



# BioFach 2004

[www.biofach.de](http://www.biofach.de)

**February 19<sup>th</sup>–February 22<sup>nd</sup>, 2004  
Nuremberg**

SIPPO – Pavilion

**Hall 2.0  
Booth 2-308 and Booth 2-320**

With companies from  
Bolivia, Bosnia & Herzegovina, Bulgaria, Egypt,  
Ghana and Peru

As well as

**Central American Alliance – Hall 2.0 Booth No. 2–530**

Presented by

**sippo** 

— **swiss import** —  
**promotion programme**

we also recommend to visit the

**CBI Pavilion, Hall 2 Stand 630**

With companies from  
Bolivia, Cuba, India, Peru, Uganda and Zambia

## SIPPO

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

Schweizerisches Import Förderungsprogramm  
Stampfenbachstr. 85  
P.O. Box 492  
CH-8035 Zürich  
Switzerland  
Phone 0041 1 365 52 00  
Fax 0041 1 365 52 02  
E-Mail [info@sippo.ch](mailto:info@sippo.ch)  
Internet [www.sippo.ch](http://www.sippo.ch)

Patronage

**SECO** – State Secretariat for Economic Affairs, Bern

## BOLIVIA

Company	<b>Ceprobol</b>
Address	Calle Mercado No. 1328 Piso 18 La Paz
Telephone	+591 2 233 6886
Fax	+591 2 233 6996
E-Mail	<a href="mailto:mlopez@ceprobol.gov.bo">mlopez@ceprobol.gov.bo</a>
Contact	Martin Lopez
Webpage	<a href="http://www.ceprobol.gov.bo">www.ceprobol.gov.bo</a>

CEPROBOL is the trade and economic representation of Bolivia.

CEPROBOL provides information on commercial, business opportunities and partners. Supports the searching of products and brings the right partners together.

General information about business opportunities with Bolivia and detailed information about export products from Bolivia can also be obtained through the Trade and Economic Council office in Germany.

Wirtschafts- und Handelsrat der Republik Bolivien

### **CEPROBOL**

Traubenstrasse 7-9  
D-60313 Frankfurt am Main  
Tel. +49-69 700 26 54 84 36  
Fax +49-69 700 26 54 24 23 29  
[www.bolivia-trade.org](http://www.bolivia-trade.org)  
[boliviatrade@t-online.de](mailto:boliviatrade@t-online.de)

Company	<b>Andean Valley S.A.</b>
Address	Calle 1 No. 301 Jupapina-Mallasa La Paz
Telephone	+591-2-274 5309 / 719 15 294
Fax	+591-2-274 5309
E-Mail	<a href="mailto:Andeanvalley@entelnet.bo">Andeanvalley@entelnet.bo</a>
Contact	Javier Fernandez Villalobos
Products	Roya Quinoa Grain, Quinoa Flours, Quinoa Pop, Quinoa Flakes, Quinoa precooked flour instant

Andean Valley S.A. is a company dedicated and specialized in processing, developing and exporting Andean products, using natural proceedings and the best technology available to maintain the original quality of the raw material. The infra-

## BOLIVIA

structure and technology used in this company allows us to achieve the highest standard of quality and hygiene for the products.

The principal product that this company processes and exports since 5 years is the REAL ORGANIC QUINOA GRAIN (Quenopodium Quinoa Wild, NANDINA 1008901000) in its different varieties, types and sub-products.

**Company Address**  
**Coronilla S.A.**  
Carretera Sacaba km 4  
P.O. Box 1513  
Sacaba

**Telephone** +591-4 427 1222  
**Fax** +591-4 427 1224  
**Mail** fideos@coronilla.com  
export@coronilla.com

**Contact Products**  
Marta Eugenia Wille  
Snacks, dried fruits, Quinoa grain,  
Noodles of Andean cereals

Fideos Coronilla the family driven company produces gluten free noodles and snacks made from Andean grains like Quinoa and Canawa. The market studies of gluten free products show an interesting potential to develop new exports in Europe. Coronilla is certified by IMO CONTROL (LA) which is the Bolivian branch of IMO CONTROL Switzerland. More information about the company can be found on their website: [www.coronilla.com](http://www.coronilla.com)

**Company Address**  
**Eximpaz**  
Calle Socabaya nr. 244  
Edif. Handal Piso 7, Of. 704  
P.O. Box 5576  
La Paz

**Phone** +591-2 240 80 51  
**Fax** +591-2 240 81 24  
**Mail** eximpaz@bolivia.com  
eximpaz@hotmail.com

**Contact Products**  
Javier Paz, Flora Chavez  
Green Coffee, Quinoa

## BOLIVIA

**Company Address**  
**Laboratorios Hahnemann**  
Pedro Salazar No. 692  
P.O. Box 12907  
La Paz

**Telephone** +591-2-241 09 34 / 241 54 42  
**Fax** +591-2-241 54 44  
**Mail** rgumucio@unete.com  
lizmichel@unete.com.bo

**Contact Products**  
Elizabeth Michel, Ronald Gumucio  
Maca

**Company Address**  
**Irupana Andean Organic Food S.A.**  
Av. Costanera No. 36  
Villa La Merced  
La Paz

**Telephone** +591-2 221 585  
**Fax** +591-2 221 5931  
**Mail** irupana@entelnet.bo

**Contact Products**  
Javier Hurtado, Isabel Dalence  
Quinoa Real (Royal Quinoa),  
Amaranth, Dried banana  
Dried orange

Irupana works with 1700 indigenous farming families across Bolivia, buying certified organically grown products directly from them. For the local market Irupana produces and distributes 80 products. For the international market Irupana is focused in Organic Products like Quinoa, Amaranth, Kañawa, dried fruits (Mango, Orange, Bananas and Pineapple), coffee and honey. Irupana offers also tea, marmalades and granola bars.

**Company Address**  
**Saite Srl.**  
Ciudad Satélite Plan No. 405  
Calle 22° No. 702  
P.O. Box 8624  
La Paz

**Telephone** +591-2 283 22 62  
**Fax** +591-2 283 22 62  
**Mail** saite@caoba.entelnet.bo

**Contact Products**  
Teodocio Huayllani Marca  
Quinoa, Coffee, Fréjol, Sesame,  
Amaranth

## BOSNIA & HERZEGOVINA

**Company** **ANDJELIC d.o.o.**  
**Address** Trebinjskih brigada 19  
89101 Trebinje  
**Telephone** +387-59 260 647  
**Fax** +387-59 260 647  
**Mail** andjelic@post.com  
andjelic@paleol.net  
**Contact** Radovan Andjelic  
**Products** Essential oils, Medicinal herbs

The company «Andjelic» is located in Trebinje, in the South-East of Bosnia and Herzegovina. Since the foundation in 1996 the company has grown staidly and has expands it range of products over the years.

«Andjelic» is a leader in Bosnia and Herzegovina in the development of certified organic essential oils and in supplying wild grown medicinal and aromatic plants.

All their products are certified organic by KRAV. Good raw material, natural conditions and climate, know-how and technical resources guarantee the high quality of their products.

**Company** **Elmar**  
**Address** Preobrazenska 4  
89101 Trebinje  
**Telephone** +387-59 260 411  
**Fax** +387-59 225 218  
**Mail** elmartb@spicanet.net  
**Contact** Nada Maric  
**Product** Essential oils, Medicinal herbs

ELMAR was founded in the year 1996, since 1999 it is occupied with manufacturing essential oils from wild grown medicinal herbs processed by steam distillation. The capacity of the INOX distillery is 3 tones of fresh raw material per 24h. Raw material is collected by competent staff, according to instructions in 60 km wide surrounding of Trebinje. Up to 100 collectors are engaged during the high season. Since 2001 they have been certified organic by IMO for the essential oils of the following herbs: Helichrysum italicum, Salvia officinalis, Vitex agnus castus and Satureja montana.

More information can be found on their website: [www.elmartb.com](http://www.elmartb.com).

## BOSNIA & HERZEGOVINA

**Company** **Halilovic d.o.o.**  
**Address** Igmanska bb  
73120 Vogosca  
**Telephone** +387-33 400 286  
**Fax** +387-33 400 286  
**Mail** almam@smartnet.ba  
**Contact** Mejra Halilovic  
**Products** Essential oils, Dried mushrooms

We are catering the growing demand of various industries involved in the manufacturing of pharmaceuticals, flowers and fragrances, confectionery and skin creams. Our know-how in the world of herbs and the excellent qualifications of our technicians, help us in anticipating and understanding the market trends and ideas of our customers. In this millennium we have extended our services to the international market.

Halilovic d.o.o. was founded in the year 1983, as a company and management team, together with the professional assistance of the Agricultural Institute of Sarajevo. They consist of purchase, processing and distillation units for medicinal and aromatic plants and forest fruits, with its main headquarters in Vogosca (Sarajevo).

## BULGARIA

**Company** **Bioagro Ltd.**  
**Address** 110, Vitosha Blvd, Apt. 5  
1463 Sofia  
**Telephone** +359-2 951 67 98  
**Fax** +359-2 951 66 28  
**E-Mail** bioagro@abv.bg  
**Contact** Sabahattin Mutlu  
**Products** Honey, Wax, Pollen, Propolis,  
Royal Jelly, Walnuts, Plums  
**Website** [www.bioagro.bg](http://www.bioagro.bg)

## BULGARIA

**Company Address**  
**Bio Bulgaria Co-operative**  
«Ivan Vazov» str. No. 47  
Plovdiv district  
4300 Karlovo  
+359-48 99 77 22  
+359-33 59 32 77  
Igor\_tzurkanu@hotmail.com  
Igor Tzurkanu  
Peppermint, Lavender, Linden, Nettle,  
Lavender oil, Rose oil

**Company Address**  
**Gerada-GM Ltd.**  
46, Parchevich Str., fl. 3, app. 6  
1000 Sofia  
+359-2 980 26 12  
+359-2 980 43 29  
gerada@abv.bg; gerada@bulinfo.net  
Gerasim Dochev, Dragomir Draganov  
Honey, Wax, Pollen, Propolis, Walnuts,  
Plums, Raspberries, Blueberries and  
Blackberries

Gerada GM Ltd is a private Bulgarian company, producing and exporting Bulgarian bee honey since 1996. One of our serious points and claim is to organize and control a clean ecological production, according to EU regulations. We precise geographical areas, corresponding to all requirements for ecological production. We are strictly following the rules and principles of Good Manufacturing Practice. Gerada GM Ltd. is working with a team of experts in bee breeding and treatment for bees, who are informing and controlling bee-keepers on materials used and on treatment possibilities. While using these techniques all requirements of specialists from the National Veterinary and Sanitary Control Laboratory in Sofia are respected.

## BULGARIA

**Company Address**  
**IRA-EKO Ltd.**  
Pirotska Str. 12  
1000 Sofia  
+359-2 980 17 44  
+359-2 980 17 44  
ira\_eko@abv.bg  
ira\_eko@hotmail.com  
Ivailo I. Radev  
Herbs, Spices, Dried fruits, Seeds

## EGYPT

**Company Address**  
**A. Fakhry & Co.**  
1081, Corniche El Nil (Garden City)  
11451 Cairo  
+202-795 0685  
+202-794 4198  
a-fakhry@starnet.com.eg  
or a.fakhry@lycos.com  
Hussein A. Fakhry  
Essential oils, Concretes, Absolutes,  
Hydrolates, Dried botanicals

Since its establishment in 1955 in the heart of the Nile delta in Egypt, A. Fakhry & Co. devoted itself, from father to son, to the extraction of Essential Oils from aromatic plants. Tradition and innovation go hand in hand at A. Fakhry & Co. The constant will to achieve «le beau produit» commits the enterprise to working in an environment-friendly approach. Its activities are organized around a nucleus of 20 hectares of fields planted with over 30 varieties of organically certified aromatic botanicals. This nucleus, which is completed by a recent organic farming network as well as a conventional farming network established since 1955, allows the company to conjugate an array of some 70 natural products (Essential Oils, Floral Waters, Concretes, Absolutes, and Dried Botanicals). All products are destined for the extremely exacting clients in the fields of Fine Fragrance, Cosmetics, Food Flavoring (Human & Veterinary), Pharamceuticals (Human & Veterinary), Aromatherapy, and Phytotherapy.

## GHANA

Company	<b>Lartey Associates (Ghana) Ltd.</b>
Address	P.O. Box GP 3077, Accra
Phone	+233-21 765 979/20 813 6814
Fax	+233-21 764 492
Mail	lartey@Ghana.com
Contact	henry.lartey@larteyfruit.de
Products	Henry Lartey, Peter Lartey Fresh and dried papaya

Lartey Associates (Ghana) Ltd was established in July 1987 as a commodity export company. The main objectives of the company are to supply the European market with agricultural produce. They currently export charcoal to the UK and the Middle East, Coffee to France and Papaya und Pineapples to Germany, Holland, Italy, Belgium, Switzerland and the UK. They believe in organic farming and have been certified for organic papaya and pineapple production by BCS OKO GARANTIE GmbH, and also been financing small out growers (farmers) to do the cultivation than the company can produce on its own land.

## PERU

Company	<b>Candela Peru</b>
Address	Parque Industrial Mz.F Lt. 9 Villa el Salvador, P.O. Box 14-0233 L-14 Lima 42
Phone	+51-1 287 59 95
Fax	+51-1 287 50 28 / 287 37 03
Mail	candela@amauta.rcp.net.pe
Contact	Gaston Vizcarra
Products	Brazil nuts, Brazil nut oil, Brazil nut pod candles

Candela Peru is an alternative trading organization, founded in 1989, focused in the Brazil nut industry. We offer first quality Brazil Nuts and Brazil Nut Oil for cosmetic and edible industries. These products are certified by IMO Switzerland. We also offer Brazil Nut Meals as a pure protein product; Brazil Nut Pod Candles, made from the natural container of the nut; and we are developing Brazil Nut Sweets, as Marzipan and Chocolate. We have the largest and best equipped facilities for Brazil nut processing in Peru.

## PERU

Company	<b>Icatom S.A</b>
Address	Manuel Santana Chiri No. 1151 Ica Peru
Phone	+51-56 217 172 / 217 173
Fax	+51-56 223 338
Mail	mgubbins@icatom.deltron.net
Contact	Manuel Gubbins
Products	Fresh tomatoes, Tomato paste

ICATOM S.A. produces organic tomato paste and fresh tomatoes in Ica Valley in the middle of the desert that allows us to produce tomatoes the whole year round. The company was founded in 1995, the number of employees is 100 (20 administration, 80 plant). Our production is mainly exported to Europe and USA, we have been certified by SKAL No. 015818 and the process has been certified HACCP by LLOYD'S SQA 705042.

## EL SALVADOR

Company	<b>Asociacion Agronatura</b>
Address	Calle El Mirador y 91 Av. Nte. No. 4709 San Salvador
Telephone	+503-263 2244
Fax	+503-263 2244
Mail	agronatura_1@hotmail.com

AGRONATURA is a non – profit organization, who work's in different areas of the non traditional agricultural and agro industrial organic sector, supporting the work carried out by recognized and accredited certification agencies, organizing the domestic market and promoting organic production principles among producers and consumers, and training the producers in all relevant production, transformation and trade techniques.

## EL SALVADOR

**Company** **Productos Naturales Shuchil**  
**Address** Calle San Antonio Abad No. 49  
San Salvador  
**Telephone** +503-274 2781 / 274 0209  
**Fax** +503-274 2781  
**Mail** shuchil@yahoo.com  
**Contact** Matilde de Palomo

SHUCHIL is a privately owned company that works in the field of natural cosmetics. Their line of products includes lemon-grass oil, dehydrated lemon grass and guava pulp. Their main product group however is that of organic soaps, made of plant extracts. They put very much emphasis on the fact, that their suppliers are small, organic producers and belong to families in the rural areas of El Salvador. This helps to improve the living standards of smallholders and producer's groups.

**Company** **Apecafe**  
**Address** Blvd. Merliot  
Edificio Ucraprobex  
Ciudad Merliot, La Libertad  
**Telephone** +503-278 9440  
**Fax** +503-278 1311  
**Mail** apecafe@mixmail.com  
**Contact** Alfredo Rumualdo Asencio

APECAFE is an Association of Small Coffee Producer and was founded in 1997. They represent 11 coffee cooperatives in several areas of El Salvador that comprise 539 small-scale coffee growers, united to produce and export coffee to the international markets. The central purpose is to improve the economic and social conditions of the associated cooperatives and individual members. We encourage our cooperatives to use appropriate technologies in coffee growing and processing, not only to produce a high-quality coffee, but also to protect the environment.

## EL SALVADOR

**Company** **Asociacion Azules**  
**Address** Calle El Mirador y 91 Av. Nte. No. 4709  
San Salvador  
**Telephone** +503-263 22 44  
**Fax** +503-263 22 44  
**Mail** azules\_elsalvador@yahoo.com  
**Contact** Raul Olmedo

AZULES is an association of 28 mainly small scale rural Indigo Producers in El Salvador, representing their members locally and internationally. Its main task is to promote, investigate and commercialize Indigo, aiming for economical, social and ecological benefits, by promoting the recovery of traditions through cultivating and processing of Indigo in El Salvador. AZULES is also the internationally certified brand name for Indigo from El Salvador. This brand name stands for and assures highest standards of quality.

**Company** **Asociacion de Productores  
Agroindustriales Organicos  
de El Salvador**  
**Address** Canton San Carlos Lempa  
Municipio Tecoluca  
San Vicente  
**Telephone** +503 -226 07 47  
**Mail** aprainores@geomundos.com  
**Contact** Camila Flores

APRAINORES is a small – scale farmer's cooperative in El Salvador, and produces organic cashew nuts, which full-fills highest quality standards.

## GUATEMALA

**Company** **Productos Ecologicos de Guatemala – Agexpront**  
**Address** 15 Ave. 14-, Zona 13  
01013 Guatemala  
**Telephone** +502-338 8232  
**Fax** +502-362 1950  
**Mail** Eduardo.calderon@agexpront.org.gt  
**Contact** Eduardo Calderon

AGEXPRONT is an institution which supports exporters and promotes the organic production for export. They offer products like organic coffee, sesame seed, cardamom, allspices, broccoli and others.

**Company** **Mayacert**  
**Address** 8a. Calle 6-19 A, Zona 4,  
01004 Guatemala  
**Telephone** +502 361 9333 / 204 7694 / 208 2266  
**Fax** +502 361 9333  
**Mail** mayacert@guate.net  
oe.rivera@mayacert.com  
**Contact** Noé Rivera

MAYACERT is an organic certification agency which has been accredited by the European Union since February 2002 and in North America, since May 2003.

## COSTA RICA

**Company** **Sustainable Markets Intelligence Center – CIMS**  
**Address** Apdo. 960-4050, Campus INCAE  
Alajuela  
**Telephone** +506 437 2294  
**Fax** +506 433 9101  
**Mail** Jorge@cims-la.com  
**Contact** Jorge Vieto

CIMS is a non-profit organization specialized in market research, consulting and trade facilitation services. Products: Market information services for U.S.A., EU and Latin America

## COSTA RICA

**Company** **Alquimia Agricola S.A.**  
**Address** Postal Code 706-1250  
Escazu  
**Telephone** +506 232 8552  
**Fax** +506 232 8552  
**Mail** vanilla@racsa.co.cr  
**Contact** Henry Karczynski

ALQUIMIA AGRICOLA S.A.: The goal of our farm is to promote sustainable agricultural practices by using principles developed by Rudolf Steiner. Our farm is the first Demeter certified (Biodynamic) in Central America since 2001. Our cash crops include in order of importance, vanilla, cinnamon, black pepper, allspice and the planting of tropical essential oil plants like ylang-ylang, patchouli, tropical mint, oregano, cinnamon and allspice. We offer our farm as a laboratory for practitioners and students of tropical sustainable agriculture. The farm is looking to strengthen strategic relationship with European natural food companies.

**Company** **Klave Trading**  
**Address** Guachipelin  
Escazu  
San José  
**Telephone** +506 228 8803  
**Fax** +506 228 8809  
**Mail** noel@comercioalternativo.com  
noeliabarquero@klave.co.uk  
**Contact** Noel Payne / Noelia Barquero

KLAVE TRADING: Our Mission is to develop Organic & Fair-trade producers as a means to protect and improve the environment and the lives of our partners and consumers in Central America. Klave Trading is helping Central American companies to access and grow in new markets offering the highest quality Organic/Fair-trade products to our customers in Europe and North America. Our partner group in Costa Rica is Comercio Alternativo who promotes the development of the Organic sector through support of local producers and the import of novel Organic products. At the Biofach we represent: ProAgrin, Coocafe, Ucanehu, Asoproducte, Aprocam, Acapro, Davalia.

## COSTA RICA

Company	<b>Asociacion de Pequeños Productores de Talamanca – APPTA</b>
Address	Bribi, Talamanca Limon
Telephone	+506 751 0118 / 751 0158 / 751 0072
Fax	+506 751 0118 / 751 0158 / 751 0072 ext. 102
Mail Contact	apptager@sol.racsa.co.cr Roberto Mack

APPTA is an association founded in 1987. We count with more than 1.000 producers, 80% of them are indigenous from the Bibrís and Cabecares Group and 20% are colored and white. 36% of the total members are women. APPTA works in the Talamare region. With more than 30 communities in organic production. APPT is certified by Eco-Logica, Ecocert and Bio Suisse.

## NICARAGUA

Company	<b>Cooperativa de Servicios, Importaciones y Exportaciones Nicaraguense del Campo R.L.</b>
Address	Costado Noroeste UNAN 25 Vs al Norte León
Telephone	+505 311 0730
Fax	+505 311 0502
Mail Contact	delcampo@ibw.com.ni Nicolas Hoskyns

Del Campo R.L. is a Nicaraguan Cooperative, exporting agricultural products, such as sesame, beans, peanuts, sesame oil, coffee, pineapples and dried herbs, from 3'500 small and medium agricultural farmer members all over the world.

## CBI

**CBI** – Dutch centre of the promotion of imports from developing countries is implementing similar activities as SIPPO. In the Biofach they will give support to companies from Bolivia, Cuba, India, Peru, Uganda and Zambia

They are located in Hall 2 Stand 630.

For further information contact:

**CBI**  
Mr. Cor Dieleman  
P.O. Box 30009  
3001 Da Rotterdam  
The Netherlands  
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Fax: +31 (0) 10 411 4081  
E-mail: [cbi@cbi.nl](mailto:cbi@cbi.nl)  
Internet: <http://www.cbi.nl>





**sippo**   
— swiss import —  
promotion programme

**Swiss Import Promotion Programme SIPPO**

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