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Chin's Import - Report

March 1, 2010

Published & Written Monthly By: Chin's Import Export Co., Inc - Newsletter #426

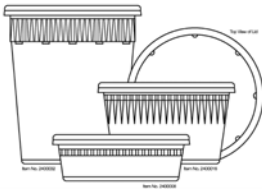
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KARI-OUT FEATURED PRODUCTS

We have made several fantastic purchases of Kari-out Branded products recently, in anticipation of pending price increases on injection molded resin products. While the top three injection molders announced 8% price increases recently, our offerings are limited to available and specific inventory only.

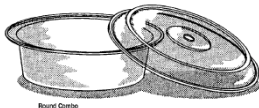


Included in the current promotion, we are featuring **16 oz injection molded soup containers**, combination packed with matching lids in a 250 set combo pack.

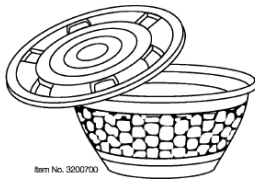


While our pricing is about \$3.50/case below market pricing, keep in mind however, that this pricing only applies to the 16 oz size.

MicroKing black round rice bowls (#MK0710B)



are priced at \$19.00/case, when purchased in a minimum 5 case quantity, placing the unit cost per set at \$0.126. The 7" diameter round black containers have a black base, with a clear lid, configured for a 23 oz fill. Product is currently priced at \$7/case under the market.



Kari-out 36 oz white soup bowls have

proven popular amongst our customers, as an inexpensive option for handling hot liquids. Priced at \$0.33 per set, product is combo packed 150 sets per master case.



SABERT ANNOUNCES PRICE INCREASE

Following the other manufacturers in the industry, Sabert announced its intentions on increasing pricing by 8% affecting the following products: APET/CPET, Polypropylene (PP), Polystyrene (PS), as well as Polylactic acid (PLA – corn based). Orders placed on or after March 19th will reflect the new higher pricing.

STRAW MUSHROOM UPDATE

Nature's *El Nino* effect is playing havoc on Vietnam's current straw mushroom crop, as hotter and drier than normal weather is influencing the new season harvest. The resulting weather change has resulted in a short crop, as well as bigger sizes of mushrooms. Coupled with higher transportation costs and the cost to finance operations, sources indicate that prices will be reflecting about a \$1/case increase.

STEAMSHIP LINES PASS ERC FEES

With the global recession influencing business worldwide, ocean transportation carriers have been faced with reduced service levels, forcing many to park vessels. With reduced revenues and fixed operating costs, ocean carriers agreed to pass along ERC Fees to all import container cargo recently, adding an additional \$320 per 20 foot container. While importers were not involved in the decision, the current fee typically will add a \$0.32/case increase to a container possessing 1,000 cases of 6/#10 canned food products. It is uncertain as to when the ERC fees will be withdrawn.

PAPER INCREASES PENDING

Price increase announcements by major US paper manufacturers this past month are causing many of us to evaluate our

current purchasing patterns. While SCA Tissue has announced an increase on 3/1/10, we are currently holding our prices on our napkins, towel, and tissue.

While we currently offer (3) different brands of 15x17 2 ply napkins (Bella, Golden West, & Sun Brand), we have found that customers do not necessarily purchase on price, nor grade of paper. Interestingly, we recently started selling a compostable sugar cane based pulp napkin from China, which is quickly gaining popularity amongst our customers. With a vast amount of sugar cane raw materials, look for China to be a major player in towel, tissue & napkins soon, as they get closer to filling out the complete line of products.

This month, we are featuring special pricing on a 9x9 Chinese import beverage napkin, priced at \$11.80/case, when purchased in 5 case quantities.



GOLDEN WEST MARCH PROMOTIONAL DISCOUNTS

During the month of March, we will be discounting the entire line of Golden West products, which includes wire handled food pails, microwave food pails, paper food trays, as well as napkins. Featured special pricing is detailed under our *Monthly Specials*, with \$2.50/cases



savings on all microwave food pails, and \$1.25/case off on the rest of the entire product line. Buy now & save!

