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# Chin's Import - Report

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## SUMMER TOMATO CROP BLEAK

Consumers are expected to pay higher prices this summer for tomato products, if the current fungal infection of tomatoes in the US Northeast crop materializes. While estimates of the actual loss to this season's crop are uncertain, the outbreak of the late blight fungus may reek havoc on tomato ketchup prices.



Although Delmonte has not announced any upcoming price increases, other industry packers have already communicated their intentions of increasing prices, primarily due to the rising cost of tin can prices. We continue to offer 33% 6/10 Ketchup at competitive pricing, while quantities remain available.

## LEE KUM KEE UPCOMING SEPTEMBER EVENT



As we reported previously, in cooperation

with Lee Kum Kee (LKK), we will be hosting a *Soy Sauce Banquet* event in the Beaverton area on Monday Sept. 21st at 6:30 pm, at Jin Wah Restaurant (4021 SW 117<sup>th</sup> Suite E, Beaverton, OR). While our prior LKK hosted functions focused on the "teaching" and usage of LKK's product line, this event will highlight "tasting" of a multitude of

Asian dishes, in a banquet dinner setting. Invitations will be sent out during the month of August, however if customers want to ensure their attendance, please feel free to communicate with your sales representative.

New Product

**from DART**  
YOUR LIQUID HERE  
Cups that are clear  
Crystal Clear

**CONEX ClearPro**  
Polypropylene Cups

12P 16P 20P 24P 32P

Enhance product presentation and increase impulse sales with sparkling clarity!

- ✓ **Clarity**  
Cup clarity provides product visibility and increases impulse sales.
- ✓ **Made from Polypropylene**  
Polypropylene plastic is durable and crack-resistant.
- ✓ **Lid Interchangeability**  
One lid size for the 12P, 16P, 20P, and 24P, reducing storage requirements for lids.
- ✓ **Rolled Rim**  
Provides a comfortable rim to drink from while providing a secure lid fit.
- ✓ **Custom Printing Available**  
Customize your cups with your logo, in up to six colors, to increase the visibility of your business.

Model Number	Description	Packing Size/Case	Color	Size (oz)	Use Lid
12P	12oz Square PP Cup	50/1500	3.0	12	34LCO
16P	16oz PP Cup	50/1500	3.0	16	34LCO
20P	20oz PP Cup	50/1500	3.0	20	34LCO
24P	24oz PP Cup	50/1500	3.0	24	34LCO
32P	32oz PP Cup	50/1500	3.0	32	34LCO

For more information, contact your local sales representative at (503) 224-4082.  
For environmental information, visit [www.dart.biz](http://www.dart.biz)

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## DART CLEARPRO CUPS!

Following industry trends in clear cold drink cups, Dart recently introduced its new Conex ClearPro line of Polypropylene (PP) drink cups. While the industry looked towards PETE resin based cups in the past because of its clarity, the new PP cups use 30% less resin, which enable pricing to be about 15% less than PETE products. Comparably, a 16 oz ClearPro PP (#16P) cup cost about \$6.50/case less than its PETE counterpart (16CT). One lid size fits the 12P, 16P, 20P, as well as the 24P. Custom printing is available in up to six colors, in the event customers choose to personalize cups with their company logo.

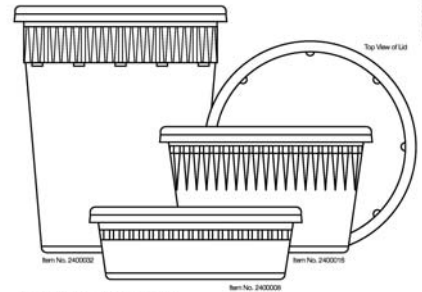


Dart also recently introduced a new size in its line of foam hinged trays, adding a 9"x9" tray (90HT1/3). The new product fits conveniently in size, between a 95HT1/3 & 85HT1/3, and is priced about \$1.25/case less than a 95HT1/3 equivalent.

## KARIOUT SOUP CUP PROMO

### Heavy Duty Plastic Soup & Deli Containers

Item No.	Product	Description	Color	Pack	Price
2400038	Plastic Soup/Cup	4.0 8 OZ Combo	Opaque	250	
2400016	Plastic Soup/Cup	4.0 16 OZ Combo	Opaque	250	
2400032	Plastic Soup/Cup	4.0 32 OZ Combo	Opaque	250	
2401012	Plastic Soup/Cup	12 OZ Combo	Opaque	250	
2401024	Plastic Soup/Cup	24 OZ Combo	Opaque	250	
2401030	Plastic Soup/Cup	Bulk Lid	Opaque	500	
2401108	Plastic Soup/Cup	8 OZ Cup Bulk	Opaque	500	
2401116	Plastic Soup/Cup	16 OZ Cup Bulk	Opaque	500	
2401132	Plastic Soup/Cup	32 OZ Cup Bulk	Opaque	500	
2401064	Plastic Soup/Cup	64 OZ Lid Bulk	Opaque	200	
2401164	Plastic Soup/Cup	64 OZ Lid	Opaque	200	



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While polypropylene resin prices have shown signs of strengthening, competitiveness on soup containers amongst domestic manufacturers has driven us to take advantage of special promotional pricing that Kariout has recently offered. For a limited time, and while quantities last, we will be offering exceptional prices on their line of popular soup cups.

Although the promotional pricing only applies to Kariout's 8 oz, 16 oz, & 32 oz cups, this limited offer should sell out quickly. In comparison to the WY equivalents, the Kariout 8 & 16 oz cups are priced \$5/case less, while the 32 oz cups are \$7.75/case for equal pack sizes.