



**8. International Trade Fair
For Fish And Seafood**

www.fishinternational.com

**February 14 – February 17, 2002
Bremen, Germany**

SIPPO – Pavilion

Hall 6 Booth A 38

With companies from

**Romania, Ghana, Estonia,
Latvia, Indonesia, Peru,
Morocco, Russia**

Presented by



Swiss Import Promotion Programme SIPPO

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SIPPO

The **Swiss Import Promotion Programme (SIPPO)**, under the patronage of the state secretariat for economic affairs (SECO) from the Swiss government, aims at helping small and medium-sized enterprises (SME) from emerging markets and markets in transition to access the Swiss and EU markets as well as it helps Swiss and European importers to find the right partner in emerging and transitional countries.

SIPPO's activities focus on five main goals:

- To inform the Swiss and EU import economy on new market sources
- To include trade institutions and business branch associations in the trade promotion process
- To increase the competitiveness of small and medium-sized enterprises in selected partner countries
- To develop the manufacturing and exporting skills
- To establish qualified trade contacts between SME's from emerging markets and markets in transition and the Swiss and EU import economy

Repeated participations at selected international trade fairs are a prerequisite for future success and a major milestone in the trade promotion process.

SIPPO – Swiss Import Promotion Programme

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Patronage

SECO – State Secretariat for Economic Affairs, Bern

FAO EASTFISH

FAO EASTFISH

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Contact: Mrs. Anca Sfetcovici



FAO EASTFISH is a project funded by the Danish Government and executed by the Food and Agriculture Organisation of the United Nations (FAO). It supports the development and modernization of the aquaculture and fish processing sectors of Central and Eastern Europe, both at national and private sector levels. Its headquarters are based in Copenhagen.

EUROFISH is a new independent international organisation established in 2002 for the development of fisheries in Central and Eastern Europe. It is the future for the FAO EASTFISH project. **EASTFISH/EUROFISH** will function as one entity till the end of the **FAO EASTFISH** project in summer 2003. **EUROFISH** will then continue to assist the fisheries sector and through its regional networking will focus on knowledge management and communication, trade development and training programmes.

THE TRADE POINT

And here at fish international 2002, the EASTFISH/EUROFISH TRADE POINT gives the companies the opportunity to promote themselves and to meet with their business partners. It acts as a focal point for everybody who is interested in Central and Eastern Europe. It brings together potential partners for investment and trade in fisheries in Central and Eastern Europe.

INFOPECHE

INFOPECHE

Cite Administrative

Tour C -19ème Etage

Abidjan 01 ; Côte d'Ivoire

Tel: +225 20 228980 or +225 20 213198

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E-Mail: infopech@africaonline.co.ci

Contact: Mr. Amadou Tall

Internet: www.globefish.org



INFOPECHE, created in 1993, is an Intergovernmental Organisation for Marketing Information and Co-operation Services for Fish Products in Africa.

The objectives of the organisation are:

- to contribute to the development and modernization of the fisheries sector of the contracting parties;
- to contribute to more balanced supplies of fisheries products to the Contracting Parties;
- to make best use of export opportunities within and outside Africa; and to promote technical and economic cooperation among Contracting parties.

Functions:

- marketing information on fishery products including sales opportunities and supply prospects within and outside Africa;
- advice on technological developments, products specifications, processing methods and quality standards in accordance with market requirements;
- assistance in identifying new products and promoting underutilized species;
- training of staff in governments, institutions, and the fishing industry in marketing development.

INFOSAMAK

INFOSAMAK

71, Boulevard Rahal El Meskini
B.P. 16243

Casablanca 20 000, Morocco

Tel: 212 22540855/56/57

Fax: 212 22540855

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belkouch@onp.co.ma

Internet: www.globefish.org



INFOSAMAK has reopened its offices in Casablanca, Morocco. This follows an agreement between most of the INFOSAMAK member countries and FAO to move INFOSAMAK offices from Bahrain to Morocco. INFOSAMAK will soon come up with market information, buyer-seller connections, information on quality control requirements, etc. Keep checking this site for more information and updates.

ESTONIA

Andervall Ltd.

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10129 Tallinn, Estonia

Tel: + 372 6482123

Fax: + 372 6482126

E-Mail: ou.andervall@mail.ee

Andervall Ltd. has been operating in the fish market for six years and is financed entirely with Estonian capital. With only 11 employees, last year it had a turnover of USD 2 million. The company sells fresh, chilled and frozen fish, fillets and miscellaneous fish products.

The philosophy of the business is to give the customer a better alternative. The name Anderwall means "another option" signifying that the company wants to give its customers another alternative, which often turns out to be the best one.

Andervall has a young and dynamic staff. Our salesmen are experienced and know how to maintain good relationships with customers. We have established an excellent cooperation with Russia, the Ukraine, the Nordic countries and Western Europe.

ESTONIA

Estonian Association of Fishery

Gonsiori Street 29-502

10147 Tallinn, Estonia

Tel: +372 6484537

Fax: +372 6419006

E-Mail: kalaliit@online.ee

The **Estonian Association of Fishery** is a non-profit organisation established on 31 October 1995 initially by sixteen Estonian fish processing companies. The aim of the Association is to develop the Estonian fish processing industry and to promote the competitiveness of fish products on the domestic and international markets.

The Association fosters co-operation between its members; it promotes members' interests with government bodies and assists in the development of fishery policy in accordance with EU policy. The Association provides training and consulting services and assists its members in participation at international trade fairs and other events. Currently the Association has 25 members.

Makrill Ltd

Kaluri tee 5

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Fax: +372 6059777

E-Mail: marko@makrill.ee

The history of Estonian fish processing goes back a long way as fish has always been an integral part of the Estonian diet. **Makrill Ltd** continues this tradition of fish processing. The company has responded to the rapid developments within the fishery sector in Estonia and in Europe as a whole by concentrating on the quality of their products and the means to achieve it. As one of the first food product manufacturers in Estonia, Makrill Ltd began to export fish products to Western Europe in 1996 and has long-term working agreements with German and Finnish firms.

The technical knowledge gained through the last few years, the EU-approved hygiene standards, and the continuous training of personnel, ensure the stable delivery of high quality products and successful cooperation with trade partners.

ESTONIA

Maseko

Kalasadama 6
EE-10415 Tallinn, Estonia
Tel: +372 6264454
Fax: +372 6264460
E-Mail: juliamaseko@hotmail.ee
Internet: www.maseko.ee

Maseko Ltd. is a company with about two thousand employees. Everyday product output reaches hundreds of thousands of cans of various fish, as well as salted and smoked fish of different kinds, preserves, herring roe, fish flour, etc. The raw material is carefully selected. We use sea frozen mackerel, sardinella, sardines and herring from the Atlantic deep-waters and fresh sprats and Baltic herring from the Baltic Sea. We have the ability to tailor our production to our customers' requirements. The company operates six plants, which have EU export numbers. Maseko Ltd. has close partnership relations with Dutch, Japanese, English, Finnish and Swedish companies. Ukraine, Russia, Czech Republic, Slovak Republic, Israel, USA and Canada are traditional markets for our products. The company's objectives are to create long-term and mutually beneficial relationships with customers and suppliers. Maseko Ltd. is a regular participant at all the major international seafood fairs in Europe.

INDONESIA

Pt. Maritim Bahana Sejahtera

Jakarta Fishing Port Jl.
Muara Baru Ujung Blok O
Kav. 1&2, Jakarta
Utara 14440, Indonesia
Tel: +62 21 6612924 / 6613573
Fax: +62 21 6613574
E-Mail: maritime_bahanas@hotmail.com

The company, **Pt Maritim Banana Sejahtera**, was established in 1999, having its own plant as well office in Jakarta Fishing Port, Jakarta, Indonesia. The plant has the employee of about 45 processing workers and 10 office staffs. It is HACCP approved and its EEC code is 403.10.B. The items produced in its plant facility are frozen fishes: Frozen Marlin Loins & DWT, Frozen Tuna Loins, Frozen Swordfish Loins & DWT, Frozen Oilfish Fillets, and others.

INDONESIA

Pt. Minasakti Kichitomindo

Jl. Dermaga-Timur TPT 2. No. 15

Cabang Jakarta, Muarta Baru

Jakarta Utara, Indonesia

Tel: +62 21 6696076

Fax: +62 21 6696056

E-Mail: minsakti@link.net.id

Products: Fresh Tuisa

Pt Minasakti Kichitomindo is located at the Jakarta Fishing Port, which is one of the busiest and best-equipped fish landing center in Indonesia. The company started its processing activity in 2001 as an expansion program to its Tuna-Catching business, which operates more than 40 vessels throughout the year. Our goal is to provide premium fresh and frozen seafood as well as good service for all of our customers in line with our motto, which is "To Exceed in Service, Quality and Customer Satisfaction". We, therefore, have integrated our business from harvesting to swift processing and final sale of processed item such as fillets, loins or sushi. The company employs more than 500 people and its processing plant has been equipped with modern facility and HACCP approved by the Indonesian Directorate General of Fisheries and enrolled in the yearly audit by the US-NOAA Seafood Inspection Program. We employed the strictest quality standards to deliver fish at its finest color, freshest flavor and texture. The company has also received "Good Manufacturing Practice" with excellent grade by the Ministry of Sea Exploration and Fisheries.

GHANA

Liwon Enterprises Ltd

Private Mail Bag

Comm. 1 Post Office

Tema, Ghana

Tel: +233 22 205073

Fax: +233 22 202192

We are fish processors and our main products are hot smoked/dried fishes of both, marine and fresh water species.

GHANA

Adom Seafood International Ltd

Administration (Achimota), Factory (Apam)

KIA 9922,

Accra, Ghana

Tel: +233 21 400108 or +233 21 408484

Fax: +233 21 401965

Adom Seafood International Ltd is a leading exporter of fresh fish in Ghana, West Africa. We do weekly exports of fresh, frozen fish and live lobster to reputable customers in Europe. We engage in fishing and have strong relationship and supply network with fleet of skilled artisanal canoe fishermen. Our Mission is to be a leader in processing and marketing of quality value-added seafood products, active in exploration and development of fishery and other agricultural resources, and to be a source of blessing to our customers, investors, associates and the communities in which we operate. Our development plans include acquisition and management of multipurpose industrial steel vessels and modern artisanal fishing vessels for deep seas fishing of tuna, swordfish, snapper, seabream, grouper, cuttlefish and lobster. Establishment of modern seafood processing plant and aquaculture of tilapia, catfish, freshwater prawns and shrimps.

Tamensco Company Limited

G.P.O 1877

Accra, Ghana

Tel: +233 24 361044

Fax: +233 21 253348

E-Mail: tamensco_co_ltd@yahoo.com

Tamensco Co Ltd was duly registered in Sept. 1997 as a Limite Liability Company in Ghana to process Seafood for export and its other related activities.

The company is made up of three directors and has a labour force of fifteen, made up of ten skilled personel including a Quality Control manager, Hygiene Supervisor, Maintenance Engineer, Technical Manager among others.

The company has its site at Tema. The facility is awaiting its specification number from the E.U.

The company products line include live lobsters, whole frozen lobsters, frozen lobsters tails and cooked lobster etc. We adhere to HACCP plan and all production are supervised and monitored under the HACCP concept by our trained personel.

We intend going into a joint ventureship to expand the business and also venturing into Aquaculture and also processing of the primary products to add more value.

GHANA

Seafare Limited

A/N 19207, Accra North

Accra, Ghana

Tel: +233 21 229698

Fax: +233 21 224491

E-Mail: seafareltd@yahoo.com

Products: Fresh Snapper, Bream, Swordfish, Marlin

Seafare Limited was duly registered in March 1994 as a Limited Liability Company in Ghana to process Seafood for export and its other related activities. The Company is made up of four(4) directors and has a labor force of twenty, made up of 15 skilled personnel including a Quality Control manager, Hygiene Supervisor, Maintenance Engineer, Technical Manager among others.

The Company has its processing facilities at Krokrobite, a beach resort of 30 minutes drive from the Capital Accra.

The facility is awaiting its specification number from the E.U. The Company products line include Fresh Fish, Frozen Fish, Live Lobsters, Whole Frozen Lobsters, Frozen Lobsters Tails, cephalopods etc. We adhere the HACCP plan and all production are supervised and monitored under the HACCP concept by our trained personnel.

We presently export fresh fish to the U.K.

We intend going into a joint ventureship to expand the business and also venturing into Aquaculture and also processing of the primary products to add more value.

LATVIA

Banga Seafood International JSC

Ostas St 7

LV-3264 Roja, Talsu district, Latvia

Tel: +371 3269875

Fax: +371 3281137

E-Mail: banga.seafood@apollo.lv

Internet: www.fisheries.lv/BangaSeafood/

Banga Seafood International was established in 1990 and has exported its products since 1991 to the European markets and the USA. The average number of employees is 70. The company has an EU authorisation number for exporting to Europe, and has introduced the HACCP system into its production.

The company's main business is cod processing and export. The company processes up to 350 tonnes of cod per month. The different kinds of frozen cod products are: loins, fillets ("single" & 400g packing), tails, cod roe, cod

LATVIA

piece blocks and cod mince. No ingredients or additives are used in the production.

Banga Seafood International has experience in the fresh fish and fillet markets and can offer flounder, salmon and turbot. For the last few years Banga Seafood International has produced sugar-salted cod roe in barrels according to the requirements of a client.

Brivais Vilnis JSC

Ostas St 1

LV-4033 Salacgriva, Limbazu district, Latvia

Tel: +371 4000210

Fax: +371 4071331

E-Mail: brivais_vilnis@am.lv

Brivais Vilnis JSC is one of the biggest Latvian fish processing companies. The company's main activity is the production of canned fish and stevedore services. Currently the company offers approximately 40 varieties of canned fish.

The main production is "Smoked Riga Sprats in Oil", which won the Grand Prize at "The most export capable production of Latvia 2000" competition. The canned fish is sterilized and there are no conserving agents used in the production. The company has its own laboratory, which tests the quality of production and develops new products. Brivais Vilnis JSC is approved to export to the EU and has implemented a HACCP system.

The main export markets are Russia, Ukraine, Belarus and Moldova. In addition the company exports to Central and Eastern Europe (Czech Republic, Slovakia, Poland, and Lithuania), Western Europe (Germany, Austria, Belgium, Greece, Sweden, and Finland) as well as the USA and Australia.

SIA Sabiedriba IMS

Elizabetes Iela 31-6

LV-1010 Riga, Latvia

Tel: +371 7323363

Fax: +371 7326351

E-Mail: mir@fis.lv

Sabiedriba IMS is a canning factory situated in Mersrags, about 95 km from Riga. The factory is part of the Baltic Canning Group. The main canned species are sprats, herring, mackerel, sardinella, horse mackerel as well as different minced products in round stainless steel cans 160-240 g, or rectangular aluminum cans 110-190 g.

The factory is under the process of being EU approved for export, but it is already U.S. FDA/HACCP and Kosher approved. The main markets are Russia, CIS countries, USA and Central Europe

MOROCCO

Les Frigorifiques Bouzargtoun

P.O. Box 99

20180 Casablanca, Morocco

Tel: +212 22 32 06 07

Fax: +212 22 32 01 88

E-Mail: info@greentable.com

Products: Cephalopodes, whik fish, fresh fish, fish net

Our production facility, **Les Frigorifiques Bouzargtoun**, was founded in 1980 and is seated in Casablanca, Morocco. The company processes fresh fish, frozen fish and fish-products. From 1999 the organization of the company is controlled by a combined European-Moroccan management. Among other things that has lead to the implementation of an IT infrastructure and the autmation of certain processes. At the moment the new management of the company has modernized and expanded their production facilities. Because of the modular design of our production facility we can adjust the capacity easily to the demand of the customer.

Due to our favourable geographical position and efficient handling we are able to provide you with a product of excellent quality at a reasonable price.

Iglo Fish S.A.

Laayoune Port Morocco

P.O.Box 73

70002 Laayoune, Morocco

Tel: +212 22 39 49 01

Fax: +212 22 25 81 75

E-Mail: iglofish@wadern.net.ma

Products: Frozen sardine, frozen Cephalopodes

Dakra & Maree Plast

85, N.Port

Agadir, Morocco

Tel: +212 48 84 28 15/84 29 45

Fax: +212 48 82 18 72

Transport and Logistics for Fish- and Seafoodproducts from Morocco

MOROCCO

Sofrigram

Hangar No. 1

Ancien Port

Agadir, Morocco

Tel: +212 48 20 45 00

Fax: +212 48 20 45 08

E-Mail: saadibenkhatat@wanadoo.net.ma

Products: Fishfilets, shrimps, cephalopodes, all kinds of whole fish and processed fish

PERU

Arapa SAC

Km 4, Chemin Arapa-Chupa

Arapa, Azangaro, Puno, Peru

Tel: +51 54 620101

Fax: +51 54 353672

E-Mail: arapa@terra.com.pe

Arapa SAC. c'est une usine de transformation de truite qui travail depuis 1996 dans la communauté d' Isacayapi, Azangaro-Puno; Puno c'est une région situé à l'haut plateau andin du sud péruvienne, et se trouve au seuil de la ligne de pauvreté au país.

Arapa SAC c'est une entreprise avec responsabilité sociale qui sert de moyen de génération des recettes pour les paysans autour du lac Arapa, notamment sur la base d'une liaison au marché.

La matière première est la truite des cages (280) du lac Arapa, élevés dans un environnement écologique qui offre un produit naturel et libre de tout pollution. Ces cages sont conduits par 5 entreprises communales, desquelles participent 3500 familles d'Arapa et Chupa qui tout le longue de 13 ans son plongées dans cette activité.

Les truites sont trasformés industriellement dans la communauté d'Isacayapi, en donnant lieu à truite en boîte, truite fumée et truite fraîche. Du tel processus et participent de femmes paysans dans une 80%.

L' usine a une infrastructure, machines et d'équipement, aussi que du personnel qualifié, qui garantissent la qualité du produit. Compte aussi avec la documentation et le plan HACCP pour l'exportation.

Arapa SAC. es una planta procesadora de truchas, que opera desde 1996 en la comunidad de Iscayapi, Azangaro-Puno ; ésta es una región situada en el altiplano del sur peruano, calificada como zona de extrema pobreza en el país.

Arapa SAC es una empresa con responsabilidad social, constituyéndose en un medio de generación de ingresos economicos para los pobladores

PERU

de las riberas del Lago Arapa, en base a una articulación exitosa al mercado.

Nuestra materia prima son truchas criadas en jaulas flotantes instaladas en el lago Arapa, en un entorno ecologico que ofrece un producto natural y libre de toda contaminación. Estas jaulas son conducidas por 5 empresas comunales, donde participan 3500 familias de Arapa y Chupa, que a lo largo de 13 años apuestan por esta actividad.

Las truchas se transforman industrialmente en la comunidad de Iscayapi, para dar lugar a conservas de trucha, ahumados y trucha fresca. En este proceso participan mujeres comuneras que alcanzan el 80% del personal. Nuestra planta cuenta con la infraestructura, maquinaria y equipos, así como personal calificado, que garantizan la calidad del producto ; cuenta además con los registros y autorizaciones sanitarias y el Certificado HACCP para exportar la producción.

Provida

Calle Federico Recavarren 624

Miraflores – Lima 18, Peru

Tel: +511 241 2589

Fax: +511 241 2589

E-Mail: provida@terra.com.pe

Contact: Carlos Ferreccio

Products: Paiche fish, Arapaima gigas

Provida started a project in 2001 in the community of El Verillal in Peru. The aim of this project is the protection of the Paiche Fish in the Amazon. This fish is promoted and protected by teaching the people in this region about the necessity of this fish and how useful it is in the daily live of these people.

Seminars are organized to teach the people and places are prepared to breed this kind of fish in order to protect the fish from being wiped out.

One of the success of this project is the foundation of the enterprise „Maricultores Artesanales San Benito S.A. – MARSABESA. A lot of the fisher living in this community belong to this company and earn there daily living by providing them with this special fish. For the export market a yearly contract has been signed with the company Marieexport, which help in marketing this product.

ROMANIA

TULCO S.A./Transion Exim Co. SRL

Calea Floreasca, nr. 2, Sector 1

71401 Bucharest, Romania

Tel: +40 1 2309487

Fax: +40 1 2309487/2318909

E-Mail: transion@mb.roknet.ro

TULCO S.A. is a joint stock company, initially founded in 1890 and restructured after 1990. The company is located in the ancient city of Tulcea, the entrance gate to the Danube Delta and the main Romanian center of the fish industry. Fishing is the main source of income for this Danube community. TULCO S.A with 650 employees is now the most prominent company in the modern Romanian fish cannery industry.

Transion Exim Co. SRL is the main shareholder of TULCO S.A. Recently the company built a new processing facility to produce canned specialties and has modernized a factory, which manufactures the tins.

Fully aware of the steadily increasing competition on the international markets, our experts and managers manufacture high quality products and are looking to the future with enthusiasm and confidence.

RUSSIA

JSC Nord-West F.C.

Rogozerskaya str 15

183039 Murmansk, Russia

Tel: +7 8152 451237

Fax: +7 8152 455394

The company began its activities in 1989 with a small manufacturing facility. Today it is a huge conglomerate with a fishing fleet, two processing plants a wholesale and retail network. The production exceeds 250 fish specialties, which are sold both on the domestic and international markets (Europe and the USA).

The company's main business is the processing of cod, Greenland halibut, salmon, sturgeon, wolffish and pelagic species, etc. to produce a variety of cold smoked sliced fillets, mildly salted and sliced / whole fillets, frozen fillet blocks, IQF fillets, cold smoked pelagics, cans, preserves and mince. Products are either vacuum-packed or packed in cardboard boxes.

Fillet blocks and IQF fillets are the main export products, which, apart from cod, are also manufactured from haddock and saithe. Goods are mainly exported to Germany, Belgium and Norway. Deliveries have also been made to Denmark, France and other countries, which use the fillet blocks for further processing.



Swiss Import Promotion Programme SIPPO

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