

## PEPPERONCINI SHORTAGE

As reported previously, the Pepperoncini Supply is extremely tight and will continue to be so through the summer. Although there is no perfect substitute for this item, a great one to consider is Sliced Banana Peppers, item #45778.

This versatile pepper has a great pickled pepper flavor without being too hot and a great texture as well.



**Stop by our booth at  
the NRA Show 2012:**

**Booth #3462**

May 5 – May 8  
McCormick Place  
Chicago, IL

## BASMATI RICE

Due to new and strict FDA inspections for the Khapra Beetle and pesticides, overseas suppliers need to arrange all basmati rice to be inspected and certified prior to shipment. Needless to say, this is time-consuming. The inspections add an extra 2 weeks to the lead time.

## BABY CORN

The Baby Corn situation in Thailand does not seem to be improving. Last year, flooding knocked out much of the crop. This year, the yield is normal, but there is still a shortage of raw material due to less acreage being planted. Farmers find it less attractive to plant baby corn as it requires much management, and is not as profitable as other crops. Moreover, farmers are preferring to pick larger sizes of baby corn rather than smaller sizes as the larger ones are easier to pick and sell for a higher price.

## HEARTS OF PALM – WILD

Weather continues to be the main cause of raw material shortage of the Wild Hearts of Palm in Ecuador and Colombia. Heavy rains are making access to the palm trees very difficult in some areas. The collected quantities are very limited currently. Brazil, on the other hand, has no problem with product availability; however, due to the continuous revaluation of their currency, prices are very high.

## ROASTED PEPPERS – PERU

While the packers expect a good supply of peppers, price may still increase 3–5% due to weather conditions. Also, the Peruvian currency against the US Dollar is up about 6% — and the rise of labor cost and packaging materials are expected to be a factor this year.

## EUROPEAN EGG SHORTAGE – BAKED & FROZEN ITEMS

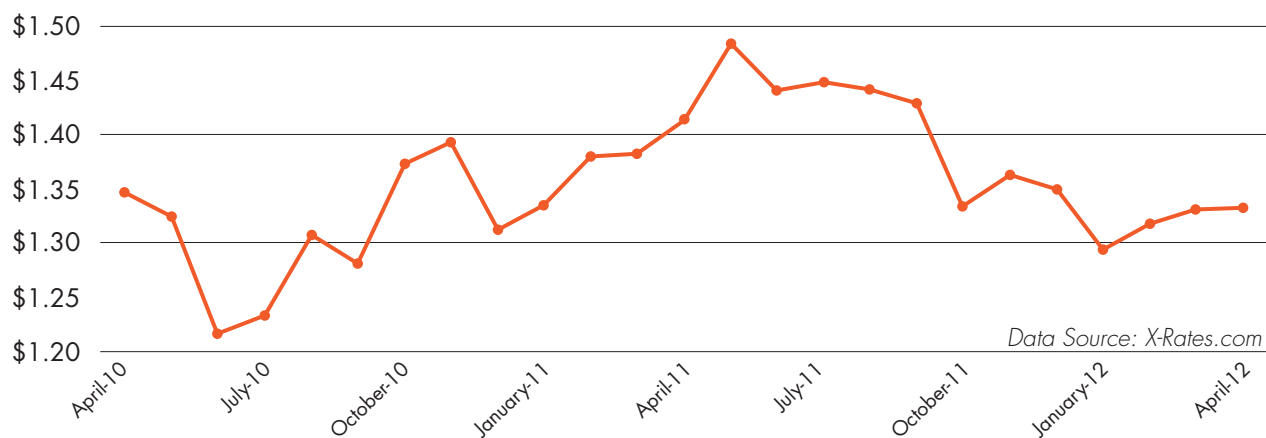
New EU regulations requiring farmers to treat chickens more humanely have caused widespread disruptions in the market for fresh eggs in Europe. The new regulations, which call for larger cage sizes for egg laying chickens, have caught farmers ill-prepared and they have been unable to keep up with fresh egg demand while they reconfigure their farms to meet the new regulations. Currently the EU egg shortage is at 21 million eggs weekly, and prices have increased about 75% since October 2011. Suppliers are now being forced to increase their pricing, with the increase depending on the percentage of eggs in their products. Expect to see price increases later this summer.

Items that are impacted by this shortage are Baked or Frozen items such as Lady Fingers, Tartlettes, etc.

## PINEAPPLE – THAILAND

Currently, there are actually good inventory levels of Pineapple in Thailand, but in an effort to support the farmers' livelihood, the Thai government committed to buying 200,000 tons from April to June in order to keep the price high (and most likely, garner more votes from farmers come next election). Raw material price will increase more than 4.00 Baht/kg. Packers have begun to pass the higher cost along. The one positive is that quality is very good.

## US DOLLARS NEEDED TO PURCHASE 1 EURO PAST 24 MONTHS



On April 16, 2012 the U.S. dollar closed at \$1.3024 against the euro.

The graph above shows the trend from April 1, 2010 – April 2, 2012.

## NEW ITEMS:



**Lemon Pesto:** #46936, #46938  
**Arugula Pesto:** #46926, #46928



**Pouch Packed Vegetables:**  
 Beans, Beets, Lentils: #46400, #46402,  
 #46404, #46406, #46414

- Ready-to-serve –
- Vacuum packed in pouches –
- Imported from France –
- Only salt added –



**Truffle  
 Balsamic  
 Glaze:**  
 #76344

## RECIPE: ARUGULA PESTO SALMON

Here is a recipe idea using our new Arugula Pesto.  
 Please inquire if you'd like to receive a sample.

### Servings: 4

Prep: 3 minutes  
 Cooking: 18 minutes  
 Other: 5 minutes  
 Total: Under 30 minutes

### Ingredients:

2 lbs. Fresh Wild Salmon Filet,  
 skin removed and cut  
 into 4 filets  
 1/3 cup Roland® Arugula Pesto  
 As needed: Roland® Fine Sea Salt,  
 Freshly Ground Black Pepper

**Difficulty:** 🍳 🍳 🍳 🍳 🍳

### Procedure:

1. Preheat grill for medium heat.
2. Lightly season each salmon filet with sea salt and freshly ground black pepper.
3. Evenly coat the nice looking side of each filet (non-skinned side) with a thin layer of Arugula Pesto.
4. Place salmon on lightly oiled grates, pesto side up.
5. Cook salmon for 14–18 minutes or until fish flakes easily with fork.
6. Serve on Israeli Couscous, other grain, or a bed of greens with a light vinaigrette.

## Kristin Vaill, CCSP

Regional Sales Manager,  
 National Accounts

3370 N. Hayden Rd. Ste 123-103 • Scottsdale, AZ 85251  
 E-mail: kristin.vaill@rolandfood.com  
 Phone: 732-392-4443 • Fax: 732-626-6180

American Roland Food Corp.  
 71 West 23rd Street  
 New York, NY 10010  
 rolandfood.com

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