

The SIPPO Pavilion presents companies from
Albania, Colombia, Egypt, Ghana, Indonesia,
Macedonia, Peru, Ukraine
At Health & Natural Ingredients Europe.

Madrid, November 16–18, 2010
Hall 9, Booth N6 & P8





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SIPPO Swiss Import Promotion Programme.

SIPPO, the Swiss Import Promotion Programme, is a mandate of the State Secretariat for Economic Affairs, SECO, within the framework of its economic development cooperation. It is carried out by Osec, the official Swiss foreign trade and investment promotion agency. The programme helps SMEs in developing and transition countries to gain access to the Swiss and European markets by providing information, training courses and other matchmaking services. SIPPO also assists importers from Switzerland and the European Union with finding suitable partners and high-quality products from selected developing and transition countries.



The programme has five main goals:

- To inform the Swiss and European import economy about new market sources
- To strengthen trade institutions and business sector associations in the trade promotion process
- To increase the competitiveness of SMEs in selected partner countries
- To develop the manufacturing and exporting skills of SMEs in selected partner countries
- To establish qualified trade contacts between SMEs from emerging markets and markets in transition and the Swiss and European import economy

Osec

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Contact: Mr. Kujtim Kekaj



Erba Ltd. was founded in 1995 and is located in the heart of Northern Albania, well-known for the biodiversity, history and traditions. The company has in place a consolidated network of Albanian collectors, harvesting mainly aromatic and medicinal plants from the pristine mountains and valleys of Northern Albania.

Erba has concentrated its production activity in three main areas: wild collection and cultivation of aromatic and medicinal plants, processing & export of dried herbs and essential oils.

The company ensures high quality products by using superior herbs and modern processing technologies. Major herbs and spices Erba processes are sage, thyme, lavender, savoury, oregano, laurel, rose hips and wild thyme. Erba produces essential oils from oregano, rosemary, savoury, lavender, sage, and red and black juniper.

- Products** Dried herbs, aromatic and medicinal plants, essential oils
- Personnel** 90
- Export** France, Spain, Italy, Greece, Turkey
- Certification** organic



Colombia.

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Contact: Mr. Daniel Urbina

Alicolsa (Alimentos Liofilizados de Colombia S.A.) was established in 2006, from the experience of local engineers and scientist pioneers in the freeze dried coffee industry in Colombia. The company is located in Bogota, serving mainly the local industry with freeze dried fruits and ingredients. The production capacity and 40 committed employees make it possible to serve companies such as Nestle, Pepsico (Frito Lay), Compañia Nacional de Chocolates, Quala, among others in different industries. In 2009, Alicolsa has successfully started to export freeze dried mangoes, bananas, physalis and pineapples.



Products Freeze dried fruits and ingredients

Personnel 40

Export Germany

Certification HACCP





Egypt.



International Office for Trading & Export (IOTE)

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Egypt

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Contact: Mr. Hany Fayez M. Semeda



The International Office for Trading & Export (IOTE) is a leading Egyptian export company which manufactures and exports various dried herbs, spices, seeds and medicinal plants. The company was established in 1979 and started exporting various products to more than 20 companies all over the world in 1980. Customers are herbal stores, pharmaceutical and food companies as well as herbs and spice importers. IOTE also has its own cultivation areas along with a wide range of crops with experienced contract farmers.

In order to supply excellent qualities to its customers IOTE implemented HACCP, ISO and OHSAS certification. The company's priority is to maintain good and successful business relationships and to offer the best quality for fair prices.

Products herbs, spices, seeds and medicinal plants

Personnel 33

Export Germany, Russia, Romania, Latvia, USA

Certification HACCP, ISO22000, ISO14001, OHSAS18001



Ghana.

Bet Exports Ltd.

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betexports@yahoo.com



Contact: Mr. Tom Kwarteng-Amaning

Bet Exports Ltd. was founded in 1993 and operates in the priority sector of the Ghanaian economy-Non Traditional Exports (NTE). As a member of the Ghana Exports Promotion Council the company is highly committed to meet the requirements of its buyers along the supply chain for sustainable sourcing.

Their main business activities include the exportation of dried raw cashew nuts and plants such as shea nuts, voacanga, griffonia, or annatto seeds to Europe and Asia. In 2004 and 2005 Bet Exports received the Export Achievement Gold Award for exporting cashew nuts among others.



Products Shea nuts, cashew nuts, voacanga seeds, annatto seeds, griffonia seeds, corynanthe bark, baobab fruit, hibiscus flowers, kola nuts, desmodium herb

Personnel 50

Export India, Switzerland





Ghana.



Bride Tidings Enterprise Ltd.

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Contact: Mr. Matthew Kwadwo Nkansah



Bride Tidings Enterprise Ltd. was established in 1994 and is producing and processing raw botanicals, agricultural products, timber and minerals.

The company's mission is to provide efficient, reliable and quality exports and to facilitate imports. In future, Bride Tidings is planning to establish a cocoa processing factory, to provide hospital and accommodation for workers, to produce quality drinking water and juices, and to set up a foundation to assist the poor and needy in Ghana. Bride Tidings operates in various sectors of the Ghanaian economy and offers opportunities for investors interested in entering the Ghanaian market.

Bride Tidings is looking for partners to establish a processing plant to process and extract active ingredients from raw botanicals such as griffonia seeds, voacanga seeds and irvingia seeds for exports.



Products Voacanga seeds, griffonia seeds, annatto seeds, irvingia seeds, black pepper, cocoa

Personnel 50

Exports Switzerland, Germany, India



Ultimate Exports & Imports

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Contact: Mr. Patrick Opare Asante

Ultimate Exports & Imports is a supplier of raw medicinal plants and herbs. The company was founded in 2004 and is located in Tema, Ghana. Around 20 experienced and customer orientated professionals are working hard to meet their customer's requirements and needs.

Ultimate Exports & Imports offers clients all over the world good quality products, on-time delivery and flexible payment terms.

Products Miracle fruits, griffonia seeds, kigelia fruits, rauwolfia roots, annatto seeds

Personnel 20

Export India, France, UK, USA





Indonesia.



Indaroma

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Contact: Mrs. Lily Widjaja, Mr. Ari Widjaja



Indaroma, established in 1971, offers a large variety of essential oils, aromatic chemicals and natural extracts from Indonesia and exports them to customers all over the world. Indaroma supplies for the flavour and fragrance, cosmetic, pharmaceutical, food and beverage industries. The broad knowledge and long experience in the production of essential oils makes Indaroma a reliable supplier for its customers.

In 2007 and 2008 the company was awarded with the «Primani-yarta Award» for the best performing exporter in the category «Medium Sized Company» from the Ministry of Trade Republic through NAFED (National Agency For Export Development).

Products Essential oils, natural extracts

Personnel 20

Export Singapore, China, India, Europe





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Contact: Mr. Edy Pramono

Natura Laboratoria Prima, established in 2004, produces high quality medicinal plant extracts from Indonesia. Quality assurance is achieved by implementing Good Laboratory Practices (GLP) which is supported by modern and complete laboratory equipment and Good Agricultural Practices (GAP) through mutually beneficial cooperation with farmer society in order to gain selected standardized medicinal plants.

Natura Laboratoria mainly exports to USA, Hungary and other European countries. Unique selling proposition products such as water coconut powder, series of tropical fruits in powder and liquid form will be displayed at Health Ingredients Europe in Madrid.

Products	Essential oils, fruit powder extracts, vegetable powder extracts, liquid extracts, herbs, herbal medicine
Personnel	50
Export	Europe, USA
Certification	GMP, GLP, GAP





Macedonia.

Flores

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Contact: Mr. Dimitar Todorovski



Flores has been founded in 1992 and is situated in Skopje. The company deals with medicinal herbs and forest fruits such as juniper berries, oak tree moss and Rosa canina and has been exporting them for many years. Flores owns 20 hectares of plantations and exports its products to the EU and several Eastern European countries. Flores collaborates with partners and exchanges know-how regarding tea, dried vegetables, fruits, juice and essential oils.

Products Medicinal herbs, forest fruits

Personne 22

Export Europe

Certification organic





Peru.

Chakarunas Trading S.R.L.

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Contact: Mr. Sergio Cam

Chakarunas Trading is dedicated to the production and commercialization of natural products. In 2001, the company started the first organic certification of Maca farming and processing in Peru. They produce own seeds for the plantation of Maca to ensure the traceability and the high quality of their Maca products. Chakarunas Trading is highly committed to enhance the social welfare of the local communities and has installed a dental clinic in the production area for free treatment.

Recently, Chakarunas Trading started working with two new products: Huito (Genipa americana), a fruit from the Amazonas, which extract is used as natural colorant. Sacha inchi (Plukenetia volubilis), is presented in the forms of Sacha Inchi oil and Sacha Inchi powder and flour.

Products	Maca, dragon`s blood, cat`s claw, sachu inchi, huito
Personnel	12
Export	France, USA
Certification	organic





Ukraine.



Aksion NPP

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Contact: Mr. Ilya Puida



Aksion has been working in the medicinal plants sector for over 15 years. The head office is located in Simferopol. Their main activities are the procurement of medicinal plants and processed products.

Aksion pays special attention to the sustainable procurement of wild collected medicinal plants and berries.

The company has a drying complex, processing station for raw herbal materials and the greenery for planting stock (peppermint, melissa).



Products Dried sage leaves, dried chamomile flowers, dried lemon balm leaves, chamomile flowers, rosehips, roots of althea, leaves of salvia, horse chestnut

Personnel 20

Export Eastern Europe

Certification phyto-sanitary certificate, certificate of origin, certificate of radiating safety, in the process for organic certification



Aromatrade

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Contact: Mrs. Irina Evangelou

Aromatrade started operating in Ukraine in 1998 as a small factory producing rose, sage and lavender essential oils.

With the years the company has grown substantially, adopted new technologies of producing high quality essential oils of wider selection of plant species. As a result, today 120 employees constitute the full time working power of the company; the company owns 1000 hectares of farm land in the centre of Crimea peninsula.

At present, the main and most demanded product is lavender essential oil which is certified as organic by IMO.

Products Lavender essential oil, *Salvia sclarea*, essential oil and concrete, coriander essential oil, *Artemisia taurica* essential oil, sage essential oil

Personnel 120

Export Europe

Certification organic





Ukraine.



Elcor

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Contact: Mrs. Irina Eidelman



Elcor is one of the leading producers of essential oils and aromatic raw materials in Ukraine, operating on the market for more than 15 years.

All products – essential oils, concretes, aromatic waters – are produced from natural raw materials only. The company is involved in all stages of the value chain, from growing and processing raw materials to preparing final product lots ready to be shipped to the customers. Elcor exports its products to the European Union and other regions of the world.

Products Coriander oil, clary sage concrete, lavender oil, Artemisia oil, dill oil, clary sage oil, hyssop oil, sage oil, fennel oil, rose water hydrolate

Personnel 50

Export Austria, Russia, France, UK, Bulgaria, Czech Republic, The Netherlands, Spain, Poland, Germany, USA, Australia, Switzerland





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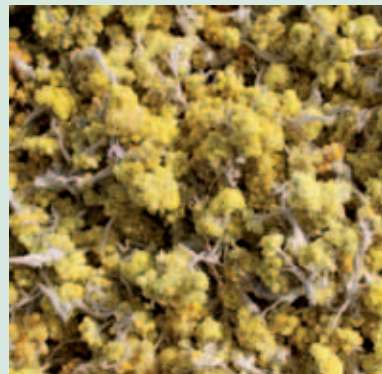
Contact: Mr. levgen Silin

Elpis-Ukraine, established in 2004, is a private enterprise with the head office in Kiev and several collecting points in five regions of Ukraine: Vinnitsa, Zhitomir, Khmelnytsk, Zakarpatye and Poltava. One of the basic activities of Elpis-Ukraine is the collection of raw herbal materials for pharmaceutical use, teas and the food industry.

Products special focus on sustainable procurement of plant raw material from wild collection

Personnel 9

Export Germany, Poland, Latvia, Georgia, Russia, China





Ukraine.



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Contact: Mr. Ivan Zaiats



Phytosvit Ltd. was founded in 2007 generating employment today comprising 34 technical and administrative staff.

The portfolio of services is including wholesale and retail sales of medicinal raw material from the company's cultivation and wild collection projects. Phytosvit is growing medicinal plants on the own fields under contract farming, sorting herbal raw materials according to buyer requirements based on plant monographs and quality control. The company has access to wild collected plant species based on resource assessment of the national flora. All harvested and processed plant raw material is subject to in-process quality control including microbiological and radiological tests.



Products Aromatic plants, and medicinal plants: special focus on dried flowers, calendula, chamomile flowers, melissa herb, salvia herb

Personnel 34

Certification in the process for organic certification for cultivation of *Calendula officinalis* and *Salvia officinalis*



FIND THE RIGHT INGREDIENTS TO MAKE YOUR PRODUCTS **SHINE** NEXT TO THE COMPETITION!



HEALTH INGREDIENTS EUROPE & NATURAL INGREDIENTS 2010 EXHIBITION & CONFERENCE 16-18 NOVEMBER 2010 IFEMA – FERIA DE MADRID, SPAIN

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- Digestive Health
- Cognitive & Mental Function
- Cardiovascular Health
- Bone & Joint Health
- Energy & Endurance
- Anti-Allergens
- Beauty-From-Within
- Clinical Trials
- Children's Health F&B

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