



# FruitSmart®

The Smart Choice...Naturally

Fruit Ingredient Supplier and Processor

Monthly Newsletter  
September 15, 2005  
Volume 2, Issue 9

**FruitSmart®, LLC**  
P.O. Box 177  
14502 North Rothrock Road  
Prosser, WA 99350  
Phone: 509-973-3500  
Fax: 509-973-3501  
[www.fruitSMART.com](http://www.fruitSMART.com)

**Prosser, WA Office:**  
Jim Early  
Cell: 509-832-0724  
Email: [jearly@fruitSMART.com](mailto:jearly@fruitSMART.com)

James E. Gauley  
Cell: 509-840-2457  
Email: [jegauley@fruitSMART.com](mailto:jegauley@fruitSMART.com)

**Seattle, WA Office:**  
Rebecca Olsen  
Sales and Marketing  
Cell: 206-963-7115  
Fax: 206-363-4941  
Email: [rolsen@fruitSMART.com](mailto:rolsen@fruitSMART.com)

Proud users of  
**Parity Food Enterprise™**  
software and services:  
Parity Corporation is the Leader in  
Information Systems & Services for the Small  
to Mid-Sized Food Manufacturing Enterprise  
[www.paritycorp.com](http://www.paritycorp.com)

## Featured Inventory:

65° Clarified Guava Concentrate

Cultivated Blueberry Essence

Red Raspberry Essence

Concord Grape Essence

32° Apricot Puree Concentrate

*Please call us for a quote.*

## FruitSmart® Grape Seeds and Seed Oils



*Chardonnay Grape Seeds and Seed Oil*

FruitSmart® is now proudly offering a full array of varietal grape seed and related value-added grape seed products. Grape season is currently in progress and we are taking orders for your specialized needs.

Whether it be a crushed grape seed for use in a specialty cosmetic exfoli-

ant, a high value varietal grape seed oil for the specialty culinary market, or whole grape seeds for extract, we can tailor our products to suit your needs.

### Event Calendar

#### **IFT Suppliers' Night** *(Tentatively Scheduled)*

October 19, 2005  
Holy Trinity Greek Orthodox Church  
4070 Park Avenue  
Bridgeport, CT  
[www.ift.org](http://www.ift.org)

#### **Supply Side West** **International Trade Show** **and Conference**

November 9 - 11, 2005  
The Venetian and Sands Expo  
Las Vegas, Nevada  
[www.supplysideshow.com](http://www.supplysideshow.com)

*Please contact us to arrange for a meeting.*

## Crop News: Concord Grape



Concord grape harvest is just getting started in Washington, with the anticipation of a large crop. The field price has been announced by several processors at \$100/Ton. This is a bit lower than last year, and well below

the long-term average price to the grower. The return per acre will be higher than last year because of the large crop, but the growers will continue to struggle at these numbers.

The market price for 68° Concord Grape Juice Concentrate is currently \$8.00 - \$9.25/Gallon in drums, depending on quality and volume. We are expecting the price to hold in this range, or soften slightly, for new contracts.

The industry is facing a very large crop with the Eastern crop estimated at 239,000 tons and the West expects to harvest 250,000 tons.

The primary concerns at this stage include getting the crop ripe, especially in the higher yielding vineyards and whether the entire crop can be processed before a hard frost.

## Available: Cranberry Products



FruitSmart® is pleased to announce our expanded role in working with Cape Blanco Cranberries. Cape Blanco Cranberries is a grower/packer of superior quality cranberry products, including Fresh Cranberries, Cranberry Fruit Trio®, High Grade Frozen Cranberries, Bulk Frozen Cranberries, and Cranberry Juice Concentrate. They are

located in Port Orford, Oregon (near Bandon), which is known for its production of high color, vine-ripened cranberries.

We are pre-booking Whole Frozen Cranberries in 40# cases this season and look forward to working with you. Please call us today to discuss your needs.

"We ought to do good to others as simply as a horse runs, or a bee makes honey, or a vine bears grapes season after season without thinking of the grapes it has borne."

-Marcus Aurelius

*Our thoughts and prayers go out to the many lives touched by Hurricane Katrina and its aftermath.*