



Good day!

Herewith the last issue of the year, and so we take the opportunity to say THANK YOU for your cooperation in 2011 and to cordially wish you all only the very, very best for the coming year and a happy and reflective Christmas.

The Tradin Team

Organic Raisins

Turkey: The harvest has been good. In the organic sector we keep hearing of rising residue problems and we have to assume smaller quantities. For this reason the prices once again opened at record level.

Argentina: Sold out. Opening prices for the new harvest will be available in March. First batches from end of April.

Iran: Here one always orientates on Turkey and that means nothing good. The first contracts for the new harvest were quickly traded. For now we'll just wait and see...

California: The 2010 stocks stored here were traded cheaper than the Turkish sultanas. However, as the new harvest was severely damaged by rainfall during the drying phase, the prices are rising sharply.



Organic Walnuts

India: Dominates the market. The opening prices met with an empty market and listed high, as expected.

Now one of the 3 organic packers has already sold out and the capacity of the second packer is already booked out until well into March. This does not, in combination with the weak EURO, predict falling prices.

Moldova: Here one always orientates on India and so the market is only eased by a certain quantity. There are still no lasers in use here.

California, France, Turkey: These proveniences play no role on the organic market.



Organic Sunflower



China: Our organic oil market is supplied by eastern European produce. 95% of the hulled organic seeds, however, come from China. This year China planted considerably fewer sunflowers but increased quantities of soy and maize. Not least due to the constantly rising home requirements China may now even have to import sunflowers.

Bulgaria: We continue to rely on this strong source on the conventional market. However, in order to not have to conventionally market the organic strip waste at a loss, our plant needs an oil line, the installation of which has unfortunately been delayed until spring 2012.

Organic Orange Juice



Mexico's new harvest is determined by three negative factors. It is an alternating harvest encumbered by frost and drought. In particular the later Valencias are affected. Despite additional plantations we certainly recon with a 25% lower quantity. First NFC arrivals of early light sorts are expected for the first half of March.



Organic Coconut Sugar



NEU Also called palm sugar, it is not sugar crystals but, similar to cane sugar, concentrated dried juice of the palm's blossoms. This sugar is characterised by a mild, malty, caramel taste.

The price of this speciality is considerably higher than that of cane sugar. Our first batch is in stock and we will be happy to send you a sample if interested.

ORGANIC Stevia powder



The EU has now approved the extract as sweetener (subject to foodstuff categories and maximum quantities). Within the framework of the EU-organic-provisions it requires a separate approval of additives – at least, and not really surprisingly, in some EU countries...

We are planning with the following qualities: Rebaudioside A 97%min. with min. 95% Stevioside* (the most neutral quality as far as taste is concerned, approx 400-450 times sweeter than sugar) and Rebaudioside A 80%min. with min. 95% Stevioside* (approx 350-400 times sweeter than sugar).

* „Rebaudioside A“ and „Stevioside“ are the substances which determine the sweetness.

Tradin: Safer Raw Materials

Organic Agave Syrup + Inulin Powder Organic Hazelnuts

Syrup: The producer has kept the price unchanged (only variable is therefore the exchange course €/€). Beside the known cubitainers and barrels we now also have 25 kg canisters in stock.



Please note: Our product derives from the blue Weber agave, also called Tequilana. The fructose content lies at at least 84% (but we also see batches with up to 92%). Our producer's product therewith complies, as opposed to other qualities available on the German market, with the relevant Mexican guidelines (and is extracted exclusively from the agave).

Inulin powder: Production efficiency here enables even better prices than before. We always have goods in stock.

Following the opening prices for the new harvest we have experienced a continuing upwards trend in small steps – totalling to € 0,60 /kg until now.

The 2011 harvest is small and we have to assume the upward trend will continue.

Organic Apple Juice Conc.

The wish was father to the thought when the market recited the opening prices for the Turkish goods. Should you, however, require the sweet goods, you are dependent on Turkey – the largest conventional market again this year, as China's harvest provides no price alternative at all and the quantity of Argentinean concentrate from the early 2012 harvest is now expected to be 25-30% lower.

ORGANIC Basmati Rice



For 15 years now we have been importing from Pakistan and have had quite a number of problems to solve. Residues have never been one of them, which cannot exactly be said of the Indian goods, which we also trade.



Of the 15 varieties that are officially permitted to carry the name *Basmati*, from Pakistan we only import the brown rice *Super Basmati* (the processing into white rice, the so-called milling, then takes place in the Netherlands). From India we buy both the white as well as the brown rice varieties *Taraori* and *Traditional*.

The official standard permits up to 7% foreign rice (on the conventional market there are often problems with addition of cheaper foreign sorts). We check these parameters by DNA analysis approx four times per year and, furthermore, we carry out residue analyses for each batch. All our batches are, as a matter of principle, CO2 pressure treated upon arrival.

The harvest in Pakistan has been quite decent and enables us to entice you with an attractive selection. Please enquire!

Organic IQF Bananas

NEU A new product for our IQF selection. The product is in stock, comes from Ecuador and is available in 10 kg cartons.



Organic Flax

China: In the past year this origin proved to be the least problematic. However, only the new harvest "Golden" is competitive.

Eastern Europe: The new harvest "Brown" is now available in re-cleaned quality.

Organic Pulses

China: The market for kidney beans remains tight due to lack of availability. In particular the prices for white and red kidney beans continue to rise. Thanks to good harvests the prices for Azuki and Mung beans have eased.

Turkey: The new lentil harvest has brought back the required availabilities, but on comparably high level. Chickpeas of good quality have become considerably more expensive. On the whole we cannot recon with falling prices.

Canada: The unfavourable weather conditions in the southern "prairies" enable only a meagre supply of French, black and small green lentils. The farmers are only reluctantly releasing their goods and are hoping for further rising prices. The same applies for peas.

Organic Cane Sugar

South America: Sold out. Due to the harvests the Brazilians have even considerably cut contracts. Paraguay followed their example a little later. With both proveniences we will on no account be able to access the new harvests in autumn 2012. The prices are accordingly high.

In view of the tight supply situation the organic+FLO raw cane sugar is particularly affected as this has only been supplied by Paraguay until now. Already early next year we could be sold out.

India: Still disposes of quantities, cannot however guarantee the required purity. Stones and plastic could become a problem here.



Organic Pumpkin Seeds

The prices have dropped considerably for all sorts. The level is now, despite the weak Euro, once again attractive. With a mark-up of just 10 cents per kg we can import germ reduced goods!



Organic Cashews



Only the new harvest in spring can lead to a relief on the market. Until then the prices will remain at the current high level. Furthermore all broken qualities continue to be sought after and scarce.



Organic Sesame Ethiopia



Just in time for this year's harvest, we have finally received the certificate of exemption from the Ethiopian ministry. Beside the hulled we can now also supply the unhulled sesame (which now no longer has to be traded over the stock exchange). So draw a deep breath and let's go:

Sesame from Ethiopia, that means recognised premium quality. If this sesame then also originates from an integrated organic project and is cleansed in a highly modern processing plant within the country, you have a really good product. If the sesame is, from the sowing on the fields to the delivery to your door, so-to-say from a single source, you have a very good and very safe product. From us you will get such a product. Do you know anyone else at all who can provide all this?

Should you wish to know more about our work in Ethiopia, look for our YouTube video under the search word "Solet Hulling" or enter "<http://www.youtube.com/watch?v=uwRfGBJdDtE>" in your browser.


The harvest in our project in Humera, Ethiopia was very good and so we can present some attractive prices in addition. We look forward to processing your enquiries.



Tradin Exclusive = 

Tradin Project = 

Tradin Manufactured = 

Tradin Office = 

Our views regarding market development in the coming months (regardless of exchange rates):

Tradin Organic Agriculture BV, is a trading company dealing exclusively in certified **organic** raw materials, serving the food industry and the trade in more than 20 countries, and sourcing products from 36 countries.

We are HACCP and DIN-ISO certified and offer organic products in accordance with the EU-organic-law, NOP, JAS, FairTrade and Kosher programs.

We are located close to our customers and suppliers through our offices in the US, Germany, France, Thailand, Ethiopia, China and The Netherlands.

We manage exclusive organic projects in 9 countries and operate processing facilities in Ethiopia, China and Serbia.

We serve you with safer ingredients!

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We thank you for your attention and hope you have enjoyed reading our

Tradin's News (we will send them to you again, unless you tell us not to do so).

And if you need detailed market information, for a specific product - call us. We will be glad to share our views with you.

Organic Cocoa



Currently the exchange listings for the beans are at a 2-year low. This also causes the prices on the organic market to fall.

The calculation has its pitfalls:

The bean listings at the exchanges in New York / London form the basis.

This is no witchcraft, but needs to be learnt.

The butter and powder prices are related. Sometimes one price has to subsidise the other, and so the evaluation of the respective sales position also has its influence. The production capacities form the sale price too, and the market does the same of course. Furthermore, the organic price may follow any upward move, but, in the end, does not endlessly join in every decline on the conventional market. Just as sometimes, as opposed to the conventional market, for some exchange dates there are no sellers at the source. All this needs to be considered. And then the availability of the possible and desired sources, along with the certifications, need to be considered too: EU-organic + NOP + Kosher + FLO. Keeping a so-called cocoa book is certainly an art.

By the way, are you interested in faster melting cocoa butter? In this case we can offer you cocoa butter chunks.



Organic Coconut Oil

The market is stabilising somewhat – due to the weather (Thailand) and by the influence of the financial market.

Indonesia: This house project supplies us with the normal coconut oil that we have deodorised in the Netherlands.

We have goods in stock.

Philippines: From this Tradin project our virgin coconut oil originates and here too goods are available.

Organic Buckwheat Organic Millet



Here too China dominates the market.

The new harvest is good and considerably reduced in price!



China: We trade in the grainy-cooking, small grain *Xiaomi* and the soft-cooking, yellowish large grain *Huang Mi*.

USA: From here only a grainy-cooking quality has always come. Unfortunately only an insufficient quantity was offered to us this year.



In Brief

IQF Cherries: We are out of pitted goods, but still have stock of puree quality with stone.

IQF Strawberries: Cleared.

IQF Plum Halves
We would like to introduce to you...

IQF Blackberries:
Serbian harvest of 2011 is in stock.

IQF Pineapple: Remaining stocks.

IQF Mango Diced: Available.

IQF Raspberries: We are sold out of Crumbles, but still have possibilities in Whole & Broken and Wholes.

IQF Banana Slices: See page 2.

IQF Black Currants: Available.

IQF Cranberries: We have eastern European goods.

IQF Blueberries: There is availability – unfortunately at high level. Ukraine, laser cleaned.

IQF Onion Dices: In stock at attractive price.

IQF Red Bell Peppers: Not cheap, but at least available.