

## News from the Global Trade Experts

### Sales Surge 25% During 2008

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Record sales in 2008

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Otis McAllister, Inc. was pleased to close the fiscal year with record sales. All divisions – rice, canned goods, La Sirena, Latin America and military – experienced strong sales growth and early indicators predict another good year in 2009, despite the decline in the global economy. The company is well-positioned with a diverse product line aimed towards the value-conscious consumer and believes that its specialization in basic food items has allowed and will allow for continued prosperity.

### New Distribution in New England

We are pleased to announce that **BJ's Wholesale Club, Inc** is a new major customer for our Super Lucky Elephant™ Jasmine rice. BJ's Wholesale is the 3<sup>rd</sup> largest membership warehouse club in the United States and the number one membership warehouse in the New England region.

While other larger club chains concentrate on building a clientele of small businesses, one advantage of selling Super Lucky Elephant™ to BJ's is that BJ's targets retail customers, therein building a broader client base and creating a stronger brand image.

Available in 5-, 25-, and 50-pound bags, our line of Super Lucky Elephant™ is a naturally fragrant, sweet rice that is imported from Thailand. Officially known as Thai Hom Mali rice, it is tested for purity throughout the milling process and carries the green seal of the Department of Foreign Service, designating that the rice is of the highest quality allowed to export by the Thai government.

For more information, go online at [www.otismcallister.com](http://www.otismcallister.com) and click on the "Our Brands" tab



- 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
- Angola
- 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™ IN WHOLE FOODS MARKET CANADA

Beginning May 2009, **Whole Foods Market** in British Columbia, Canada will begin to carry the full line of Village Harvest Imported Rice products.

Although Village Harvest is in distribution at various health food stores across Canada, recent mergers and acquisitions have presented an opportunity for Village Harvest Imported Rice™ to enjoy shelf space at Whole Foods Markets Canada – part of the international chain of Whole Foods Markets.

With four locations in British Columbia, Whole Foods Market – a supermarket chain which only sells the highest quality of natural and organic products – is an ideal venue for Village Harvest Jasmine, Basmati and Arborio rice, available in white, brown, organic and natural varieties.



For more information, including where to buy Village Harvest Imported Rice, as well as information about additions to the product line, go online to [www.villageharvest.com](http://www.villageharvest.com).

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

## OTIS McALLISTER IN THE COMMUNITY

Otis McAllister was pleased to welcome Harvard PhD professor Augustine Brown to our San Francisco office in early February to allow him access to historic records of the coffee trade in San Francisco during the early 19<sup>th</sup> century.

Otis McAllister, Inc has been able to keep a

well-maintained and thorough set of records of the export business conducted by the company, dating back to the 1890's.

After conducting countless hours of research at the Smithsonian, the Ronald Reagan Library, and several other prestigious museums

and libraries, Augustine observed that the records kept by Otis McAllister were the most complete and well-preserved set of business records he had been able to find, at both a private company as well as libraries and institutions.



Now Available at  
Whole Foods Market  
in Canada!

Kitsilano  
2285 West 4<sup>th</sup> Ave  
Vancouver, BC V6K+1N9

Olive  
3277 Cambie Street  
Vancouver, BV V5Z2W3

Robson  
1675 Robson Street  
Vancouver, BC V6G+1C8

West Vancouver  
925 Main Street  
West Vancouver, BC V7T2Z3

## NATURAL PRODUCTS EXPO WEST 2009

Village Harvest presented its lines of imported rice and frozen whole grains at the Natural Products Expo West Show in Anaheim, California, March 6<sup>th</sup> through 8<sup>th</sup>. Over 53,000 industry professionals attended the show this year, and increase from the previous year in spite of the sluggish economy.

As the first official launch of the line of frozen whole grains, attendees were impressed by the quality and versatility of the product. A product which is brand new to both the supermarket and food service industries, show goers enjoyed delicious recipes prepared by our very own in-house chef.



Above: Village Harvest booth Expo West 2009  
Below: Post-show lobby



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)

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