



American Spice Trade Association

Dehydrated Garlic Crop Report

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2010 Annual Meeting and Exhibits
Naples, Florida

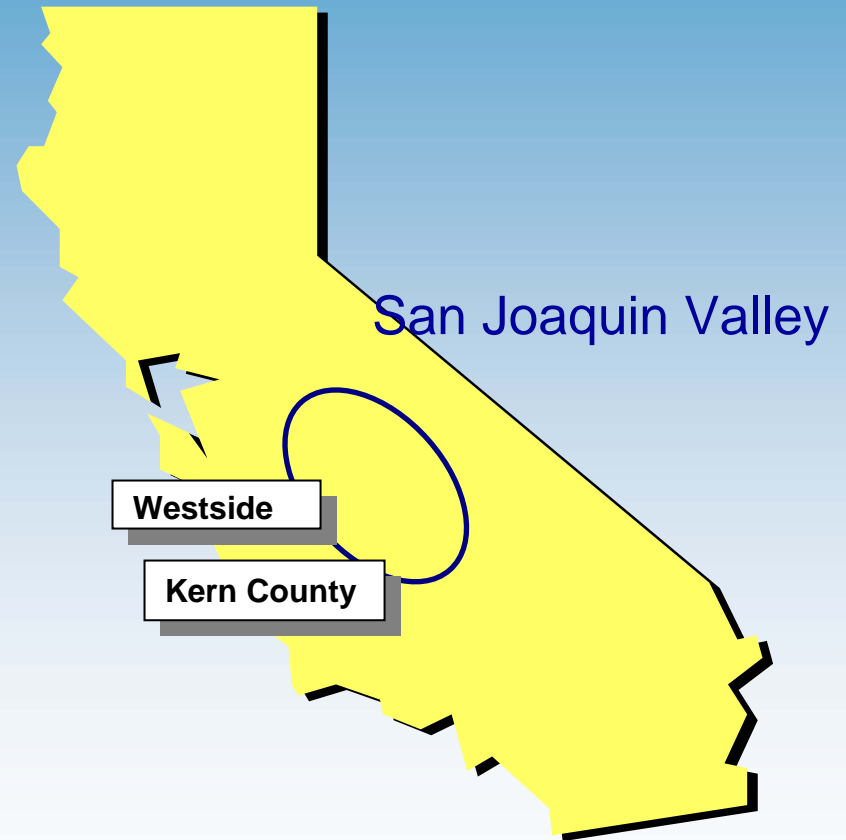


Overview

- Growing Areas – Garlic for Dehydration
- Garlic Crop Update for 2010 (US & China)
 - History
 - Current Conditions
 - Issues impacting supply and price
- Future Trends

Primary Growing Regions

- California
 - Garlic for dehydration is grown primarily on the West Side of the Central San Joaquin Valley
- Garlic seed (cloves) is grown at high elevations to give the seed vigor
- Garlic seed can't be stored limiting quick production adjustments



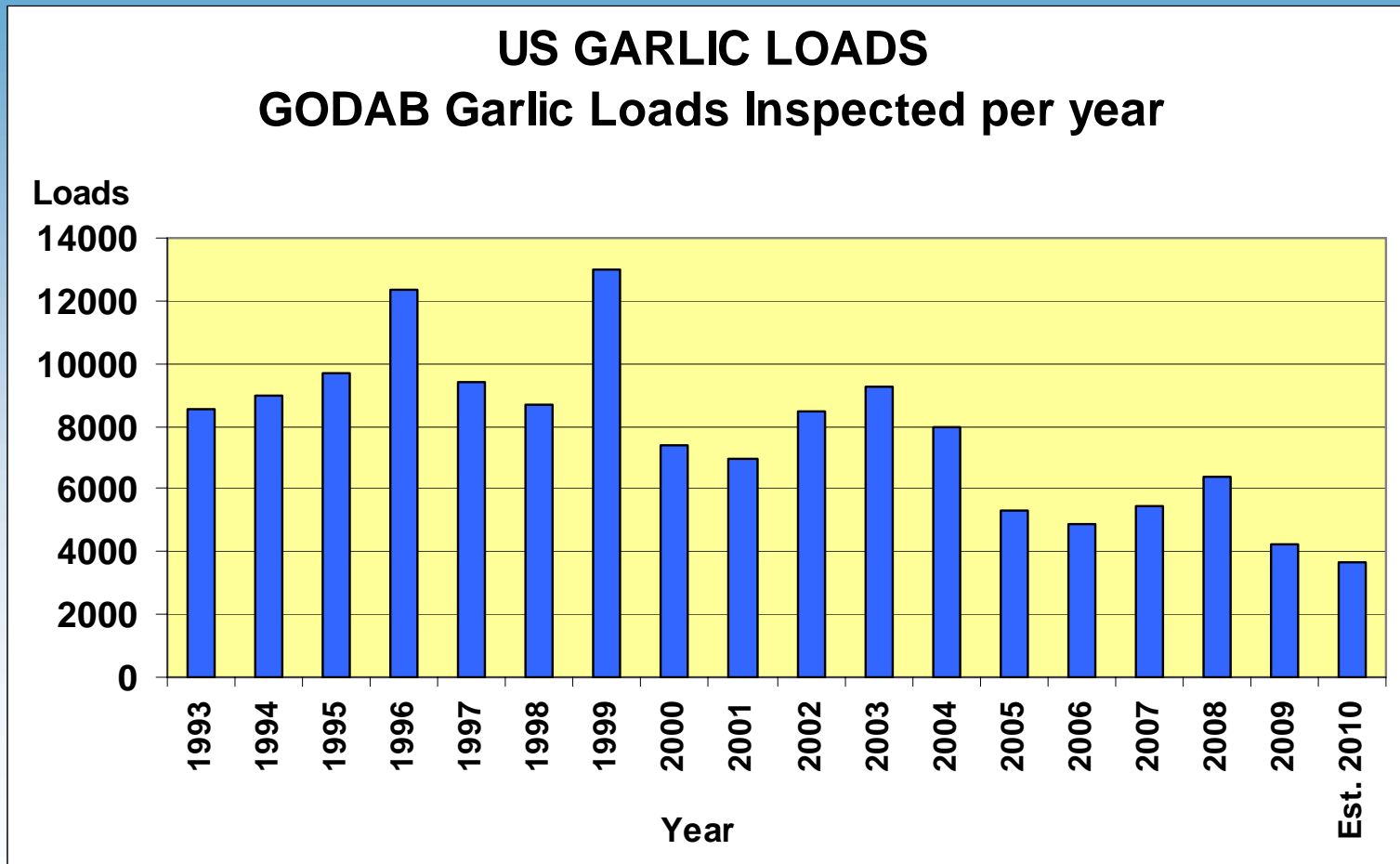
Primary Growing Regions

- China
 - Area in **green** denotes main growing regions
 - Area in **red** denotes main processing areas



US Garlic Historical Production

(Source: California Garlic and Onion Dehydrated Advisory Board)



California Garlic Crop Status

- 2010 crop was planted on time
- Plantings down 30% compared to last year
- Overall the crop is progressing well and on target

California Garlic Crop Issues

- Water quantity and quality continues to be an ongoing issue
 - Resulting in limited available land
- Other input costs have stabilized
- Potential shortfall in the fresh crop out of China

China Garlic Crop Status

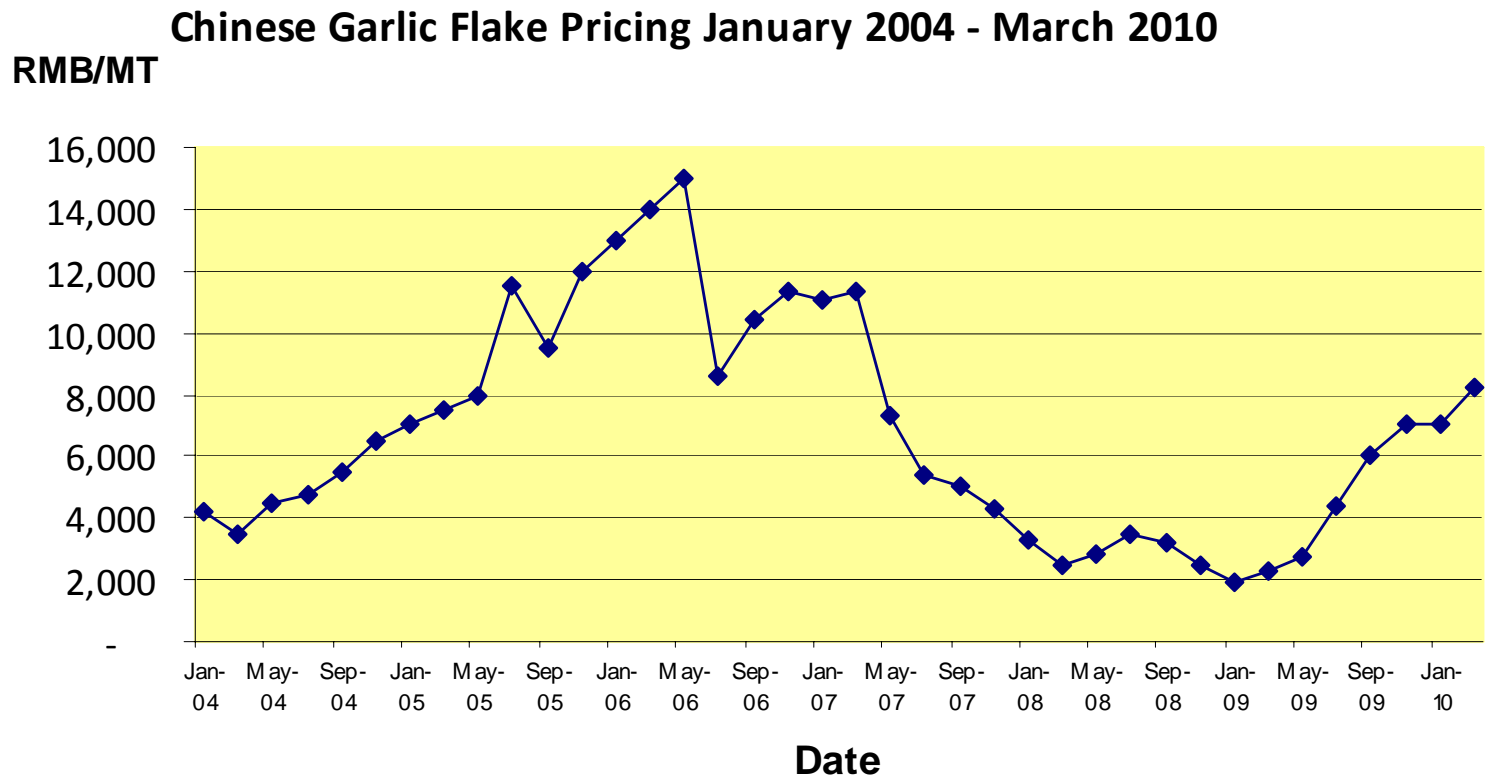
- 2008 over supply combined with low returns to farmers resulted in less acreage planted for the 2009 harvest, by 30-40%
- Fresh market exports hit record high levels in 2009
 - Value nearly quadrupled
 - Supply unable to keep up with demand
 - Short crop
 - Garlic consumed for medicinal properties to protect against H1N1 flu virus fueled demand

China Garlic Crop Status

- 2010 crop plantings are up 15% over last years plantings, but down compared to historical highs
- The price of flakes made from new crop is expected to reach levels last seen during the winter of 2005/06 and the spring of 2006

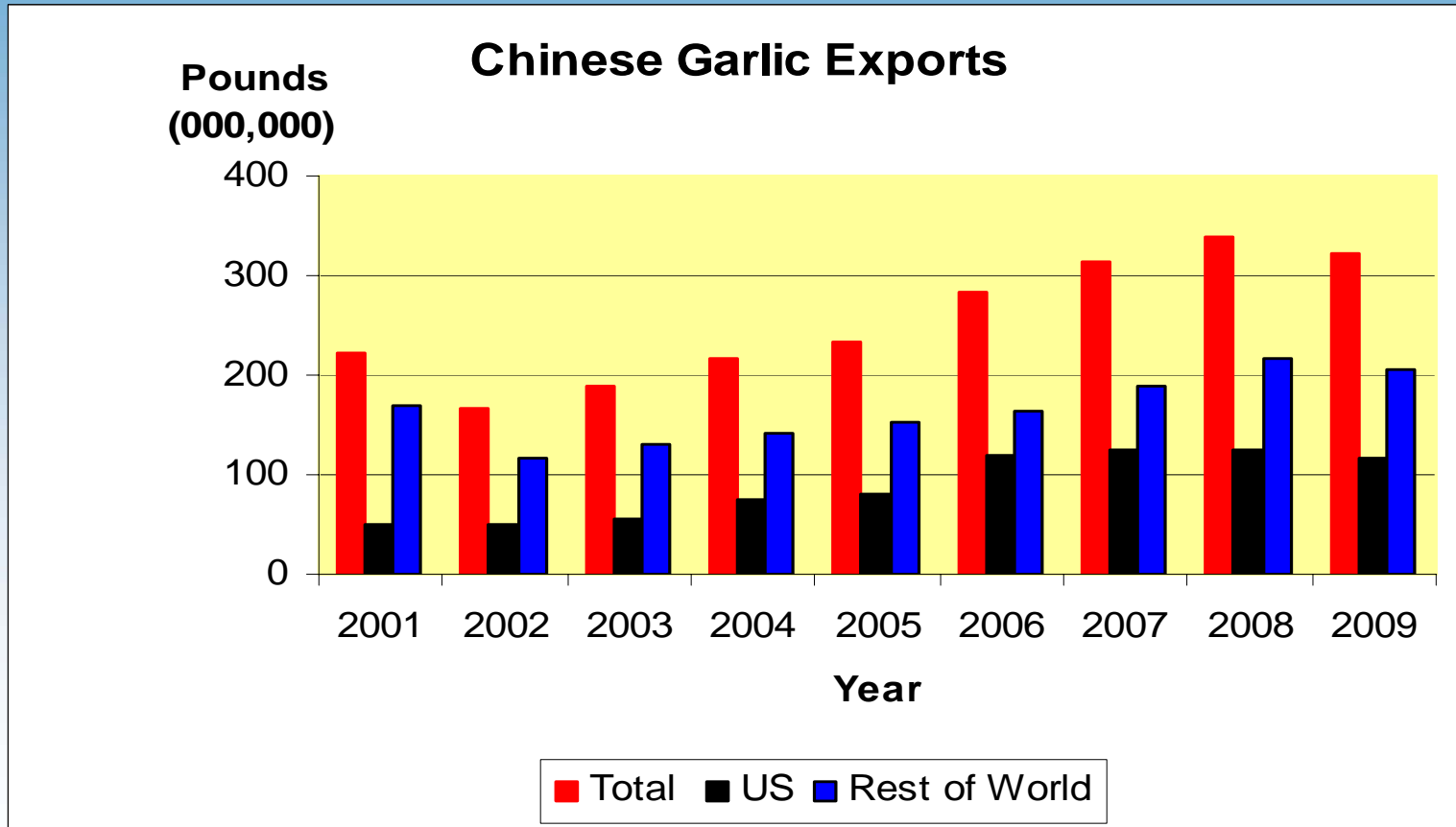
Chinese Garlic Flake Pricing

January 2004 – March 2010



Chinese Garlic Exports

2001 - 2009



Thank you
Troy Dryden
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