

European Seafood Exposition ESE 2003

www.euroseafood.com



May 6 – May 8
Brussels, Belgium

SIPPO – Pavilion
Hall 9 - Stand 4227

with companies from

Bulgaria, Ecuador, Indonesia,
Mozambique and Peru

further we recommend to visit

Estonia Pavilion
Hall 9 - Stand 4259

Peru Pavilion
Hall 5 - Stand 549

Vietnam Pavilion
Hall 9 - Stand 4029

promoted by

sippo 
swiss import
promotion programme

The **Swiss Import Promotion Programme** (SIPPO), under the patronage of the state secretariat for economic affairs of the Swiss government (SECO), aims at helping small and medium-sized enterprises (SMEs) 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 markets and markets in transition.

SIPPO's activities focus on five main goals:

- To inform the Swiss and EU importers 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 SMEs 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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Under the patronage of
SECO – State Secretariat for Economic Affairs, Bern, Switzerland
www.seco.admin.ch



Your partners when looking for a fish & seafood supplier:

- www.globefish.org
- www.eurofish.dk
- www.infofish.org
- www.infopesca.org
- www.infosamak.org

Company Name	Globefish
Address	Room: F-621 Viale delle Terme di Caracalla
City, Country	00100 Rome, Italy
Phone	+39 06 57 05 6244
Fax	+39 06 57 05 5188
Email	globefish-web@fao.org
Website	www.globefish.org
Contact	Mr. Jochen Nierentz
Products	FAO Program - Fish Info - Services, Government Agencies, Publishing/Publications

Globefish is the unit in the FAO Fisheries Department responsible for information on international fish trade. GLOBEFISH is an integral part of the FISH INFOnetwork.

Infopesca, Infofish, Infopêche, Infosamak, Eurofish and Infoyou performs a co-ordinating role in the Network activities. The core of Globefish is the Globefish Databank. Globefish produces a number of publications including fish price reports, market studies and trend analysis. Globefish is jointly financed by FAO and Globefish Partners.

Eurofish**Hall 9, Stand 4227**

Company Name	Eurofish
Address	P.O. Box 0896Euro UN Centre Midtermolen 3
City, Country	Copenhagen 2100, Denmark
Phone	+45 35 46 7180
Fax	+45 35 46 7181
Email	info@eurofish.dk
Website	www.eurofish.dk
Contact	Mrs. Anca Sfetcovici
Products	FAO Program - Fish Info - Services, Government Agencies, Publishing/Publications

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 programs.

Infosamak**Hall 9, Stand 4227**

Company Name	Centre Infosamak
Address	71, Boulevard Rahal El Meskini B.P. 16243
City, Country	Casablanca 20 000, Morocco
Phone	+212 22 54 08 55/56/57
Fax	+212 22 54 08 55
Email	infosamak@infosamak.org
Website	www.infosamak.org
Contact	Mr. Belkouch
Products	FAO Program - Fish Info - Services

Infosamak is an intergovernmental organization of trade in fishery and aquaculture products and for the encouragement and promotion of investments in the sector.

Infosamak is an independent information centre. It is an integral part of the FISH INFO network set up by the Food and Agriculture Organization of the United Nations (FAO) and benefits from the technical support of this organization.

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 help with market information, buyer-seller connections, information on quality control requirements, etc.

Infofish**Hall 9, Stand 4227**

Company Name	Infofish
Address	1st Floor Wisma PKNS Jalan Raja Laut, P.O. Box 10899
City, Country	Kuala Lumpur 50728, Malaysia
Phone	+603 2691 4466
Fax	+603 2691 6804
Email	infofish@tm.net.my
Website	www.infofish.org
Contact	Mr. S. Subasinghe
Products	FAO Program - Fish Info - Services

Infofish was originally launched in 1981 as a project of the Food and Agriculture Organization (FAO) of the United Nations. Since 1987, it is an Intergovernmental Organization providing marketing information and technical advisory services to the fishery industry of the Asia-Pacific region and beyond from its headquarters in Kuala Lumpur, Malaysia. Eleven countries are currently members of **Infofish** which are Bangladesh, India, Indonesia, DPR Korea, Malaysia, Maldives, Sri Lanka, Pakistan, Papua New Guinea, Solomon Islands and Thailand.

Infofish is the leading source of marketing support for fish producers and exporters in the Asia-Pacific - a region which includes some of the largest fishing nations in the world. Its activities include bringing buyers and sellers together, publication of current and long-term marketing information and operation of technical advisory and specialized services. In addition to organizing exhibitions, conferences, workshops, seminars and training programs, Infofish undertakes consultancies on all aspects of fisheries - pre-harvest, harvest and post-harvest.

Infopêche**Hall 9, Stand 4227**

Company Name	Infopêche
Address	Tour C, 19ème étage
City, Country	Cite Administrative, Abidjan, Côte d'Ivoire
Phone	+225 20 228 98 20
Fax	+225 20 21 80 54
Email	infopech@africaonline.co.ci
Website	www.globefish.org
Contact	Mr. Amadou Tall
Products	FAO Program - Fish Info - Services, Government Agencies, Publishing/Publications

In 1985, **Infopêche**, was established and executed as a project by the Food and Agriculture Organization of the United Nations (FAO). Its mandate included providing marketing information, and cooperation services for fishery products in Africa. In 1991, at the request of its member countries, **Infopêche** was established as the Intergovernmental Organization for Marketing Information and Cooperation Service for Fishery Products in Africa.

Infopesca**Hall 9, Stand 4227**

Company Name	Infopesca
Address	Julio Herrera y Obes 1296
City, Country	11200 Montevideo, Uruguay
Phone	+598 2 902 8701
Fax	+598 2 903 0501
Email	infopesca@infopesca.org
Website	www.infopesca.org
Contact	Mr. Santiago Caro
Products	FAO Program - Fish Info - Services

Infopesca is a Latin American intergovernmental and independent organization aiming to serve enterprises, sectorial associations and governments in the fields of information and technical assistance in fisheries and aquaculture development.

For the development of fisheries and aquaculture projects, with international, national or private funding, **Infopesca** is based on a permanent and multidisciplinary team of experts with international experience.

Naturland**Hall 9, Stand 4227**

Company Name	Naturland e.V. Certified Organic Aquaculture
Address	Kleinhaderner Weg 1
City, Country	Gräfelfing 82166, Germany
Phone	+49 89 898082 41
Fax	+49 89 898082 941
Email	naturland@naturland.de
Website	www.naturland.de
Contact	Mr. Stefan Bergleiter
Products	Consultancy Services specialized for ORGANIC PRODUCTS / Training, Inspections

Naturland e.V. is founded in 1982 in Gräfelfing near Munich. Naturland figures: 1.772 producers in Germany cultivating approx 131.000 hectares / 176 projects (- groups) abroad with approx. 34.826 farmers and more than 105.000 hectares under cultivation / 174 paying members (as per 31/12/2002)

Objectives

- Promotion and extension of certified organic agriculture
- Development of consistent standards for all sectors
- Instruction and training of the members
- Support of investigation and development in organic agriculture
- Inclusion of social aspects in cooperation with developing countries

Company Name	Humber Institute of Food and Fisheries
Address	Westside Road, North Side Alexandra Dock
City, Country	Grimsby, North East Lincolnshire, England
Phone	+ 0044 1472 500 220
Fax	+ 0044 1472 500 221
Email	giff@grimsby.ac.uk
Contact	Mr. Michael Dillon
Products	Consultancy Services, Training, Inspections

The Humber Institute of Food & Fisheries (HIFF), a Division of Grimsby College, has been established on the back of a very real demand for expert training and consultancy within the food and fishing sectors. A team of nationally and internationally recognised personnel have been brought together to provide companies with first class assistance and advice.

HIFF has also recently created a training factory, Food Dynamo, where individuals are able to learn in a simulated, full production environment. The Food Dynamo unit not only gives assistance to improve efficiency in all aspects of the food industry, but the training offered also runs in conjunction with the NVQ programmes. With regard to educational training HIFF carries out factory based up-skilling programmes for company workforces. The Food & Drink Manufacturing Operations qualifications have proved to be particularly successful, with more than 2,000 employees being trained on an annual basis.

Company Name	Fish Producers Association - BG Fish
Address	17 Hristo Botev blvd., 2 floor
City, Country	1606 Sofia, Bulgaria
Phone	+359 2 951 58 32
Fax	+359 2 951 58 32
Email	ngo@bg-fish.org
Contact	Mr. Ivan Forshinov / Mr. Valery Baronov
Products	Trade Association / Aquaculture/farm-raised fish, fresh Water fish, Rainbow Trout, Trout, Dogfish, Perch, Conch, Hake, Herring, Hoki, Pollock, Turbot

The Fishery Products Producers Association – BG Fish (FPPA-BG Fish) is non-governmental organization of leading Bulgarian fish producing and processing companies. The FPPA-BG Fish was established on 29 June 2002. The court registration of the Association was completed on 13 December 2002.

Company Name	Reya Fish Ltd.
Address	Technical University bl 7, ent 6
City, Country	1756 Sofia, Bulgaria
Phone	+359 2 962 52 52
Fax	+359 2 962 46 40
Email	reyafish@mail.com
Contact	Mr Valery Baronov
Products	Aquaculture/farm-raised fish, fresh water fish, Rainbow Trout, Trout

Reya fish Ltd is established in 1994 with privatizing of the biggest aquaculture farm in Bulgaria. **Reya fish Ltd** is specialized in production, processing and export of rainbow trout.

Our processing plant is licensed for export to the EU and now it is in the procedure of enlargement of our processing facilities with all kinds of fishery products, including salt, marinated and smoked ones, caviar and tinned fish.

Company Name	Electa Co. Ltd
Address	15a Br Georgievich Street
City, Country	9000 Varna, Bulgaria
Phone	+359 52 241444
Fax	+359 52 241444
Email	electa@triada.bg
Contact	Mrs Georgieva Lyubov
Products	Dogfish, Perch, Conch

Electa Co. Ltd is established in 1992. Now it figures until 70 employees, 7 in the administration. Its business is primary shellfish processing and export (topshell), primary finfish processing and export (sprats), wholesale and import of pelagics and white fish. Branches in foreign country are Electa Ukraine Co., Ltd, Crimea, Ukraine. Representations are in Varna (headoffice) and Sofia (representation office).

Company Name	Atlantic Ltd
Address	3 Industrialna Street, 6 floor
City, Country	8000 Bourgas, Bulgaria
Phone	+359 56 840452
Fax	+359 56 840692
Email	atlantic@atlantic-group.org
Website	www.atlantic-group.org
Contact	Ivaylo Rusinov/ Ognyan Raychev
Products	Dogfish, Hake, Herring, Hoki, Mackerel, Pollock, Rainbow Trout, Salmon-Atlantic, Salmon-Pacific, Turbot

ATLANTIC LTD. was established in 1992 in Bourgas, Bulgaria. Since its very beginning the company has specialized both, in international trade with fish and fish products, and in regional and local distributorship. We are HACCP an ISO-certified and with a new bought fishing vessel, Scandinavian type, we are up-to-date equipped with navigational, technical and fishing installations and fully satisfying all European standards in this business.

Corresponding to the increased requirements and to developed fishing activities in the Black Sea, Atlantic built a new freezing and processing department. It is situated near to the quay of the fishing port area and is equipped with modern speed packing and blast freezing machinery.

Company Name	S.D. Ding
Address	3 Industrialna Str. Fl. 8 R.806
City, Country	8000 Bourgas, Bulgaria
Phone	+359 56 843599
Fax	+359 56 844016
Email	mail_ding@yahoo.com
Website	www.ding-fish.com
Contact	Mr Bogdan Pavlov
Products	Dogfish, Perch, Conch

S.D. Ding was founded in 1990 and has become a leading exporter of Black Sea sprat from Bulgaria since then. Located in Bourgas, Bulgaria, the company specialized itself in fishing, producing and trade with frozen, salted and marinated Black Sea sprat. The company is the biggest in the Balkans trading sprat caught from Bulgarian Trawlers. Having four trawlers and our own factory, we can meet any special requirement, and we have total control over the quality until the frozen product is dispatched.

S.D. Ding runs its own factory for processing and freezing of fish - one of the most modern in Bulgaria - producing frozen sprat, salted sprat, marinated sprat and marinated sprat h+g in jars. Our seafood company follows the HACCP system.

Company Name **Bulrib Ribaritza Ltd**
Address 63 Blv Gen. Totleben
City, Country 1606 Sofia, Bulgaria
Phone +359 2 9516209
Fax +359 2 9549757
Email rr@bulrib.com
Contact Mr Roumen Rachkov
Products Aquaculture/farm-raised fish, fresh water fish,
Seafood marinated, Seafood smoked, Value
added Seafood

Company Name **Institute of Fisheries and Aquaculture
National Centre of Agrarian Sciences**
Address Primorski Blvd. No. 4, P.O. Box 72
City, Country 9000 VARNA, BULGARIA
Phone +359 52 632 066
Fax +359 52 632 066
Email ifr@abcis.bg / kprodanov@abv.bg
Contact: Prof. Dr. Kamen Prodanov
Product Services, Government Agencies, Publishing/
Publications

Company Name	Ecuador – Peru, Organic Shrimp Producers and Exporters Association - Acuicultura Orgánica del Ecuador S.A. Biocentinela - Natural Farms S.A.C.
Address	Circunvalación Norte 228 A y calle 1era P.O. Box 3599
City, Country	Guayaquil, Guayas, Ecuador
Phone	+5934 2883803
Fax	+5934 2380312
Email	larvitan@ecua.net.ec
Website	www.biocentinela.com
Contact	Javier Barragan
Products	Special product ORGANIC certified white shrimp

Zanin (shrimp farms) and Larvitana (shrimp hatchery) are Ecuadorian companies currently merging to form BIOCENTINELA. Both companies are certified by **Naturland** according to the standards and requirements for organic aquaculture production. Our own **organic certified hatchery** allows us to guarantee the full traceability of our product. We have been in the business for over 14 years and in 2002 we fully turned to organic, and began exporting to the UK. Currently, we have 80 employees who are quality-dedicated. Together with a organic certified farm from Peru we form a regional Association.

Natural Farms S.A.C. a Peruvian company certified by **Naturland** with over a decade in the business. Fully Organic since 2000 and exporting to Europe since 2001. Our organic devoted team is formed by 32 employees.

Company Name	EXPALSA S.A.
Address	Vía Durán Tambo Km. 6.5 s/n P.O. Box: 09-01-6696
City, Country	Guayaquil, Ecuador
Phone	+593 4 2804200
Fax	+5934 2801150
Email	juan_cordovez@expalsa.com
Website	www.expalsa.com
Contact	Juan Xavier Cordovéz
Products	Shrimp-Warm Water, Shrimp. South America, special product ORGANIC certified white shrimp

Expalsa, one of Ecuador's major shrimp exporter established in Guayaquil in 1984, has since beginning of 2003 introduced a new line of product: **certified organic shrimps** marketed under the brand **Organic Wonder®** which is the result of yearlong R&D improvements in its laboratory, farms, feed plant and packing plant. Bottom line objective was to provide a sophisticated product matching new millennium consumer expectations: safe product, improved local working conditions, better environment conservation. To this date, 577 hectares of shrimp ponds, the feed plant and the packing plant have been awarded the Naturland organic seal. The processing plant counts also on a HACCP plan to ensure the highest quality standards of our clients. Expalsa's objective is to offer the best opportunities to become a pioneer in this growing and sophisticated market, offering great benefits for end consumers, local communities and environment.

Company Name	APCI The Frozen Seafood Association of Indonesia
Address	JL Antara 35
City, Country	Jakarta, Indonesia
Phone	+ 62 21 385 69 26
Fax	+ 62 21 380 6190
Email	marindoseafood@centrin.net.id
Contact	Mrs Agnes Marcellina Tjhin
Products	Services, Trade Association

APCI The Frozen Seafood Association of Indonesia is a non profit organization that is supported by Marine and Fishery Department of Indonesia and seafood processing companies. We are representing seafood companies that are member of the association. Our service is to help our members to get more access to international buyers, to provide members with issues and information of fishery and to accommodate fishery matters and problems internally and externally.

Company Name	PT Suri Tani Pemuka
Address	JL H.R. Moch. Mangundiprojo Km 3,5
City, Country	Sidoarjo – East Java, 61252 Indonesia
Phone	+62 31 8963326
Fax	+62 31 8943786
Email	stpexim@sda.japfacomfeed.co.id
Website	www.japfacomfeed.co.id
Contact	Mr Gunawan Prajogo, Mr Wiyanto Leo
Products	Shrimp, Fish, Sushi

The company, **PT Suri Tani Pemuka**, was established in Surabaya, Indonesia in 1985. Initially it was running on shrimp feed sales and processing plant. Due to increasing demand, the company had to venture into shrimp farming and shrimp processing plant in 1989. So far the company is having 2 processing and shrimp farming, about 800 Ha of water area. Out of these two plants the export quantity may reach 200 – 300 MT of processed shrimp, either farmed or wild caught.

Company Name	PT Wirontono Baru
Address	Ancol Barat III Street No 1-2
City, Country	North Jakarta, 14430 Indonesia
Phone	+62 21 6907792
Fax	+62 21 6912008
Email	dedy@wirontono.co.id
Website	www.wirontono.co.id
Contact	Mr Y. Dedy Hanafi
Products	Different shrimps species: BT, White, Pink, Flower, Brown

P.T. Wirontono Baru is a shrimp processing company that has been in this business for more than 30 years: We have 3 factories located in Java and Kalimantan with total production of more than 3.000 M/T per year. Our main product is block frozen HLSO, semi IQF Head-on, PD/PUD and PTO. We are planning to make cooked PD/PUD in the near future.

Company Name	PT Bonecom
Address	JL. Muara Baru Ujung Blok L No.1
City, Country	Jakarta 14440, Indonesia
Phone	+ 62 21 661 6686
Fax	+ 62 21 662 6686
Email	bonecom@bonecom.com
Website	www.bonecom.com
Contact	Mr Tachmid Widiasto
Products	Frozen Tuna Steak, Swordfish Steak, Oilfish Fillet, Mahi Mahi, Grouper, Sea Bass, Shark, Snapper, Shrimp, Cuttlefish, Seafood-Smoked

PT. Bonecom was founded in 1959. From the onset of its export program, we have focused on maintaining the attributes of world-class food processor. We have continually reached and exceeded the standards of product quality, sanitation and product specifications as set forth by the Indonesian Government, European Union and US FDA.

We processes tuna, snapper, swordfish, grouper, shark, oilfish and marlin. quality of this products maintained to the highest standards and supporting with the highest technology of plant operation.

Company Name	PT Indokom Samudra Persada
Address	JL Ir. Sutami Km 13
City, Country	Bandarlampung 35122, Indonesia
Phone	+ 62 721 350 837
Fax	+ 62 811 339 941
Email	indokom@isp.indokom.co.id
Contact	Mr Saimi Saleh
Products	Different shrimps species: BT, White, Pink, Flower, PTO Stretched

Company Name	PT. LAUTAN NIAGA JAYA
Address	Jl. Muara Baru Ujung Blok B 168
City, Country	Jakarta 14440, Indonesia
Phone	+62-21-6614154
Fax	+62-21-6619641
Email	lautanniaga@cbn.net.id
Contact	Mr Hendra Sugandhi
Products	Full-Line frozen, Grouper, Shark, Snapper, Swordfish, tuna, Whitefish, Cuttlefish, Octopus, Seafood-Smoked

PT. LAUTAN NIAGA JAYA is processor & exporter of Fresh Frozen Tuna & other seafood products. Our facility has been approved by USDC Seafood Inspection Program. All products are processed under HACCP system, Good Manufacturing Practice & SSOP as well.

Company Name	Pescas Do Sul LDA
Address	Av. Karl Marx No. 1747 C/V
City, Country	Maputo, Moçambique
Phone	+258 1 420 255
Fax	+258 1 426 537
Email	polymar@teledata.mz
Contact	Mr Silva Kourantas
Products	Shrimp warm water

Pescas Do Sul LDA was founded in 1977 and has now 42 employees, 21 fishermen and 21 land workers.

We began processing frozen shrimp 1986 for domestic market and South Africa market. Raw material (shrimps) are caught by our trawlers boats operating in Maputo Bay (Species of shrimps: *Penaeus Indicus*, *Metapenaeus Monocero*). At this time we finished to built a new processing plant with interest in EC market and we are prepared to receive the official auditorship to get the EC registration number this year.

Company Name	Gelmar Lda
Address	Sociedade de Processamento de Mariscos Av Armando Tivane No 1949 PO Box 599
City, Country	Beira, Mocambique
Phone	+258 3 324 473
Fax	+258 3 324 279
Email	Claudia.pinto@teledata.mz
Contact	Mrs Claudia Nobre
Products	Prawns, Crabs, Lobster, Octopus

Gelmar Lda is a recently constituted company (about one year old), fruit of the restructure of the mother company Irmãos Pinto, Lda which exist for over 36 years in the food commerce in Mozambique.

In it's facilities of recent construction, obeying to all rules of the European Community it employs fifteen duly trained workers.

Gelmar Lda is a certified company (HACCP) recognized by the fishing inspection Service of the Fisheries Ministry of Mozambique and duly authorized to process and export to the European Community code nr 555.1

Company Name	Scangulf, Lda
Address	Rua Marques de Pombal 313 P.O.Box 226
City, Country	Maputo, Mozambique
Phone	+ 258 1 307703
Fax	+ 258 1 492590
Email	scangulf@tropical.co.mz
Contact	Mr Mikhail Shik
Products	Shallow water prawns - frozen, fresh / Mud Crab - frozen, live / Spiny lobster - frozen, live / Clams - frozen, live / Fresh water eel – live / Pink prawns, Red prawns, Scampi - frozen

Scangulf Lda was founded in 2000. Now it has 40 employees. Achieved certifications is HACCP.

Our company has processing plant in the capital of Mozambique Maputo. There is a productive site in Nova Mombone (province Inhambane) and another processing plant in island Ibo a province Pemba.

The promotion of the companies from Mozambique is a joint co-operation between the CDE and SIPPO

CDE is the center for the development of Enterprise and aims at creating and strengthening SME enterprises in the ACP countries under the Cotonou Agreement.

Further information about companies from Mozambique or other ACP countries can be obtained through the CDE

CDE

52 Ave Herrmann-Debroux
1160 Bruxelles
Contact: Mr. Paul Chotard
Tel: +32 (679) 18 11
Fax: +32 2 675 26 03
Email: pch@cde.int
Website: www.cde.int

Company Name **Estonian Association of Fishery**
Address Gonsiori Street 29-502
City, Country EE 10147 Tallinn
Phone +372 6484537
Fax +372 6 419006
Email kalaliit@online.ee
Contact Mr. Valdur Noormägi

The **Estonian Association of Fishery** provides general information about fresh and processed seafood from Estonia and direct procurement of business contacts.

Company Name **Freshrex Group Ltd**
Address Nurme Road 7
City, Country 80033 Pärnu, Estonia
Phone +372 4 473620
Fax +372 4 47362
Email freshrex@freshrex.neti.ee
Contact Mr. Urmas Siidirätsep
Products Marinated herring fillets products

Company Name **Japs Ltd**
Address J.W. Jannseni 36A
City, Country 800421 Pärnu, Estonia
Phone +372 4 459600
Fax +372 4 459610
Email japs@japs.ee
Contact Mr. Arved Soovik
Products Fresh water fish fillets

Company Name **Kallste Kalur Ltd**
Address Võidu Street 120
City, Country 60104 Kallaste, Estonia
Phone +372 7 452740
Fax +372 7 452743
Email Kallate.Kalur@mail.ee
Contact Mrs Irina Gorushkina
Product Fresh and frozen fish

Company Name **Makrill Ltd**
Address Kaluri Road 5, Viimsi
City, Country 74001 Harjumaa, Estonia
Phone +372 6 306180
Fax +372 6 306183
Email makrill@online.ee
Contact Mr. Aare Asi
Products Surimi products

Estonia**Hall 9, Stand 4259**

Company Name	Maseko Ltd
Address	Kalasadama Str. 6
City, Country	10145 Tallinn, Estonia
Phone	+372 6 264450
Fax	+372 6 264460
Email	maseko@hotmail.ee
Contact	Mrs Jalia Jvanova
Products	canned fish, preserved, frozen fish

Company Name	PROMPEX - Commission to Export Promotion
Address	Las Camelias N°891 – San Isidro
City, Country	Lima 27 – Peru
Phone	+51 1 222 1222
Fax	+51 1 421 3938
Email	pesca@prompex.gob.pe
Website	www.prompex.gob.pe
Contact	Mr. José Quiñones – Seafood Promotion Manager

Vision

PROMPEX wishes to make a significant contribution to Peru's economic growth and development by designing and introducing export proposals, strategies and programs with the active participation of various economic players involved in Peru's foreign trade. Our main goal is to develop the national export offer and to promote it in foreign markets.

Who are we?

The Commission for Export Promotion – PROMPEX – was created by Legislative Decree N° 805 dated March 29, 1996 that became effective on April 4, 1996. Prompex is a government institution. Its goal is to contribute to the Peruvian export development in coordination with the industrial sector and other government agencies involved in Peru's foreign trade.

Mission

PROMPEX mission is to support and promote Peruvian exports, encouraging private initiatives and contributing to create jobs.

Fishery and Aquaculture Division

The main activities are:

- To assist Peruvian exporters of fish and fish products through promotional activities, technical assistance and commercial information.
- To articulate the efforts to strengthen and improve the existing — exportable offer and the promote the development of new products.
- To propitiate the markets diversification.
- To help developing of the aquaculture for export.
- To coordinate with private companies and public institutions preventive and defensive actions protecting the markets' access.

Company Name	Acuacultura y Pesca S.A. - ACUAPESCA
Address	Elías Aparicio N°141 oficina 14 Rinconada Alta – La Molina,
City, Country	Lima 12 – Peru
Phone	+51 1 4792999 / 4792424
Fax	+51 1 3680887
Email	acuapes@viabcp.com
Contact Person	Mr. Carlos Goldin
Products	Scallops roe on and off, IQF (farmed)

AcuaPesca grows superior quality scallops in the cleanest waters of the Pacific Ocean. In an ocean site of 200 hectares, 400 Km. North of Lima, the scallop farm bounds with the white sands of the Peruvian desert. Its unique location warrants a premium quality product, free from, contamination and pollution. AcuaPesca began in 1989, today it operates the farm with Japanese technology, utilizing Long Lines, which ensures that each harvest complies with H/P requirements. The scallops are processed, frozen and packed in Piangesa, Agreement N°PO23-CcUL-PSID, processing plant that meets U.S. and European HACCP standards. AcuaPesca cultivates scallops from post larva till commercial size, harvests all year round, estimates a production of 300 metric tons.

Company Name	Corporacion Refrigerados Iny S.A.
Address	Las Begonias N° 552 – 3 rd . Floor 3 Offices 45-47- San Isidro
City, Country	Lima 27 - Peru
Phone	+51 1 4422442
Fax	+51 1 4423260
Email	iny@iny.com.pe
Website	www.inyseafood.com
Contact Person	Mr. Jacques Barsimantov
Products	Shrimp (farmed and wild), giant squid, squid, clams, scallops, lobster, octopus, eel, shark, pompano, mussels, Mahi Mahi, Chiri.

Corporacion Refrigerados Iny S.A is a Peruvian company dedicated to shrimp aquaculture in their own farms at the northern part of Peru close to the border with Ecuador.

The company own 2 processing and freezing plants in Tumbes, both authorized to export to the European Union (P015-CRU-CRRF and P056-COR-CRRF). It also operates in different locations throughout the Peruvian coastline. Corporacion Refrigerados INY S.A largely comply with all quality standards required for exports to the United States, European Union, Asia and other important international markets. Corporacion Refrigerados Iny S.A largely comply with high standards required for exports to the United States, European Union and Asia.

Company Name	Pacific Fishery S.A.
Address	Av. Larco N°724 piso 10 – Miraflores
City, Country	Lima 18 - Peru
Phone	+51 1 4443900
Fax	+51 1 4451308
Email	huey@pacific-fishery.com
Website	www.pacific-fishery.com
Contact Person	Mr. Huey Miin Chu
Products	Frozen squid, giant squid, hake fillets, mackerel, mahi mahi, shark, tuna, scallops, eel, octopus.

Pacific Fishery is a privately owned leading producer and supplier of high quality seafood from Peru. Since its start in 1994, the company has grown steadily and successfully to gain its current reputation and position as a respected leader in the seafood industry. Pacific Fishery S.A.'s processing complex is located in Paita, one of Peru's major fishing ports. The company has the capacity to process and freeze over 40 tons of seafood per day. The strategic alliance between the company's own fleet of deep-water trawling vessels and the local artisan fishermen running long-line and purse seine vessels, enables them to offer the market a reliable and continuous supply of a wide range of products. Pacific Fishery S.A. distributes their products around the world under the Atlantic Gold – Pacific Freezing Co. brand, which has earned recognition for its high quality and reasonable value. Their quality is recognized around the world. They enforce the most stringent quality control programs, based on the re-known HACCP principles. Their facilities and processing methods meet and comply with the national and international food and health regulations (such as those set by the European Community and the USA Food and Drug Administration).

Company Name	Paracas S.A.
Address	Av. Los Halcones N° 275 - San Isidro
City, Country	Lima 27 - Peru
Phone	+51 1 4214621 / +51 1 2214054
Fax	+51 1 44152025
Email	tizon@acquatumbes.com.pe emelgar@acquatumbes.com.pe czuazo@acquatumbes.com.pe macosta@acquatumbes.com.pe
Contact Persons	Mrs. Patricia Tizon – President Mr Enrique Melgar – Production Mrs. Cecilia Zuazo – Export. Office
Website	www.fislatino.com/paracas
Products	White shrimp, scallops, giant squid, loligo squid, mahi mahi, octopus, hake, abalone type, tops-hell, lobster, scampi.

Paracas S.A. is a Peruvian enterprise which binds other companies, as Paracas S.A. and Acquazur S.A., operates since 1984, and dedicated to fishing and aquaculture production, seafood processing and commercialization. Paracas S.A. operates with high standards and exigencies in quality control (HACCP) and is qualified for exporting to the United States, European Union Countries and Asia.

Company Name	Pesquera Hayduk S.A.
Address	Av. Canaval y Moreyra N°340 piso 4 – San Isidro
City, Country	Lima 27 - Peru
Phone	+51 1 2211299 / 2222112
Fax	+51 1 4425523 / 4224113
Email	hquiroz@hayduk.com
Website	www.hayduk.com
Contact Person	Mr. Henry Quiroz
Products	Frozen hake, horse mackerel, mackerel, mahi mahi, sardines, shark, smelt, tuna, shrimps and squids. Super Prime, Prime, and Standard Fish meal and Fish oil.

Pesquera Hayduk started its productive operations in Chimbote on December 1991, with 100% owners who from the beginning were supported by experts with more than 30 years experience in this activity as fishing extractors, fishing industrials, producers and suppliers of general raw materials to the sector. At present it is considered among the best fisheries of the country and one of the top ten exports.

It's infrastructure enables to obtain high quality products, which complete favorable in several abroad markets, through the following plants

- Plant at Coishco, Chimbote 120 TM of raw material/hr.
- Plant at Puerto de Malabrigo, Trujillo 135 TM of raw material/hr.
- Fishing Complex in Paita, Piura 100TM of raw material/hr.
- Plant at Ilo, Moquegua 80 TM of raw material/hr.
- Plant at Vegueta, Huacho, Lima 110TM of raw material/hr.

Marketing and sales are increasingly consolidating our participation in the international markets. Thanks to the high quality of our products and to our commercial commitment to serve, we are expanding day by day our commercial frontiers, and new clients are being incorporated to our select portfolio.

Company Name	Piscifactorias de los Andes S.A.
Address	Las Casuarinas N° 445 – Surco
City, Country	Lima 32 - Peru
Phone	+51 1 3440175
Fax	+51 1 3441354
Email	piscis@amauta.rcp.net.pe
Contact Person	Mr. Joaquín de la Piedra
Products	Frozen and smoked trout

Piscifactorias de los Andes has been in operation since 1979, breeding Rainbow Trouts (*Oncorhynchus Mykiss*).

The production center is located at 3,340 mt. above sea level in the Peruvian Andes, in Huancayo, Junín where three production phases are carried out breeding, processing and sales. The production volume is 600,000 Kg. per year. Pure waters and extreme sanitary controls guarantee the optimum quality of our products. The company has been exporting to very competitive markets such as the Netherlands, Germany and Sweden (commercial relations with this market are 12 years old), Norway, Belgium, Luxembourg, Canada, U.S.A., Mexico, Argentina and Bolivia. It's quality control system, approved by EEC (PO14-QUI-PSFC) warrants the compliance with all sanitary requirements in the different countries. Furthermore, the products are Kosher, under strict rabbinical supervision. Our main goal is customer satisfaction. Production flexibility that allows us to adjust to customer needs, enables us to offer a wide selection of presentation, packaging and labeling to our clients around the world. Our objective is to offer the highest quality in the finest fresh water Rainbow Trout products available.

Company Name	Servicios Frigoríficos S.A. - SERFRISA
Address	Av. Aviación N°130 – San Miguel
City, Country	Lima 32 – Peru
Phone	+51 1 5781164
Fax	+51 1 5781025
Email	froda@serfrisa.com
Contact Person	Mr. Fernando Roda
Products	Mahi mahi, squid, squid steaks, marine burger, squid minced, scallops, octopus, seafood mix, shrimps, razor clams, giant squid, and breaded products.

SERFRISA, one of the largest refrigerated warehouses was established 32 years ago and is a pioneer in the frozen seafood industry of Peru. Currently, SERFRISA packs frozen fish and seafood in plants in the North, Center and South of the country, therefore, most of the Peruvian available species. In the year 2002, SERFRISA's export and import business generated 20 million dollars in sales to Europe, Asia, USA and Latin America and a 25 %growth is projected for the year 2003.

Company Name	SomexPeru / Mariexport S.A.
Address	Av. Angamos Oeste N° 1675 Miraflores
City, Country	Lima 18 - Peru
Phone	51-1-4415023
Fax	51-1-4416392
Email	aescalante@mariexport.com
Website	www.mariexport.com
Contact Person	Alfonso Escalante
Products	Scallops (farmed), mahi mahi, smelt, lobster, octopus, giant squid, Loligo squid

SomexPeru is the product of the merge of the Group companies, It was founded in 1989 by a group young entrepreneurs and after 14 years the company become in one of the top 5 scallops farmers in South America. SomexPeru is a new and modern organization adapted to the new trends of the business in the new century. The experience and know how accumulated are serving our customers all over the world, providing extra quality fresh frozen scallops, having special care for sanitary issues. SomexPeru already have more than 400 has. of sea water to develop scallops farming in the only two bays sanitary approved to export into the EC (Pucusana & Guaynuna). The farming capacity is more than 35 million scallops in suspended systems or 400 tons of roe on scallops per year.

The company complies with all the requirements of the Peruvian National Shellfish Program (PNSM) already approved by the EC and soon by the US - FDA. Checking the water conditions daily, allow us to know exactly what is going on with the plankton, oxygen and temperature levels in order evaluate the sea and scallops condition and react in real time. Since 1994 SomexPeru implemented the HACCP system in farms and freezing facilities. Our main product is frozen roe on scallops, but we can deliver roe off fresh or soaked scallops as customer request or half shell scallops. Additionally, is prepared for processing by season many other seafood products as squid, cuttlefish, octopus, topshell, smelt, butterfish, so as agricultural products and value added meal.

Company Name	VASEP - Vietnam Association of Seafood Exporters and Producers
Address	11 Bis Dinh Bo Linh Street Binh Thanh District
City, Country	Ho Chi Minh City, Viet Nam
Phone	+848 511 09 30
Fax	+ 848 511 09 31
Email	vasep-org@hcm.vnn.vn
Website	www.vasep.com.vn
Contact Person	Ms. Bui Thuy Diem Trang, Director

VASEP - Vietnam Association of Seafood Exporters and Producers

The Vietnam Association of Seafood Exporters and Producers (VASEP) established in June 12, 1998 is a non-governmental organization representing 161 companies from many sectors state owned, private, joint-venture with different scales big, medium and small size that are doing business in the Vietnam fishery industry.

In order to introduce Vietnam to the worldwide market, VASEP has organized many groups of delegates to participate at international seafood shows in the United States, European countries, Japan and China. Besides, VASEP also organizes the Vietnam Fisheries International Exhibition - VIETFISH in Ho Chi Minh City annually in June.

The main function is to promote the industry. VASEP is very glad to be a reliable address for the International Organizations, oversea customers, the world wide market and for whom is really interested in the development of Vietnam Fisheries Industry.

List of companies present at the VASEP-Stand

Company Name	KISIMEX
Address	39 Dinh Tien Hoang, Ward Vinh Thanh Van
City, Country	Kien Giang Province, Vietnam
Phone	84 77 862104
Fax	84 77 862677
Email	kisimex@hcm.vnn.vn
Contact Person	Mr. Chau Minh Tam – Director
Products	Shrimp, Squid, Swimming Crab, Octopus, Fish paste, canned food

Company Name	CADOVIMEX
Address	Cai Doi Vam town, Cai Nuoc District
City, Country	Ca Mau Province, Vietnam
Phone	84 780 889051/889054
Fax	84 780 889067
Email	cadovimex@hcm.vnn.vn
Contact Person	Mr. Vo Thanh Tien– Director
Products	Frozen shrimp, Fish, Squid, Swimming Crab

Company Name	AGIFISH CO
Address	1234 Tran Hung Dao street, Ward Binh Duc
City, Country	Long Xuyeb city, An Giang Province, Vietnam
Phone	84 76 852368/ 857724
Fax	84 76 852202
Email	agifishagg@hcm.vnn.vn
Contact Person	Mr. Ngo Phuoc Hau – General Director
Products	Frozen pangasius micronemus fillet, breaded pangasius micronemus fillet (value –added)
Company Name	MINH HAI JOSTOCO
Address	9 Cao Thang, sub-ward 2, Ward 8,
City, Country	Ca Mau city, Ca Mau Province, Vietnam
Phone	84 780 831134/ 836971
Fax	84 780 836921
Email	jostoco@hcm.vnn.vn
Contact Person	Mr. Huynh Huu Khuong- Director
Products	Frozen Shrimp of all kinds, value -added from shrimp
Company Name	VINH HOAN CO
Address	384 Nguyen Trai, District 5,
City, Country	Hochiminh city, Vietnam
Phone	84 8 8381087/ 8381996
Fax	84 8 8363359
Email	vinhhoan@hcm.fpt.vn
Contact Person	Ms. Truong Thi Le Khanh – Director
Products	Frozen tra and basa fish fillet, fresh water praw, squid of all kinds, frozen fish, value -added product
Company Name	VAN DUC FOOD EJSC
Address	D5/123 PhongPhu Commune, BinhChanh Dist
City, Country	Ho Chi Minh city, vietnam
Phone	848 7173212
Fax	848 7173733
Email	vdfood@hcm.vnn.vn
Contact Person	Mr. Le Viet Tien– Director
Products	Fish, squid, value –added products
Company Name	C.T.E
Address	125/208 Luong The Vinh, Tan Binh District
City, Country	Hochiminh city, Vietnam
Phone	84 8 9612542/ 9612543
Fax	84 8 9612057
Email	telexcte@hcm.vnn.vn
Contact Person	Ms. Nguyen Thi Thu Ba– Director
Products	Value –added products (clam meat, octopus, solefish, spring roll, shrimp ball, crab farci)

A. SEAFOOD
Company Name
Address National road 91, VinhThanhTrung, Chauphu dist
City, Country An Giang province, Vietnam
Phone 84 76 687692
Fax 84 76 688597
Email aflex-seafood@hcm.vnn.vn
Contact Person Mr. Buu Huy – Director
Products Swai/ hypo basa, red tilapia fillet, scampi, snakehead fish, fish of all kinds (fresh and frozen)

NHA TRANG FISCO
Company Name
Address 194 Le Hong Phong, Nha Trang city
City, Country Khanh Hoa Province, Vietnam
Phone 84 58 884395
Fax 84 58 884158
Email fisco@hcm.vnn.vn
Contact Person Mr. Tran Quoc Nam– Director
Products Frozen shrimp, frozen Squid, net spring roll, swimming crab

CATACO
Company Name
Address 8 Ngo Huu Hanh, Can Tho city
City, Country Can Tho Province, Vietnam
Phone 84 71 821455
Fax 84 71 820285
Email xncatococantho@hcm.vnn.vn
Contact Person Mr. Vo Dong Duc- Director
Products Frozen pangasius fish, frozen shrimp of all kinds, frozen squid, octopus, value -added products



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