



MARSANTA

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BELIEVE IT OR NUT!

Everything you want to know about Brazils.....The Brazil nut tree (*Bertholletia excelsa*) is a magnificent jungle tree which grows wild in the steamy Amazon Rain Forest Basin of Brazil, Peru, and Bolivia. It is often 150 feet or more high, and with a trunk that would take four adults touching outstretched arms to encircle. About 30 or so nuts are contained in a baseball sized or larger, hard, fibrous shelled pod. This pod is so thick that it doesn't even break when it falls from the tree. And what a fall! The pod is heavy - up to 2.5 kg - and free falls 100 feet or more, usually imbedding itself in the forest floor when it lands. The nuts are collected mostly by Indians, who, in the ripening season, canoe up the rivers where the trees grow. The collectors stay well clear of the trees when it is windy, but every season someone is injured or killed by the falling pods. The pods are broken open with an axe, and the nuts tipped into baskets and canoed back down to collecting points.



At the collecting points, such as Riberalta, which is located on a tributary of the Amazon in Bolivia, merchants pay the collectors for the in-shell nuts, and then dry the nuts down to the moisture content we expect when we receive. When first collected, the Brazil nut has a moisture content of about 30%, and is more like the texture of the meat inside a drinking coconut, than a Brazil nut as we know it. Once dried, a process that can take some time, the in shell nuts go to shelling factories, where they are further dried, usually with artificial heat, then handcracked, sorted by size, and vacuum packed for export.

As the Amazonian forest continues to be destroyed, these magnificent trees are felled or burned. Each year the yield has declined, each year the price goes up as a result. There are no plantations of Brazil nut trees, they are all collected from the wild.

Brazils are noted for their omega-3 fatty acid (alpha-linolenic acid) content, at about 7% of the fats present. Of the remaining fats, over half of the fats present are monosaturated fat (mainly oleic), about a quarter is polyunsaturated (linoleic, omega-6) and around 19% is saturated fat (palmitic and stearic). Brazil nuts are a good source of calcium at about 190mg/100grams, a very good source of magnesium (225mg/100 gms) and a particularly good source of selenium.

Brazils are good fuel for the body, with about 66 grams of fats and 10 grams of carbohydrate per 100 gram serving. And there is about 14 grams of protein in that serving.

THE REAL DEAL ON BRAZILS

Marsanta stocks medium, midget and chipped Brazils. This month we have 100 only cartons of top quality medium Brazils from a recently arrived container available at just **\$9.95 kg**. Packed 20kg vacuum packs. First come first served for this great deal.

HERBS & SPICES

Great News! We are back in the game. A comprehensive range of Herbs and Spices will be available in 500gm pack sizes early May. Full details available in our May price list.

THE REAL DEALS

The great deals keep coming. Look out for our regular flyers—if you are not receiving these then register your email address at nuts@marsanta.co.nz

These deals only apply to limited quantities of product—so be quick !

IRANIAN SULTANAS 12.5kg

Our first container of Iranian Sultanas has been well received. They are slightly lighter in colour than Turkish, very clean, and with slightly thicker skins. Our next container is just a few days away, so to clear the first container we are offering at \$1.99 kg—no more than 30 cartons per customer please, we want to share this great deal around.

EUROPEAN POPPY SEED

We have imported European Poppy which has a similar specification to Australian. Prices on Poppy worldwide continue to firm, so prices will inevitably continue to increase here in New Zealand. Packed in 15kg, we have limited stock available for May at \$2.99 kg.

DICED APRICOTS

We have a huge range of different dice sizes of Turkish Apricots. This month help us reduce our stock of 8–10mm dice, packed in 10kg at the special price of \$3.99 kg. Our overstock is your gain.

PINEAPPLE CHUNKS HEAVY SYRUP

Kara brand Indonesian Pineapple will never be the cheapest on the market—but it will always have the best colour. The reason for this is that it is produced from a different (much yellower) variety of Pineapple than the canneries in Thailand use. This month we have a great deal (while stocks last) on golden yellow Kara Pineapple Chunks in Heavy Syrup at just \$20.95 per carton of 6 x A10.

COCONUT LOW FAT MEDIUM-FINE

Packed in 25kg bags, this product has a fat content of only 65%, but retains good taste, and for May is priced at only \$1.49 kg.

SP 10 Spray

A proven quality quick release spray for all bakeries. Packed 12 x 500ml, our Traders currently have great contract prices for all bakeries who are using on a regular basis. Call us for a great price.

PRODUCT UPDATES:

TOMATO PASTE Top quality Norida brand Tomato Paste is back in stock. We have 6 x 4.5 kg and 12 x 830gm available now, with 6 x A10 (3kg) arriving end May. Over half our latest container had sold within 24 hours of arrival, so we encourage forward orders be placed so that we can ensure we have stock for you.

APPLE Chinese Dehydrated Apple has landed! This has been a difficult year for Chinese apple, but we have managed to secure some supplies. Available now, packed in 10kg cartons, are **Broken Rings** (great for retail) and **Strips** (great for breakfast cereals, muffins etc). Unfortunately our shipment of **Diced** has been fully sold already—although we do have more arriving. Ask your Marsanta Trader for details.

MORELLO CHERRIES Just landed is a small consignment of Morello Cherries (sour pitted) in 6 x 4.5kg. This is the last shipment for the year, so stock up now.

PINENUTS Supplies of Pine Nuts have been restricted, with consequent escalation in price, due to political arguments between Mongolia and Chinese traders. However we do have limited supplies of both large and small in stock now, with the next shipment due late May. Call for details.

USA RAISINS We now have in stock USA TSR Select Raisins packed in 12.5kg cartons at \$3.50 per kg. Also available are South African, and Turkish Thompsons Seedless Raisins.

YEAST Both 10kg & 24 x 500 gram will again be available ex stock in May.

OLIVE OIL The forward price of Olive Oil internationally has stabilized due largely to buyer resistance to the continually rising price. Our next containers are more expensive due to the lower currency levels. However, we do still have stock of Pomace Olive Oil which we can offer at old prices until stocks are exhausted. Be quick while stock lasts.

GARLIC Short supply in China as the season comes to a close has pushed prices higher. We expect to see lower prices with the new crop, but unfortunately we won't see new crop product here for another 5 months.

ALMONDS Although predictions for the new Californian crop are that it will be larger than the 2005 crop, we are continuing to see some price fluctuations. During the last month, at one stage we saw a price jump of US 30 cents per lb overnight (equivalent to NZD 1.10 kg). This was after prices had reduced somewhat. Overall we don't see further major price increases for Almonds, and believe there could even be some reductions over the next few months.

SLICED APRICOTS This product has been a great success with breakfast cereal manufacturers, but also has applications in bakery and food service. Better described as a strip, the sliced apricot is like a long diced apricot. Now available ex stock in 10kg cartons at \$4.65 kg. Ask your Marsanta Trader for a sample.

SUNDRIED TOMATOES are available as **Halves** at \$5.80 kg, and **Ready to Eat Halves**, and **Ready to Eat Diced**, both at \$6.55 kg. The **Ready to Eat** product is gradually taking over the market as manufacturers and restaurateurs find the minimal extra cost saves a huge amount of labour. Once opened, the **Ready to Eat** product must be refrigerated. Remember that there are various qualities of SDT available in the market. The Marsanta product is a genuine Sun Dried **Ready to Eat**—not a semi-dried product.

PISTACHIO The Pistachio market at first seems confusing, with **Roast & Salted** (in shell) going up in price, and **Kernels** reducing. However, the key is the origin—**R & S** are from California, and **Kernels** from Iran. Call for full details.

HARD INFORMATION—OR SCAREMONGERING ?

The Apricot trees around the main growing area of Malatya in central Turkey are currently flowering, and weather conditions (particularly temperature) have significant impact on the potential size of the new crop. Therefore news of weather and temperature is eagerly sought. Although Marsanta has 2 primary suppliers we work closely with in Turkey for our supplies of Apricots, we regularly communicate with a number of others - just to ensure the information we are receiving is correct.

During the past week we had urgent messages from some processors telling us of frosts around several areas where there is new flowering, that had the potential to damage up to 40% of the overall crop. Obviously news such as this has the potential to push price increases as traders fear a smaller new crop.

However, hard on the heels of the news telling us of frosts, came messages telling us that it was very cold, but not a frost, and that some people are spreading the news of a frost in order to push prices up, and also to make it easier to sell stock they still have in their stores.

Once again, it shows the benefit of talking to more than one party, to get the real information.

INDENT AND FORWARD ORDERS

How do indent and forward orders work?

Wherever we can reduce costs, we are pleased to pass these savings on to our customers. One way we can make savings is by delivering orders direct from incoming containers. Place the order before the container arrives, and we unpack the container and deliver. You make the savings.

Similarly, customers placing forward orders assist with our import planning, and we pass the savings along as well.

Ask your Marsanta trader for indent and/or forward deals on any of our range.

A selection of the indent opportunities over the next few weeks are:

Canned Mango Slices in A10 cans: The first container of new crop is due early May.

NW Pumpkin Kernels: A paler green colour, but priced at around \$4.75 kg (dependent on quantity) these arrive mid May.

Hazels: There has been a dip in prices in Turkish Hazels for arrival mid-June.

Turkish #2 Apricots: We have picked up an extra special deal on #2 (large) Turkish Apricots landing mid-May.

CousCous: Supplies are tight just now, but we can offer special deals out of the next container, as usual from Tunisia.

THE MARSANTA TEAM

We are pleased to welcome Xiaohui Smith to the Marsanta Team. Xiaohui takes up the position of Customer Services Representative. She has 10 years experience in Sales & Marketing both within NZ and Overseas, and a technical background in Chemistry.

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