

SINCE 1982



Annual Newsletter

April 2009

35th edition

Est. 1982

A brief report on the Concord grape crop and market appears on pages 1 and 2. If you have no interest in Concord, please check pages 3 and 4 which describe the industrial ingredients we handle.

27 Years
Thanks to our many
clients & friends

US CONCORDS

The 2008 Concord crop harvested in the US totaled 447,000 tons, 10% smaller than last year but 8% higher than the 10 year average.

All 3 growing areas NY-PA-OH, MI and WA had close to average or above average crops indicating the growing season was good in all areas allowing the vineyards to ripen well. See chart 1.

Grape Prices

Industrial carryover inventory was low going into the 08 harvest in spite of the fact that the 07 crop was the 2nd largest in history. Cash market processors raised their prices from 07 slightly in the East and by 20% in the West.

See chart 2.

NY/PA/OH - The 08 crop tonnage was only 2% larger than in 07. Growers in the

NE portion of the grape belt suffered spring frost losses while many growers in the Western NY & PA areas harvested above average crops. No fall freezes or winter damage have occurred so prospects for 09 are average.

Michigan - The crop was 25% smaller than last year reflecting localized spring frost losses. Growers in non-frosted areas had average to above average yields. No fall freezes or winter damage has occurred indicating the prospects for the 09 crop are considered average.

WA - The 08 tonnage dropped 20% from 07 closely reflecting the estimate that about 10% of the Concord acreage was removed last year for re-planting to hops. The remaining vineyards produced average crops, went into dormancy in good condi-

tion and no winter injury occurred. Prospects for 09 are below average

09 Crop Prospects

Vineyards in all production areas entered the dormant season in good condition with no fall frost or 08-09 winter injury anywhere. As of April 1 prospects for the 09 crop are about average. The most recent 10 year average is 414,000 tons but calculating that 2000 acres of removals in Washington State means approximately 15,000 tons loss of potential crop per year.

Concentrate Prices

The opening per gallon prices of 68 brix Concord concentrate increased substantially again in WA from the previous year and modestly in the East.

See chart 3.

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INTERNATIONAL CONCORDS

Brazil:

The 09 crop harvest finished in March and the Concord tonnage was slightly below estimate. They will be competitive with the US market this year due to the strong US pricing and favorable exchange rate. We expect substantial volumes of Concord and Concord type concentrates to be imported from Brazil. Please call for details.

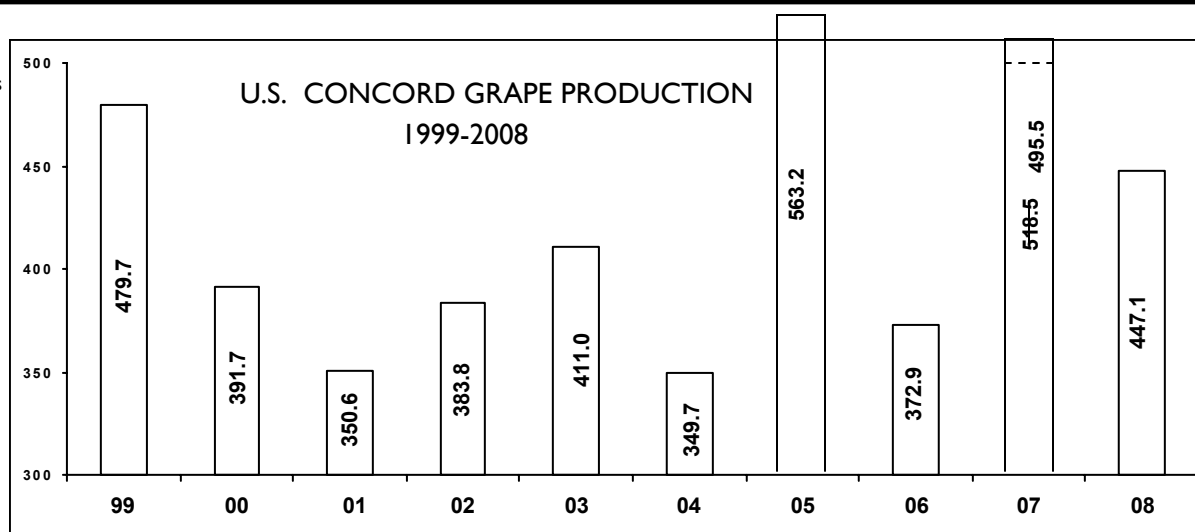
Chile:

During my long history in the Concord industry we have not known of commercial plantings outside the US except in Canada & Brazil. During the past 2 years we are now aware that Chile is becoming a commercial producer of Concord concentrate and will be exporting it to the North American market. Please call for details.



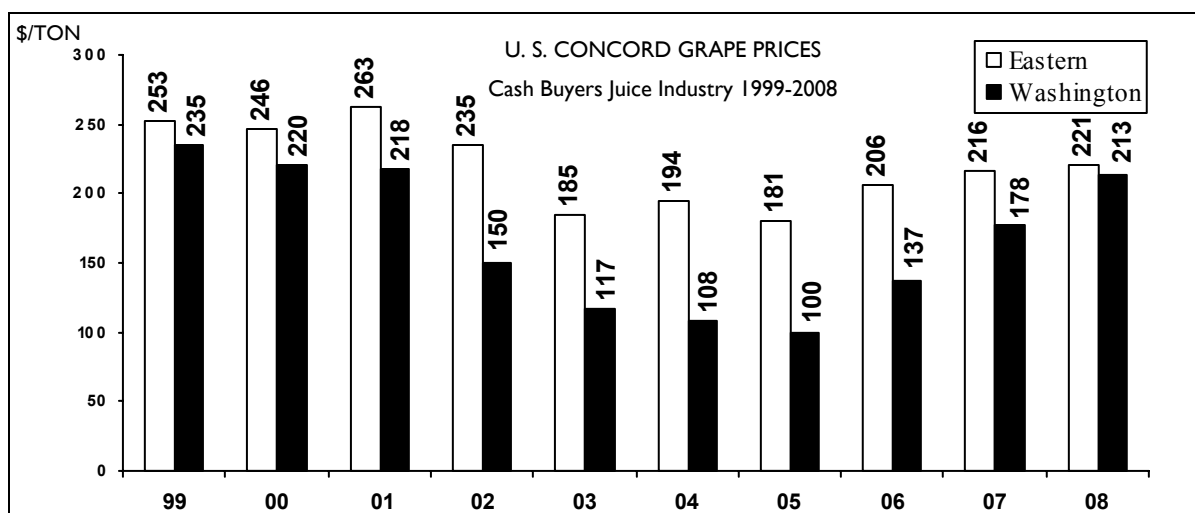
Tons/000's

Chart 1



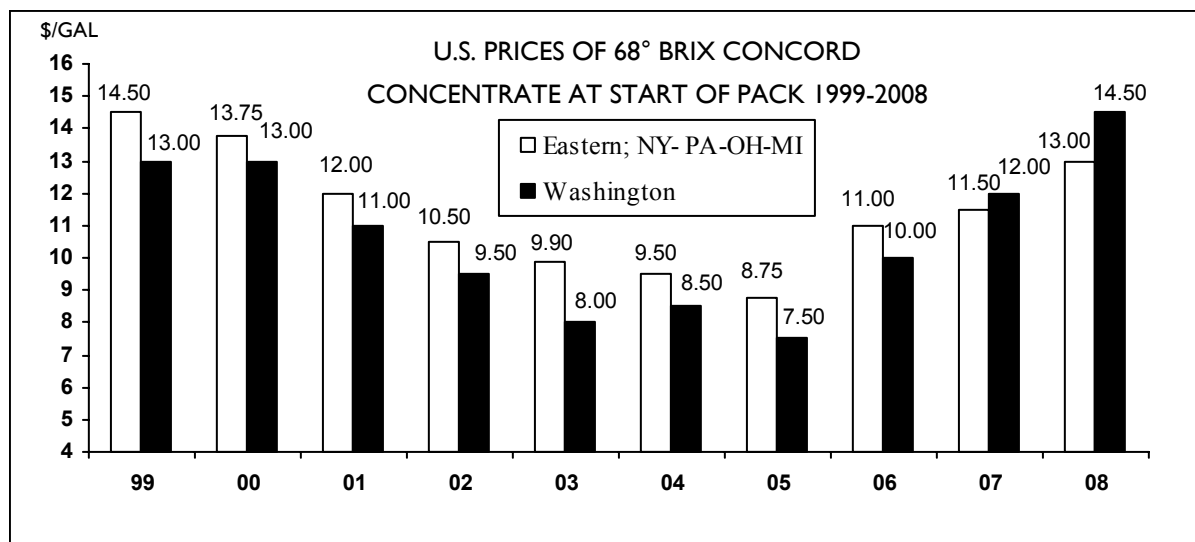
The '07 crop total was reduced by the USDA. The 08 crop was the 4th largest in the past 10 years.

Chart 2



Prices paid growers advanced in both Eastern & Western growing areas in spite of the large crop estimate.

Chart 3



'08 prices advanced substantially in both the East and the West. Western prices continued higher than Eastern, an unusual trend.



SALES FOR LA MAISON BERGEVIN - QUEBEC

Standard & Organic

CRANBERRIES - IQF / Puree / Dried / Powder, SS juice & concentrate / Tea

BLACK CURRANTS & WILD BLUEBERRIES

IQF / Puree / Dried / Powder / SS juice / Tea

Call for product list and details

FROM BRAZIL

- CONCORD / CONCORD TYPE GRAPE CONCENTRATES
- 8000 COLOR GRAPE CONCENTRATE
- APPLE JUICE CONCENTRATE
- ACEROLA CONCENTRATE

SEEDLESS CONCORD PULP

A NEW, UNIQUE PRODUCT FOR JAM, BAKERY,
SPECIALTY, FROM AGRI-AMERICA

Contains whole pulps & macerated skins

OU Kosher / Organic

From Chile

Grape Concentrates

Red

400, 800, 1000 Color

Concord

Muscatel

Apple & other

fruit juice

concentrates

Canadian

Vinifera and
French Hybrid
grape juices
and musts

Contracting for
09 crop

Concord Concentrates

Domestic

- Standard
- Kosher
- Organic

Brazil

Chile

RED & WHITE GRAPE CONCENTRATES

Domestic

South American

- Standard
- Organic
- Kosher
- Deionized

Strawberries from Florida

4+1 sliced / whole

S/P whole capped

S/P puree (w or w/o seeds)

4+1 puree with seeds

S/P chunky puree w/seeds

Organic puree w or w/o seeds

Concord Grape Essence (Aroma) - 150 fold from Washington &

Brazil - "Fold" refers to the usage rate. 1 part essence treats

150 parts of reconstituted Concord juice.

Available from warehouse at all times.

FULL LINE OF
FRUIT ES-
SENCES

Standard &

high fold

**BULK INGREDIENTS****Available as juices, purees, concentrates or fresh or frozen fruits.****GRAPES**

Concord
 Concord/Red or
 White Blends
 Concord Type
 Most Wine Varietals
 Hand picked in bins
 Niagara
 Red Grape- all colors
 White Grape
 - standard &
 deionized

OTHER FRUIT

Acerola, Apple
 Apricot, Banana
 Cherry
 - RSP/Dark Sweet
 Grapefruit, Guava
 Honeydew, Kiwi
 Lemon, Lime, Mango
 Orange, Papaya
 Passionfruit
 Peach, Pear
 Pineapple, Plum, Prune
 Pomegranate
 Watermelon, Tomato

BERRIES

Acai, Aronia
 Blackberry
 - Evergreen/Marion
 Blueberry
 Boysenberry
 Cranberry
 Currant
 - black/red
 Elderberry
 Loganberry
 Raspberry
 - black/red
 Strawberry

NFC (not from concentrate)**Single strength juices**

Apple / Citrus / Prune / Cranberry
 Most Grape & Berry Varieties

Apple juice concentrate

US / China

Brazil / Chile

Exotic juices, purees & concentrates

Acai / Borojo / Mangosteen / Noni
 Pomegranate / Prickly Pear

- DRIED FRUITS
 - BULK NUTS
 - CRUSHED CITRUS
- PUREES - Orange,
 Lemon, Lime,
 Grapefruit

ORGANIC NONI JUICE

- Full loads (20,000 liters) @ \$2.05/liter fob Panama
- Call for 1000 liter unit LTL pricing.
 - **Noni leaves for tea**
 - **Borojo powder**

Agent for Leap of Faith Farms of Panama

RASPBERRIES

- IQF
- Crumbles
- Purees
- Juice Stock
- Juice Concentrates

TROPICALS

Pulps / Purees
 Juices
 Concentrates

ORGANIC

Large line of organi-
 cally certified fruits,
 juices, purees, concen-
 trates and powders

**EASTERN & WESTERN
ORGANIC CONCORD**

Grapes
 Juice / Concentrate

KOSHER

Most of our products
 may be certified
 Kosher

Please visit our website
 for New Products
 and Information

www.herb-barber-sons.com

Polyethylene Lugs - Food Grade
 Field / Harvest / Factory
 Storage / Freezer Safe



Various sizes available
 Stack when full
 Nest when empty

Contact Sue - sue@herb-barber-sons.com

HIGH COLOR
 2000 - 8000

RED / PURPLE
 GRAPE CONCENTRATES
 US / BRAZIL / MEXICO