

# BIO FACH 2002

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**February 14 – February 17, 2002  
Nuremberg**

**SIPPO – Pavilion**

**Hall 3.0 Booth 3-412 and Booth 3-512**

**With companies from**

**Bolivia, Bosnia and Herzegovina,  
Bulgaria, Columbia, Egypt, Ghana,  
India, Peru, South Africa,**

**As well as**

**Guatemala - Hall 3 Booth 3-702**

**Presented by**

**sippo**   
— **swiss import** —  
**promotion programme**

## 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**

Schweizerisches Import Förderungsprogramm  
Stampfenbachstr. 85  
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Switzerland

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Internet: [www.sippo.ch](http://www.sippo.ch)

Patronage

SECO – State Secretariat for Economic Affairs, Bern

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## BOLIVIA

General information about business opportunities with Bolivia and detailed information about export products from Bolivia can be obtained through the Trade and Economic Council office in Germany.

CEPROBOL is the trade and economic representation of Bolivia in Switzerland and Germany.

CEPROBOL

- Provides information on commercial and business opportunities and partners.
- Supports the searching of products and brings the right partners together.

Trade and Economic Council of Bolivia  
Wirtschafts- und Handelsrat der Republik Bolivien

**CEPROBOL**

Schillerstr. 19-21  
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GERMANY  
Tel. +49-69-7079 3994  
Fax +49-69-7079 3996  
[www.bolivia-trade.org](http://www.bolivia-trade.org)  
[business@bolivia-trade.org](mailto:business@bolivia-trade.org)

Company	<b>AOPEB</b> Asociacion de Organizaciones de Productores Ecologicos de Bolivia
Address	Calle Juan Jose Perez 268-A P.O. Box 1872 La Paz Bolivia
Phone	0059 1 2444441 or 0059 1 2 2442595
Fax	0059 1 22442595
E-Mail	<a href="mailto:aopeb@mail.megalink.com">aopeb@mail.megalink.com</a>
Contact	Oscar Mendieta Chavez
Products	Coffee, Quinoa, Bolivian nut, Cocoa, fruit tea, herbs, dry fruit

**AOPEB**, ASSOCIATION OF ORGANIZATIONS OF ECOLOGICAL PRODUCERS OF BOLIVIA was created in 1991 with the aid of El Ceibo, Anapqui, Coraca Irupana, Agroplan, Accopca y Minga. Its aims are to improve the level of sufficiency of Bolivian ecological farmers through sustainable farming. AOPE works specifically in the conditions of the ecological production and its recognition. The main activity is the assessment to the producers about the internal control system on the basic and specifics standards for the ecological production. The AOPEB standards are equal to IFOAM International Standards, to the EU regulations 2092/91 and to US Foods Production Act.

## BOLIVIA

AOPEB actually holds 35 organisations and is the only representative of around 25000 organic small producers and producers in conversion. AOPEB participates in the writing of standards to be upheld in Bolivia in order to control domestic ecological production. It has good relations with similar organisations abroad and helps to organise international events such as conferences, trade fairs and meetings within Bolivia. AOPEB is member of the International Federation of Organic Agriculture Movements (IFOAM), Organisation of Action of Pesticides (RAPAL-BOL) has prepared and published the "Basic Standards for the Production and Manufacture of Organic Products in Bolivia".

Company	<b>CORONILLA LTDA.</b>
Address	Km4 Carretera Cochabamba-Sacaba P.O.Box 1513 Cochabamba Bolivia
Telephone	00591 4 42271221
Fax	00591 4 427 1224
E-Mail	fideos@coronilla.com
Contact	Marta Eugenia Wille
Products	Pasta Andina, Pasta Kristal, Snack Dulce, Snacks Salsdos

**Fideos Coronilla.** The family driven company is producing gluten free noodles and snacks made from Andean grains like quinoa and canawa. The market studies of the gluten free products markets in Northern Europe shows an interesting potential to develop new exports in Europe. Coronilla is certified by IMO CONTROL (LA) which is the Bolivian branch of IMO CONTROL Switzerland. More information about the company on their website:[www.coronilla.com](http://www.coronilla.com)

Company	<b>EI CEIBO LTDA</b>
Address	Av. 16 de Julio Ed. Herman P.O. Box 7759 La Paz Bolivia
Telephone	00591 2 2841178 or 00591 2 2841078
Fax	00591 2 840604
E-Mail	elceibo@ceibo.entelnet.bo
Contact	Bernardo Apaza
Products	Cocoa Grain, Cocoa powder, Chocolate, other Cocoa products

**Ei Ceibo Ltda** is a cooperative of the Bolivian amazonia. We group about 800 small producer families of organic cocoa and other cultivation. Our products are of an excellent quality so that we produce 70 % of the whole Bolivian production. Ei Ceibo started 1987 with organic production, trade in raw material and organic certified semi finished products. We produce about 400 to 500 tonnes of organic cocoa per year.

## BOLIVIA

Company	<b>ECO AGRO INDUSTRY SRL</b>
Address	Km 6.7 Av. Blanco Galindo Cochabamba Bolivia
Telephone	00591 44 378761 00591 718 07868
Fax	00591 44 378761
E-Mail	ecoagroindustry@yahoo.com ecochapace@yahoo.es
Website	www.ecoagroindustry.com.bo
Contact	Ms G. X. Barragán
Products	Organic fruits such as mango, pineapple, banana, papaya, fruits leathers, essences and others.

**ECO Agro Industry** was created in 1999, it is a small company with a work force not over 50, each one fully committed to our promise of having quality finished products.

Our processing plant is located in the beautiful valley of Cochabamba, in proximity of the main fruit producing regions of Bolivia called the Chapare and Santa Cruz.

Our export strategy is both customer-oriented and environment friendly. We offer a wide range of tropical fruits in different cuts and packaged in recyclable materials. Our product line includes dehydrated fruits such as banana, papaya, pineapple, apple and mango. We also have fruit leathers, essences and marmalades. All our products are either ORGANIC certified or 100% natural.

Company	<b>LAINAL</b>
Address	Planta Kennedy Av. NZ050 Oruro Bolivia
Telephone	00591 25270079
Fax	00591 2370072
E-Mail	lainal@nogal.oru.entelnet.bo
Contact	Walter Prudencio Magne
Products	Quinoa, Salt

**Lainal** is a family company that packs and markets natural products of the highland and Bolivian valleys. Lainal markets quinoa from the Processor Plant of Salinas that belongs to the rural aymaras people. The quinoa is organic certified and transformed in flour it allows to produce bread, cookies, noodles and other products.

## BOLIVIA

Company **REPSA**  
**RAINFOREST EXQUISITE PRODUCTS S.A.**  
Address Av. General Lanza N° 2003  
La Paz  
Bolivia  
Telephone 00591 2414869  
Fax 00591 8116652  
E-Mail Repsa@ceibo.entelnet.bo  
Contact Yehuda Lilo  
Products

- Chocofé (Chocolate covered coffee beans)
- Rainforest Delight (Chocolate covered Brazil nuts)
- Bunch o Crunch (Chocolate covered cereal quinoa, rice, cañahua)
- Café Millennium (Roasted arabica coffee)
- Green Coffee (Green Coffee supermo and Green Coffee organic)

Company **TAHUAMANU SA**  
Address C. Montevideo No. 109  
Ed. Eliana 2P  
La Paz  
Telephone 00591-2 440050  
Fax 00591-811 2869  
E-Mail mctahua@caoba.entelnet.bo  
Contact Marcelo Castellanos  
Products Brazil Nuts (Shelled, Inshell and Organic)

Company **TUNUPA SRL**  
Address Ed. La Paz Bloque 2 Dpto. 2  
Oruro  
Bolivia  
Telephone 00591 2 5277600  
00591 718 44609  
Fax 00591 2 5270079  
E-Mail tunupa@nogal.oru.entelnet.bo  
Contact Jean Marie Galliath  
Products Quinoa Grain, Quinoa Flakes, Quinoa Bars, Quinoa Pops

## BOSNIA HERZEGOVINA

Company	<b>Achillea d.o.o. Livno</b>
Address	Stjepana II Kotromanica Street bb 80101 Livno Bosnia and Herzegovina
Telephone	00387 34 200 607
Fax	00387 34 200 607
Contact	Dr. Slobodan Brdar
E-Mail	Igor.brdar@tel.net.ba
Products	Medicinal herbs, Herbal tinctures, oil exhausters and Creams

**Achillea d.o.o. Livno** is a supplier and producer of medicinal plants, essential oils, aromatic plants, spices, mushrooms, forest fruits and organic vegetables.

We offer high quality, natural organic products that are controlled by the well known inspector IMO (Switzerland).

In future we are also planning to get products from plantations and not only from wild collection.

Company	<b>ANDJELIC d.o.o.</b>
Address	Trebinjskih brigada 10 89101 Trebinje Bosnia Herzegovina
Telephone	00387 59 260 647
Fax	00387 59 260 647
Contact	andjelic@post.com
E-Mail	Radovan Andjelic
Products	Essential oils and medicinal herbs: Helichrysum italicum, Salvia officinalis, Juniperus communis, Satureja montana, Vitex agnus castus

The company from Trebinje, in the South-West of Bosnia and Herzegovina started trading with wild grown medicinal herbs in 1996 and established in 1999 the distillation of essential oils. This year "Andjelic d.o.o" is registered as certified operator for organic Production according to the EU regulation 2092/91 for wild production and processing of essential oils.

Organic Certified Products are essential Oils and medicinal Herbs such as Helichrysum Italicum (Everlasting), Salvia Officinalis (Sage), Achillea Millefolium (Yarrow), Juniperus Communis (Juniper Berry) Satureja Montana (Savoury Winter, Vitex Agnus Castus).

## BOSNIA HERZEGOVINA

Company	<b>Elmar</b>
Address	Preobrazenska 4 89101 Trebinje Bosnia and Herzegovina
Telephone	00387 59 260 411
Fax	00387 59 222 691
Contact	Nada Maric
E-Mail	elmar <b>tb</b> @spicanet.net
Products	Essential oils and medicinal herbs: Helichrysum italicum, Salvia officinalis, Satureja montana, Vitex agnus castus

**ELMAR** Company is founded in year 1996, since 1999 it is occupied with manufacturing essential oils from wild grown medicinal herbs by process of steam distillation. The company engages 1 employee in administration and 4 employees in production. The Capacity of INOX distillery is 3 tons of fresh raw material per 24h. Raw material is collected by competent stuff, according to our instructions, in 60 km wide surrounding of Trebinje. We are able to engage 100 collectors if needed. In October 2001. we obtained IMO certificate for organic products for oils of following herbs: Helichrysum italicum, Salvia officinalis, Vitex agnus castus and Satureja montana.

Company	<b>Tehnopres d.o.o, working unit "Kap po Kap"</b>
Address	Mladena Stojanovica br 15 Banja Luka 51000 Bosnia and Herzegovina
Telephone	00387 51 302 356 00387 51 833 351
Fax	00387 51 302 356
Contact	Vojislav Djurovic
E-Mail	office@tehnopres.com
Products	Puree of chestnut

The company "**KAP PO KAP**" which means "drop by drop", was created in 2000 and occupies 5 and during the season up to 10 workers. This company buys woodberries and other earthy plants. Furthermore, we manufacture chestnuts to chestnutpurée (mash chestnuts). We would like to expand and cooperate with European companies in future. If you are interested in cooperating with us do not hesitate to contact us.

## BOSNIA HERZEGOVINA

Company	<b>ZZ Agroplod Stolac</b>
Address	Gorica bb 88 360 Stolac Bosnia and Herzegovina
Telephone	00387 36 853 758
Fax	00387 36 853 758
Contact	Enver Zele
Products	Organic vegetables, essential oils, extracts of essential oils, unprocessed medicinal herbs

The company **Agroplod** was founded in 1999 in Stolac in Bosnia Herzegovina. Agroplod has 7 employees in administration and 100 employees in production and a lot of cooperants.

Our organic products are certified by AIAB and wild grown, medicinal herbs, essential oils and extracts are certified by KRAV.

Our country has very good climatic conditions for growing different vegetables and medical herbs and many other cultures.

## BULGARIA

Company	<b>Gerada-GM Ltd.</b>
Address	"Peter Beron" Str. No. 6, ap. 1 1000 Sofia Bulgaria
Telephone	00359 2 963 23 42
Fax	00359 2 66 27 25
E-Mail	gerada@abv.bg
Contact	Gerasim Dochev
Products	Honey, wax, Pollen, Propolis

**GERADA-GM Ltd** is a Bulgarian private company. We are producing and exporting bulgarian bee honey since 1996. From 2001 we have a certificate for organic bee honey, pollen, propolis and wax from Lacon Institute Germany. We could offer organic bee honey in different packaging-jars, ceramic and drums. It is a Linden, Acacia, Polyflower, Forest, Manna, Honey with walnuts.

## COLOMBIA

Company	<b>Asociacion de Cabildos Indigenas del Cesar</b>
Address	Carrera 80 No. 60A-39 Bogota Colombia
Telephone	0057 91 2522636
Fax	0057 91 2522636
E-Mail	Anei_arun_ati@hotmail.com
Contact	Aurora Izquierdo Torres
Products	Coffee beans, Coffee toasted and milled, Aromatic pants

The so called “ **ASOCIACIÓN DE CABILDOS INDÍGENAS**” is the result of an agreement between some ethnic groups in the north of Colombia from 1998. This agreement looks for share efforts in order to obtain better conditions of life for the people of every of theirs ethnic groups.

The most important aspects of attention are health and economy so that the association has constituted an enterprise for health services in case of illness or disease and cooperative work for better results in the agricultural labour to obtain utilities that grant the family saving.

The cooperative work joints organic coffee producers of the “Yeurua” region in the Sierra Nevada de Santa Marta.

Anei coffee is 100 % organic product, it grows at 1400-1800 meters above sea level with an incomparable aroma and flavor. Originator of the Heart of the world, where the Mother Earth is united with the sky and the sea kisses the beach, in the shade of millenarian forest of avocados and guamos, fertilized by nature and flavored by the ancestral wisdom of the Mamas.

Company	<b>Corporación Oro Verde (COV)</b>
Address	Cra 64 A # 48 –25 ; A. 703 Medellin - Colombia
Phone	0057 4 561 8227
Fax	0057 4 532 1357
E-Mail	amichoco@epm.net.co
Contact	Nicolás Cock Duque
Products	Certified “green” gold and platinum products (jewellery, bottles, and bars) and raw “green” gold and platinum

## COLOMBIA

Company	<b>Ingenio Providencia S.A.</b>
Address	Carrera 9, 28-103 P.O. Box 32658 Cali-Valle Colombia
Phone	0057 2 438 48 65
Fax	0057 2 418 30 98
E-Mail	jborrero@incauca.com
Contact	Juan Ignacio Borrero
Products	Organic Sugar (from sugar cane) Organic molasses (from sugar cane)

**Ingenio Providencia**, an agro-industrial corporation dedicated to sugar cane production, was found on April 12th of 1926 by Modesto Cabal. Ingenio Providencia, located at 23 miles from the city of Cali, Colombia, cultivates more than 22,000 hectares of land, which end up in the milling of 2.600.000 tons of sugar cane per year and it is converted into 310.000 tons of sugar. In addition, Ingenio Providencia provides 3,700 direct jobs, between employees, workers and contractors, and more than 10,000 indirect jobs.

Since 1999, Ingenio Providencia, the second largest mill in Colombia, became the first factory to produce and process organic sugar cane in the country. At the moment, it has more than 2,000 hectares between transition and organic sugar cane, and it hopes to become one of the largest organic sugar exporters in the world.

## EGYPT

Company	<b>A. Fakhry &amp; Co.</b>
Address	1081, Corniche El Nil (Garden City) 11451 Cairo Egypt
Telephone	00202 795 0685
Fax	00202 794 4198
Contact	Hussein A. Fakhry
E-Mail	a-fakhry@starnet.com.eg
Products	Organically certified essential oils, Organic dried botanicals and spices, certified floral waters, absolutes and concretes

Since 1955, from the heart of the Fertile Nile delta, **A. FAKHRY & Co.** has devoted itself - from father to son - to the extraction of Essential Oils. Today, the company declines a range of over 70 Essential Oils, Floral Waters, Concretes, Absolutes, and Dried Botanicals both in organically certified and conventional farms. Our production is destined for the extremely exacting client in the fields of Fine Perfumery, Cosmetics, Food Flavoring, Pharmaceuticals, Aromatherapy, and Phytotherapy.

## GHANA

Company	<b>Lartey Associates (Ghana) Ltd.</b>
Address	4 Abrebresem Street, OSU P.O. Box GP 3077 Accra
Phone	00 233 21 763899
Fax	00 233 21 764492
E-Mail	lartey@Ghana.com
Contact	Henry Lartey
Products	Papaya

**Lartey Associates (Ghana) Ltd** was established in July 1987 as a commodities export company. The main objectives of the company are to supply the European market with agricultural produce. They currently export charcoal to the UK and the Middle East, coffee to France and Papaya und Pineapples to Germany, Holland, Italy, Belgium, Switzerland and the UK. They believe in organic farming and has been certified for organic papaya production by BCS OKO GARANTIE GmbH, and also been financing small out growers (farmers) to do the cultivation than the company can produce on its own land.

## INDIA

Company	<b>Indian Organic Food</b>
Address	Himalaya House, I-142 Kirti Nagar, New Delhi- 110 015 India
Phone	0091 11 5123901 or 0091 11 5437239
Fax	0091 11 5122989 or 0091 11 5437247
E-Mail	iof@mantraonline.com
Contact	D.S. Gill
Products	Basmati Rice, Chickpea, Lentil, Pulses, Tea, Coffee, Shakkar (100% Sugarcane juice)

**Indian Organic Food** is a pioneer and leading organization of India in the field organic agriculture and its exports. This is the first company to bag the prestigious award from Ministry of Commerce, Government of India in the year 2000 being the largest exporter of certified organic produce. It is an organization with distinctive features and objectives, as it is dedicatedly imparting knowledge of organic farming to farming community for the promotion of organic agriculture activities in India.

Our range of products include basmati rice, long grain rice, sugarcane sweetener, white chickpeas, black chickpeas, black gram, lentils, frozen and dry green peas, essential oils, soybean, chillies, mustard seeds, fenugreek seed, fennel seeds and other spices. Indian Organic Food has also developed a plant and soil vitalizer and plant resistance enhancer on the principle of Ayurveda (Ancient Indian Science of Life).

These products are sold under the brand name of Anupaan. These products are approved as organic input in certified organic farms by IMO, Switzerland.

## PERU

Company	<b>ACOPAGRO</b>
Address	Agrarian Cacao Cooperative "ACOPAGRO" Ltda. Jirón Arica # 203 Juanjui San Martin / Peru
Phone	0051 94 545190
E-Mail	eeslava@pnufid.onu.org.pe
Contact	Econ. Gonzalo Rios Nuñez
Products	Organic Cacao (Biolatina - Naturland)

**ACOPAGRO** is a producer organization with more than 400 members commercialising almost 95% of the cacao produced in the Central Huallaga Valley. The social and economic consolidation of this company offers its members a secure and viable alternative in addition to other services for their advantage, such as technical assistance and other training activities. The company is diversifying its offer producing cacao beans conventional y organic, cacao butter and cacao liquor for national and international markets.

Company	<b>Agrarian Coffee Cooperative Valle Rio Apurimac Ltd.</b>
Address	Av. 28 Julio #004 San Francisco Ayacucho / Peru
Phone	0051 64 835179
E-Mail	vadler@pnufid.onu.org.pe
Contact	Ing. Donato Laines Llantoy
Products	Organic Coffee and Cacao (IMO-Control- Naturland)

The Coffee Cooperatives "**Valle Rio Apurimac**" and "**El Quinacho**" Ltda were founded in the early 1970's answering the need of the mainly small coffee farmers to commercialise their coffee and cacao. Currently they have more than 2,500 members and are registered exporters of quality coffee from the fertile mountain land in the Apurimac / Ene river basin. Farms grow their coffee under native shade in harmony with flora and fauna and free from agrochemicals.

Company	<b>APCO/AEDES Association of Organic Crop Growers</b>
Address	Arequipa Office: Cooperativa John Kennedy A1, José Luis Bustamante y Rivero P.O. Box 2114 Arequipa / Peru
Phone	0051 54 430 794
Fax	0051 54 430 794
E-Mail	manuelt@aedes.com.pe or aedes@aedes.com.pe
Website	www.aedes.com.pe

## PERU

Contact Manuel Tejada Cano  
Products Amaranth and Quinoa

**AEDES** is providing technical assistance to smallholders grouped as the Association of Organic Crop Growers (APCO) in the Cotahuasi Canyon (Arequipa-Peru), the deepest and most beautiful in the World. The production process is continued by a careful selection of Inca cereals (such as amaranth and quinoa) and other Andean crops. They also gather aromatic and medical plants to offer them to the world market, while conserving the rich biodiversity. All products are certified as organically produces as per EU Regulation 2092/91.

Company **Cacao Vrae SA**  
Address Los Libertadores 650  
San Isidro / Peru  
Phone 0051 221 8274 / 0051 435 5256  
Fax 0051 64 835223  
0051 42 12975  
E-Mail sesaine@winrock.org.pe  
cacaovrae@hotmail.com  
Contact Sandra Esaine  
Products Cocoa Beans

CACAO VRAE SA , created in September 1999, is a Peruvian trading of high quality cocoa beans. Our sales experience in domestic and International markets including Germany, Italy and Spain is supported by quality standards accepted by the European Community.

CACAO VRAE SA is owned by farmers of the Apurimac and Ene River Valleys, located in Ayacucho, southwestern Peruvian Jungle.

Unique natural conditions such as high humidity (2,300 ml per year) and rich and deep soil, high temperature (27 C as average) and our strict domestic controls guarantee our quality.

Our projected production for 2002 season includes 615 MT cocoa certified by BIOLATINA and 1400MT of conventional cocoa beans.

Company **Candela Peru**  
Address Parque Industrial Mz F Lto 9 Villa el Salvador  
P.O. Box 14-0233 L-14  
Lima 42 / Peru  
Phone 0051 1 287 59 95  
Fax 0051 1 287 50 28  
E-Mail candela@amauta.rcp.net.pe  
Contact Gaston Vizcarra  
Products Brazi nuts, Brazil Nut oil

**Candela Peru** is an alternative trading organization, founded in 1989, focused in the Brazil nut industry.

We offer first quality Brazil Nuts and BN Oil for cosmetic and edible

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industries. These products are certified by IMO Switzerland. We also offer Brazil Nut Meal as a pure protein product; Brazil Nut Pod Candle, made from the natural container of the nut; and we are developing Brazil Nut Sweets, as Marzipan and Chocolate.

**We have the largest and best equipped facilities for Brazil nut processing in Peru.**

Company	<b>Chakarunas Trading S.R.L</b>
Address	Enrique Palacios 355, Chorillos Lima / Peru
Phone	0051 1 4403133 or 0051 1 2523717
Fax	0051 1 2523718
E-Mail	srcg@amauta.rcp.net.pe
Website	www.chakarunas.com
Contact	Jugio Lam
Products	Maca

**Chakarunas Trading**, founded in 1997, conducts business throughout the Departments of Cerro de Pasco, Junin, and Ayacucho, with a warehouse in Ninacaca, Cerro de Pasco and an office in Lima. Processing includes transforming organic or silvestre herbs for export. We are now being certified by Bio-Latina in Peru. Our most successful results include supplying organic Maca to PureWorld-USA since 1997. Our goal is to promote organic growth of additional medicinal herbs in Andean communities.

Company	<b>Conservera Amazonica SA-CAMSA</b>
Address	Av. Angamos Oeste 387 Of. 402 Miraflores Lima 18 / Peru
Phone	00511 446 1824 or 00511 446 1825
Fax	00511 446 1825
E-Mail	Camsa1@chavin.rcp.net.pe
Contact	Fernando Rizo-Patron
Products	Canned Hearts of Palms

**CAMSA** was founded in 1969, is the leading Peruvian enterprise dedicated to the production, canning and export of the legitimate "Hearts of Palm" of highest quality extracted from the wild palm tree specie "Euterpe precatoria" (Huasai). CAMSA has obtained Organic certification in accordance to the EEC regulation No. 2029/91 has HACCP system implemented to its production process, and is developing the first and largest "plantation" in the world of the "Huasai" palm tree under Organic and FSC regulation standards.

## PERU

Company	<b>ICATOM S.A</b>
Address	MANUEL SNATANA CHIRI No. 1151 ICA / Peru
Phone	0051 34 217172 or 0051 34 217173
Fax	0051 34 223338
E-Mail	mgubbins@icatom.deltron.net or atiENZA@terra.com.pe
Contact	Manuel Gubbins
Products	Organic tomato paste

**ICATOM S.A.** produces **ORGANIC TOMATO PASTE** and FRESH TOMATOES in Ica – Perú, valley in the middle of the desert that allows us to produce tomatoes all year round.

The company was founded in 1995, the number of employees is 100 (20 administration, 80 plant).

Our production is mainly exported to Europe and USA, we have been certified ORGANIC by **SKAL No. 015818** and the process has been certified HACCP by **LLOYD'S SQA 705042**.

Company	<b>Inmolag SA</b> <b>Hacienda Chacra Blanca</b>
Address	Av. Rinconada del Lago 1475- La Molina Lima 12 / Peru
Phone	0051 1 8153347
Fax	0051 1 5305350
Mail	inmolag@terra.com.pe
Contact	Jose Antonio Vico Martinez
Products	Table Black Olive / C 90-160 Table Green Olive / C90-160 Olive Oil Extra Vergine, Black Olive Pate, Green Olive Pate

The 50 hectare **Chacra Blanca** was built 11 years ago on the desert plain region of the Chilca Valley. This desert plain has been transformed into a leafy flora oasis of live trees and this creates a microclimate for an enormous fauna population of birds and insects. In addition to the olive trees we have introduced, other trees and plant types including eucalyptus, fig, pomegrante, citrus trees and recently a vineyard to maintain a high degree of biodiversity.

From the beginning it was decided that the Cacara Blanca was to be plantation producing ecologic olives. In the cultivation of our olives there is no use of insecticides or chemical fertilizers. In this biological balance the olive trees are able to get all of their nutrients through natural fertilizers. A natural humus is created from all of the animals that are raised on the plantation including horses, goats and rabbits. To maintain the high quality water supply needed, we are able to irrigate the entire plantation through a series of canals that originate from a subterranean spring located directly on the plantation.

Through these very strict biological methods we have been able to produce ecologic olives and olive oil that we are very proud of. It is through

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this methods and not by chance that our 4 to 7 year old olive trees have the vegetal development of other trees of 12 years of age in Peru.

Company	<b>Oro Verde</b>
Address	Jirón San Martin # 514 Lamas San Martin / Peru
Phone	0051 94 543389
E-Mail	vadler@opnufid.onu.org.pe
Contact	Ing. Hiderico Bocangel Zavala
Products	Organic Coffee (Biolatina-Naturland)

The Cooperative “**Oro Verde**” Agrarian Coffee Cooperative “Oro Verde” Ltda., was founded in 1999 in Lamas, San Martin and is a registered exporter of Organic coffee assembling 276 families. About 40% of the members are natives of the ethnic “Chancas Quechuas”, keeping their own customs, language, folklore, agricultural tradition and own native organization. “Oro Verde” is promoting a modernized harvest and post-harvest methodology to better the coffee quality at all production levels aiming to ensure their farmers a sustainable income.

Company	<b>Pronatur</b>
Address	Mz. “k” Pque. Ind. Chiclayo Chiclayo / Peru
Phone	0051 74 219090
Fax	0051 74 219494
E-Mail	trading@pronatur.com.pe
Contact	Jan Bernhard
Products	Fresh Mangoes, Limes, beans, dried beans, sesame seeds, green coffee

**PRONATUR** is a company founded in 1995, dedicated to procuring, processing and exporting organic agricultural produce from Peru: shade-grown highland coffee of excellent quality, sesame, beans, mangos and citrus fruit.

It has 25 full-time and 150 part-time employees with a head office and processing facilities in Chiclayo, a large city in northern Peru. Pronatur promotes and assists small organic farmers in the remote upper Amazon regions through its associated organization APROECO (Asociación de Productores Agroecológicos). The different products are certified by **IMO**, Switzerland; **Naturland**, Germany; **BioSuisse**, Switzerland; **OCIA**, USA; **Smithsonian**, USA

## SOUTH AFRICA

Company	<b>Valley Farms Processing Co.</b>
Address	Plot 159 P.O. Box 163 0929 Levubu South Africa
Phone	0027 15 583 00 11
Fax	0027 15 583 04 72
E-Mail	valley@mweb.co.za
Contact	Gill Gilbert
Products	Organic guava pulp concentrate

**Valley Farms Processing Co.**, was established in 1996 and has successfully penetrated the global fruit juice market. The company produces aseptic **ORGANIC GUAVA** fruit purees as single strength or concentrate -10±1°Brix, 20±1° Brix or 61±1° Brix (clarified, =3000mg/100g natural Vitamin C). The products are packed in 200-liter aseptic bags, in open-top steel drums. Smaller pack sizes are available. Valley Farms Processing Co. is organic certified (ECOCERT), HACCP certified (SABS), and Kosher certified.

## GUATEMALA

Stand 3-702

Company	<b>AGEXPRONT</b>
Address	15 Avenida 14-72, Zona 13 G-01013 Guatemala
Phone	00 502 362 20 02
Fax	00 502 362 19 50
E-Mail	Info@agexpront.org.gt
Contact	Giovanni Passarelli
Products	Foodstuffs and Agricultural Produce in General

The association groups more than 850 companies in several different business areas. The most important ones in the food and beverage category are: fresh produce, processed fruit and vegetable products, foodstuffs, seafood and organic products.

For instance, **Proyecto IPP** (inversiones para la paz) is a project which supports the north-occidental small producers of aromatic teas and vanilla.

Phone: 00 502 3622002 / Fax: 00 502 3621950

e-mail: miguel.basterrechea@agexpront.org.gt

Company	<b>Agricola San Antonio</b>
Phone	00 502 3391299
Fax	00 502 3620026
E-Mail	fidelp@intelnet.net.gt

**Agricola San Antonio** situated in "la Sierra de las Minas" produces coffee, cardamom, and has eco-tourism project in process. This company

is not only working in organic production but also in developing the eco-tourism in the area.

Company **Asdecohue**  
 Phone 00 502 768 96 22  
 Fax 00 502 514 48 15  
 E-Mail rodasl@hotmail.com  
 Contact Luis Rodas

**Asdecohue** is an association of cooperative of Huehuetenango. They group small producers of organic coffee, vegetables and cardamom. This producers have their coffee plantations on 1800 meters to 2300 meters above sea level. This special coffee is one of the best coffees which Guatemala exports.

Company **Mayacert**  
 Address 16 Av. 2-16  
 Zona 4 de Mixco  
 Guatemala C.A.  
 Phone 00 502 59 55 784  
 Fax 00 502 20 82 266  
 00 502 51 66 719  
 E-Mail mayacert@guate.net  
 Contact Noé Rivera

**Mayacert** is an agency dedicated to the inspection and certification of ecological products, including agriculture live-stock and agro-forestry products.

Mayacert's Manuals of Technical Standards and Operative Procedures are in accordance with the regulations of the European Union, the International Federation of the Organic Agriculture Movement (IFOAM), the National Council of Standards of the United States (NOSB/USDA) and the local conditions of Latin America.

Within Guatemala Mayacert collaborates with AGEXPRONT, the Association of Exporters of Non-Traditional Products. With this association Mayacert has participated in the Sub-commission of Ecological Products and in the formulation of the law regarding ecological production for the Ministry of Agriculture and Food of Guatemala.

Since 1997 Mayacert signed an agreement of co-certification with the German certification agency BCS ÖKO GARANTIE.

Company **Raldas Coffee**  
 Phone 00 502 3622002  
 Fax 00 502 3621950

Raldas Coffee produces organic coffee which is ecologically friendly. Furthermore they are trying to develop processed products.



**sippo**   
— swiss import —  
promotion programme

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