



**9. International Trade Fair  
For Fish And Seafood**

12.2 - 15.02.2004  
Bremen, Germany

[www.fishinternational.com](http://www.fishinternational.com)

**Hall 6**

companies from  
**Bangladesh, Ghana, Indonesia,  
Lithuania, Morocco, Peru, Romania**

**and in Hall 6 Stand E-54**

**TRADE POINT - EAST WEST**

companies from  
**Latvia, Lithuania, Poland, Russia**

Presented by

**sippo**   
— swiss import —  
promotion programme

in co-operation with



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 5200  
Fax 0041 1 365 5202  
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

## BANGLADESH

## Hall 6 Stand B-43

Company	<b>SHRIMP &amp; FISH PROCESSING PLANT LTD</b>
Address	1, Jahan Building (1 <sup>st</sup> Floor) 23 Agrabad C/A Chittagong, Bangladesh
Phone	+880 31 710 143, +880 31 712 073
Fax	+880 31 715 494
E-Mail	shrimpbd@bttb.net.bd shrimp@abnetbd.com
Contact	Mr Sohel Uddin Chowdhury (Managing Director)
Products	Freshwater & Marine water Fish (carp & cat) & Shrimp Fish: Clupeiformes, Cypriniformes, Siluriformes, Mastacembeliformes Shrimp: Panaeidea and Caridea Frozen Blanched Vegetables: Seeds and Bean, Yard Long Bean, Potal, Kakrol Loti etc

**The Shrimp & Fish Processing Plant LTD** has taken a leading part in the fish & shrimp processing activity since 1981 with their well experienced technical staff. The processing is conducted in a most hygienic and sanitary condition under the supervision and guidance of a Food & Agricultural Organization (FAO) of the United Nations (UN) trained Fish & Shrimp processing specialist.

The products have been exported with success to the EU including U.K., France, Italy, U.S.A., Japan, Malaysia, Singapore and Switzerland.

Our Plant has ranked the top position amongst Fish Processing Industries of Bangladesh in respect of export performance, quality, ethics, relationship with Overseas buyers as well as with local fish suppliers. In this regard, the evaluation conducted by a certificate of fish Inspection & Quality Control, Ministry of Fisheries & Livestock states that we ranked the 2<sup>nd</sup> position amongst all other plants and also one amongst two under „A“ Category as per standard of E.C.

We are the pioneer in export of fresh water frozen Bangladeshi fishes and small shrimp as we introduced these types of ethnic fish by creating market amongst expatriates living in Overseas Countries.

**GHANA****Hall 6 Stand B-35**

Company	<b>VISION TARRIES LTD</b>
Address	P.O. Box NT 602 Accra New Town Accra - Ghana
Phone	+233 249 543 42
Fax	+233 212 332 533 48
E-Mail	dozimele@yahoo.com
Contact	Mr George Agbeko Mensah
Products	Cephalops, Shellfish, Pelagic

**Vision Tarries LTD** was incorporated in 1998 to venture into seafood and its related activities for export. It is a small company of 15 employees, 4 in administration and 11 in production.

Our product is customer oriented, that is processed and packed to customer's specification and all conform to the HACCP concept. We offer a wide range of basic and value added products, i.e. vacuum packed fillets of Groupers, Swordfish Blue Marlin, Dentex, Octopus, Cuttlefish, Lobsters, Peeled Prawns.

We are ISO certified and are in the process to obtain European Certification. In order to boost our performance we would like to enter into a joint venture with any company with the necessary inflows to increase our capacity.

**INDONESIA****Hall 6 Stand A-43**

Company	<b>PT. DANAUMATANO PERSADA RAYA</b>
Address	Jakarta Fishing port, Muara baru Ujung Blok G 1-2 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, Sushineta, Negitoro, Mince meat, Scrap meat

**PT. DANAUMATANO PERSADA RAYA** was establish 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 ist 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 & restaurant chain. We offer a wide range of different cuts and packeaged 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>APCI (THE FROZEN SEAFOOD EXPORTERS AND PRODUCERS ASSOCIATION OF INDONESIA)</b>
Address	JL. Antara NO 35 Jakarta, Indonesia
Phone	+62 21 351 8058
Fax	+62 21 351 8059
E-Mail	apcupusat@cbn.net.id marindoseafood@centrin.net.id
Contact Products	Ms Agnes Marcellina Fishery products produced by our company members such as: Shrimps products, Tuna, Cuttlefish, Squid, Red Snapper, Grouper, Tilapia, octopus, Other seafood Products – Services/Infor- mation about products/companies in Indonesia for Importers/Buyers

**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 the organization is not only to unite fishery businessmen but also to support fishery export and to encourage members for a better co-operation among themselves while being supported by our government programs. APCI works hand in hand with the Indonesian Marine and Fishery Department.

Our services are:

- to inform Importers/buyers about Indonesian companies/establish contacts
- to help our members to get more access to international markets.
- to provide our members with fishery issues and information
- to accommodate fishery matters and problems internally and externally
- co-operation with international organizations to develop the Indonesian fishery

Company	<b>PT. WIRONTONO BARU</b>
Address	Jl. Ancol III No. 1-2, Ancol Barat Jakarta – 14430 Indonesia
Phone	+6221 690 77 92, +6221 691 44 51
Fax	+6221 691 20 08
E-Mail	dedy@wirontono.co.id eddykarmin@wirontono.co.id
Contact	Dedy Hanafi, Eddy Karmin, Eric Halim
Products	Tiger HLSO, block frozen, IQF Tiger PD/PUD, block frozen, IQF Tiger PTO Stretch, block frozen, vacuum pack Vannamei HLSO, block frozen, IQF Vannamei PD/PUD, block frozen IQF Vannamei PTO, block frozen, IQF White HLSO, block frozen, IQF White PD/PUD, block frozen, IQF White PTO, block frozen, IQF, vacuum pack Brown HLSO, block frozen, IQF Flower HLSO, block frozen, IQF Pink HLSO, block frozen IQF Pink PD/PUD, block frozen, IQF Pink/Yellow PTO block frozen, IQF

**PT. Wirontono Baru** was established in 1970. Since then it has been developed now as one of the largest shrimp processor corporate in Indonesia. We have 2 processing plants, each located in Jakarta and Banjarmasin (South Kalimantan) with employees of about 1'000 person in total.

Both 2 factories are equipped with processing room, ice making plant, freezing room, cold storage water treatment and labororium. All are handled by profesinal personel under good manufacturing praticies, SSOP and HACCP plans to implement quality assurance and control. It is our commitment to produce and supply good quality and great tasting products to our customers.

Our product about 75% is sold to Japan, 20% to Hong Kong market and 5% to European market. It will be our target to double the sales figure for E.U market in 2003 and triple the sale in 2004.

**INDONESIA****Hall 6 Stand B-42**

Company	<b>PT. INDOKOM SAMUDRA PERSADA</b>
Address	Jl. Ir. Sutami Km. 13 Bandar Lampung 35122 - Indonesia
Phone	+62 721 350 837, +62 721 350 838
Fax	+62 721 350 839
E-Mail	export@isp.indokom.co.id saim@isp.indokom.co.id
Contact Products	Mr Saimi Saleh ( President Director) CULTIVATED (FARM RAISED) SHRIMP Black Tiger (Penaeus Monodon) Vannamei (Metapenaeu Vannamei): HOSO, HLSO, Cooked & Raw Peeled Deveined Tail On/Off, Cooked & Raw Peeled & Deveined/Undeveined, Easy Peel, Skewer, Butterfly, IQF, Breaded SEACAUGHT SHRIMP White (Penaeus Indicus): HLSO, Peeled & Deveined, Peeled Undeveined, Peeled Deveined Tail On/Off Flower (Metapenaeus Semisulcatus): HLSO, Peeled Deveined Tail On/Off Pink (Metapenaeus Affinis): HLSO, Peeled & Deveined, Peeled Undeveined Banana (Penaeus Merguensis) HLSO Slipper Lobster (Thenues Orientalis) HLSO

**PT. Indokom Samudra Persada** established in 2000 as part of INDOKOM GROUP (seafood Division), which is located in Lampung Province-Indonesia.

Our commitment are to drives the seafood specially shrimp lovers to enjoy the marvelous outlook and numerous shrimp varieties on excellent quality, delicious taste to pampers the customer's satisfaction. In acordance 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 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 guaranteed food products of GOOD SEAFOOD FOR GOOD LIFE.

## LITHUANIA

## Hall 6 Stand A-37

Company	<b>JSC KRAITENE</b>
Address	Fabriko str. 8 LT-4520 Marijampole Lithuania
Phone	+370 43 94 201
Fax	+370 43 92 747
E-Mail	kraitene@kraitene.lt
Website	www.kraitene.com
Contact	Mr. Giedrius Bachmatavicius (Export)
Products	Salted, smoked and frozen fish (brand Zigmás)

**JSC Kraitene** is one of the leading manufacturers and distributors of frozen and ready-to-use food products in the Baltic States. The Company was established in 1995. The company has a staff of 750. The main shareholder is the private capital investment company „BaltCap“ („Baltic Investment Fund“).

Only modern technologies, which meet the strictest requirements, are used in the production process. The Rvasvt system of quality control was implemented at the Company in 2000. Kraitene J. St. Co. LTD was granted an international veterinary number for fish products in January 2000, and the number for ice-cream was granted in November 2001. Kraitene J. St. Co. LTD sells products on export markets using both its own and other owners' private trade marks.

The products with company own brands are the best known in local market. We also produced Ice cream (brands Aurum, Tirpukas) Pizzas, dumplings, cheese (brand Apetiito).

**Vision:**

„Kraitene J. St. Co. LTD became a leader of the frozen products and ready-to-use products market due to its own trade marks“.

**MOROCCO****Hall 6 Stand B-51**

Company	<b>IGLO FISH</b>
Address	BP 73 Port Of Laâyoune 70002 – Morocco
Phone	+212 48 99 81 11, +212 48 99 87 63 +212 61 76 62 52
Fax	+212 48 99 87 64
E-mail	iglofish@menara.ma iglofish@wadern.net.ma
Contact	Mr Mohamed Nabil TAZI (General Manager)
Product	Frozen seafood Sardine (WR – H&G – Fillet – Minced) Mackerel Cephalopods (octopus, cuttlefish, etc)

**IGLO FISH** is a modern freezing factory in the port of Laâyoune (600 Km in the south of Agadir). Laâyoune is the most significant port for sardine fishing in Morocco and the first of Atlantic-east, we work on unloaded very fresh sardine.

We are already providers of Headed and Gutted sardine (ready for canning, 100% of industrial output) for significant French, Spanish, Portuguese, Croatian, Canadian, Polish and Egyptian groups of canneries, we treated in 2003 more than 20.000 t of sardine.

Company	<b>ILLARI S.A.C.</b>
Address	Av. Pedro de Osma 328 Esq. Solari 104 Of. 101-A Barranco Lima 04 - Perù
Phone	+511 214 20 35; +511 214 24 11
Fax	+511 467 42 19
E-mail	illari@terra.com.pe
Contact	Ms Rocio Pena B. (Sales Manager)
Product	Frozen Products: Conger eel whole gutted Conger eel fillet tail on/less Conger eel smoked Giant squid nuggets Giant squid fillets rings cubes, dices, tentacles, wings Canned Products: Sardine in tomato sauce/vegetable oil/ smoked Conger eel fillets smoked

**ILLARI S.A.C.** was founded on January 1999. ILLARI's workforce are 17 staff and 170 workers.

A great advantage we have is our plant design: The refrigeration equipment of ammoniac basis, 04 freezing tunnels are cooled at  $-35^{\circ}\text{C}$  of 3 TM per 08 hours batch (36 TM/day); 02 plate freezer at  $-40^{\circ}\text{C}$  of 01 ton per 03 hours batch (14 TM/day), the front camera and an isolated room, the packing room refrigerated at  $+10^{\circ}\text{C}$ ; the ice producers of 34 ton/day, etc. Quality is always crucial, we operate 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 fibreglass fishing vessels. Nowadays we have six, all of them are multipurpose vessels but used mainly to catch conger eel, with two insulated hold to maintain them alive and one insulated hold for the ice.

**ROMANIA****Hall 6 Stand B-31**

Company	<b>BLAPIS S.A.</b>
Address	1311, Pescariei street 507165 Prejmer-Brasov Romania
Phone	+40 268 36 20 46
Fax	+40 268 36 29 38
E-Mail	alla@blapis.ro
Website	www.blapis.ro
Contact	Mrs Lengyel Alla – Sales Manager
Products	Smoked trout fillets Deep frozen trout fillets

**BLAPIS S.A.** was established in 1991. Quality is the base of our companies reputation and each of our 34 employees is called out to produce high quality products and to assure the satisfaction of our customers.

Our field of activity is aquaculture and trout processing. Our trout raising farms are placed in Prejmer (Tartlau), a village surrounded by mountains and isolated from polluting factors. Our trouts live in natural build-in ponds and clean spring waters. We only process live trout from our own farms. Our new processing plant is situated by one of the farms, it is build and equipped according to the latest EU regulations for fish processing. Our plant EU export nr is F331. Our QMS is certified according to ISO 9001:2000.

Our targets for 2004 are: Develop export markets, HACCP certification and certification of our products as Organic.

A member of the FISH INFOnetwork



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 8 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 programmes and projects with governments and sponsors

Company Name	<b>EUROFISH</b>
Address	P.O. Box 0896, UN Centre Midtermolen 3 Copenhagen 2100 Denmark
Phone	+45 35 46 7180
Fax	+45 35 46 7181
Email	info@eurofish.dk
Website	www.eurofish.dk
Contact	Mr Victor Hjort
Products	Projects, Training, Publications, Information

**LATVIA****Trade Point Hall 6 Stand E-54**

Company	<b>BALTIJAS ZIVS LTD</b>
Address	Rontsi, LV 3275 Kolka Latvia
Phone	+371 3277403
Fax	+371 3277261
Mobile phone	+371 9174294
E-Mail	bz@rota.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.

**LITHUANIA****Trade Point Hall 6 Stand E-54**

Company	<b>VICIUNAI GROUP</b>
Address	Senamiesėio a. 7, LT-5640 Plunge Lithuania
Phone	+370 44871397
Fax	+370 44873256
E-Mail	plunge.krabai@plunge.omnitel.net.lt
Website	www.vici.lt
Contact	Ms Jovita Geicene, Manager
Products	Frozen, smoked and salted fish, breaded fish products, seafood in brine

**Viciunai Group** was established in 1991 with 100% private capital and it currently employs 3000 people. The group activities include production of surimi, breaded fish products, seafood in brine, herring and mackerel. In addition, the group owns 300 vehicles of which 37 are full-length reefer trucks. The group has recently bought new trucks, which are able to transport chilled and frozen products at the same time. The Group is involved in food distribution, retail and supermarket outlets, and other non-food activities (e.g. dealer for Yamaha and Peugeot).

The raw material for surimi is imported from the USA, Canada, Korea, India, Chile and Vietnam. The frozen fish from the EU, Norway, Chile, Argentina, Peru, China, Russia and Iceland. The production is exported to the EU, Central and Eastern Europe, Russia and the CIS, Israel and USA. Part of the production is sold on the local market.

The Viciunai Group has offices in Belgium, Estonia, Latvia, Poland, Russia and Ukraine.

**POLAND****Trade Point Hall 6 Stand E-54**

Company	<b>SEAMOR INTERNATIONAL LTD.</b>
Address	Pl. Batorego 4, PL 70-207 Szczecin Poland
Phone	+48 91 433 01 72
Fax	+48 91 433 89 90
E-Mail	mp@seamor.com.pl
Contact	Ms. Margaret Pawliszak
Products	Frozen and fresh fish, smoked products

**Seamor International Ltd.** is a dynamic and constantly developing company, which specializes in importing and processing of fresh or frozen fish. Its main office is located in Szczecin.

Seamor's name has been present in the market for over 10 years and is well known and appreciated by its business partners and customers. Seamor has a long-term and reliable network of international contacts in the seafood business. High quality frozen fish comes from Norway, Denmark, Island, Canada, Holland, China, Argentina, Ireland and other countries. Seamor imports herring, mackerel, hake, hoki, red fish, grenadier, saithe, eel, salmon, salmon trout, whitefish from Canadian lakes, Alaska pollock, halibut, silver smelt, sole, savorin and others. Fresh fish, chilled on ice is mostly imported from Norway and these are: salmon, salmon fillets, trout, halibut and red fish. Seamor also offers processed and smoked fish: mackerel, herring, salmon, trout, savorin, red fish, eel, whitefish, halibut, yellowfin tuna loin, barracuda and others. The products are sold through wholesalers and retailers throughout the country, as well as exported to Hungary, Russia, Slovakia and Ukraine.

**RUSSIA****Trade Point Hall 6 Stand E-54**

Company	<b>GIPRORYBFLOT INSTITUTE</b>
Address	18-20 Malaya Morskaya ul. RUS-190000 St. Petersburg Russia
Phone	+7 812 3127621
Fax	+7 812 3146036
E-Mail	romanov@grf.spb.ru
Website	www.grf.spb.ru
Contact	Mr Vladimir Romanov – General Manager
Products	Canned fish, research and development, design

**Giprorybflot Institute** has more than 70 years of intensive scientific, design and production activity in the fishing industry of Russia. Giprorybflot Institute is a unique organization in Russia carrying out comprehensive research and development projects covering all the problems connected with the development and operation of fishing fleet and shore-based fish processing factories.

The quality management system complies with the requirements of the ISO 9001-96 standard in terms of fundamental and applied research developments. The Institute's excellent reputation is acknowledged by its wide business cooperation with fishing and shipbuilding companies, design and research institutions both in Russia and abroad.

The Institute's fields of activities include:

- technical assignments for the construction of federal fishing vessels;
- financial and economical assessment of investments into the development of fishing fleet;
- normative and guidance documents in the field of the safety of navigation, fishing and operation of fishing vessels;
- computer-aided identification of fish species.

**RUSSIA****Trade Point Hall 6 Stand E-54**

Company	<b>OCEAN TRADING COMPANY - P</b>
Address	Podbelskogo str. 5 RUS-196608, Puschkin, St. Petersburg Russia
Phone	+7 812 4764040
Fax	+7 812 4666624
E-Mail	stroy@ocean-trading.spb.ru
Website	www.seafood.ru
Contact	Mr Maxim Stroy – Director
Products	Fish, seafood, molluscs, canned delicatessen products, caviar, delicatessen fish salads, Matje products, salted fish, shrimps

**Ocean TRC** was founded in 1997 and since then the company has become well-known in most regions of Russia. It produces various products based on herring fillets, laminaria, and sprat, sauces and spreads. High-quality fish is imported from Norway, Sweden and Iceland. „Ocean TRC“ uses modern Italian and German equipment. A new equipment has been recently bought for producing innovative products such as „Yuzhika“, „Salad under cover“ and „Cocktail“. The company uses ecological packaging material produced by leading companies in Russia and Italy. Production is in compliance with the ISO 9000 system.

VISIT Globefish and the FISH INFOnetwork



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)

Company Name	<b>Globefish</b>
Address	Room: F-621 Viale delle Terme di Caracalla 00100 Rome, Italy
Phone	+39 06 57 05 6244
Fax	+39 06 57 05 5188
Email	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 FISH INFONetwork.

Infopesca, Infofish, Infopêche, Infosamak, Eurofish and Infoyou performs a co-ordinating 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.



**Swiss Import Promotion Programme SIPPO**

Stampfenbachstrasse 85

Phone: (+41) 1 365 52 00

P.O.Box 492, CH-8035 Zurich

Fax: (+41) 1 365 52 02

info@sippo.ch

www.sippo.ch