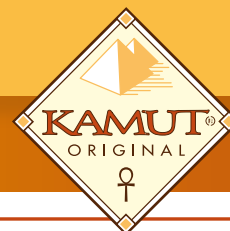


# THE KAMUT® REPORT

KAMUT INTERNATIONAL  
P.O. Box 6447  
Great Falls, MT  
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*"...one of our consumers' favorite pasta grains."*

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*Kamut® grain prices generated a lot of discussion this harvest. We understand that price increases put stress on our customers' business activities regarding purchasing, marketing, budgeting, etc.*

We feel it is important to communicate our pricing strategy and help clarify the global situation we are facing. One of KI's founding principles was to keep a fair and stable price for several years. This is fair to both our farmers and our customers. Our price has remained incredibly stable for several years. Commodity pricing however, is a roller coaster. KI always rode above that chaos and did not take advantage of market fluctuations in order to make a few extra dollars. We believe Kamut® grain is

## Kamut International's (KI) Pricing Philosophy

a specialized product, not just a commodity like conventional wheat. Whereas most prices started increasing last fall, and have gone up several times since then, KI has not followed this trend.

That being said, we cannot ignore the realities of today. Global grain supply shortages have produced record wheat prices. Growth in organic acres has not kept up with demand for organic products. These issues are compounded by increased energy prices and scarcity of materials such as shipping containers. As a result, for the 2008 crop year we were forced to offer farmers prices which matched those they could receive for growing other grains. The contracted price was drastically higher than the price from the year before. Early in 2008 we identified this price as necessary to guarantee an adequate

supply for the coming year. While it was a tremendous increase, it only made Kamut® grain competitive with other crop prices at that time and was not a market premium.

KI works on several fronts to become more independent from major market fluctuations. We are researching additional growing areas in different parts of the world. We strive to build buffers of Kamut® grain to carry us in leaner times. Our company also aims to be as transparent as possible in our business practices and to support our customers when they need to justify increasing costs to their customers. Finally, we are open to hear any suggestions or concerns you many have. Our customers are our greatest asset and we must partner together for a win-win situation for all those involved with Kamut® brand grain.

## Harvest Time!

Harvest is the process of gathering mature Kamut® grain from the fields, and marks the end of the growing season. Harvest timing is a critical decision that balances the likely

weather conditions with the degree of crop maturity. Weather conditions such as frost, rain and unseasonably warm or cold periods can affect yield and quality.

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## Harvest Time!

Harvest is the most labor-intensive activity of the growing season, and what a farmer prepares for all year.

During these few weeks, a farmer brings in nearly his entire annual income. Because of this reality, long grueling hours are spent on large combines that cut and clean the Kamut® grain. Working the sophisticated machinery takes a lot of skill to find the right speed and setting. Too fast and the kernels are cracked or damaged, too slow and the grain isn't cleaned out properly. Unfortunately there is not a lot of room for error.

This year the Kamut® grain crop looks to be average although in some parts of Canada the crop looks especially good. If you see any farmers this month, thank them for all their hard work to provide the food we enjoy every day!



## Upcoming Events



For more information on shows, please visit our website at [www.kamut.com](http://www.kamut.com)

**3 - 5 October : BioSalus**

Urbino, Italy  
[www.biosalusfestival.it](http://www.biosalusfestival.it)

**5 - 6 October : Vitasana** - Gent, Belgium \*

**10 - 12 October : Salon Zen et Bio** Nantes, France \*

**16 - 18 October : Natural Products Expo East**  
Boston, MA, USA, Booth 1735  
[www.expoeast.com](http://www.expoeast.com)

**17 - 20 October : Vivez Nature** - Paris, France \*

**19 - 23 October : Sial** - Paris, France \*

**4 - 6 November : Natural Ingredients Europe** - Paris, France \*

**11 - 13 November : Health Ingredients Europe** - Paris, France \*

**8 - 16 November : Marjolaine** - Paris, France \*

**16 - 18 November : Organic Connections**  
Saskatoon, SK, Canada  
[www.organicconnections.ca](http://www.organicconnections.ca)

**21 - 24 November : Vivez Nature** - Lyon, France\*

**26 Nov - 4 Dec : Naturissima** - Grenoble, France\*

**12 - 14 December : Noël en Bio** - Paris, France\*

**23 January : 10th Annual Kamut Grain Growers Appreciation Dinner**  
Regina, SK, Canada



\*Visited by Nele Callebert (Kamut International Regional Director)



## Kamut International Finds New Markets/Audiences

KI employees attend food shows and fairs throughout the world to showcase our grain to manufacturers, distributors, store owners and general consumers. While we continue to visit Natural Products Shows, we have also found interest with new audiences. For example, because of Kamut® grain's high energy, protein and minerals, there is increased interest with athletes and those in the fitness field. A professional soccer team in Bologna, Italy even endorses Kamut® pasta as a great sports energy food.

Additionally, naturopathic doctors realize Kamut® brand grains healthy characteristics and

prescribe it to patients. KI representatives traveled in August to the American Association of Naturopathic Physicians Conference in Phoenix, AZ where over 800 holistic and naturopathic physicians were in attendance. We had great interest in our products and significant interest in our company and mission. Pizzerias in Italy are getting on board with the Kamut® Pizza Project. Grocery Stores are creating their own Kamut® brand products in their deli's and bakeries. In the future we are also looking to target restaurants, children/baby foods, culinary schools, spas etc. Organic, wholesome food is part of the mainstream and here to stay!

### Meet a Manufacturer

### Eden® Organic

Eden was founded in Ann Arbor, Michigan in 1968 by a group of friends looking for quality foods. They started the Eden food co-op, placing \$200 orders to the East and West Coasts. Today, Eden is the oldest natural food company in North America, and the largest independent manufacturer of 'dry grocery' organic foods. Eden's dedicated farmers nurture more than 75,000 acres of organic farmland. Each food is prepared as if for their children, with no irradiation, no preservatives, no chemical additives, no food colorings, no refined sugars, and no genetically engineered ingredients, just the best food they can find.

In 1992 Eden found a new bestseller when they decided to make organic Kamut® pastas. EDEN Organic Kamut® Pasta is small batch crafted at the Eden Organic Pasta Company, a Detroit landmark employing traditional pasta making techniques and vintage Italian equipment since 1923. Eden purchased this facility in 1982. The Eden Pasta Company was the first food production facility in North America to be third party certified organic. The organic Kamut® flour is Eden milled at our American Institute of Baking (AIB) rated Superior, Clinton, Michigan mill. The flour is mixed with purified water and thoroughly kneaded into dough. Using a traditional rotating screw press, the dough is extruded through artisan brass dies, cut into individual shapes, and spread on drying racks. The pasta spends between 16 and 24 hours in the final drying room. Each step helps to create pasta of exceptional flavor, texture, and character. The pasta is packaged in a reclosable box, with a delicious recipe and photo from Eden's kitchen printed on the back. Eden offers 7 varieties of Organic Kamut® pasta in the US and Canada including Kamut® Spirals, their best selling pasta (pictured) and Kamut® Udon, among others. Their newest product, rolled Kamut® Flakes, just hit stores this summer!

Jon Solomon, Purchasing Director for Eden has made several trips to Montana to visit his supplier of Kamut® grain and see the wheat fields. He says, "Organic Kamut® grain has become one of our consumers' favorite pasta grains. With its smooth texture and whole grain benefits it's pleasing to all." To learn more visit [www.edenfoods.com](http://www.edenfoods.com).





## MISSION STATEMENT AND CONTACT INFO



### *Our Mission:*

*To promote organic agriculture and support organic farmers, to increase diversity of crops and diets, and to protect the heritage of a high quality, delicious ancient grain for the benefit of this and future generations.*

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# KAMUT®

## The Ancient Grain for Modern Life

