

Otis McAllister

## News from the Global Trade Experts

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### US TRADE REPRESENTATIVE SUSAN SCHWAB AND OTIS McALLISTER DISCUSS FTAs AND SMALL BUSINESS

In September, Otis McAllister had the pleasure of welcoming United States Trade Representative Susan Schwab and the Department of Commerce to discuss free trade and its advantages for small businesses. The meeting agenda focused primarily on the FTAs between Panama, Colombia and Republic of Korea – all of which are pending for Congressional approval.

In these three countries, there is a combined total of nearly 100 million consumers and combined GDP of more than 1 trillion dollars. These are two economic resources which create a tremendous potential for revenue and should be fully exhausted through implementation of free trade agreements.

As a traditionally export-driven company, Otis McAllister strongly favors free trade agreements because they promote stability and growth in regions which are plagued with financial difficulty and high unemployment. Free trade agreements alleviate financial pressures created by having to pay import tariffs, thereby increasing business and creating jobs, with an overall stimulation and growth of the economy.

It's the small businesses which may not necessarily be competitive in their size but do offer competitive products and services. Consequently, it is small businesses which have the most to gain from free trade agreements and have the most to lose from a lack of free trade.



WHERE IN THE WORLD  
IS OTIS McALLISTER?

United States  
Canada  
Mexico  
Dominican Republic  
The Bahamas  
Jamaica  
Aruba  
Trinidad  
Bermuda  
Guatemala  
El Salvador  
Belize  
Honduras  
Nicaragua  
Costa Rica  
Panama  
Netherlands Antilles  
Colombia  
Venezuela  
Guyana  
Suriname  
Brazil  
Ecuador  
Peru  
Bolivia  
Chile  
Argentina  
Iceland  
Norway  
Sweden  
Finland  
Denmark  
The Netherlands  
Germany  
France  
Spain  
Portugal  
Italy  
Switzerland  
Greece  
Turkey  
Lebanon  
United Arab Emirates  
Saudi Arabia  
Russia  
Japan  
South Korea  
China  
Hong Kong  
India  
Thailand  
Vietnam  
Malaysia  
Indonesia  
The Philippines  
Fiji  
Tahiti  
Australia

VILLAGE HARVEST BUILDING  
COMPLETE LINE OF IMPORTED RICE

Be sure to check out Village Harvest Imported Rice, now available in Brown Jasmine and Brown Basmati. Brown rice offers 349% more fiber, 203% more Vitamin E and 19% more protein than its white rice equivalents. Brown rice also has been shown to reduce the risk of cancer, lower cholesterol and encourage weight loss.

From the verdant valleys of India, Thailand and Italy, our lines of Basmati, Jasmine and Arborio rice are the most authentic and highest quality products available, and the only full line of imported, *organic* rice products on the market.

All our organic sites in India, Thailand and Italy are 100% USDA certified – meaning no pesticides, no chemicals and no toxins which can harm the body. Organic agriculture also prevents chemicals from seeping into the air, land and water which we use to sustain ourselves.



For more information, including where to buy Village Harvest Imported Rice, go online to [www.villageharvestrice.com](http://www.villageharvestrice.com)

*Where in the world  
will our rice take you...*

OTIS McALLISTER IN THE COMMUNITY

Look for our Social Responsibility Newsletter, due out in mid-December. The third social responsibility newsletter will review all of our social activities for 2008 and take a quick peek at what's in store for 2009. After our first year with a mission and clear objectives for our

Social Responsibility Initiative, we're looking forward to making some changes and improvements for 2009. We've had several opportunities to visit the various organizations which we help to support, as well had the pleasure of welcoming visitors from those organizations to our

office in San Francisco. In addition, CEO Royce Nicolaisen has graciously agreed to serve on the advisory board for the University Council for Social Entrepreneurs at University of the Pacific, creating opportunities for university students to see Corporate Social Responsibility in action!

Look for our brands at the following locations:



#### West Coast

- Whole Foods Market
- World Market
- Mollie Stone's
- Andronico's
- Rainbow Foods

#### Midwest

- Jewel-Osco
- Presidential Market

#### Northeast

- Wegman's
- IGA
- ShopRite
- Winn-Dixie
- Publix

#### Southeast

- Whole Foods Market
- Super Target



#### West Coast

- Liborio Market
- Número Uno Market
- Vallerta Supermarket
- Supermercado Cardenas
- Northgate González Markets

#### Northeast

- Food Star
- Shopper
- Super Extra
- Twin City Supermarkets
- Met Supermarket

#### South and Southeast

- Presidente
- Fiesta Supermarkets
- HEB
- Seller's Brothers
- Compare Foods
- Little Giant Farmer's Market

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## NEW REPRESENTATION OF GLORIA AND WATT'S BRANDS IN U.S. MARKET

As one of the oldest and most widely known companies dealing in the worldwide trade of food products, Otis McAllister has developed a division dedicated to importing Latin American food products to be sold in the domestic market. With the increasing number of consumers of Latin American descent, Otis McAllister recognized an opportunity to bring popular Latin American brands to the domestic market to capitalize on the nostalgia that many Latin Americans experience. Our complete line of La Sirena Sardines has been available in the U.S. retail market for three years. La Sirena Sardines are a staple item in Latin America diet because for an affordable price, La Sirena Sardines provide quality protein and Omega-3. Recently, Otis McAllister gained exclusive representation of Gloria's and Watt's brand products – both of which are industry leaders in their

respective countries. Watt's, a Chilean company, has a variety of products, including nectars and marmalades, which were the cornerstone of the company in 1932. Gloria, a Peruvian company, is especially known for its Panetón sweet bread and its evaporated milk. Otis McAllister works with over thirty distributors nationwide to supply these and other products to Latin American communities around the United States and will continue to bring more Latin American food products to the United States market.



We are prepared to handle multi-lingual negotiations in Italian, Mandarin, Cantonese, Spanish and French.

We maintain offices, agents, distributors and direct client relationships worldwide.

We support local organizations in the communities in which we are present through our Social Responsibility Initiative.

For more information, please write to [inquiries@otismcallister.com](mailto:inquiries@otismcallister.com)