



Berlin 2.- 4. February 2006
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Hall 5.2 Stand A-03

with companies from:

Bulgaria, Ecuador, Ghana, India, Jordan,
Macedonia, Palestine and Serbia and
Montenegro

presented by



We also recommend you to visit the stand of

Ghana	National stand, Hall 4.2 Stand B-02
Ecuador	Corpei, Hall 5.1 Stand A-01
Peru	Prompex, Hall 4.1 Stand C-06

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 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
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P.O. Box 492
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Phone +41 44 365 52 00
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Internet www.sippo.ch

Patronage
seco – State Secretariat for Economic Affairs, Bern

Company **Troyan Commerce Ltd**
Address 20 Luben Karavelov Str.
5600 Troyan
Phone +359 670 31 433
Fax +359 670 60 433
E-Mail troyan_commerce@yahoo.com
Contact Hristo Hristov
Products Dried fruits (apples, apricots, cherries, pears, prunes)
Dried vegetables (carrots, onion, peppers, tomatos)
Dried herbs (wild garlic)

Company **ET «Detelina-Vincheva»**
Address: 40 Stefan Peshev Str. , block «Center»
Entr. B, App.18
5400 Sevlievo
Phone +359 675 723 30, +359 675 323 43
Fax +359 675 723 30
E-Mail detelinabg@abv.bg
Contact Detelin Vinche, Milena Mateva
Products Dehydrated fruits and vegetables - apples, carrots,
onions, pears, prunes, quinces, tomatoes
Nut - peanut, pumpkin seeds, sunflower seedsd,
walnut

Company	Terrafertil
Address	El Tablon Oe1-329 y Manglaralto Quito
Phone	+593 2 2675 365
Fax	+593 2 2673 401
E-Mail	dbermeo@terra-fertil.com
Website	www.terra-fertil.com
Contact	David Bermeo
Products	Dehydrated fruits: Banana, pineapple, strawberry papaya, mango

Terrafertil is a company, located in Tabacundo, Ecuador very near to the Mojanda Lake. Terrafertil produces natural exotic products of superior quality. We are an ISO 9001:2000, Organic and HACCP certified company. Our products are premium, handpicked, exotic and of superior quality. We work on two lines of business: Exotic Dried fruits (papaya, mango, banana, pineapple) and exotic Sauces and Condiments.

Company	Equibusiness Ltda.
Address	Veintimilla 325 Y 12 Octubre ed. El giron Torre W of 62 Quito
Phone	+593 2 2527 803
Fax	+593 2 2553 904
E-Mail	dfbrito@agromilenio.com
Website	www.agromilenio.com
Contact	Dennis Brito Madrid, Juan Francisco Bolanos T.
Products	Physalis, pineapples, papayas, bananas, red bananas, plantain, tamarillo, yellow pitahaya, snow peas, and other exotic fruits.

Equinox Business Limited was founded on December 6, 2000. It is a young company, based in Quito, capital city of Ecuador. Our main activity is the production and export of exotic fruits and vegetables to the EU market (Germany, the Netherlands, Spain, Italy, Switzerland and United Kingdom). One of our short-term plans is to get new costumers in different countries of Europe. Our export strategy is costumer-focused and based in IPM (Integrated Pest Management) and GAP (Good Agricultural Practices) schemes. Currently, we have 100 employees, 15 in administartion and 85 in production. The processing plant is located in the valley of Tumbaco, 20 km away from Quito. We are obtaining the EurepGap certification for the farms and the processing plant. We offer a wide variety of tropical and Andean exotic fruits and vegetables, both fresh and processed. All them packed in totally recyclable materials. We have several farms located in the highlands in which exotic Andean fruits are produced. And other farms near Santo Domingo, where tropical products are produced. The shipments are done from Quito air and Guayaquil by sea.

Company	GAFEA - Ghana Assorted Foodstuff Exporters Association
Address	P.O Box MS 583, New Achimota Accra North
Phone	+233 21 400968
Fax:	+233 21 400968
E-Mail	gafea2002@yahoo.com
Contact	Quasie-Ayeh
Products	Yam, Plantain, Cocoyam and Dried Coconut

Ghana Assorted Foodstuff Exporters Association (GAFEA), is registered by guarantee in the year 1990. The association has an office complex, headed by an Executive Secretary, four staff, 25 labourers, and consists of 35 small companies, which form the association. The secretariat offers services such as advocacy roles, sourcing market information, organising workshops and seminars for its members and producers. The members undertake group marketing to ensure good quality products, prompt delivery and able to take bulk orders. The association organises farmers and producers and link them to members for supply.

Company	Jokee Scientific Farms
Address	C/O PMB L40, Legon - Accra
Phone	+233 244 275830
E-Mail	josephessibu@hotmail.com
Contact	Emmanuel K. Essibu
Products	Fresh fruits - Pineapples Fresh vegetables – Garden eggs, okra, chillies, aubergines, tinda, marrow, ravaya ect. tubers – yams, sweet potatoes, cassava and plantain

Jokee Scientific farms was established in 2003. It is a small company with 27 employees, 4 in administration and 23 in production. The farm is located at Dominase in the central region of Ghana, 30 miles away from place of shipment (Kotoka International Airport, Accra). We are also members of Vegetable Association of Ghana and Horticulture Association of Ghana. We are in the process to obtain EureGap Certification. We produce quality fruits, vegetables and tubers. We are still expanding the farms and we need a very good and reliable importer. We also produce throughout the year because we have irrigation facilities.

Company	Univec Complex Ventures Ltd
Address	AN 6045, Accra-North
Phone	+233 244 263 344
Fax	+233 212 23 222
E-Mail	akinoesahe@yahoo.com
Contact	Seth Esahe
Products	Aubergine, cashew nuts, chilli pepper, garden eggs, okra ginger, sweet potato, shea butter, pineapple, honey, spices, medicinal plants, herbs and copra.

Univec Complex Ventures Ltd. is a Limited Liability Company registered under the Ghana Company Code regulations in 1997 with a labour force of 25 employees. We are into the production of horticultural products for the domestic and the export market and also coordinate the activities of farmers based organization and cooperative groups in rural communities by way of contributing to agricultural development through the following interventions:

- Provide farmers with the advantage of economies of scale
- Serve to link small - scale producers to the National Economy
- Provide an element of competition that is often lacking in rural areas and also serve as a channel for obtaining agricultural inputs for marketing order to alleviate poverty and also create wealth among them.

We are yet to obtain the Eurep Gap and Organic certification even though for now we apply only Organic Foliar Fertilizers and also produce to customers specification.

Company	Elements Homestead Products Pvt. Ltd
Address	Customs Road Calicut, Kerala, 673032
Phone	+91-495-2765783
E-Mail	elements@dataone.in ; element@eth.net
Website	www.elementsindia.net
Contact	Tomy Mathew
Products	Cashew nuts «Fair trade», dry fruits; cereals, pulses; coffee, tea; wild honey, jaggery, edible oils, natural vinegar, arrowroot powder. Spices: pepper, ginger, cardamom, vanilla, turmeric, cumin, cloves, etc. Processed food: pickles, fruit preserves, jams, marmalades, etc. Elements focused is on organically grown and processed products. Products are traded according to international fair trade standards (FLO cert.)

Elements Homestead Products was established in 1999 in Calicut and has now 10 employees. During the last 6 years Elements has pioneered the effort to mainstream the production and marketing of organic and eco-friendly products in Kerala by:

1. Establishing Kerala's first Green Store in Calicut.
2. Pioneering the launch of Green counters in the major supermarkets of the Kerala State
3. Providing logistical support and product backing to all the niche efforts at marketing organic produce.
4. By initiating efforts at mass marketing of organic produce by introducing to the Kerala market organic products from growers' collectives across the country.

Elements is today at the threshold of major expansion effort, with a thrust to spearhead volume trade in the organic food segment, pursuing and consolidating the niche market by opening own/ franchisee outlets in all the district headquarters in the state, and exporting products to Europe, USA and Asia.

Company **JEPAFV - Jordan Exporters and Producers Association for Fruit and Vegetables**
Address P.o. Box: 930058, 111193 Amman
Phone +962 6 5699631/2
Fax +962 6 5699630
E-Mail jepa@jepa.org.jo /jepa@nets.com.jo
Website www.jepa.org.jo
Contact Eng. Anwar Haddad

The Jordan Exporters and Producers Association for Fruit and Vegetables (JEPA) is a non-profit organization, was established in March 1994 by a group of private exporters and producers in the horticultural sector. The mission of the association is to promote top quality exports of fresh produce and cut flowers from Jordan. JEPA receives technical and financial assistance from donor agencies of friendly nations to support in implementing its activities (trade fairs, studies, information system, trade and byres missions, workshops. seminars, training, extension, conferences etc) and to achieve its goals. The association cooperates with the Ministry of Agriculture and many other public institutions in areas of common interest like policy issues and aims to provide a vehicle for the horticultural private sector in Jordan to organize its common activities and promote common goals.

JEPA Mission:

Improving high quality horticultural export through a well organized contracting system.

Company **Progressive Marketing Co. (Dates of Jordan)**
Address P.O. box 781 Zip 11118 Amman
Phone +96 2 460 1560
Fax +96 2 460 1561
E-Mail k.gutub@gmail.com, kgutub@datesofjordan.co
Website 222.datesofjordan.com
Contact Khaled Qutub
Products Fresh Medjool dates, stuffed, dipped & coated

Company	ALTRA Trajko Dooel
Address	ul. Slobodan Mitrov Danko 111 1480 Gevgelija
Phone	+389 34 214 384
Fax	+389 34 214 384
E-Mail	contact@altra.com.mk; altra@mt.net.mk
Website	www.altra.com.mk
Contact	Trajko Alcinov
Products	Fresh grapes, pomegranates, persimmons, fresh and frozen red peppers.

«Altra» was established in 1990 and is growing continuously. «Altra» is a mid sized company with 47 employees. The location is at the south of the Republic of Macedonia, called the «south Vardar valley» region. The climat in this region is influenced by the Mediterranean. Large number of sunny days and exceptionally clean environment are making the region among the reards in Europe.

We are specialized in processing and exporting of fresh table grapes, persimmons and pomegranates, as well as fresh and frozen red peppers and a wide range of other frozen fruits and vegetables. We are in advanced procedure of obtaining the HACCP certificate.

Company	Turan Dooel Bogdanci
Address	Ivo Lola Ribar 5
Phone	+389 342 231 63
Fax	+389 342 221 62
E-Mail	turan@on.net.mk
Website	www.turan.com.mk
Contact	Ivan Turanov
Products	Cabbage, watermelon, onion, tomatos

Company	Agropelagonija
Address	Borka Stevanoski 8 7500 Prilep
Phone	+389 48 419 939
Fax	+389 48 418 939
E-Mail	contact@agropelagonija.com.mk
Website	www.agropelagonija.com.mk
Contact	Vlatko Selcanec
Products	Fresh fruit and vegetables: peppers, apples, watermelons, grapes

Agropelagonija is an export-import company established in 1998. We export fresh fruit and vegetables produced in one of the ecologically cleanest regions in Europe – Macedonia. We are the first peppers' producer in our country that is Eurepgap certified.

Company	Land O'Lakes, Inc.
Address	Kej 13 Noemvri b.b. 1000 Skopje
Phone	+389 2 323 9905
Fax	+389 2 311 5152
E-Mail	judd@landolakes.org.mk
Website	www.idd.landolakes.com
Contact	Judd Robertson
Products	Cabbage, watermelon, onion, tomatos

Project Background - Four-year project, implementation by Land O'Lakes in conjunction with Agland Investment Services. Purpose to enhance growth within the Macedonian meat, dairy, fruit and vegetables, and sheep sectors.

Project Mission - To stimulate increased incomes and employment by enabling the producers and processors to identify and meet market needs profitably through:

- Enhancing quality and production efficiency
- Pursuing joint marketin efforts
- Adding increased value to their products

PalTrade

PalTrade's purpose is to lead the development of Palestinian trade as a driving force for sustainable national economic growth. As the National Trade Development Organization (NTDO) and with a membership of more than 190 Palestinian leading businesses, PalTrade advocates a competitive, enabling business environment and is dedicated to improving trade competitiveness through trade promotion and capacity building. PalTrade's operation and services are guided by sector based strategies for trade development supported by assessment of cross-sectoral opportunities and impediments. These strategies are deployed through a range of services and activities aimed at vitalizing sectors to export to target markets.

PalTrade's Mission is to Develop Trade Through:

1. Advocating a competitive, business enabling environment
2. Improving trade competitiveness through trade promotion and capacity building
3. Fostering international business practices and standards among professionals, firms and business organizations
4. Providing trade-enabling knowledge

Contact Info:

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Al-Bayader, Jordan
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info@paltrade.org

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Company **Palestine Economic Development Co. - PED**
Address Al-Watanieh Towers Bldg. 5th floor,
Al-Bierh P.O. Box 327
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Fax +970 2 240 7277
Contact Amid Masri

Company **Cooperative Agriculture Association
of Beit Hanon**
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Contact Gassan Qasem

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Contact Ahmed Abu Naja

Company **Abu Dagga Co.Ltd.**
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Khanyounic- Gaza
Phone +970 8 288 0544
Fax +970 8 288 0543
E-Mail AbuDagga-co@hotmail.com
Contact Majed Abu Dagga

Company	Marni D.O.O Krusevac
Address	Poslovni centar «AS» 37000 Krusevac
Phone	+381 64 145 8228
Fax	+381 64 372 3382
E-Mail	zorana.djordjevic@gmail.com
Website	www.marni.co.yu
Contact	Zorana Djordjevic
Products	Fresh wild forest mushrooms/Boletus Edulis, Chan- tarellus Cibarius, Black Trumpet Dried wild forest mushrooms/Boletus Edulis, Chan- tarellus Cibarius, Black Trumpet

Marni D.O.O. is 100% a private owned Serbian company, founded in 1983. It is a medium size company with 50 employees and annual turnover of ca 4 million EUR. One of our major activities is processing and packing the gifts of nature from pristine forests. Wild forest mushrooms are the company's motto. We guarantee that our products are made from pure forest mushrooms.

Company	Faktor Ltd
Address	Kosovske bitke 14 37000 Krusevac
Phone	+381 37 491 240
Fax	+381 37 491 253
E-Mail	faktor@tehnicom.net
Contact	Ivana Milicevic
Products	Fresh vegetables: baby cucumber, cabbage, cherry tomato, tomatoes Fresh fruits: apples, cherry, plum, strawberry, watermelon

Faktor LTD was founded in 2001. It is a small company with 20 employees. Our processing plant is in Cicevac south, 2 km away from high way, 180 km from Belgrade. Our company is one of the leading companies in Serbia in packaging. We import from Italy (Coopbox) EPS trays, PP containers and PET pun nets and stretch PVC films from Switzerland (Alimantis). Also we have our production – carton boxes for fresh and frozen fruits and vegetables. In April 2005 we finished our major investments – cold store. During this year we started to export our products only in Slovenia. Now we are in the starting phase to obtained HACCP standard. Our export strategy is oriented to the countries in EU and Switzerland.

Company **Piñas Ricas del Ecuador**
Address Av. Juan Tanca Marengo y Av. Joaquín Orrantía.
Edf. Executive Center, Oficina 502, piso 5 Guayaquil
Phone +593 4 239 3910
Fax +593 4 239 3913
E-Mail pirecua@gye.satnet.net; mcohn_2001@yahoo.com
Contact Fernando Rivas / Mauricio Cohn
Products Pineapple, plantain, malanga, mango, melon

Company **Le Fruit**
Address Av. Fco Orellana Mz. 105. Edif. Centrum Piso 11,
Of. 3-5 Guayaquil
Phone +593 4 268 1799
Fax +593 4 268 1899
E-Mail gescobar@lefruit.com; zgranados@lefruit.com
Website www.lefruit.com
Contact Gonzalo Escobar / Zaida Granados
Products Banana

Company **Isbelni S.A.**
Address Cdla. Kennedy Nueva, Calle 10ma. Este # 104
Guayaquil
Phone +593 4 228 4706
Fax +593 4 228 4726
E-Mail info@goldenforcebananas.com
Website www.goldenforcebananas.com
Contact Juan Pons
Products Banana Cavendish

Company **Mercados Globales**
Address Mirtos 708 y Ficus Guayaquil
Phone +593 4 238 3092
Fax +593 4 238 4447
E-Mail luispareja@hotmail.com
Website www.mercadosglobales-ec.com
Contact Luis Fernando Pareja Perez
Products Banana, plantain pineapple

Company **Fundacion Mango**
Address Av. del Ejercito #707 y Av. 9 de Octubre,
Segundo Piso, Oficina #9 Guayaquil
Phone +593 4 269 0219
Fax +593 4 229 4181
E-Mail mangoecuador@ecutel.net
Website www.mangoecuador.org
Contact Johnny Jara
Products Mango

Company **Rey Banano del Pacifico**
Address Av. C. J. Arosemena Km 2.5 frente
al Alban Borja Guayaquil
Phone +593 4 220 8670
Fax +593 4 220 8660
E-Mail mmolineros@grupowong.com;
comercial@favoritafruitcompany.com
Website www.favoritafruitcompany.com
Contact Vicente Wong / Mónica Molineros
Products Banana premium certified, pineapple golden sweet,
macadamia nuts, other tropical products

Company **SWT Trader S.A.**
Address World Trade Center, Torre A Of. 1201 Guayaquil
Phone +593 4 263 0801
Fax +593 4 263 0683
E-Mail hugo@sunwayecuador.com;
lily@sunwayecuador.com
Contact Lilija Lisovskaja / Hugo Díaz
Products Banana green, cavendish

Company **Selvatica S.A. Selvafruit**
Address Km 3,5 Vía Durán Boliche Guayaquil
Phone +593 4 280 7270
Fax Extension 12
E-Mail tjansz@selvatica.net; mperez@selvatica.net
Website www.selvatica.net
Contact Terence Jansz / Magali Perez
Products Plantain, yucca, malanga, mango



sippo 

— swiss import —
promotion programme

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