



*Packers Agent &
Ingredient Supply Specialists*

S. KAMBERG & COMPANY, LTD. FOOD BROKERS

445 NORTHERN BLVD.
GREAT NECK, NY 11021-4804
(516) 482-4141 FAX: (516) 482-4147
e-mail: info@SKamberg.com www.skamberg.com

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This past year we have experienced many market changes. Since the spring, we have seen record high wheat prices, 33 year highs for soybeans, 10 year highs for corn and record prices across the broad spectrum of oils, dairy and eggs. No doubt, as a result of these climbing prices and higher returns to growers, not only will we see additional acreage for crops such as these, but also a variety of other factors, including export demand, alternative fuels, commodity fund buying, economic strength and especially weather will continue to play a large role in determining commodity prices in the future.

Of critical importance to food processors in 2008 will be the response of the consumer to rising food prices. Consumers have a wide range of food choices, from private label to other options and just as they are willing to alter purchasing patterns in the face of rising prices – so should you be aware of the many different ingredient sourcing opportunities and options available to you. Insight into the latest consumer food trends, and using this information as a guide, can be a valuable tool to new product development and bringing your business to the next level. Our accessibility to advances in food & health through science via the Institute of Food Technologists is available to you in order to learn more about ingredient trends, nutraceutical advances, processing initiatives and a wide variety of new and different perspectives available within this industry. These advances can open the door to create new products with desirable color, taste, texture and satiety to the consuming public.

We at S. Kamberg & Company are committed to our customers by working with growers and suppliers not only to maintain customers needs, but also to excel at providing superior service while building and maintaining new relationships with you. Ingredients, innovation and service are at the core of what we are pleased to continue to offer you. The need for innovation today is insatiable and driving nearly every company. By simply expanding where you get your ideas and allowing us to help bring you external resources and expertise that complement and enhance the work already taking place in your organization, we may offer a link to uncovering a product idea that will take you to the next level.

In the face of difficult and trying times, we hope you will look to S. Kamberg & Co. as a source to look for new and alternate supplies to satisfy changing times and product demands. As a forty plus year old business, we have survived through rough times before and we look forward to the opportunity to be of assistance to you in the future.

Regards,

Mark Kamberg
S. Kamberg & Company