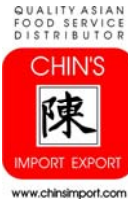


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PO Box 83035 - Portland, OR 97283-0035 - Tel: (503) 224-4082, Fax: (503) 224-0220

Web Site: www.chinsimport.com Email: keith@chinsimport.com



Chin's Import - Report

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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 117th 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 Special promotional sale items will be promoted at the event, featuring Lee Kum Kee items, of which can only be purchased on the day of the show. 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.



Thunder Group possesses a wide and diverse line of plastic & polycarbonate products, which reaches well beyond the range of products that we have previously offered to our customers. In the past, we primarily featured their fine line of rice cookers & warmers, however will be



expanded our offerings in the near future. Catalogs containing the full line of Thunder Group offerings are available from your sales representatives



With the growing consumer awareness moving towards utilizing more environmentally responsible packaging, we have seen usage of sugarcane pulp based products increase in recent months. Late last month, PrimeWare reduced prices on its complete line of hinged clamshells & round/oval plates, by an average of 8% across the board. While some users require "wet strength" characteristics of sugarcane based trays because they often become "soft", PrimeWare recently introduced (4) sizes of PLA coated 8" & 9" hinged trays. Although a PLA coated tray costs about 20% more than the uncoated version, an 8" PLA coated trays sells for about \$0.20/each.

COMPETITORS ANNOUNCE STYROFOAM PRICE INCREASES

During the month of August most all major foam manufacturers announced their intentions of increasing prices by 8-10% on September. Announcements from Pactiv, Genpak, & CKF, confirmed the industry's need to pass along higher

pricing, due in fact to higher raw material costs associated with polystyrene resin. While Dart Container chose to withhold from announcing any increases in their product line, sources confirmed that its competitors opted to delay the increase until October 1st. With everyone in the industry experiencing lost sales due to the general state of the economy, many do not want to jeopardize their share of the market by increasing prices. Thus, it's going to be a "wait & see" attitude on where the market is headed during the coming weeks.

AJINOMOTO PROMOTES CHICKEN POWDER

During the month of September, enjoy added savings of \$3.85/case off on Ajinomoto's



popular *Savor Rich* Chicken Seasoning 4/6#. The seasoning powder is popular amongst our customers as a quick and cost effective chicken soup base, or simply use the product to add flavor to any stir fry dish.



LKK INCREASES PRICE ON KUM CHUN OYSTER

On October 1st, Lee Kum Kee (LKK) has announced a 9% price increase on its *Kum Chun Brand Oyster Sauce* 6/5#. Simply translated, price on this variety of oyster sauce will increase by about \$1.50/case. While LKK sells (4) versions of its popular oyster sauce (Premium, Panda, Green Panda, & Kum Chun), the Kum Chun product is the lowest in price, however contains a lower concentration of oyster extract than its other counterparts. However, the variety is popular amongst buffets, as

well as applications whereby pricing is important.