

SIPPO Swiss Import Promotion Programme

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

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 service 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
 Stampfenbachstr. 85
 P.O. Box 492
 CH-8035 Zürich
 Switzerland

Phone +41 44 365 52 00
 Fax +41 44 365 52 02
 E-Mail info@sippo.ch
 Internet www.sippo.ch

Patronage: SECO - State Secretariat for Economic Affairs, Bern



Health Ingredients Europe 2006

14 - 16 November 2006, Frankfurt

SIPPO – Pavilion Hall 3, Stand B10 & B20

with companies from
 Macedonia, Montenegro, Peru, Serbia, South Africa & Vietnam

Find the right partners for sustainable wild
 collected natural ingredients!



Macedonia

Company	Biofarmako d.o.o.
Address	Industriska b.b., 2420 Radovis
Phone	+389 70 319454
Fax	+389 32 630231 / 633075
E-Mail	info@ti.com.mk
Internet	www.ti.com.mk
Contact	Krste Gjorgiev
Products	Organic almonds, essential oils, fresh and processed vegetables and fruits

Biofarmako is an enterprise involved in processing of herbs and spices into essential oils and processing of vegetables and fruits. The enterprise was established in 1991 with 3 employees. The building of the new processing plant and the expansion in the international and domestic markets provides nowadays 40 permanent jobs.

The dedication of the high qualified labor force, high technology and the high quality raw materials from the surrounding regions is the answer for our wide product range. The implemented quality control enables us to guarantee the product quality of each of our products.

Montenegro

Company	Flores d.o.o.
Address	P.O. Box 19, 84205 Mojkovac
Phone	+381 844 70092
Fax	+381 844 70093
E-Mail	flores@cg.yu
Internet	www.flores.cg.yu
Contact	Veselin and Milijana Vucinic
Products	Various essential oils, medical herbs herbs for decoration, seeds, teas, uva ursi pulvis ect.

The company was founded in 1992, by Veselin Vucinic. The company produces mainly teas and essential oils. Concerning tea production, the process goes from herb collection to packaging. Teas are made from *Salvia officinalis*, *Uva ursi folium*, *Laurus nobilis folium*, *Juniperis communis fructus*, *Satureja Montana*, *Rosa canina* and *Pinus silvestris*. 200 families throughout Montenegro daily collect fresh herbs for Flores. In the last years the collection was 500 t with a growth rate of 20% annually. The collectors have gone through extensive trainings. Concerning the production of essential oil, the company offers the following products: *Saturea Montana*, *Laurus nobilis*, *Juniperus communis*, *Helichrysum arenarium*, *Salvia officinalis*, *Abies alba*.

Montengro

Company	In Spe d.o.o.
Address	ul. Jovana Tomasevica br 32, 85000, Bar
Phone	+381 85 316050
Fax	+381 85 316397
E-Mail	orlando@cg.yu
Contact	Vesna and Vladimir Orlandic
Products	Medical herbs, pure and mixed tea, products with honey and herbs, drops with herbs, creams with herbs

The company IN SPE, has been awarded with a certificate for organic processing. Therefore the medicinal herbs grow and are picked at totally ecological grounds. The company was founded in 1992. All products of IN SPE are manufactured with organic herbs and have organic certificates.

Macedonia

Company	Herba M
Address	Prvomajska-9 No. 10, 1000 Skopje
Phone	+389 2 246 1218
Fax	+389 2 246 9472
E-Mail	herbam@konimex.com.mk
Contact	Viktor Kolovski
Products	Medical herbs, spices, wildcrafted mushrooms, forest fruits, essential oils, herbal extracts

Herba M is the Macedonian Association of collectors, producers and processors of medical and aromatic plants, forest fruits and mushrooms. Established in 2005 as an NGO, the Association tries to integrate, enhance and facilitate communication and cooperation among its members in the business of medical herbs. The Association has currently 8 members and is located in Macedonia's capital Skopje.

Montenegro

Company	Sage Export
Address	Jovana Tomasevica B2 I/1, 85000 Bar
Phone	+381 85 313920
Fax	+381 85 313004
E-Mail	vedra@cg.yu
Contact	Veselin Draskovic
Products	Sage, rosemary, thyme, laurel, juniper, savory, essential oils, mushrooms

The company was founded in 1999 as a privately owned company taking over the former government owned company using its infrastructure, the experienced staff and their expertise. The company exports to the USA and in recent years also exports raw materials to neighboring countries, such as Albania and Turkey. Sage Export has 15 full time employees and 250 part time co-operators. They offer high quality material from the ecologically clean and untouched area of Montenegro. This region of Montenegro is a real ecological oasis of untouched nature a habitat of many endemic herbs and plants in the world.

Peru

Company	Corporation Bio Forestal Selva Virgen SRL
Address	Jr. Peru No 404 La Hoyada, Tarapoto
Phone	+51 42 530119
Fax	+51 42 528018
E-Mail	CBFselvavirgen@aol.com
Contact	Artemio Pezo Pinedo
Products	Standardized Amazon omega-3s oil from Peruvian ethno-botanical peanut, concentrate latex of dragon's blood, extract of cat's claw

Our vision is to preserve the Amazonian ecosystems, which are very unique and vulnerable. The ethno-botanical diversity is a source of plants for medical and cosmetic ingredients as well as for food additives. A sustainable management of these resources is very crucial for the maintenance of these ecosystems. Our company uses ancestral knowledge in the processing of products. We respect international norms and standards and produce products that can be used as ingredients for functional foods and nutraceuticals.

Serbia

Company	Herba d.o.o.
Address	Ustanicka 194, P.O. Box 7, 11050 Beograd
Phone	+381 11 3471147
Fax	+381 11 3046362
E-Mail	herba@herba.co.yu
Internet	www.herba.co.yu
Contact	Dusiica, Zoran and Vladimir Nikolic
Products	Medical plants, spice dried herbs, essential oils and vegetables

HERBA was founded in 1991 and has 20 employees. Zoran Nikolic is the owner of the company located in Serbia, Eastern European Balkan region. Sage, peppermint, chamomile, parsley and juniper are some of the company's dried herbs. HERBA mainly exports to Germany, Switzerland, France and Austria. The company is certified with ISO, HACCP and KOSHER.

Serbia

Company	Fructus d.o.o.
Address	Novosadski Put 15/2, 21400 Backa Palanka
Phone	+381 21 752014
Fax	+381 21 752899
E-Mail	fructiva@eunet.yu
Contact	Svetozar Petrovic
Products	Various teas and herbs

FRUCTUS has 10 years of experience in purchasing and processing medical herbs. The company is very successful in selling the medical herbs of this area into Western European countries. It is also one of the leading tea producers in Serbia (40 different products). This year we are starting with a new product line of instant tea. We also sell teas and capsules for dietary supplements. The company has established and implemented a quality control system and has introduced the HACCP plan (Hazard Analysis Critical Control Point). We are further certified ISO 9001:2000. We are pleased that you are interested in getting into contact with our company!

South Africa

Company	Afriplex Ltd
Address	10 De Vreugde Crescent, Daljosafat, 7646 Paarl
Phone	+27 21 8724976
Fax	+27 21 8724930
E-Mail	info@afriplex.co.za
Internet	www.afriplex.co.za
Contact	Hanneke Alberts
Products	Rooibos extract/tea and green rooibos extract, honeybush extract/tea, devil's claw, buchu betulia essential oil, cancerbush, pelargonium sidoides, hoodia gordinii etc.

Afriplex specializes in providing high quality plant extracts for food, beverage, pharmaceutical, cosmetic and other industry. Afriplex was born due to the need to unlock the potential of the plants and herbs indigenous to Africa. Research relating to the flavour components, active ingredients and nutritional value of various plant species was started in the early ninties. Today, Afriplex produces essential oils, plant extracts (spray dried and liquid) and herbal tinctures unique to the Western Cape region in South Africa. Our products are HACCP accredited and all our plant material used in our production facility is cultivated using Good Agricultural Practices (GAP). The products are Kosher certified and tested to ensure their compliance with quality specifications.

Vietnam

Company	Traphaco JSC
Address	75 Yen Ninh Street, Ba Dinh District, Hanoi
Phone	+84 4 8438625
Fax	+84 4 8438625
E-Mail	vinhhue@traphaco.com.vn
Internet	www.traphaco.com.vn
Contact	Vu thi Thuan & Nguyen thi Vinh Hue
Products	Drugs and medical herbs: hoat huyet duong nao (sugar coated tablet), artesian powder, dafrazol capsule, caporil tablet, ampelop extract, livbilnic extract, fallopian extract, chrysanthemum extract

TRAPHACO JSC is a pharmaceutical company with the slogan "Modern technologies combined with traditional experiences". Originally it was a small medicinal group under the Traffic and Transportation Ministry, established in 1972. Now it is transformed into a Joint Stock Company. Its headquarters is located in Hanoi and there are two regional branches in Ho Chi Minh City and in Danang city. We possess two big factories (50000 m²) and we have more than two 750 employees, including 20 masters in pharmacy, 150 pharmacists, doctors, 65 bachelors of Science and Economy and many skilled workers. TRAPHACO has now been certified by the Drug Administration to be in conformity with WHO GMP's standard and ISO 9001:2000.