



organic supplyline

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EXPO WEST IN ANAHEIM

It was great to meet in person with so many current and prospective customers at Expo West. It certainly is a fantastic meeting place for the organic industry. We apologize if we have not yet responded to everyone on specific inquiries received, but we are energetically working on all requests. We welcome your emails and inquiries, and look forward to meeting at the next show - if not before.

PRICE LIST

With new shipments continually landing, and all our products being derived from agricultural or horticultural origins, prices do vary. Email at any time for an updated price list. For larger customers, and/or those who need to lock in supply and /or pricing on a longer term basis, we are always pleased to discuss term supply contracts.

ALL THINGS ORGANIC CHICAGO

We will be at the ALL THINGS ORGANIC trade show in Chicago from May 1-3.

Stop by and visit us at Booth 444!
We look forward to meeting with you again.

THE AUDIT TRAIL: FINANCIAL AND LOGISTICAL BENEFITS

While it is a definite requirement for your organic certification, the audit trail is viewed as a necessary evil by many managers, and may be reluctantly implemented just to meet the certification standard. It can also be looked upon, however, as a really effective and money saving tool, which can save a lot of very expensive time if it is ever called upon to decipher some sort of discrepancy or contamination issue.

In the real world of organic food processing and handling, we all must be prepared to deal with a variety of circumstances which could lead to utilizing the audit trail system to remedy a situation. These may include: human error, which could result in contamination or commingling of organic and conventional products, insect infestations, which may threaten the organic integrity or the quality of the product, and a myriad number of other potential problems.

With a properly functioning audit trail these problems can be fairly easily analyzed, sorted out, and remedied. Remember, a strong audit trail system is your effective recall system.

Documenting every lot number of every ingredient used in your process, as well as all processing and input records, gives you the trace-ability (ability to trace or track) required to identify all components of your final product. Why would this be important? Here's an example, which you can adjust to your own process or product:

Let's say you're manufacturing a vegetable and bean soup mix. There are four varieties of beans and three dehydrated vegetables. Processing goes well, as usual, and the product is shipped. You receive a phone call from one of your customers saying that there was an off-flavor in this mix which they had never noticed before and they are planning to return the entire shipment. (cont'd on page 2)

WHERE DOES MY ORGANIC FOOD COME FROM?

Sesame Seed

To the outside, Nicaragua may be more known for its not so distant volatile political history (revolutions, Sandinistas, Contras). On the inside, Nicaragua always has been an agriculture oriented society with many small family farms and farmer co-ops.

Nicaragua can also be called the cradle of modern sesame seed processing. It was one of the first countries in the Western Hemisphere to grow and process sesame seed. The Civil War disrupted traditional trading channels and sesame seed production was sharply reduced. It also meant that many fields lay idle for many years - making them ideally suited for growing organic sesame seed once the Civil War ended.

Today Organic Planet sources organic sesame seed from a Nicaraguan cooperative representing over 3500 small family farmers. This co-op is a pioneer in organic agriculture and recently became the first certified fair trade supplier of sesame in the world. It has helped re-establish Nicaragua as a source of high quality sesame and in the process has brought substantial benefits to its many small farmers.

Through the fair trade agreement you can be sure that when you buy "Organic Planet" organic sesame from Nicaragua, the social and economic benefits are passed all the way down to the small family campesinos.



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SPOT PRICING

vs.

TERM CONTRACTS

Most of our sales are made at so-called "spot" pricing, which is another way of saying: whatever the price is at that time. Prices fluctuate up and down according to availability, demand, weather conditions etc. The spot market is a true reflection of a supply / demand marketplace. However, there are times when there is an advantage in having a fixed price for a fixed term or a fixed quantity.

If you need stability of costs because your sell price is fixed, then it may be preferable to take out a contract to purchase at a fixed price. Similarly, if you need to be sure you can obtain an ingredient, even in times when the market generally is short, it may be prudent to contract forward.

We are able to cover most types of forward contracting for you.

What are the downsides of contracting forward?

The two major downsides are 1) that the market price may fall, and you are committed to continue to purchase at a higher price. Conversely, the reverse could occur. That is a risk you take. 2) If you find your requirements reduce, you are then committed to buying more than you need, which you have to find an outlet for.

We welcome your inquiries for contract pricing, and will give our advice as to what we regard as the best time to contract.

EXPORT CLIENTS

We are able to ship full containers, arrange mixed containers of organic products, and also arrange consolidations, for our export clients.

Email marinda@hpschmid.com with your export enquiries.

THE AUDIT TRAIL (cont'd. from page 1)

They also want an explanation of what happened. The suppliers you received your products from have been supplying to you for a few years and this is the first time you've had a problem.

You go through all of your records and learn that there was a new lot number for one of the dehydrated vegetables and your production manager used the product contrary to the standard operating procedure (SOP), which was to do a small test batch prior to production to check the taste and quality. Luckily, this was the first batch that was shipped and your customer responded quickly, so you were able to make some fast changes and fix the problem by replacing the vegetable with a different lot number of the same vegetable type.

Had there been huge production without an adequate audit trail this could have been a very expensive mistake. Thanks to the well functioning audit trail the problem and loss was minimized and you made the necessary adjustments and kept your loyal customer. Develop and maintain a great audit tracking system and it will be there for you if you ever really need it.

TRANSPORTATION DAMAGE

From time to time damage does occur to goods during transit. Please tell us! We need to know so that we can claim from the transportation company, if appropriate. We are also tracking damage, so that we can avoid those truckers who consistently damage product through sloppy handling and carelessness.

If they don't care about our product, we don't want to give them our patronage.

KAMUT

This nutritious ancient grain was recovered from Egypt following World War II. The story as to whether it really was taken from an Egyptian Emperor's tomb can be found at www.kamut.com.

What do we really need to know about Kamut?

- It is an ancient relative of modern wheat.
- It is twice the size of common wheat, with 20 – 40% more protein, higher in lipids, amino acids, vitamins and minerals.
- It has a great taste – and hypo-allergenic and hypo-glycemic properties.

Because of the higher percentage of lipids, which produce more energy in the body than carbohydrates, Kamut can be described as a "high energy" grain.

Research studies have concluded "for most wheat sensitive people, Kamut grain can be an excellent substitute for common wheat."

Organic Planet stocks Kamut in 25lb bags.

CRYSTALLISED GINGER

The range of crystallized / candied Ginger cuts available is huge, and the product has numerous different applications. Bakers, ice cream manufacturers, confectioners, bar manufacturers and retailers all require something different. For this reason we carry only 10 – 16 mm cubes in stock, and all other cuts are imported specifically for client needs.

If you are contemplating using Ginger in a product, we would love to talk. Our technical people will be able to assist with the specifics of what will work for your application.

PISTACHIO KERNELS

New arrival now in stock – Organic raw Pistachio kernels. These are California grown product, packed in 25 lb cartons. Price: \$ 6.28 per lb for a min. 500lb order, with discounts for larger quantities.