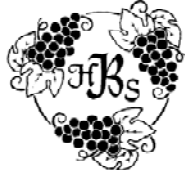


SINCE 1982



Annual Newsletter

March 2007

33rd edition

Est. 1982

A brief report on the Concord grape crop and market appears on pages 1 and 2. If you have no interest in Concord, please check pages 3 and 4 which describe the industrial ingredients we handle.

US CONCORDS

The 2006 crop harvested in the US totaled 372,900 tons, down 66% from last year but only 8% smaller than the previous 10 year average.

See chart no. 1.

Substantial spring frost losses occurred in all of the Eastern areas. In the NY-PA-OH belt most of which borders Lake Erie there was no ice in the lake due to a mild winter. This took away the traditional protecting effect of delaying bud break. The 181,600 tons produced there indicated that nearly 20% of the crop was lost to frosts that destroyed new shoot growth. Many growers were affected. Others in more frost free areas had bumper crops. Harvesting the crop was very difficult as rainfall was near record and some mechanical harvesters had to be towed through the muddy vineyards. Fortunately, as of mid March, the lake is fully covered with ice.

Michigan was hit even harder as buds pushed their shoots out earlier than average and nearly all vineyards in the state were damaged by spring frosts. The crop totaled only 15,350 tons which was 77% less than in '05.

Washington Concord vineyards that had produced a huge crop of 275,000 tons in '05 produced 175,000 tons, 36% less. This was largely because the vineyards needed a rest, but a large acreage in the Eastern end of the growing area suffered severe losses to hail storms.

Carryover inventory approaching the '06 harvest was lower than expected following the record '05 tonnage. Bulk Concord juice and concentrate processors lowered their prices to move the large volume. Concord concentrate pricing was below that for generic red grape concentrate and many end users added additional Concord in their formulas.

Prices paid growers increased in both the Eastern and Western production areas as the crop was estimated to fall below average, the carryover was low and demand had increased. See chart no. 2.

Bulk Juice & Concentrate Prices have increased steadily. Opening prices of 68° concentrate were up approximately 26% in the East and about 1/3 in the West vs '05. They have risen more. Bulk processors now have their Concord prices higher than generic red concentrate but have sold most of the volume with some stating "sold out". ConCORDS have some health claims that the generics do not have and are more flavorful than generics. See chart no. 3.

Crop Prospects No serious winter injury has been reported and crop prospects for the '07 US crop are average at this point.

INTERNATIONAL CONCORDS

Ontario:

Their '06 crop was 22% larger than average. The grower price dropped 11%. A surplus of ConCORDS is imminent as Cadbury has notified growers that they will not renew their contracts after the '07 crop. A government program to subsidize re-planting with other varieties is being promoted by the growers.

Brazil:

The '07 crop, harvested during January-March was off about 10% from average. The grower price increased 10% to approximately \$230/ton which is higher than US prices. The domestic market is utilizing more Concord and any concentrate available for export may be non-competitive in the North American market.

**** 25 YEARS ****

Thanks to all of our many clients & friends!

The motto of our family owned business remains:

Honesty

Integrity

Confidentiality

Dedicated, personalized service to our clients

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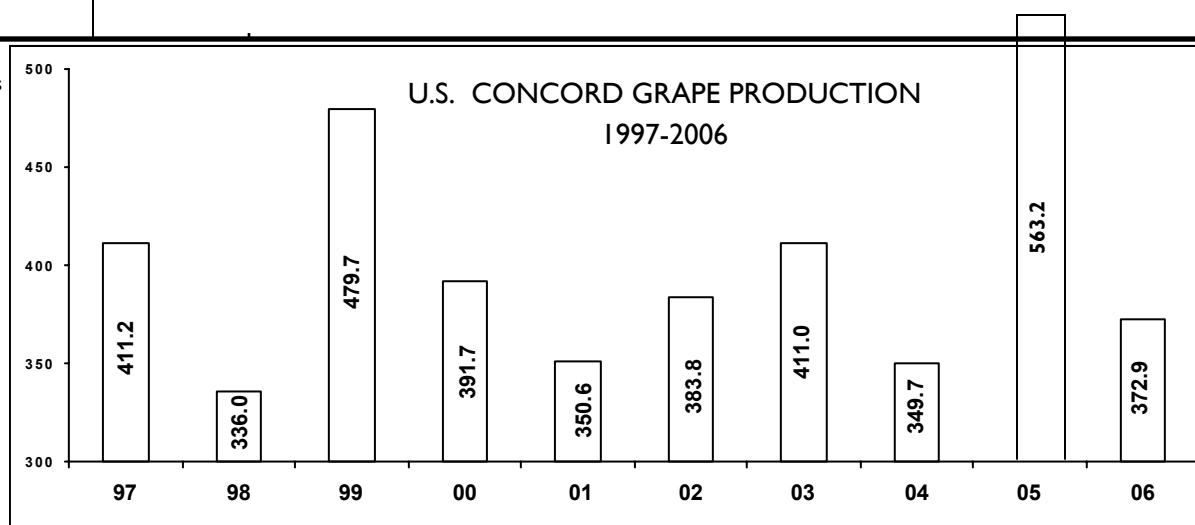
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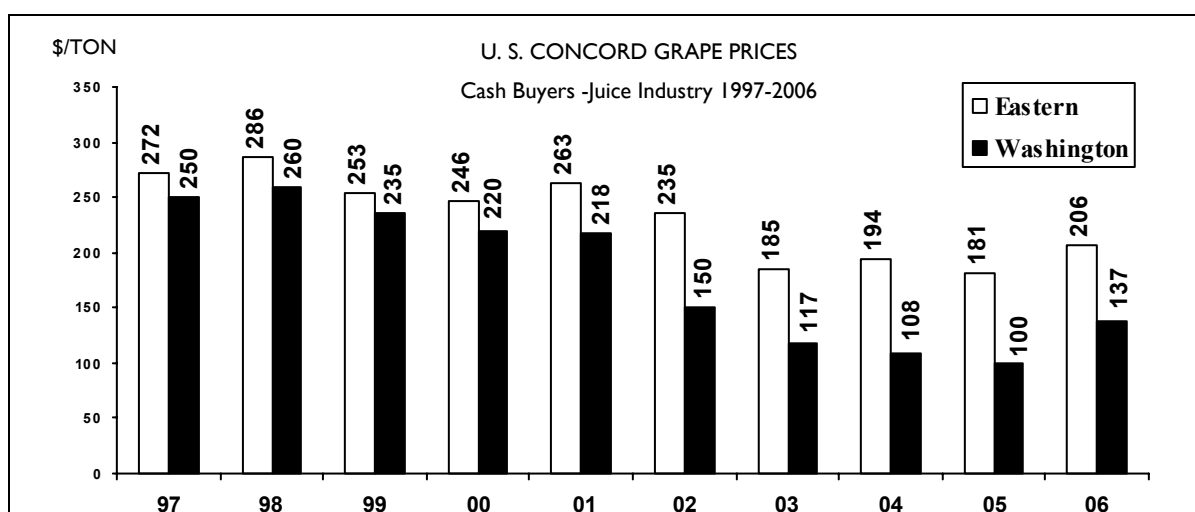
Tons/000's

Chart 1



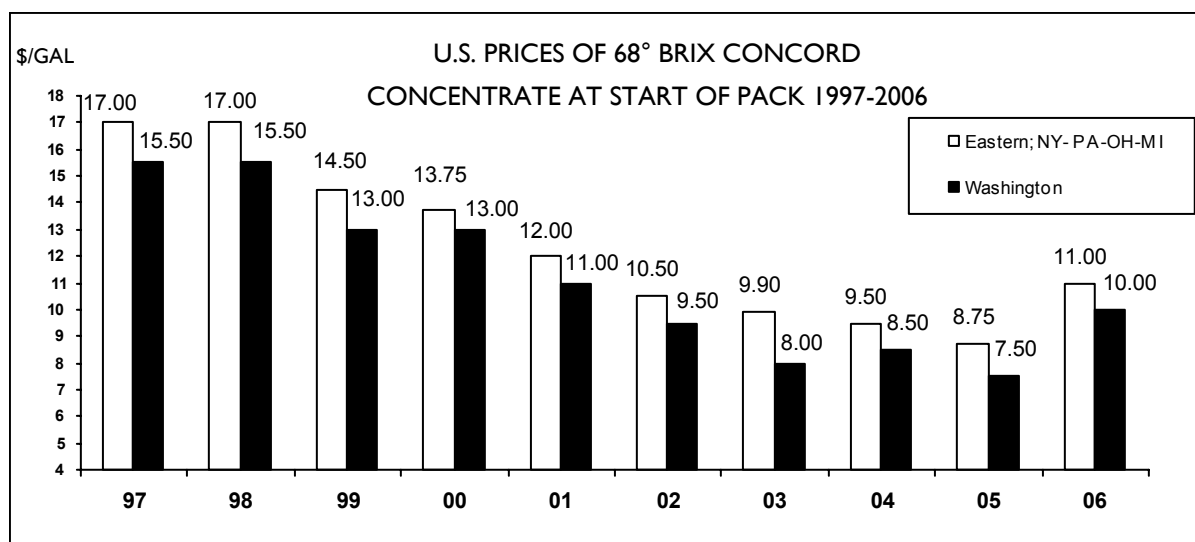
The '06 crop was 191,000 tons or 66% smaller than the record crop of 05 but only 8% under the 10 year average.

Chart 2



Prices paid growers increased from last year by 14% in the East and 37% in the West due to the smaller crop size

Chart 3



Prices have since advanced in both the East and West with some bulk processors already sold out or nearly so. New crop is not available until November/December '07.



Major Product Groups: Domestic & Imported Industrial Ingredients

- Fruit & Berry Juices, Purees, Concentrates and Powders**

Most varieties from Acai to Cranberry to Pomegranate to Watermelon

- Frozen and Dried Fruits and Berries**

Juice stock to Grade A, IQF, Dried

- Grapes**

Freshly harvested, nfc single strength juices, purees, concentrates or powders

Concord, Niagara, many other varieties of Labrusca and French Hybrid

Vinifera grape juices and concentrates from Canada, California and S. America

- Concord grape essence – Always in warehouse.** Most other fruit essences.

**PLEASE VISIT OUR WEBSITE
FOR NEW PRODUCT LINES:**

www.herb-barber-sons.com

Additional Product Lines

Organically Certified Eastern Concord Grapes :

We are offering grapes, juice & concentrate which are certified organic by the Pennsylvania Organic Certification Program and the USDA National Organic Program. The grapes are grown by Cevaj Farms of North East, PA.

Western Organic Concords also available.

Freshly Harvested Grapes:

We offer freshly harvested grapes of most varieties of Vinifera and French Hybrid produced in Washington, California and Ontario Canada. They are available as hand picked bunches of grapes packed in 36-40 lb cartons or in 900 lb cardboard watermelon bins. You could order them as mechanically harvested grapes in bins or frozen in drums.

VINIFERA & FRENCH HYBRID GRAPES, JUICES & MUSTS :

We are a sales agent (exclusive for the US) for Niagara Vintners Inc. of Virgil Ontario Canada, one of the largest of the new wineries. We are offering their Vinifera and French Hybrid grapes, juices, (including ice wine), and musts, which are produced in the famous Niagara-on-the-Lake growing area. They are top quality grapes produced by 20 grape growers who own the winery. White varieties are available in bins off the harvester or as bulk loads of juice. The Red varieties may be shipped in bins off the harvester or as must pumped into bins off the destemmer. Please call for details including varieties available and current pricing.

Organic Bulk Noni/ Borojo:

- Juices and powders for health food drinks, nutritional supplements and pet foods.
- Organic Noni leaves, whole or granulated, for green teas.

Fruit raised from volcanic enriched soils in Panama.

Ask Us About:

Concord grape juice, concentrate and other fruit juices, purees, concentrates and frozen fruits from CHILE.

DISTRIBUTORS WANTED FOR RETAIL NONI PRODUCTS

We offer Organically Certified Noni juice, Noni Green Tea, Noni capsules and more for distribution to Natural Foods Stores and other retail outlets - Call for information on becoming our distributor.

FRUIT AND VEGETABLE HARVESTING LUGS - new/used



- Ropak Model TB-30
- Heavy duty, food grade, polyethylene
- Stack when full/nest when empty



INGREDIENT LISTING

Available as juices, purees, concentrates or fresh or frozen fruits.

GRAPES

Concord
Concord/Red or
White Blends
Concord Type
Most Wine Varietals
Muscat
Niagara
Red Grape
- all colors
White Grape
- standard &
deionized

OTHER FRUIT

Acai, Acerola, Apple
Apricot, Banana
Cherry
- RSP/Dark Sweet
Grapefruit, Guava
Honeydew, Kiwi
Lemon, Lime, Mango
Orange, Papaya
Passionfruit
Peach, Pear
Pineapple, Plum, Prune
Pomegranate
Watermelon, Tomato

BERRIES

Aronia
Blackberry
- evergreen/marion
Blueberry
Boysenberry
Cranberry
Currant
- black/red
Elderberry
Loganberry
Raspberry
- black/red
Strawberry

DRIED FRUITS: Apples, Apricots, Bananas, Cherries, Dates, Figs, Nectarines, Oranges, Peaches, Pears, Plums, Prunes, Raisins and Mixed Fruit

FRUIT ESSENCE (AROMAS): The full line of grape, fruit and berry essences; standard and high fold Concord always in warehouse

FRESH GRAPES: Truckloads of mechanically harvested or hand picked grapes from all N. American growing areas. May be shipped in lugs or bins from Washington, California or Eastern areas.

NUTS: Almonds, Brazils, Cashews, Filberts, Macadamias, Peanuts, Pecans, Pinenuts, Pistachios, Walnuts, Sunflower Kernels and Mixed Nuts

ORGANIC NONI & BOROJO JUICES, PUREES, POWDERS, LEAVES Products of Panama

GRAPE SEEDS / GRAPE SEED OIL

DRIED FRUIT PUREES AND BUTTERS / CRUSHED CITRUS PUREES

ORGANIC HONEY & MOLASSES / ORGANIC GINGER PUREE/JUICE

Most of the above products may be offered KOSHER; many are ORGANIC

Contact us to discuss your requirements or offers of sales!



MEET SUE SHEARER

Sue confers with Van Barber, VP of Sales, about her new assignment as an Industrial Food Broker. She has 8 ½ years experience with the company as Office Manager / Secretary and handling the sale of harvesting lugs.

Sue is now available as one of your direct contacts for servicing your account; searching for products, providing quotes and samples, and confirming orders and deliveries / Or for finding buyers for your products. You'll enjoy her personality and dedication to providing you with excellent service. Please call or email her anytime at: sue@herb-barber-sons.com.