

**Vanilla Imports/Exports & Market Update
January - 2009**

USA IMPORTS

US vanilla imports for November 2008 (131MT total for the month) are about **28% LOWER** than the quantity imported during November 2007 (183MT total for the month). As usual, Madagascar lead the imports with **50MT**, Indonesia was 2nd with **37MT**, India was 3rd with **35MT**, and Uganda was 4th with **6MT**. These 4 countries represented approximately **98%** of all the November 2008 USA imports.

USA IMPORT PROJECTION

Based on the current import/export statistics (November, 2008), the projected yearend totals for 2008 are:

- **IMPORTS** - Roughly 1,856MT from all origins, thus far. At this pace, the US will import approximately 2,025MT for 2008.
- **EXPORTS** – Roughly 149MT, thus far. At this pace, the US will export approximately 163MT for 2008.
- **PROJECTED 2008 USA TOTAL NET IMPORTS** - Approximately 1,862MT.

US DOLLAR

Today, the US\$ is approx 9% STRONGER than its 30 day low. Some economists still forecast that the direction for the US\$ is stronger, which should help keep the prices of imported goods under control. However, the effects of the US Treasury's non-stop use of its dollar printing press to try to control the current financial crisis are yet to be seen. It seems a little naïve to think that inflation is not temporarily hiding, waiting to expose itself in the not too distant future.

Since our December update, the US\$ is a little over 4% STRONGER vis-à-vis the Malagasy Ariary (MGA). In our December update, the MGA was trading at approx MGA1,846(FMG9,230)/US\$1. Today, the exchange



rate is approx MGA1,924(FMG9,620)/US\$1. The US\$ reached a high of MGA1,931.93 on January 23. Click [HERE](#) to view graph.

VANILLA MARKET

The markets remain calm, both inside and outside Madagascar. Over the past month, prices continued to sag. Many companies are buying cautiously because the global economic crisis leaves them with much uncertainty about future demand. The November 2008 USA vanilla import figures are down compared to the same period last year. At this time, it appears that the total USA vanilla imports for 2008 will be somewhat less than the total quantity imported during 2007.

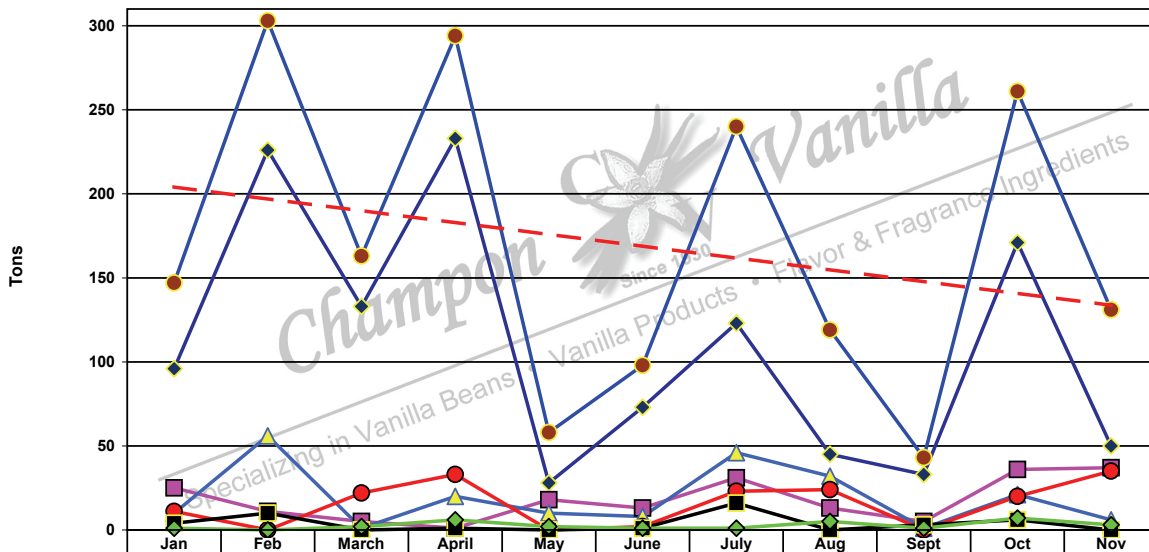
In India, the harvesting of green vanilla is finished. The quantity of cured vanilla from the crop currently being cured is estimated between 150-175MT. Goods should be exportable around May.

Madagascar has been experiencing serious politically motivated civil unrest over the past days. Sources in Madagascar advise us that it's too soon to say if/how this situation could/will effect the vanilla trade. We'll keep you posted as we receive information. Click [HERE](#) to read a recent article.

Other articles of interest: [Organic Foods Still Not Mainstream](#) and [Uganda-Vanilla Gate Prices Hit](#)

2008 USA Vanilla Imports

RED Dashed Line = Monthly Import Trend
All figures taken from U.S. Census Bureau statistics

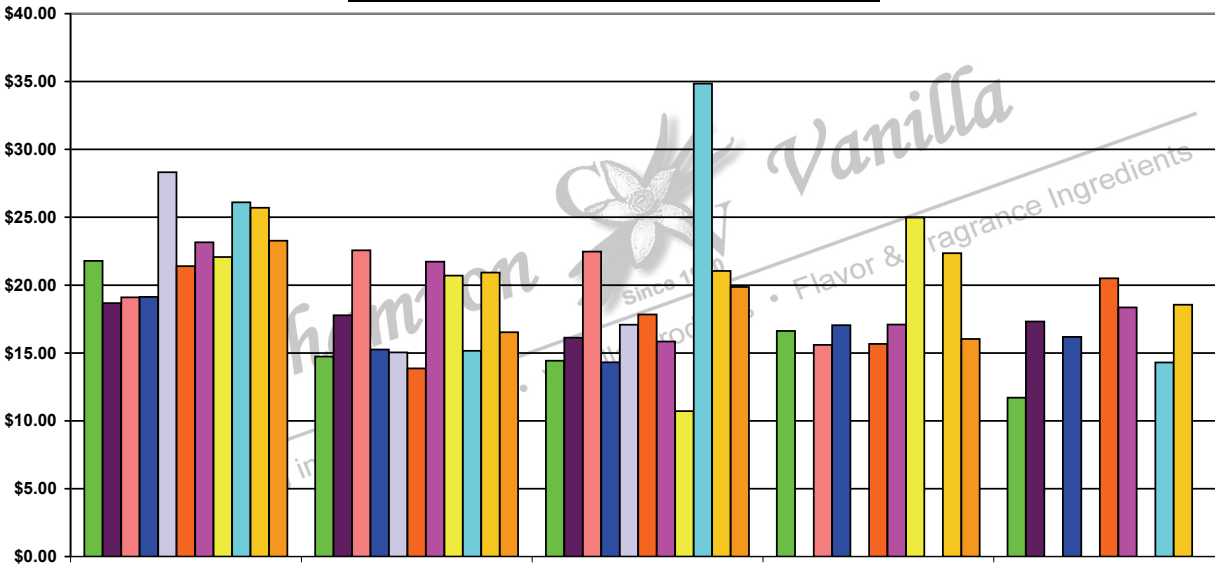


Month	Month TOTAL	Madagascar	Indonesia	Uganda	India	PNG	Other
Jan	147	96	25	10	11	4	1
Feb	303	226	11	56	0	10	0
March	163	133	5	1	22	0	2
April	294	233	1	20	33	1	6
May	58	28	18	10	0	0	2
June	98	73	13	8	2	1	1
July	240	123	31	46	23	16	1
Aug	119	45	13	32	24	0	5
Sept	43	33	5	1	0	3	1
Oct	261	171	36	21	20	6	7
Nov	131	50	37	6	35	0	3

USA 2008 Vanilla Imports

Monthly Average Import Price

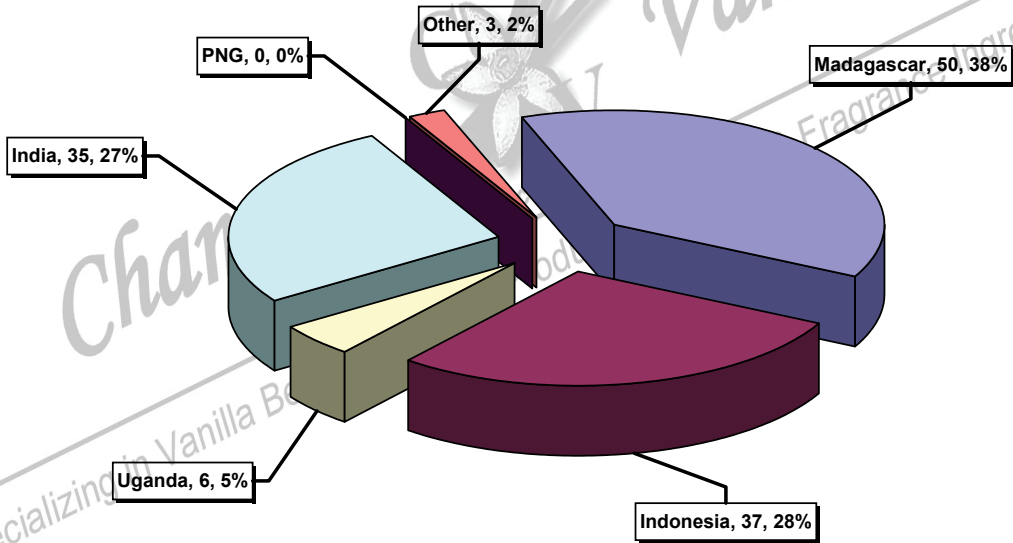
(Based on Total Monthly "Customs Value" / Total Monthly Quantity For Each Origin)
(All figures taken from U.S. Census Bureau statistics)



■ Jan Avg Price
 ■ Feb Avg Price
 ■ March Avg Price
 ■ April Avg Price
 ■ May Avg Price
 ■ June Avg Price
■ July Avg Price
 ■ Aug Avg Price
 ■ Sept Avg Price
 ■ Oct Avg Price
 ■ Nov Avg Price



2008 USA Vanilla Imports
November Import Total = 131 MT
 (All figures taken from U.S. Census Bureau statistics)



2008 USA Vanilla Imports
January – November, 2008 = 1,857 MT
 (All figures taken from U.S. Census Bureau statistics)

