

# European Seafood Exposition ESE 2004

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**May 4 – May 6**  
**Brussels, Belgium**

**SIPPO – Pavilion**  
**Hall 9 - Stand 4229**

with companies from

**Bulgaria, Ecuador, Mozambique,**  
**Romania and Russian Federation**

further we recommend to visit

**Bangladesh Pavilion - Hall 9 Stand 4349**

**Ecuador Pavilion - Hall 6 Stand 901**

**Estonia Pavilion - Hall 5 Stand 149**

**Indonesia Pavilion - Hall 9 Stand 4053**

**Latvia - Hall 9 Stand 4048/4050**

**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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Patronage  
**seco** – State Secretariat for Economic Affairs, Bern, Switzerland  
[www.seco.admin.ch](http://www.seco.admin.ch)



Your partners when looking for a fish & seafood supplier:

- [www.globefish.org](http://www.globefish.org)
- [www.eurofish.dk](http://www.eurofish.dk)
- [www.infofish.org](http://www.infofish.org)
- [www.infopesca.org](http://www.infopesca.org)
- [www.infosamak.org](http://www.infosamak.org)

## Globefish

Hall 6, Stand 1305

Company	<b>Globefish</b>
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
E-Mail	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 FishINFOnetwork.

Infopesca, Infofish, Infopêche, Infosamak, Eurofish and Infoyou perform a co-coordinating 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.

<b>Company</b>	<b>Eurofish</b>
<b>Address</b>	P.O. Box 0896, UN Centre Midtermolen 3
<b>City, Country</b>	Copenhagen 2100, Denmark
<b>Phone</b>	+45 35 46 7180
<b>Fax</b>	+45 35 46 7181
<b>E-Mail</b>	info@eurofish.dk
<b>Website</b>	www.eurofish.dk
<b>Contact</b>	Mr Victor Hjort
<b>Products</b>	Projects, training, publications, information

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

<b>Company</b>	<b>Centre Infosamak</b>
<b>Address</b>	71, Boulevard Rahal El Meskini, B.P. 16243
<b>City, Country</b>	Casablanca 20 000, Morocco
<b>Phone</b>	+212 22 54 08 55, 56, 57
<b>Fax</b>	+212 22 54 08 55
<b>E-Mail</b>	infosamak@infosamak.org
<b>Website</b>	www.infosamak.org
<b>Contact</b>	Mr Belkouch
<b>Products</b>	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.

<b>Company</b>	<b>Infofish</b>
<b>Address</b>	1st Floor Wisma PKNS Jalan Raja Laut, P.O. Box 10899
<b>City, Country</b>	Kuala Lumpur 50728, Malaysia
<b>Phone</b>	+603 2691 4466
<b>Fax</b>	+603 2691 6804
<b>E-Mail</b>	infish@tm.net.my
<b>Website</b>	www.infofish.org
<b>Contact</b>	Mr Subasinghe
<b>Products</b>	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.

<b>Company</b>	<b>Infopêche</b>
<b>Address</b>	Tour C, 19 <sup>ème</sup> étage
<b>City, Country</b>	Cite Administrative, Abidjan, Côte d'Ivoire
<b>Phone</b>	+225 20 228 98 20
<b>Fax</b>	+225 20 21 80 54
<b>E-Mail</b>	infopech@africaonline.co.ci
<b>Website</b>	www.globefish.org
<b>Contact</b>	Mr Amadou Tall
<b>Products</b>	FAO program, fish info, services, 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.

<b>Company</b>	<b>Infopesca</b>
<b>Address</b>	Julio Herrera y Obes 1296
<b>City, Country</b>	11200 Montevideo, Uruguay
<b>Phone</b>	+598 2 902 8701
<b>Fax</b>	+598 2 903 0501
<b>E-Mail</b>	infopesca@infopesca.org
<b>Website</b>	www.infopesca.org
<b>Contact</b>	Mr Santiago Caro
<b>Products</b>	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.

<b>Company</b>	<b>SEAFOODplus</b>
<b>Address</b>	Danish Institute for Fisheries Research DTU building 221
<b>City, Country</b>	2800 Lyngby, Denmark
<b>Phone</b>	+45 45 25 2577
<b>Fax</b>	+45 45 88 4774
<b>E-Mail</b>	tb@dfu.min.dk
<b>Website</b>	www.seafoodplus.org
<b>Contact</b>	Prof. Torger Børresen
<b>Products</b>	Research project

SEAFOODplus, the biggest research project that the EU has ever sponsored in the seafood sector with a form and scale that is unique throughout Europe. The main focus of SEAFOODplus is consumers need and desire for healthy seafood products, made from tailor-made products, better utilization of by-products, ethically acceptable fish farming and more besides. Over 70 partners, among them twelve commercial enterprises, are participating in the project. The EU's financial contribution is 14,4 million euros, and the total budget when partners' own contributions are added is 23,3 million euros.

Company	<b>Naturland e.V. – Certified Organic Aquaculture</b>
Address	Kleinhaderner Weg 1
City, Country	Gräfelfing 82166, Germany
Phone	+49 89 898 082 41
Fax	+49 89 898 082 941
E-Mail	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	<b>Humber Institute of Food and Fisheries</b>
Address	Westside Road, North Side Alexandra Dock
City, Country	Grimsby, North East Lincolnshire, England
Phone	+44 1472 500 220
Fax	+44 1472 500 221
E-Mail	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 recognized 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.

<b>Company</b>	<b>Atlantic Ltd</b>
<b>Address</b>	3 Industrialna Street, fl 6, P.O.Box 525,8000
<b>City, Country</b>	Bourgas, Bulgaria
<b>Phone</b>	+359 56 840452
<b>Fax</b>	+359 56 840692
<b>E-Mail</b>	atlantic@atlantic-group.org
<b>Contact</b>	Mr Ivaylo Rusinov, Managing Director
<b>Products</b>	For sale: Black Sea sprats For purchase: Mackerel (scomber scombrus), Hake, Hoki, seafood products

Atlantic Ltd was incorporated in 1992 in Bourgas and is specialized in international trade with fish and seafood products as well as regional and local distributorship.

Our main activities include:

- Import/export of a variety of fish and seafood products
- Delivery and storage of foodstuffs
- Sales on the local and international market

Since 1994 the company has been engaged in fishing industry with chartered fishing vessels and later, since 1997, with its own ocean trawlers. Atlantic owns a fishing vessel operating in the Black Sea, as well as a freezing and processing plant. The plant is equipped with modern speed packing and blast freezing machinery. It is HACCP and ISO 9001:2000 certified.

Company	<b>Ecuador-Peru Organic Shrimp Producers and Exporters Association:</b>
Address	-Bio Centinela (Ecuador) -Natural Farm (Perú) Urdesa Central Circunvalacion Norte 228A y calle 1era
City, Country	Guayaquil, Ecuador
Phone	+5934 238 0312, 288 3803
Fax	+5934 238 1552
E-Mail	contact@biocentinela.com
Website	www.biocentinela.com
Contact	Javier Barragan, Katia Santistevan
Products	White shrimp: P.Vannamei, Raw Cooked IQF or Block frozen, bulk or retail packed: PPV, PUD, PTO, HLSO HOSO

Ecuador-Peru Organic Shrimp Producers and Exporters Association produces and markets White Shrimp (*Penaeus Vannamei*) that is certified organic according to the Naturland's standards (Germany). Our companies are competitive and sustainable, social conscious and friendly with the environment. We have been in business for over a decade and are 100% organic since 2001. We have been exporting our product to the UK since 2002 and currently are also selling to the Swiss market. We have the ability to produce 500 Tons per year and are expanding according to the demand, working for that purpose closely with our customers. Size of the shipments is flexible to accommodate the demands of different markets. BioCentinela (Ecuador) has 80 employees of which ten are administrative. Natural Farm (Peru) has 32 employees of which three are responsible for the administration.

Company	<b>EXPALSA Exportadora de Alimentos SA.</b>
Address	KM 6,5 via Duran-Tambo
City, Country	Guayaquil, Ecuador
Phone	+593 4 280 1231
Fax	+593 4 280 1150
E-Mail	expalsa@expalsa.com
Website	www.expalsa.com
Contact	Humberto Trujillo, Sales Manager
Products	White shrimps ( <i>Penaeus vannamei</i> ) certified organic (P&D, PUD, HOSO, EZ-Peel etc)

Expalsa, one of Ecuador's major shrimp exporter established in Guayaquil in 1984, has introduced a new line of product in 2003: Certified organic shrimp 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 and environment conservation. There is a 100% traceability before and after shipment guaranteeing the full compliance of the chain of custody. The processing plant operates under a HACCP plan to ensure the highest quality standards for our clients. 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; and in all sizes from 36/40 to 90/110.

Company	<b>Scangulf Lda</b>
Address	PO Box 226, Rua Marques De Pombal 313
City, Country	Maputo, Mozambique
Phone	+258 84 326 476
Fax	+258 1 305 273
E-Mail	info@scangulf.net, headoffice@scangulf.net
Website	www.scangulf.net
Contact	Michael Shik, Director
Products	Sea frozen shrimps (white, pink, red) & Andaman lobster; land frozen white shrimps, lobster tails, blue swimming & mud crab, deep water squid

Scangulf Lda is a fishing company, which operates one 36m trawler and two land processing plants. One plant is situated in the capital of Mozambique, Maputo and another plant is situated in the very northern part of Mozambique on the Ibo Island. Our company employs 70 people, which work on both the trawler and processing plants. Our vessel is producing per year 120t of white shrimp, 60t of pink and red shrimp and 30t of Andaman lobster. Our land factories are producing per year 80t of white shrimp, 15t of tropical rock lobster tails, 50t of whole blue swimming crab and 10t of live mud crab. We are constantly trying to increase our production volumes by acquiring additional vessels and land processing facilities. All our facilities are EU/HACCP approved and follow strict quality control regulations.

Association	<b>Producers and Processors of Fish and Fish Roes Association</b>
Company	<b>Kaviar House</b>
Address	Str. Presei nr.6, sector 1
City, Country	Bucuresti, Romania
Phone	+40 21 224 3340, 1484
Fax	+40 21 224 3350
E-Mail	mae.kav@xnet.ro
Website	www.casacaviar.ro
Contact	Cristina Nastase, Import-Export Manager
Products	Caviar

Kaviar House, based in Bucharest city since 1993, is one of the biggest importers/exporters of fresh/frozen fish, frozen fish products and seafood in Romania, distributors of pelagic/domestic fresh fish from the Danube Delta and also producers and exporters of Black Sea caviar sturgeon roes. The Black Sea caviar is produced in our plants under a very strict sanitary veterinary control of the production process based on HACCP system; which guarantees a very high quality of our caviar. We make exports all over the world, but most of all in U.E. and U.S.A. As we have all the logistics required by the production, storage and distribution operations – modern food industry equipments, means of transport, frozen tunnels, freezing rooms of 10 tones each one, etc. - we intend to extend our suppliers group. Here enclosed the list of products distributed by us on the Romanian market: Surimi, muslitos (imitation breaded crab claws), Black Tiger shrimps, frog legs, peeled, cooked and deveined Black Tiger shrimps, squid illex tubes and rings, big octopus, baby octopus, mussel meat, whole cleaned cuttlefish, cooked baby clams, saithe fillet, haddock, hake, smoked salmon, fresh/frozen salmon, tuna fillets, etc. At this time we sell monthly almost two tons of seafood on the Romanian market.

Company	<b>Raptika Fish Processors Plant</b>
Address	17/1, Perevedenovskiy per
City, Country	105082 Moscow, Russia
Phone	+7095 926 4785, 4786
Fax	+7095 926 4784
E-Mail	info@prodko.ru
Contact	Nikolay Ovchinnikov, General Manager
Products	Herring in tins in various sauces

Raptika Fish Processing Plant is a manufacturer of semi-preserved products in various sauces out of herring flaps. Today we are the leaders in a premium market segment in Russia.

In 2003 we were awarded as the Best Fish Processor in Russia. Our plant is built to the latest technological standards in fish processing industry. EEC assigned number 50F to our plant in 2001.

Company	<b>Quality Fish Ltd</b>
Address	Poselok Selitino OAO Maiak
City, Country	Moskovskaia oblastx, Russia
Phone	+7095 922 1032
Fax	+7095 720 5356
E-Mail	fishselatino@mtu-net.ru
Contact	Mr Mordvinov Andrey
Products	Pike perch, perch

Quality Fish Ltd founded in 2002, is a processing company that specializes in Pike-perch fillets IQF, but also produces retail packs of fish fillets - Cod, Haddock, Atlantic salmon, Pike-perch.

Most of the production is exported and some goes to the booming Moscow consumer market. In 2003 the company has got the EU approval N „G56“.

Company	<b>Export Promotion Bureau (EPB)</b>
Address	TCB Bhavan, 1 Karwan Bazaar
City, Country	Dhaka-1215, Bangladesh
Phone	+880 2 9144821
Fax	+880 2 9119531
E-Mail	epb.tic@pradeshta.net
Website	www.epbbd.com
Contact	EPB's organizational head is its Vice Chairman

Export Promotion Bureau (EPB) is a government agency under the Ministry of Commerce, which is entrusted with the promotion of exports from Bangladesh. EPB is responsible for (i) adoption of policy and programme measures for promotion of exports, (ii) co-ordination of export development efforts at different levels, (iii) monitor national export performance and implement measures for achieving national target, (iv) draw and implement programmes for export promotion, (v) exploration of international market, (vi) participation in international trade fair and organization of trade fair abroad, (vii) training on trade related rules, laws and regulations for human resource development, (viii) research and market survey, (ix) enforcement of foreign rules and regulations applicable for exports from Bangladesh, (x) product diversification and (xi) assure quality and standards.

Company	<b>Bangladesh Frozen Foods Exporters Association (BFFEA)</b>
Address	Skylark Point (10th floor), 24/A Bijoy Nagar
City, Country	Dhaka, Bangladesh
Phone	+880 2 8317531, 8316882, 8354857
Fax	+880 2 8317531
E-Mail	bffea@dhaka.net
Contact	President & Secretary General

Bangladesh Frozen Foods Exporters Association (BFFEA) is the only trade body for fish Processing Units in Bangladesh with 82 members. Since its inception the association has been working to promote and protect the interest of Frozen Food Processors, Packers and Exporters in the country. It also acts as a vital link between the trade bodies and the different Government and Private Agencies. The Association is also devoted to establish and Promote contacts with foreign buyers, business associations and the Chamber of Commerce and Industries to develop export marketing of Frozen Foods.

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.

Bangladesh Frozen Foods Exporters Association (BFFEA) was established in 1984 and approved by the Government of the People's Republic of Bangladesh as a Company with limited liability.

**Company** **Sigma Sea Foods Ltd**  
**Address** 20, Khan-A-Sabur Road  
**City, Country** Khulna, Bangladesh  
**Phone** +880 41 720855, 720298 (O), 800094-5 (F)  
**Fax** +880 41 731238 (O), 800096 (F)  
**E-Mail** sigmaltd@btbb.net.bd  
**Contact** Mr Quazi Monirul Haq, Managing Director  
**Products** Shrimp & fishes

**Company** **Salam Sea Food Ltd**  
**Address** Castle Salam Ltd Bldg (1st floor), 8KDA Avenue  
**City, Country** Khulna, Bangladesh  
**Phone** +880 41 725128, 720128  
**Fax** +880 41 720111, 730341  
**E-Mail** seafood@khulna.bangla.net  
**Contact** Mr M.M.A Salam, Managing Director  
**Products** Shrimp & fishes

**Company** **Sirajul Islam Chowdhury Trawlers Ltd**  
**Address** 330/336 Sadarghat Road  
**City, Country** Chittagong, Bangladesh  
**Phone** +880 31 619463, 617483  
**Fax** +880 31 619463  
**Contact** Mr Nazir Ahmad, Director  
**Products** Shrimp & fishes

**Company** **Conception Sea Foods Ltd**  
**Address** 110 Nur Ahmed Road  
**City, Country** Chittagong, Bangladesh  
**Phone** +880 31 619650, 638072  
**Fax** +880 31 610961  
**E-Mail** cdata@abnetbd.com  
**Contact** Mr Mahmudul Hasan, Managing Director  
**Products** Shrimp & fishes

**Company** **Fish Preservers Ltd**  
**Address** 292 Nasirabad Ind. Area, Baizid Bostami Road  
**City, Country** Chittagong, Bangladesh  
**Phone** +880 31 682455, 681666  
**Fax** +880 31 681677  
**E-Mail** fpl@globalctg.net  
**Contact** Mr Salahuddin Ahmed, Managing Director  
**Products** Shrimp & fishes

**Company** **Meenhar Sea Foods Ltd**  
**Address** 58, Agrabad C/A (4th floor)  
**City, Country** Chittagong, Bangladesh  
**Phone** +880 31 726196-7, 712735  
**Fax** +880 31 710259  
**E-Mail** meenhar@globalctg.net  
**Contact** Mr Md. Aminullah, Dy. Managing Director  
**Products** Shrimp & fishes

**Company** **Anraj Fish Products Ind Ltd**  
**Address** 15, Reazuddin Road  
**City, Country** Chittagong, Bangladesh  
**Phone** +880 31 614264, 613014, 682962  
**Fax** +880 31 610955  
**E-Mail** anraj@abnetbd.com  
**Contact** Mr Adhir Ranjan Das, Director  
**Products** Shrimp & fishes

**Company** **Rupali Sea Foods Ltd**  
**Address** 2, Sir Iqbal Road  
**City, Country** Khulna, Bangladesh  
**Phone** +880 41 722086  
**Fax** +880 41 722086  
**Contact** Mr Kamrul Alam, Managing Director  
**Products** Shrimp & fishes

**Company** **Atlas Sea Food Ltd**  
**Address** Rupsha Approach Road  
**City, Country** Khulna, Bangladesh  
**Phone** +880 41 733337, 733673, 721459  
**Fax** +880 41 730861  
**E-Mail** atben@khulna.bangla.net  
**Contact** Mr S.M Mizanur Rahman, Director  
**Products** Shrimp & fishes

Company **Corpei - Corporacion de Promocion de Exportaciones e Inversiones**  
 Address 9 de Octubre 100. Edificio „La Previsora“  
 Oficina 29-5  
 City, Country Ecuador  
 Phone +593 4 56 8150  
 Fax +593 4 56 6019 / 57 8860  
 E-Mail corpei@corpei.org.ec  
 Website www.corpei.org  
 Contact Mr Ing. Ricardo Estrada Estrada

Company **Exporklore**  
 Address Ave. 9 de Octubre #1911 y Esmeraldas  
 Edificio Finansur Piso 12 Of. 1  
 City, Country Guayaquil, Ecuador  
 Phone +593 4 245 5005  
 Fax +593 4 228 9264  
 E-Mail jortega@exporklore.com  
 Website www.exporklore.com  
 Contact Mr Juan Manuel Ortega, Mr Xavier Andrade  
 Products Frozen shrimp, value added shrimps

Company **Songa**  
 Address Robles # 109 y Chambers  
 City, Country Guayaquil, Ecuador  
 Phone +593 4 248 3968  
 Fax +593 4 244 7552  
 E-Mail rlaniado@ecua.net.ec  
 Contact Mr Rodrigo Laniado  
 Products Frozen shrimp, value added shrimps

Company **Empacadora Nacional C.A**  
 Address Guasmo Norte & La Ría  
 City, Country Guayaquil, Ecuador  
 Phone +593 4 243 0600  
 Fax +593 4 249 5488  
 E-Mail vvez@enaca.com.ec  
 Contact Ms Vanessa Vélez  
 Products Frozen shrimp, value added shrimps, tilapia

Company **Asiservy S.A.**  
 Address Km. 5.5 vía Manta-Rocafuerte  
 City, Country Manta, Ecuador  
 Phone +593 5 924 000  
 Fax +593 5 923144  
 E-Mail asy\_gerencia@systray.net  
 Contact Mr Gustavo Núñez M  
 Products Canned tuna, tuna loins

Company **Promarosa**  
 Address Kennedy Norte, Nahim Isaías 150 y Justino  
 Cornejo Edificio Centro Del Norte, Piso 2 of. 2

City, Country Guayaquil, Ecuador  
 Phone +593 4 268 0007  
 Fax +593 4 268 0066  
 E-Mail carla@promarosa.com  
 Contact Ms Carla de Cárdenas  
 Products Frozen tuna, mahi mahi, tropical fish

**Company**  
**Address** Km. 6 1/2 vía Durán Tambo, Solar 19  
**City, Country** Guayaquil, Ecuador  
**Phone** +593 4 281 2777  
**Fax** +593 4 280 2252  
**E-Mail** csanchez@promarisco.com  
**Contact** Mr Carlos Sánchez  
**Products** Frozen shrimps, value added shrimps

**Company**  
**Address** Km. 6 1/2 vía Duran Tambo  
**City, Country** Guayaquil, Ecuador  
**Phone** +593 4 280 1231  
**Fax** +593 4 280 1150  
**E-Mail** humberto\_trujillo@expalsa.com  
**Contact** Mr Humberto Trujillo  
**Products** Frozen shrimp, value added shrimps

**Company**  
**Address** Km. 15 1/2 vía a la costa  
**City, Country** Guayaquil, Ecuador  
**Phone** +593 4 287 0280  
**Fax** +593 4 287 0285  
**E-Mail** jose\_juez@empagran.com  
**Contact** Mr José Juez  
**Products** Frozen shrimp, value added shrimps, tilapia

**Company**  
**Address** Km. 16.5 vía Daule  
**City, Country** Guayaquil, Ecuador  
**Phone** +593 4 289 3199  
**Fax** +593 4 289 3199  
**E-Mail** export@karpicorp.com  
**Contact** Mr Peter Avilés Maldonado  
**Products** Frozen shrimp

**Company**  
**Address** Km. 5 1/2 vía Manta Montecristi  
**City, Country** Manta, Ecuador  
**Phone** +593 5 292 2554  
**Fax** +593 5 292 4356  
**E-Mail** jorgediaz@gondi.com.ec  
**Contact** Mr Jorge Francisco Díaz  
**Products** Frozen shrimp

Company	<b>Estonian Association of Fishery</b>
Address	Pärnu mnt.139E
City, Country	Tallinn 11317, Estonia
Phone	+37 2645 9301
Fax	+37 2645 9302
E-Mail	kalaliit@online.ee
Contact	Valdur Noormägi

The Estonian Association of Fishery is a non-profit association established on 31 October 1995 by sixteen Estonian fish processing establishments. The main activities of the Estonian Association of Fishery are to develop the domestic fish processing and the promotion of the competitiveness of fish production on the domestic and foreign markets.

The goals provided for in the Articles of Association of the Estonian Association of Fishery are the following:

- The development of co-operation with the members of the association and with other professional associations, as well as with national and municipal associations and associations in private law from Estonia and abroad
- The promotion on members' interests in governmental bodies and in authorities of the European Union; making proposals in view of improving the legislation
- Gathering fishing information and analysis thereof, as well as rendering informational services
- Arranging the presentations of the members production on exhibitions, fairs, liaison events and competitions
- The analysis and evaluation of various commercial projects directly or indirectly related to fishery and fish processing, as well as of national and foreign aid programs, the representation of the members in those projects and programs
- The development of fishery policy in accordance with the fishery policy of the European Union
- The arrangement of training and consulting activities

Company	<b>Maseko Ltd</b>
Address	Võrgu Str. 6
City, Country	10145 Tallinn, Estonia
Phone	+372 6 264450
Fax	+372 6 264460
E-Mail	juliamaseko@hotmail.ee
Website	www.maseko.ee
Contact	Mrs Julia Ivanova
Products	Canned fish, preserved, frozen fish

Maseko Ltd (established in 1945) is a leading producer and exporter of canned fish in Estonia. Our headquarters are located in Tallinn and we possess six factories all over Estonia. Our products range includes up to 70 varieties of canned fish, preserves and other fish products. Everyday production reached hundreds thousands of fish cans. Our main raw materials are sprats, Baltic herring, herring, sardines, sardinella, mackerel, smelt. We have implemented the HACCAP control system and every factory has European Community approval number.

Company	<b>Freshrex Group Ltd</b>
Address	Nurme tee 7
City, Country	80041 Pärnu, Estonia
Phone	+372 447 3620
Fax	+372 447 3621
E-Mail	freshrex@freshrex.ee
Website	www.freshrex.ee
Contact	Ms Küllike Hermet, Manager's Assistant
Products	Marinated herring fillet preserves in sauces and marinades

Freshrex (1998) is specialized on production of marinated herring (*clupea harengus*) fillets. Main products are Rollmops, Bismarck herring, Mini rolls and herring fillet pieces in various sauces and marinades.

Freshrex is export orientated company (97%). Main markets are in Australia, Germany, England and Ireland. The quality policy is based on HACCP (1999). The company was accredited in 2002 by EFSIS at higher level. Rollmops and Bismarck herring are KOSHER certified. Factory aut.no EE 290 EU. Cold-store aut.no EE 455 EU.

Company	<b>Interfish Balti Ltd</b>
Address	Ravala pst.15-18
City, Country	Tallinn Estonia 10143
Phone	+372 660 51 54
Fax	+372 660 50 88
E-Mail	intfish@uninet.ee
Contact	Mare Ploom, Head Manager

Interfish Balti AS is a trade company in Estonia, founded in 1995.

Main fields of activity are;

- Sales of freshwater fish and - fillets, fresh and frozen (i.e. perch, pikeperch, pike, eels)
- Sales of breaded perch and pikeperch fillets, I.Q.F.
- Sales of lake smelt and sea smelt
- Purchase of fish fodder for an eel farm in Estonia
- Regular purchase of live glass eels for needs in Estonia

Company	<b>APCI - The Frozen Seafood Exporters and Producers Association of Indonesia</b>
Address	JL Antara no 35
City, Country	Jakarta, Indonesia
Phone	+62 21 351 8058
Fax	+62 21 351 8059
E-Mail	apcibusat@cbn.net.id
Contact	Ms Agnes Marcellina
Products	Fishery products produced by our company members such as: Shrimps products, tuna, cuttlefish, squid, red snapper, grouper, tilapia, octopus, other seafood products

APCI (The Frozen Seafood Exporters and Producers Association of Indonesia) is a non profit organization that was officially established in 2001. Our members are seafood processing companies in Indonesia. The purpose of this organization is not only to unite fishery businessmen but also to support fishery export and to encourage members for better co-operation among themselves while being supported by our government programs. APCI works hand in hand with Indonesian Marine and Fishery Department.

Our services:

- To help members to get more access to international markets
- To provide members with fishery issues and information
- To accommodate fishery matters and problems internally and externally
- Work together with international organizations as to develop Indonesian fishery

Company	<b>PT Danaumatano Persada Raya</b>
Address	Jakarta Fishing port, Muara Baru Ujung BlokG 1-2
City, Country	Jakarta 14440, Indonesia
Phone	+62 21 660 2507
Fax	+62 21 660 2509
E-Mail	beddhi@danaumatano.com
Contact	Mr Beddhi Gunawan, Marketing Executive
Products	Tuna fish (Loins, Saku, Steaks, Slice, Sushi-neta, Negitoro), mince meat, scrap meat

PT Danaumatano Persada Raya was established in 1984. It is a medium size company with 200 employees, 20 in administration and 180 in production, each one fully committed to our promise of producing quality products. Our processing plant is located in Jakarta. EU approval no. 165.10.A/B and HACCP implemented. Our export strategy is to be the best quality producer and continues delivery to wholesaler, importer, hypermarket chain, hotel and restaurant chain. We offer a wide range of different cuts and packaged in recyclable materials. Besides fresh Loins deliver by air to Japan and Europe, we deliver all frozen products to Japan, Europe and USA.

Company	<b>PT Suri Tani Pemuka (STP)</b>
Address	Jl. Raya Tebel km 4 Sidoarjo 61254
City, Country	Indonesia
Phone	+62 31 891 6200 / 8559 / 4739 / 8558 (direct)
Fax	+62 31 891 7080
E-Mail	soesilos@btg.co.id
Contact	Soesilo Soebardjo
Products	Breaded shrimp, shrimp dumplings

PT Suri Tani Pemuka (STP) is a fully integrated aquaculture company in Indonesia. Founded in 1987, we cultivate and process shrimp and fish for exports as well as manufacture shrimp and fish feed. Currently we operate four processing plants and cold storage complexes, located in East Java, West Java and South Kalimantan, which are fully automated and utilized the latest shrimp production technology. STP commercially produces five species of shrimps (*Penaeus monodon*, *Penaeus indicus*, *Penaeus Vannamei*, *Metapenaeus ensis*, *Macrobrachium rosenbergii*) and seabass.

Our fresh frozen shrimp products vary from h/less-h/on, pd-pdto to skewer in blockfrozen, iqf and semi-iqf. Value added shrimp products include breaded shrimp, shrimp dumplings and sushi-ebi. These high quality products have been exported and well accepted in Japan, USA, EU, Asia, Australia and Russia.

Company	<b>Mida Trade Ventures International, Inc.</b>
Address	Jl. Dukuh Kupang XXIV No. 10-12 Surabaya 60225
Or	Taman Anggrek Apartment Tower VI #19G Jl. Letjen. S. Parman Kav. 21, Slipi Jakarta Barat 11470
City, Country	Indonesia
Phone	+62 31 566 6102, +62 21 560 9970, 72
Fax	+62 31 566 2913, +62 21 560 9971
E-Mail	midajak@idola.net.id, midasub@indo.net.id
Contact	Ms Lourdes R. Tanco
Products	Trading Services

MidaTrade is a trading company mostly for seafood and canning products, was established in Manila in 1990, currently with branch offices in Surabaya, Jakarta Indonesia, as well as Mida Food Distributors in Manila. We represent buyers in USA, Canada, Europe, UK and some other countries. We assist importers to know the players in the countries they want to import from, understand local customs and people, negotiate the purchase, develop new products, perform pre-shipment inspection, etc. We also assist suppliers in Indonesia and Asian countries to expand the market, improve quality control and diversify production lines to meet specification of other markets in producing value-added products, etc.

Company	<b>PT Madsumaya Indo Seafood</b>
Address	Kompleks Industri Gresik Kav.C-8 No.15-16
City, Country	Gresik, Indonesia
Phone	+62 31 398 2172, 398 5336
Fax	+62 31 398 2372
E-Mail	mmiupg@indosat.net.id, ptmbi@indosat.net.id
Contact	Mr Marthen Moningga
Products	Frozen shrimp (raw, cooked and other value added items); tuna fish (natural, smoked)

Our company as a leading seafood processing company located in Indonesia. Since the establishment in 1996, we have retained position as a shrimp exporter to most major buyer to all over world. In addition to shrimp products, we are engaged into specific fish product such as tuna, muroaji, skipjack, coral fishes, etc. In the last few years, we have grown into three seafood processing factories that are located in a strategic location to ensure the supply and the freshness of product. Our shrimp factory located in Gresik-East Java and Makassar - South Sulawesi thus fish factory located in Bitung - North Sulawesi.

Company	<b>PT Lola Mina</b>
Address	Jl. Muara Baru Ujung, Blok N kav. 5-6
City, Country	Jakarta 14440, Indonesia
Phone	+62 21 6695222 (hunting)
Fax	+62 21 6691329
E-Mail	tjhia@lolamina.com, lolajkt@cbn.net.id
Established	24 September 1984
Products	Sea caught shrimps: White hlos ( <i>penaeus merguensis</i> ), pink hlos ( <i>Metapenaeus monoceros</i> ), pud ( <i>Penaeus monoceros</i> , <i>lussianassa</i> , <i>indicus</i> , <i>merguensis</i> ) Farmed: Black Tiger hlo ( <i>Penaeus monodon</i> ), white vannamei ( <i>Penaeus Vannamei</i> ), white stylirostris ( <i>Penaeus Stylirostris</i> ) squid tube ( <i>Loligo Vulgaris</i> ) and froglegs ( <i>Rana Macrodon / Carnivora</i> )

Company	<b>PT Lautan Niaga Jaya</b>
Address	Jl. Muara Baru Ujung Blok B 168
City, Country	Jakarta 14440, Indonesia
Phone	+62 21 661 4154, 661 7874, 6669 1965
Fax	+62 21 661 9641
E-Mail	lautanniaga@cbn.net.id
Contact	Mr Hendra Sugandhi
Products	Fresh and frozen loin, frozen tuna saku, loin, steak, swordfish steak, marlin loin and steak, oil fish fillet

Pt Lautan Niaga Jaya is processor and exporter of Fresh and Frozen Tuna specialist. Other seafood products inquiries are welcome. Our facility has been internationally approved by U.S.D.C. Seafood Inspection Program. All products are processed under HACCP system, Good Manufacturing Practice and SSOP as well.

**Company** **PT Kelola Mina Laut**  
**Address** JL Kig Raya Selatan Kav C- 5  
 Kawasan Industri  
**City, Country** Gresik 61121, Surabaya, Indonesia  
**Phone** +62 31 397 6351, 3976352, 3976353  
**Fax** +62 31 397 6350  
**E-Mail** marketing@kmlseafood.com  
**Contact** Mr Lalam Sarlam, Director  
**Products** Shrimps (Black Tiger, Vannamei, etc), fishes  
 (Grouper fillets, snappers, tilapia, etc), octopus,  
 squid, cuttle fish

**Company** **PT Golden Great Wall Indonesia**  
**Address** JL Desa Cangkir KM 21.5, Driyorejo  
**City, Country** Gresik, Jawa Timur, Indonesia  
**Phone** +62 31 750 7564  
**Fax** +62 31 750 7569  
**E-Mail** sales@shrimp.co.id  
**Products** Frozen shrimps

PT Golden Great Wall Indonesia is a processor and exporter of frozen raw and cooked shrimp. Starting in 1989, we now manage three shrimp processing plants in Indonesia producing high quality products using Black Tiger Shrimp from traditional ponds which do not use any chemicals, antibiotics or mechanical aeration; as well as wild caught shrimp from small fishing vessels.

**Company** **PT Centralpertiwi Bahari**  
**Address** JL Ancol Barat Blok A 5 – 6  
**City, Country** Jakarta 14430, Indonesia  
**Phone** +62 21 693 0567  
**Fax** +62 21 693 0568  
**E-Mail** sales@cpbahari.com  
**Website** www.cpbahari.com  
**Contact** Mr Dermawan Rahadja, Mr Ariyanto Yohan  
**Products** Frozen shrimps

**Company** **PT Bumi Menara Internusa**  
**Address** JL Margomulyo 4 e Tandus  
**City, Country** Surabaya, Indonesia  
**Phone** +62 31 749 1000 EXT. 311  
**Fax** +62 31 749 1005  
**E-Mail** bmisby@rad.net.id  
**Website** www.ptbmi.com  
**Contact** Ms Elly, Ms Winny  
**Products** Frozen shrimps (Black Tiger, Vannamei, pink,  
 white) Cpto, Cpnd, Raw pdto, Raw pnd, head-  
 on, headless, Dim-Sum, breaded products,  
 pastry products

PT Bumi Menara Internusa established in 1989 is located in Surabaya East Java Indonesia and the export volume is 60000 metric ton per year.

Company	<b>PT Bonecom (Bone Commercial)</b>
Address	JL Muara Baru Ujung Blok L, NO 1
City, Country	Jakarta, Indonesia
Phone	+62 21 661 6686
Fax	+62 21 662 6686
E-Mail	tjandra@bonecom.co.id
Website	www.bonecom.co.id
Products	Frozen tuna, fish

PT Bonecom was founded in 1959 and is well known as an Indonesian company processing tuna, snapper, swordfish, grouper, shark, oilfish, marlin, etc. Through technological equipment of plant operation, quality of these products maintained to the highest standards.

From the onset of its export program, PT Bonecom has focused on maintaining the attributes of world-class food processor, which continually reached and exceeded the standards of product quality, sanitation and product specifications as set forth by the Indonesian Government, European Union, US FDA and many customers around the world.

Company	<b>PT SandD Food Indonesia</b>
Address	JL Raya Cilincing No. 29
City, Country	Jakarta 14120 Indonesia
Phone	+62 21 440 4839
Fax	+62 21 440 3559
E-Mail	sales@sdfood.co.id
Contact	Mr Jason Lam
Products	Jasmine brand (BT/White HLSO Block, BT/ White PDTO/CPDTO/EZ Peel IQF) Northern King brand ( BT EZ Peel/PDTO Tray Pack (White 600gr Semi IQF, Seafood Mix, all fried product - squid ring/tempura shrimp/fried banana/fish fillet...etc) Thai Gold brand (BT/ White HLSO Blk, BT/White CPDTO, White 600gr retail pack)

SandD was first incorporated in 1997 in Chumporn, Thailand. With over five years of seafood processing experience, SandD has established itself as a leader of seafood processor. The success of SandD was extended to Jakarta, Indonesia. Our processing plant in Jakarta was founded in 2002. Since 1997, we have established a long-standing relationship with our customers from America, Canada and Japan.

With our expertise, we have been providing our customers with quality products and competitive price. Both of our plants are HACCP and EU approved. With over 400 workers in each plant, we are able to supply our valued customers with a variety of seafood products, such as shrimp, fish and other processed and value-added food products.

Company	<b>PT Madsumaya Indo Seafood</b>
Address	Kompleks Industri Gresik Kav.C-8 No.15-16
City, Country	Gresik, Indonesia
Phone	+62 31 398 2172, 398 5336
Fax	+62 31 398 2372
E-Mail	mmiupg@indosat.net.id, ptmbi@indosat.net.id
Contact	Mr Marthen Moningka
Products	Frozen shrimp (raw, cooked and other value added items), tuna fish (natural, smoked)

Our company is a leading seafood processing company located in Indonesia. Since the establishment in 1996, we have retained position as a shrimp exporter to most major buyer to all over world. In addition to shrimp products, we are engaged into specific fish product such as tuna, muroaji, skipjack, coral fishes, etc. In the last few years, we have grown into three seafood processing factories that are located in a strategic location to ensure the supply and the freshness of product. Our shrimp factory is located in Gresik-East Java and Makassar - South Sulawesi thus fish factory is located in Bitung - North Sulawesi.

Company	<b>PT Dharma Samudera Fishing Industries</b>
Address	Jl. Laks. RE. Martadinata 1, Tg. Priok
City, Country	Jakarta 14310 Indonesia
Phone	+62 21 430 1001, 437 1010
Fax	+62 21 430 3412, 4393 2820
E-Mail	dharmas1@cbn.net.id
Website	www.dsfi.co.id
Contact	Mr Herman Sutjiamidjaja
Products	Full line frozen, grouper, snapper, cuttlefish, octopus, squid, tuna, seafoods-salads, sushi

Dharma Samudera Fishing Industries (DSFI) was established in 1967. DSFI produce a wide range frozen seafoods quality products. Our brands „Daruma“ and „Lucky Doll“ have acquired excellent market reputation worldwide. Indonesia processes vast marine resources and our processing plants are strategically located from west to east Indonesia namely Medan, Batam, Jakarta, Kendari, Kupang, Sorong and Tual which have access to untapped fishing grounds. The processing plants's operation are fully integrated where all aspects from harvesting through to final export are managed, including a fleet of well equipped fishing vessels. DSFI is based in Jakarta and have approximately 6000 employees throughout Indonesia that process a few hundred Metric Ton of first class raw material daily into various products such as fish fillet, whole cooked lobster, tuna loins and octopus.

Company	<b>PT Indokom Samudra Persada</b>
Address	Jl. Ir. Sutami Km.13
City, Country	Bandar Lampung 35122, Indonesia
Phone	+62 721 350 837, 838, 839
E-Mail	export@isp.indokom.co.id
Contact	Mr Saimi Saleh, President Director
Overseas Market	USA, Japan, Europe
Products	Cultivated (Farm Raised) shrimp, Black Tiger

(*Penaeus monodon*), vannamei (*Penaeus vannamei*), Seacaught shrimp, white (*Penaeus indicus*), flower (*Metapenaeus semisulcatus*), pink (*Metapenaeus affinis*), banana (*Penaeus merquensis*), slipper lobster (*Thenues orientalis*), HOSO, HLSO, cooked and raw peeled deveined, tail on/off, cooked and raw peeled and deveined/ undeveined, easy peel, skewer, butterfly, IQF, breaded, fresh water fish, tilapia (*Tilapia sp*), catfish (*Pangasius*), seacaught fish, grouper (*Epinephelu sp*), red snapper (*Lutjanus sangueneus*), scarlet sea perch (*Lutjanus malabaricus*), fillet, skinless, boneless (V-cut), ivp, natural. dried baby anchovy, dried small fish (*Himego*)

Our commitments are to drive the seafood, especially shrimp lovers to enjoy the marvelous outlook and numerous shrimp varieties and delicious taste to meet the customer's satisfaction. In accordance to a perfection of tight hygiene on seafood products, processing sequences have been strictly applied and certified to HACCP system under total quality management supervision as covering the Globe, Asia, Far East, Europe (EU. Approval Number/435.08.B) and America. We are sophisticatedly equipped with modern facilities installed in harmonized and the utmost sanitary environment, as well as bolstered by skillful human Resources to provide a guarantee food product of good seafood for good life.

Company	<b>PT Lucky Samudra Pratama</b>
Address	Jalan Muara Baru Ujung , Blok F No.1
City, Country	Jakarta - 14440, Indonesia
Type of Company	An integrated HACCP-certified Tuna Processing Company under the USDC recommendation
Phone	+62 21 662 3275, 661 4138
Fax	+62 21 662 3276, 666 90387
Web	<a href="http://www.luckysamudra.com">www.luckysamudra.com</a>
E-Mail	<a href="mailto:misai@cbn.net.id">misai@cbn.net.id/</a>
	Products Tuna, both fresh and frozen
	FRESH: Tuna loins, tuna H/G, tuna whole
	FROZEN: Tuna steaks, tuna saku, tuna,cubes, tuna loins, tuna loose meat, tuna burger, tuna tail-cut tuna minced meat block, tuna belly, tuna kama, tuna side meat block, tuna whole round, tuna chunk meat

Sea-Culture Project: We have 2 islands to develop marine culture project which are located about 15km away from north Jakarta.

Fish cultured	Pompano and Cobia
Main Market	USA, Europe and Japan
US Import Reg	19598080676
E.E.C. Approval	387.10.A/B

Company	<b>Baltijas Zivis Ltd</b>
Address	Ronisi
City, Country	LV 3275 Kolka, Latvia
Phone	+371 327 7403, 917 4294
Fax	+371 327 7261
E-Mail	bz@rot.lv
Website	www.fish.lv
Contact	Mr Aldis Pinkens, Sales Manager
Products	Frozen and fresh fish fillets, minced cod meat

Baltijas Zivs Ltd (established in 2000) is a leading producer and exporter of frozen fish fillet in Latvia. Main products are frozen and fresh Baltic Cod (*Gadus Morhua*) fillets, as well as minced cod meat. Production output is 120 tons of fillets /month. 95% of the production is exported to the EU (Baltijas Zivs has the export registration number LV 69 Z). The HACCP system has been in place from the beginning of the production and since 2002 the company is in compliance with ISO 9001/2000 quality standards and with ISO 14001/1996 environmental standards.

Company	<b>Marlex Ltd</b>
Address	Factory „Surimi“ Riga district Ropazi municipality
City, Country	P/O LV 2106, Latvia
Phone	+371 711 3746
Fax	+371 711 3685
E-Mail	marlex@marlex.lv
Contact	Ms Karina Sauka
Products	Crab sticks, salmon sticks, crab noodle and crab meat. The company is planning to start produce fish and crab sausages, also surimi products in bream and surimi, fish products preserves

Marlex Ltd was founded in 1997 (then company's name was MAKRILL LAT Ltd). The main business was selling the crab sticks produced in Estonia. About at the beginning of 2001 company started to develop a building of first factory in Latvia, Riga, to produce crab sticks by ourselves. The first line of produced crab sticks and salmon sticks was made in 2002, November. Marlex Ltd is working with wholesalers not only in Latvia but also in the Baltic States and just starting to begin in the European markets.

Company	<b>PROMPEX</b> - Commission to Export Promotion
Address	Av. Republica de Panama N° 3647 – San Isidro
City, Country	Lima 27, Peru
Phone	+51 1 221 0880, extension 310
Fax	+51 1 222 5876
Contact	Mr Jose Quiñones, Seafood Prom. Manager
E-Mail	pesca@prompex.gob.pe
Website	www.prompex.gob.pe

Who we are: The Commission for Export Promotion – PROMPEX – is a governmental institution created on April 4, 1996, with the intention to promote commercial activities of Peruvian exportable offer of goods and services. PROMPEX articulates the initiatives of the private and public sectors, in order to achieve a competitive export country, contributing in this way to the generation of employment. PROMPEX also support the development and consolidation of exportable offer of the Regions giving a special, value to the SMB. Mission: PROMPEX acts as an executor organization of export promotion, in concordance with the Strategic National Plan of Export (PENX), promoting sales to foreign countries, opening of international markets and support actions to enterprise management.

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.

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 to promote the development of new products
- To propitiate the markets diversification
- To contribute to developing of the aquaculture for export
- To coordinate with private companies and public institutions the actions of protection the markets' access

Company	<b>Acuacultura y Pesca S.A.C.</b>
Address	Elías Aparicio 141 Of. 014 Rinconada Alta - La Molina
City, Country	Lima 12, Peru
Phone	+ 51 1 479 2999
Fax	+ 51 1 368 0887
E-Mail	acuapes@infonegocio.net.pe
Contact	Mr Carlos Goldin B.
Products	Scallops ( <i>Argopecten purpuratus</i> )

In an ocean site of 300 hectares, 400 km. North of Lima, grows superior quality scallops in the cleanest waters of the Pacific Ocean. 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 No. P023-CUL-PSID, processing plant that meets U.S. and Europea HACCP standards. AcuaPesca cultivates scallops from post larva till commercial size, harvests all year round, estimates a production of 600 metric tons of scallops Roe On and Roe Off Frozen IQF.

Company	<b>American Quality Aquaculture S.A.</b>
Address	Jorge Basadre 489 Of. 301 San Isidro
City, Country	Lima 27, Peru
Phone	+51 1 4408199 / 2221666
Fax	+51 1 2221666
E-Mail	lima@aquaperu.com
Contact	Ms Daniela Pogliani
Products	Tilapia (whole and fillets)

American Quality Aquaculture S.A. set within the Desert region of Northern Peru. AQUAPERU produces the best Tilapia Azul, using pristine water flowing directly from the Andes. We proudly farm our Tilapia in the best possible natural and organic way, without the user of any chemical or antibiotic.

Our product is a mild and delicate white meat fish, available boneless and skinless, rich in Omega 3 and proteins and low in fat cholesterol and sodium.

Company	<b>Corporacion Refrigerados Iny S.A.</b>
Address	Las Begonias 552 3er piso Of. 45-47 San Isidro
City, Country	Lima 27, Peru
Phone	+51 1 4422442
Fax	+51 1 4423260
E-Mail	iny@iny.com.pe
Website	www.inyseafood.com
Contact	Elie Barsinamtov
Products	Shrimps (aquaculture), loligo squid, giant squid, mahi mahi, clams, baby clams, smelts

Corporacion Refrigerados INY S.A. seafood tradition started in 1986, mainly as a shrimp farm business. Since then, INY has acquire new shrimp farms and freezing plants that allowed the company to increase the quantity of products it offers and the volume of sales every year. We can custom process, pack and freeze, following the guidelines of our clients requests. Today, INY exports approximately 8,500 TM of seafood products per year to several countries around the world. Our seafood processing plants cover all sanitary requirements of the European Community, the FDA and all other served markets.

Company	<b>Illari S.A.C.</b>
Address	Av. Pedro de Osma 328 Of. 101 A - Barranco
City, Country	Lima 04, Peru
Phone	+51 1 214 2035, 2411
Fax	+51 1 4674219
E-Mail	illari@terra.com.pe
Website	www.illari.com.pe
Contact	Mr Rocio Del Pilar Pena
Products	Giant squid (fillets, daruma, steaks, tentacles, wings, strips, breeding nuggets, breeding sticks etc), conger eel, butterfish, squid, mahi-mahi; shrimps and gambas

Illari S.A.C. is a Peruvian fishery with a processing plant located in Talara (at 1250km north of Lima) in front the main Peruvian fishing area, that give us a great advantage over others Peruvian plants. Another great advantage we have is our plant design: The refrigeration equipment of ammoniac basis, 04 freezing tunnels are colded at -35°C of 3 TM per 08 hours batch (36 TM/day); 02 plate freezer at -40°C of 01 ton per 03 hours batch (14 TM/day), the front camera and an isolated room, the packing room refrigerated at +10°C; the ice producers of 34 ton/day, etc. Quality is always crucial, we operates under HACCP approval in all our processes.

Our processing plant has sanitary authorization N° PO91-TAL-ILLA. PESCAMAX S.A.C. is our craft shipyard located at a side close to our processing plant. There we built our fiberglass fishing vessels. Now a day we have six, all of them are multipurpose vessels but used to catch conger eel, with two insulated hold to maintain them alive and one insulated hold for the ice.

Company	<b>Pacific Traders S.A.C.</b>
Address	Calle Nomte Grande 185 - B2 piso 2 - Surco
City, Country	Lima 33, Peru
Phone	+51 1 3725943, 3725635
Fax	+51 1 3725527
E-Mail	ptraders@amauta.rcp.net.pe
Contact	Mr Gustavo Tori
Products	Giant squid, squid, octopus, scallops, baby clams, sea asparagus, vongole, clams, dolphin fish, mussels, anchovy, white shrimp, crab, black topshell, locos/abalones, limpets, sea urchin, smelt, flying fish roes, sardine, mackerel, horse mackerel, moon shell, seaeel, sea cucumber, sharks (mako and blue), ribbonfish

Pacific Traders S.A.C is a privately owned Peruvian company operating since 1991, dedicated to processing and exporting seafood products to different competitive markets in the world such as Japan, Taiwan, USA, Malaysia, etc. taking advantage of the richness of Peruvian sea.

Pacific Traders S.A.C production covers the Peruvian south pacific coastline where we process seafood products using facilities which comply with the existing norms and regulations for exporting to all different markets in the world. Quality and sanitary controls guarantee the optimum quality of our products.

Company	<b>Pacific Fishery S.A.</b>
Address	Av. Larco 724 Piso 10 - Miraflores
City, Country	Lima 18, Peru
Phone	+51 1 444 3900, 9811, 074 612363
Fax	+51 1 4451308
E-Mail	huey@pacific-fishery.com
Website	www.pacific-fishery.com
Contact	Ms Huey Miin Chu
Products	Hake, mahi mahi, ribbon fish, sardine, mackerel, jack mackerel, shark, butterfish, smelts, loligo squid, giant squid, scallops, shrimp, top shell, eel, octopus, etc.

Pacific Fishery S.A. is a privately owned producer and supplier of quality seafood from Peru. We endeavor to be responsible in our business practices by providing our customers with what they need, and by guaranteeing the quality and wholesomeness of every product we offer. A trustworthy partner, with uncompromising commitment to our customers, is what we strive to be. The combination of our quality assurance practice, which is based on the principles of HACCP and GMP, and the attributes of our production facility, blend to ensure the freshness, flavor and overall quality in our products. Moreover, we have the ability to process and freeze over 100 metric tons of seafood per day, making us your number one choice to contract for quality, volume and long-term business programs.

Company	<b>Paracas S.A.</b>
Address	Los Halcones 257 - San Isidro
City, Country	Lima 27, Peru
Phone	+51 1 221 4054, 421 4621
Fax	+51 1 441 5202
E-Mail	ptizon@paracas-sa.com
Website	http/pages.fis.com/paracas
Contact	Ms Patricia Tizon
Products	Withe shrimp, scallops, giant squid, loligo squid, mahi-mahi, hake, octopus, Abalon type, top shell, lobster, scampi

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

Company	<b>Pesquera Hayduk S.A.</b>
Address	Av. Canaval y Moreyra 340 - 4º piso San Isidro
City, Country	Lima 27, Peru
Phone	+51 1 221 1299, 222 2112
Fax	+51 1 442 5523, 442 0578
Contacts	Mr Henry Quiroz (frozen business) Ms Suni Vidal (canned business)
E-Mail	hquiroz@hayduk.com.pe
Website	www.hayduk.com.pe
Products	Frozen hake, horse mackerel, mackerel, mahi mahi, sardines, shark, smelt, tuna, shrimp and squid Canned: Mackerel, horse mackerel, anchovy, sardines and tuna Fishmeal: Super prime, prime, and standard, and fish oil

Pesquera Hayduk started its productive operations in Chimbote in 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:

- Coishco, Chimbote: 120 TM of raw material/hr.
- Puerto de Malabrigo, Trujillo: 135 TM of raw material/hr.
- Fishing Complex in Paíta, Piura: 100TM of raw material/hr.
- Ilo, Moquegua: 80 TM of raw material/hr.
- 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 portofolio.

Company	<b>Piscifactorias De Los Andes S.A.</b>
Address	Av. Las Casuarina 445 - Santiago de Surco
City, Country	Lima 33, Peru
Phone	+51 1 344 0175, 0757, 1104
Fax	+51 1 344 0175, 0757, 1104
E-Mail	jdelapiedra@piscisperu.com
Contact	Ms Joaquin De La Piedra
Products	Frozen red trout (whole head on-gutted, butterfly cut-boneless head on and fillets), cold smoked trout (fillets) and hot smoked trout (European style: Boneless butterfly cut and skinned fillets), crab meat and tilapia (whole and fillets).

Piscifactorias De Los Andes is the most important Peruvian exporter of fresh water Rainbow Trout (*Oncorhynchus mykiss*). Since 1978, the company developed an integrated production process, from the pond to the customer. Trout raising, slaughtering, processing and packaging are carried out in Quichuay, Junin in the Peruvian Central Andes, 3340 mts above sea level. Abundant fresh water from high mountain springs and glaciers that form the Achamayo River, feed our concrete raceways providing ideal conditions. Total absence of chemicals, vaccines or antibiotics, and relentless commitment to excellence; make us an undisputed leader in consistent quality. Production flexibility to adjust to customer needs enables us to offer a wide selection of presentations, packaging and labeling to our clients around the world.

Our quality control system, approved by EEC (POI4-QUI-PSFC) warrants the compliance with all sanitary requirements in the different countries.

Company	<b>Servicios Frigoríficos S.A.</b>
Address	Av. Aviación 130 - San Miguel
City, Country	Lima 32, Peru
Phone	+51 1 578 1006, 1008 ext. 122
Direct pone	+51 1 578 1164
Fax	+51 1 578 6395
E-Mail	froda@serfrisa.com
Contact	Mr Fernando Roda
Products	Mahi mahi, squid, marine burger breaded & unbreaded from squid, squid fillets, seafood mix, nuggets, giant squid (tubes, tentacles, fillets, minced), fresh water prawn

SERFRISA is one of the largest import / export wholesalers and distributors of frozen products in Peru. We process and pack high quality Peruvian squid as well as fish and other seafood for export. With 30 years of experience, SERFRISA owns a 9,500 square-meter plant with 6,000 metric tons of cold storage capacity, 50 metric tons/day of blast freezing capacity and 25 tons of industrial ice production daily.

Approved to export to the European Community and the U.S.A., SERFRISA operates under very high standards that include a state-of-the-art microbiology laboratory inside its processing plant and a completely automated line of seafood processing equipment. As part of our continuous innovative program, SERFRISA has developed several new products. For example a Calamari Steak, that presents no acidity or ammonia odor and a Marine Burger made from a mix of squid and other species with an excellent flavor and low fat content. These new products are not only easy to cook but are also priced very conveniently making them quite attractive for any market.

Company	<b>VASEP - Vietnam Association of Seafood Exporters and Producers</b>
Address	11 Bis Dinh Bo Linh Street, Binh Thanh District
City, Country	Ho Chi Minh City, Vietnam
Phone	+84 8 511 0930
Fax	+84 8 511 0931
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 endeavor 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 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**  
Address  
Phone  
Fax  
E-Mail  
Website  
Contact  
Products
- Afiex Seafood**  
Highway 91, Vinh Thanh Trung  
Chau Phu District  
An Giang Province  
+84 76 68 7692, 84 1021  
+84 76 68 8597, 84 3199  
afiex-seafood@hcm.vnn.vn  
www.afiex-seafood.com.vn  
Mr Buu Huy, Vice Director  
Freshwater fish especially pangasius
- Company**  
Address  
Phone  
Fax  
E-Mail  
Contact  
Products
- Agifish Co.**  
1234 Tran Hung Dao Street, Binh Duc Ward,  
Long Xuyen City, An Giang Province  
+84 76 85 2368, 7724  
+84 76 85 2202  
agifishagg@hcm.vnn.vn  
Mr Ngo Phuoc Hau  
President and General Director  
Freshwater fish especially pangasius  
freshwater shrimp
- Company**  
Address  
Phone  
Fax  
E-Mail  
Website  
Contact  
Products
- AGrex Saigon**  
58 Vo Van Tan, District 3, Ho Chi Minh City  
+84 8 930 3186, 6612, 6606  
+84 8 872 5194, 930 3451  
agrexsaigon@hcm.vnn.vn  
www.agrexsaigon.com  
Ms Le Thi My Linh, Director  
Value-added products
- Company**  
Address  
Phone  
Fax  
E-Mail  
Website  
Contact  
Products
- Camimex**  
333 Cao Thang Road, Sub-ward 2, Ward 8  
Ca Mau City, Ca Mau Province  
+84 780 831223, 831608, 838874  
+84 780 832297  
camimex@hcm.vnn.vn  
www.camimex-vn.com  
Mr Nguyen Tin Nguong, Vice Director  
Frozen shrimp
- Company**  
Address  
Phone  
Fax  
E-Mail  
Contact  
Products
- Cataco**  
No 8 Ngo Huu Hanh Street, Can Tho City  
Can Tho Province  
+84 71 841819, 841989, 842344  
+84 71 820285, 841116, 842341  
xncatacocantho@hcm.vnn.vn  
Mr Vo Dong Duc, Vice General Director  
Frozen shrimp, fish of all kinds

- Company**  
**Address**  
**Phone**  
**Fax**  
**E-Mail**  
**Contact**  
**Products**
- Cuu Long Seapro Co.**  
 36 Bach Dang Street, Ward 4, Tra Vinh Town  
 Tra Vinh Province  
 +84 74 852 465, 321  
 +84 74 852 078  
 ctythuysancuulong@hcm.vnn.vn  
 Mr Nguyen Van Bang  
 Frozen shrimp, pangasius
- Company**  
**Address**  
**Phone**  
**Fax**  
**E-Mail**  
**Website**  
**Contact**  
**Products**
- Eastern Sea Co. Ltd**  
 1719A, 30,4 Street, Ward 12, Vung Tau City  
 Ba Ria - Vung Tau Province  
 +84 64 62 0474, 1947, 0642  
 +84 64 62 0475, 1947  
 phungesc@hcm.vnn.vn  
 www.escseafood.com  
 Mr Tran Xuan Phung, Director  
 Shrimp, fish, cuttlefish, octopus
- Company**  
**Address**  
**Phone**  
**Fax**  
**E-Mail**  
**Contact**  
**Products**
- Hai Nam Co.**  
 Quarter 2, Nguyen Thong Street, Phu HaWard  
 Phan Thiet City, Binh Thuan Province  
 +84 62 811 608, 609, 610, 623, 602  
 +84 62 811 606  
 hainampt@hcm.vnn.vn  
 Ms Nguyen Thi Thu Sac, Director  
 Squid, fish, shellfish (frozen and dried)
- Company**  
**Address**  
**Phone**  
**Fax**  
**E-Mail**  
**Contact**  
**Products**
- Incomfish Corporation**  
 A77,1 Road 7, Vinh Loc Industrial Zone  
 Binh Chanh District, Ho Chi Minh City  
 +84 8 765 3145  
 +84 8 765 3136  
 incomfish@hcm.vnn.vn  
 Ms Nguyen Thi Kim Xuan, President  
 Frozen shrimp
- Company**  
**Address**  
**Phone**  
**Fax**  
**E-Mail**  
**Website**  
**Contact**  
**Products**
- Javico Ltd**  
 C34,1 - 2G Vinh Loc Industrial Zone  
 Binh Chanh District, Ho Chi Minh City  
 +84 8 765 3274, 765 3277  
 +84 8 765 3275  
 info@vietnhat.com, nhutnv@vietnhat.com  
 www.vietnhat.com  
 Mr Nguyen Van Nhut, Director  
 Frozen cuttlefish, octopus, fish

Company **Kim Anh Co. Ltd**  
 Address 49 National Road 1, Ward 2, Soc Trang Town  
 Soc Trang Province  
 Phone +84 79 82 0382, 2682  
 Fax +84 79 82 2762  
 E-Mail info@kimanhco.com  
 Contact Mr Do Ngoc Qui, Director  
 Products Frozen shrimp and fish

Company **Kisimex**  
 Address 39 Dinh Tien Hoang Street, Rach Gia Town  
 Kien Giang Province  
 Phone +84 77 86 2104, 3067  
 Fax +84 77 86 2677  
 E-Mail kisimex@hcm.vnn.vn  
 Website www.kisimex-vn.com  
 Contact Mr Chau Minh Tam, Director  
 Products Frozen shrimp, cephalopods

Company **Ntaco**  
 Address 99 Hung Vuong street, My Quy Industrial Zone  
 My Quy Ward, An Giang Province  
 Phone +84 76 931931, 931797  
 Fax +84 76 931477  
 E-Mail ntacoag@hcm.vnn.vn  
 Contact Mr Nguyen Tuan Anh, Director  
 Products Pangasius

Company **Phuong Nam Co. Ltd**  
 Address Km 2127 National Road 1A, Ward 7  
 Soc Trang Town, Soc Trang Province  
 Phone +84 79 828608, 825887  
 Fax +84 79 824233  
 E-Mail phuongnam@hcm.vnn.vn  
 Website www.phuongnamsf.com  
 Contact Mr Lam Ngoc Khuan, Director  
 Products Frozen shrimp

Company **Qvd Food Co. Ltd**  
 Address 243, 9,15 To Hien Thanh street, Ward 13  
 District 10, Ho Chi Minh City  
 Phone +84 8 8630440  
 Fax +84 8 8659890  
 E-Mail ducquy@hcm.fpt.vn  
 Contact Mr Bui Duc Quy- Director  
 Products Pangasius

**Company** **Thang Loi Frozen Food Enterprise**  
**Address** 157 Hung Phu street, Ward 8, District 8  
Hochiminh city  
**Phone** +84 8 855 4163  
**Fax** +84 8 855 2537  
**E-Mail** thangloi@hcm.fpt.vn  
**Contact** Mr Mai Van Hoa, Director  
**Products** Frozen shrimp and fish

**Company** **Vietnam Fish-one Co. Ltd**  
**Address** Km 2087 + 500, 1A National Road  
Long Thanh Commune, Phung Hiep District  
Can Tho Province  
**Phone** +84 71 848 222, 951 666, 951 555  
**Fax** +84 71 848 999, 951 393  
**E-Mail** fishone@hcm.vnn.vn  
**Contact** Mr Ho Vi Cuong, Director  
**Products** Frozen shrimp and fish of all kinds



**sippo** 

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promotion programme

**SIPPO – Swiss Import Promotion Programme**

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Fax +41 1 365 52 02

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