



# Chin's Import - Report

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**GOONG HAY FAT CHOY! HAPPY CHINESE NEW YEAR 2/14/10!**

Celebrate the Year of the Tiger! If you were born in 1962, 1974, 1986, or 1998 you're a Tiger... a risk taker, emotional, sensitive, adventurous, suspicious. Look for New Year's specials in this month's issue!

## DART FOLLOWS INDUSTRY TREND



With regrets, Dart Container announced last week, their intentions on increasing pricing on many of its popular lines by 8%. With increasing cost of petroleum based resin, Dart will be increasing its pricing on 3/1/10 on the following product lines: *Showtime, StayLock, & ClearSeal hinged trays, ClearPac Deli Containers & Lids, Foam hinged lid containers, cutlery*, as well as *Conex Compliments Portion cups & lids*. Both Genpak & Fabrikal have announce similar price increases, however their price increases will take effect on February 1<sup>st</sup>. Orders for Dart products will be accepted at the current price levels, until the end of February.

However, in response to recent competitive prices in the industry, Dart surprisingly announced a 10% price decrease on *Unprinted foam cups, foam food containers & foam bowls*, as well as matching *lids*. Newly reduced prices were effective 1/21/10.

## AJINOMOTO PROMOTES CHICKEN SEASONING!

Ajinomoto *Savor Rich* Dried Chicken Seasoning has become a popular favorite amongst the Asian trade for soup stock base. Since its introduction, chefs have

made it a standard kitchen ingredient; a welcomed seasoning to any stir fry dish, fried rice, as well as an instant soup stock base. During the month of February, enjoy \$2.50/case off savings, to commemorate the Chinese New Year!



**LKK: BUY MORE & SAVE**



Once again, we are offering exclusive savings on Lee Kum Kee 5 gallon Premium Soy Sauce this month! Purchase (4) 5 gallon buckets at \$21.75 each, and receive (1) bucket free! Translated simply, that's a net price of \$17.40 per bucket, hardly a price that anyone can beat. With a limited supply of (2) container loads, once the product is sold, prices go back up.

## SOUP CUP PRICES RISE

Competitive pricing amongst injection molders has vanished, as many struggle to maintain market share during a time when prices for raw resin material continues to rise. While the resin market was thought to have soften, manufacturers have not seen the relief that was expected. Thus, prices on WY Industries products will be reflecting an increase on 2/8/10.



## SARA LEE INTRODUCES 6 NEW DESSERT FLAVORS



Since its introduction, the Bistro Collection of single serve desserts have been a hit amongst our customers. With an affordable unit cost of about \$1.25 each, they've proven themselves as a light after dinner treat. Six new flavors have just been added: *Red Velvet Layer Cake, Lemon Layer Cake, Strawberry Cheesecake Cream Pie, Turtle Cream Pie, Tiramisu, & No sugar added Chocolate Cream Pie*. \$5/case off operator rebate coupons are available, for purchases made from 2/1/10 - 5/31/10 (\$300 maximum rebate). The desserts are a great addition to Valentines Day, Easter, or Mother's Day menus!



Soy sauce

**New Pricing!**  
**Kikkoman Soy Sauce 5 gallon**  
**\$27.50 per pail**



Sauces & bases