



Bremen, 12 - 14 February

www.fishinternational.com



**SIPPO Pavilion
Hall 5 - Stand B-55**

**with companies from Bangladesh,
Ecuador, Ghana and Peru**

**We also recommend visiting the stand of
VASEP Pavilion, Vietnam
Hall 5 - Stand F-38**

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
Stampfenbachstrasse 85
P.O. Box 492
CH-8035 Zurich
Switzerland

Phone +41 44 365 52 00
Fax +41 44 365 52 02
Email info@sippo.ch
Website www.sippo.ch

Patronage
seco – State Secretariat for Economic Affairs, Bern, Switzerland
www.seco-cooperation.ch



Your partners when looking for a fish & seafood supplier:

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

Company	FAO - GLOBEFISH
Address	Room: F-603 Viale delle Terme di Caracalla 00100 Rome, Italy
City, Country	00100 Rome, Italy
Phone	+39 06 57 05 6244
Fax	+39 06 57 05 5188
E-Mail	globefish-web@fao.org Jochen.nierentz@fao.org
Website	www.globefish.org
Contact	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 FISHINFONetwork.

INFOPECSA, INFOFISH, INFOPECHE, INFOSAMAK, EUROFISH and INFOYU are independent organizations used by FAO among others to conduct training and research in their respective regions. The core of GLOBEFISH is the GLOBEFISH Databank operation, its website and its involvement in international conferences. GLOBEFISH is jointly financed by FAO and GLOBEFISH Partners.

A member of the FISH INFOnetwork



Company	EUROFISH
Address	H.C. Andersens Boulevard 44-46
City, Country	Copenhagen V 1553, Denmark
Phone	+45 333 777 55
Fax	+45 333 777 56
E-Mail	info@eurofish.dk
Website	www.eurofish.dk
Contact	Victor Hjort
Products	Projects, training, publications, information

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

The international organization EUROFISH was founded in 2001 as successor to the FAO EASTFISH project established in 1996. Its mandate is to assist the development of fisheries in Central and Eastern Europe with focus on aquaculture, processing, marketing and trade of fish products. EUROFISH has eight member countries (February 2004): Albania, Bulgaria, Croatia, Denmark, Latvia, Norway, Romania and Turkey.

Eurofish objectives are to:

- Provide market and trade information
- Promote high quality, value-added fishery products
- Produce relevant and timely publications
- Develop training programs and projects with governments and sponsors

Company	BFFEA - Bangladesh Frozen Foods Exporters Association
Address	Skylark Point (10th floor) 24/A Bijoy Nagar Dhaka
Phone	+880 2 831 7531, 831 6822, 835 4857
Fax	+880 2 831 7531
E-Mail	bffea@dhaka.net
Website	www.bffea.org
Contact	Mr Abul Bashar; Mr Maqsudur Rahman

BFFEA is the only trade body for existing 85 member of fish/ shrimp processing units in Bangladesh. Since its inception association has been working to promote and protect the interest of processors, packers and exporters in the country. It also acts as a vital link between the trade bodies and the different govt. and private agencies. Association is also devoted to establish and promote contacts with foreign buyers businessmen and the chamber of Commerce & Industries to develop export marketing of seafood. BFFEA has also been playing vital role in advising the Government in relevant policy, quality control, packaging, marketing and developing the fisheries industry of the country.

Company	Mahi Fish Processing Ltd.
Address	House # 33 (1st floor), Road # 2, Green View R/A, P.C Road, Pahartali, Chittagong-4100
Phone	+880 31 723 982
Fax	+880 31 711 537
E-Mail	mahifish@globalctg.net
Contact	Mr Maqsudur Rahman – Managing Director
Certificates	USFDA Code No.: BC-23, EU Approval No.: CTG- 41
Products	Frozen Shrimp (Black Tiger & Fresh Water) and other fish

Mahi Fish Processing Ltd., was established in 1984 in Chittagong, Bangladesh. Main products are Block Frozen Shrimp & Other Fin Fish. The HACCP System has been in places from the beginning of the production.

Company	Sobi Fish Processing Industries Ltd.
Address	Natun Bazar, Launch Ghat, Khulna
Phone	+880 41 721 629, 880 41 721 078
Fax	+880 41 731 356
E-Mail	sobifish@khulna.bangla.net
Contact	Mr Kazi Belayet Hossain – Managing Director
Certificates	USFDA Code No. : BK-51, EU Approval No.: KLN-22
Products	Frozen Shrimp (Black Tiger & Fresh Water)

Sobi Fish Processing Industries Ltd., was established in 1994 in Khulna, Bangladesh. Main products are Block Frozen Shrimp, IQF, Semi-IQF, Cooked & Semi-cooked etc. The HACCP System has been in places from the beginning of the production.

Company	Salam Sea Foods Ltd.
Address	Castle Salam Ltd. Bldg (1st floor), 8 KDA Avenue Khulna
Phone	+880 41 725 128, 880 41 730 341
Fax	+880 41 720 111, 880 41 725 315
E-Mail	seafood@khulna.bangla.net
Contact	Mr M.M.A Salam – Managing Director
Certificates	EU Approval No.: KLN-72
Products	Frozen Shrimp (Black Tiger & Fresh Water)

Salam Sea Foods Ltd., was established in 1998 in Khulna, Bangladesh. Main products are Block Frozen Shrimp, IQF, Semi-IQF, Cooked & Semi-cooked etc. The HACCP System has been in places from the beginning of the production.

Company	Conception Sea Foods Ltd.
Address	110 Nur Ahmed Road, Chittagong
Phone	+880 31 619 650, 880 31 638 072
Fax	+880 31 610 961
E-Mail	cdata@abnetbd.com
Contact	Mr Mahmudul Hasan – Managing Director
Certificates	USFDA Code No.: BC-31, EU Approval No.: CXB-47
Products	Frozen Shrimp (Black Tiger & Fresh Water) and other fish

Conception Sea Foods Ltd. was established in 1985 in Cox's Bazar, Bangladesh. Main products are Block Frozen Shrimp & Other Fin Fish. The HACCP System has been in places from the beginning of the production.

Company	Gemini Sea Food Ltd.
Address	Meena House, 719/A Sat Masjid Road, Dhanmondi, Dhaka
Phone	+880 2 9138242, 880 2 9138243
Fax	+880 2 9115242
E-Mail	gemcon@dhaka.net
Internet	www.gemini-bd.net
Contact	Mr Shaikh Abdur Rahman – Director
Certificates	USFDA Code No.: BK-14, EU Approval No.: KLN-14
Products	Frozen Shrimp (Black Tiger & Fresh Water)

Gemini Sea Food Ltd., was established in 1982 in Khulna, Bangladesh. Main products are Block Frozen Shrimp, IQF, Semi-IQF, Cooked & Semi-cooked etc. The HACCP System has been in places from the beginning of the production.

Company	Expalsa Exportadora de Alimentos SA
Address	Km 6,5 via Duran-Tambo PO Box 09-01-6646 Guayaquil
Phone	+593 4 280 12 31
Fax	+593 4 280 11 50
E-Mail	expalsa@expalsa.com
Website	www.expalsa.com
Contact	Mr Humberto Tujillo
Certificates	BRC/Naturland
Products	White shrimps (<i>Penaeus vannamei</i>) conventional and certified organic in various presentations (P&D, PUD, HOSO, EZ-Peel, etc), cooked or raw, and sizes from 36/40 to 90/110

Expalsa, one of Ecuador's major shrimp exporter established in Guayaquil in 1984, offers since then high value-added and premium quality white shrimp to the international market. To this date, more than 1000 hectares of shrimp ponds, the hatchery, 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 and since 2005, the company is in compliance with the BRC (British Retail Consortium) standards. Relying on its 20 years of experience, Expalsa specialized in value added products offering a product variety ranging from head-on block frozen to buffet-ready rings and skewers; in all preparations; raw and cooked in all sizes from 36/40 to 90/110.

Company	Sociedad Nacional de Galapagos C.A Songa
Address	Robles 107 y chamber Guayaquil
Phone	+593 42 485 531
Fax	+593 42 485 527
E-Mail	rodrigo.laniado@songa.com
Website	www.songa.ch
Contact	Mr Rodrigo Laniado
Certificates	HACCP
Products	Shrimps: Haed on, headless, value added; raw and cooked all sizes

Songa was established in 1932 and is a leading producer and exporeter of frozen shrimp. About 80% of raw material is harvested from its won 50 Million mts2 of shrimp farm closely located. Annual production output is of 7'000 t. Our main market are Europe, specially Spain and the USA.

Company	GEPC - Ghana Export Promotion Council Address Tudo Road Republic House Annex PO Box M146 Accra
Phone	+233 20 819 1934
Fax	+233 21 677 256
E-Mail	gepc@gepcghana.com
Website	www.exportghana.org; www.gepcghana.com
Contact	Mr Peter Obeng, Mr. E.C. Boateng

The Ghana Export Promotion Council (GEPC) is the public agency tasked with promoting Ghana's non-traditional products in international markets. The Council also provides private and government parties with a range of market information and statistical trade data services. Exporters receive business advisory services, product development assistance and representation at major trade events.

GEPC is a public organisation working under the aegis of the Ministry of Trade and Industry. Ghana's impressive economic growth over the past decade has led to its distinction among African nations as a supplier of unique and high quality products. Our goal is to support the country's continued growth through direct assistance to private enterprises.

Company	Beekay Enterprise Ltd
Address	Trinity House, Ringroad East, Accra
Phone	+233 244 232 169; 217 012 319; 208 114 999
Fax	+233 21 701 19 25
E-Mail	bsencherey@yahoo.com
Contact	Ms Jennifer Sencheray; Mr Benjamin Sencheray
Certificates	are in the process of obtaining the EU Export number
Products	Tilapia (fresh & smoked) Octopus (fresh & frozen) Perch (fresh, smoked & frozen)

Beekay Enterprise limited (BEL) is a wholly Ghanaian owned company specializing in the production and processing fish from the Volta Lake and the Atlantic Ocean. Production out put is 150 t a year. 40% of production is packaged for companies that have contact or agents in the EU. Beekay is a member of the following organizations:

- AGI - Association of Thana Industry
- GEPC – Ghana Export Promotion Council
- CBI - Centre for the Promotion of Imports from developing countries

Company	Eborns Seafoods Co, Ltd
Address	P.O. Box 78674 Teshe Nungua Es Accra
Phone	+233 24 421 1665
Fax	+233 21 712 390
E-Mail	ebornss@yahoo.co.uk
Contact	Mr Joshua Ebo Orhin; Mr Francis Coffie
Certificates	GS/SF/E001
Products	Octopus (evt prawns, red mullet, red snapper)

Eborns SeaFoods Company Limited, is a small solely owned emerging Ghanaian Company registered in Ghana in the year December 2003, to execute the processing of Seafoods for export to the EU and its environs. Its has its registered office in Tema port city of Ghana and rented factory in Accra, capital of Ghana. The company employs about twenty people, which is increase when customers demand is high. Our main source of supply is from the local trawling vessels and its owned vessel. The company can supply as much quantity demanded by customers in the season of its specified product like Octupos, Lobsters, Prawns, and many more. The company is hoping to become the leading seafood exporters in Ghana therefore needs external partners to expand. Finally also a registered member of Ghana Export Promotion Council.

Company	Illari s.a.c.
Address	Av. Pedro de Osma 328 Esq.Psj. Solari 104 Of. 101-A Barranco Lima 04 - Peru
Phone	+51 1 214 2035 / 2411
Fax	+51 1 467 4219
E-Mail	rocio@illari.com
Website	www.illari.com
Contact	Ms. Rocio Pena
Certificates	Aut. San. EEC No. PO91 TAL ILLA
Products	Giant squid products such as fillets, strips, rings, grinded meat; products with treatment, boiled fillets and wings, breaded nuggets and sticks, conger eel fillets, loligo squid; and a variety of different kinds of products from the pacific ocean

Illari s.a.c. is a Peruvian company with a processing plant located in Talra (into piura at 1'200km north of Lima city) with a modern design in the different production lines working the 100% for the exportation. We have our own artesanal fleet and also the external artesanal fleet supply us raw material maintaining a sanitary and quality strict control to assure the maximum level of freshness. We operate under haccp approval in all our processes. Our processing plant has sanitary authorization no. P091 TAL ILLA

Some of our market are: Malaysia, Singapore, Taiwan, Philippines, China, Japan, Korea, South Africa, Lithuania, Latvia, Russia, Italy and Spain

Company	Vietnam Association of Seafood Exporters and Producers
Address	10 -12 Nguyen Cong Hoan Ba Dinh, Ha Noi
Phone	+84 4 7715055
Fax	+84 4 7715084
E-Mail	vasep-org@hcm.vnn.vn
Website	www.vasep.com.vn
Contact	Promotion Office of Vasep

Vietnam Association of Seafood Exporters and Producers (VASEP) established in June 12, 1998 is a non-governmental organization representing and protecting its 183 members in dealing with the national-regional & international bodies.

With an endeavour to promote the image of Vietnam Seafood Industry to the world, VASEP has played a triggering role in planning and implementing the national marketing strategies, doing market research, establishing the establishing the international relations, publishing the promo literature, advertising and organizing international market conferences.

VASEP is working as the coordinator that brings the Vietnam seafood industry to the world and is willing to be a reliable address for who are interested in doing and developing their business with the Vietnam Fisheries Industry.

Company	THUAN PHUOC
Address	20 Thanh Bo, Hai Chau, Da Nang City
Phone	+84 511 822654/828118
Fax	+84 511 825872
E-Mail	thuanphuoc@dng.vnn.vn
Contact	Tran Van Linh, Nguyen Thi Phi Anh
Products	Marine frozen fish, shrimp

Company	CUU LONG SEAPRO
Address	36 Bach Dang Street Tra Vinh Province
Phone	+84 74 852321
Fax	+84 74 852078
E-Mail	ctythuysancuulong@hcm.vnn.vn
Contact	Nguyen Van Bang, Duong Khanh Van
Products	Tiger shrimp

Company AGIFISH
Address 1234 Tran Hung Dao Street, Long Xuyen
 An Giang Province
Phone +84 76 852368/857724
Fax +84 76 852202
E-Mail agifishagg@hcm.vnn.vn
Contact Ngo Phuoc Hau, Nguyen Hoang Thu Nguyet,
 Phan Thi Thanh Tam, Tran Nguyen Hoang Minh
Products Basa fish (pangasius)

Company DOCIFISH
Address Block 6, Sa Dec Industrial Zone
 Dong Thap
Phone +84 67 762 429
Fax +84 67 762430
E-Mail docifish@hcm.vnn.vn
Contact Nguyen Thanh Hung, Tran Huy Hien
Products Basa Fish (pangasius)

Company IMEX CUU LONG
Address 5 Street 30/4
 Vinh Long Province
Phone +84 70 823618
Fax +84 70 823822
E-Mail imexcuulong@imexcuulong.com.vn
Contact Nguyen Van Khuc, Huynh Khanh Chau
Products Basa Fish (pangasius)

Company CTY XNK TS MINH PHU
 CTY TNHH CB TS MINH QUI
 CTY TNHH CB TS MINH PHAT
Address Industrial Zone, Ward 8
 Ca Mau Province
Phone +84 780 838262
Fax +84 780 833119
E-Mail minhphu@minhphu.com
Contact Le Van Quang, Nguyen Dinh Phi
Products Tiger shrimp

Company Address FAQUIMEX
71, National Highway 60, Chau Thanh, Ben Tre Province
Phone +84 75 895795
Fax +84 75 895569
E-Mail faquimex@yahoo.com
Contact Nguyen Hoang An, Dinh Hoang Vinh
Products Basa fish (pangasius)

Company Address HUNG VUONG
Block 44, My Tho Industrial Zone, Tien Giang Province
Phone +84 8 8536052
Fax +84 8 8536051
E-Mail export@hvseafood.com
Contact Duong Ngoc Minh, Ngo Kinh Ly
Products Basa fish (pangasius)

Company Address COSEAFEX
Long Toan,
Tra Vinh province
Phone +84 74 836555
Fax +84 74 836369
E-Mail taotv@coseafexseafood.com.vn
Contact Nguyen Hien Tinh, Tran van Tao
Products Basa fish
(pangasius), shrimp

Company Address VINH HOAN
Tran Quoc Toan Industry Zone
30 National Way
Cao Lanh, Dong Thap
Phone +84 8 8381087
Fax +84 8 8363359
E-Mail vh@vinhhoan.com.vn
Contact Truong Thi Le Khanh, Nguyen Ngo Vi Tam
Products Basa fish (pangasius)

Company Address PHUONG NAM Co.,Ltd
2127 National way 1A
Soc Trang Province
Phone +84 79 828608
Fax +84 79 824233
Contact Vo Van Phuc
Products Tiger shrimp



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Stampfenbachstrasse 85

P.O. Box 492

8035 Zurich

Phone +41 44 365 52 00

Fax +41 44 365 52 02

E-Mail info@sippo.ch

Internet www.sippo.ch

