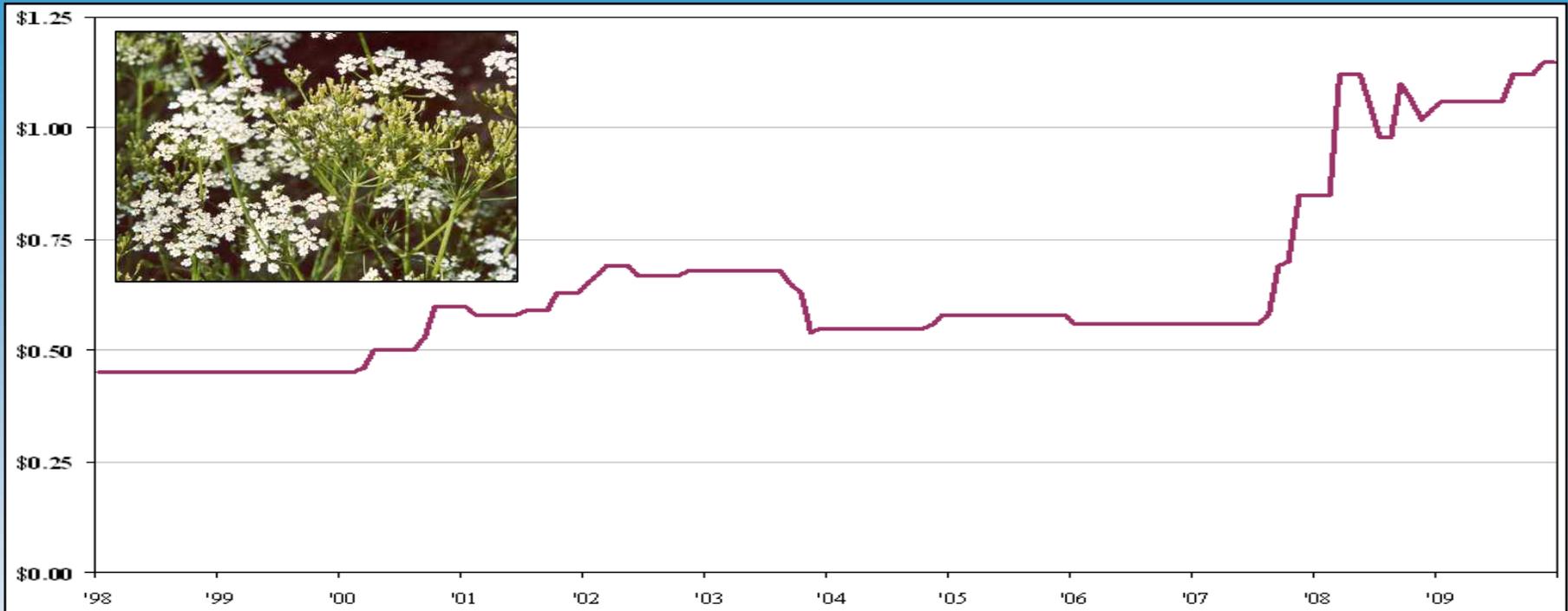
India

- Sharply higher prices in 2008 were followed by a bumper crop in India in 2009
- Supply outpaced demand and prices retreated from the previous highs
- Significant carryover stocks going into this year's harvest weighed on prices
- Another good crop was harvested this year
- Untimely rains earlier this year raised concerns about yields and quality but damage was minimal

Canada

- Canada had a short crop in 2009/10
- Rains have delayed plantings this year
- Some pent up buying interest and a stronger Canadian dollar may provide short-term support
- Next buying opportunity will likely be when the Eastern European crop is harvested in June/July

Caraway



- Caraway remains in a shortage situation with global demand outpacing supply
- Prices stabilized a bit ahead of the Canadian harvest
- Improved exchange rates also offered brief buying opportunities
- Small Canadian harvest in September coupled with a weak U.S. dollar made for a firm market
 - U.S. imports have averaged just under 3,000mt over the past five years
 - Imports in 2009 were just over 2,500mt
- A poor crop in the Czech Republic has resulted in Canada exporting to Europe
- Canadian stocks are virtually gone

- Next chance for price relief will be this summer when Egypt harvests their crop
- From a pricing standpoint, Egypt has been the most competitively priced origin

Anise



A firm tone prevails in the anise market with prices at record-high levels

- Global stocks have been in decline for quite some time.

- Syria

- A large crop was planted in 2009

- Hot weather followed by late heavy rains had a negative impact on yields in 2009

- Limited harvest pressure due to the lack of carryover stocks

- Turkey

- Turkey routinely produces app. 7,000 – 8,000mt

- Strong domestic demand, primarily, from the Raki industry

- Exports for the current season are estimated at approximately 1,800mt

- High prices have encouraged farmers to plant large crops this year

- To date, weather conditions have been favorable

- Sources project a crop of approximately 10,000mt

- Egypt has offered the best buying opportunity of late

- U.S. imports have been strong the past two years at just under 2,200mt

- Prices are expected to remain firm until the next harvests take place in Syria (July) and Turkey (August)



American Spice Trade Association

Thank you



2010 Annual Meeting and Exhibits
Naples, Florida

