

Information about herbal teas, medicinal and aromatic plants and mushrooms from Bosnia and Herzegovina- SIPPO-GTZ Project

Overview and information about companies



Responsible for this sector:

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Wild collection of medicinal and aromatic plants in Bosnia and Herzegovina (BiH)

The sub-sector of medicinal and aromatic plants in Bosnia and Herzegovina is dominated by traditional wild collection on the production side. The collection has a long tradition, first documents are dated from the 13th century. Since that time, wild collected medicinal and aromatic plants are an integral part of the local traditional medical treatment.

Today more than 100,000 families in rural areas are considered as collectors. More than 250 small and medium sized enterprises process these products today into consumer products like essential oils, spices and teas.

Before the war in BiH this area was known as the treasure for herbs and aromatic plants in the whole of Europe. But in the past the wild collection was mainly characterised by an uncontrolled and unsustainable use of the biodiversity. And thus the national heritage of rare plant species was endangered.

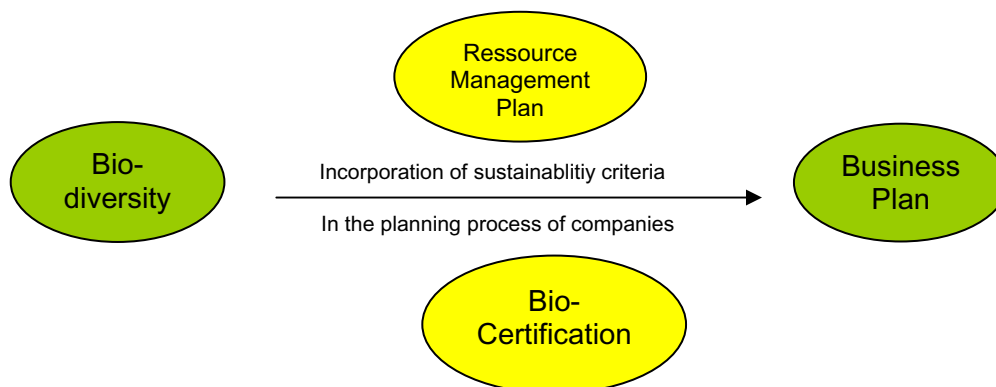
SIPPO-GTZ Project in BiH

Our Objective:

The aim of this project is to increase exports from this country and therefore reduce poverty and unemployment by creating new job positions in this sector. We realized that this project can only be successful if a controlled collection can be assured in order to secure the biodiversity of this country.

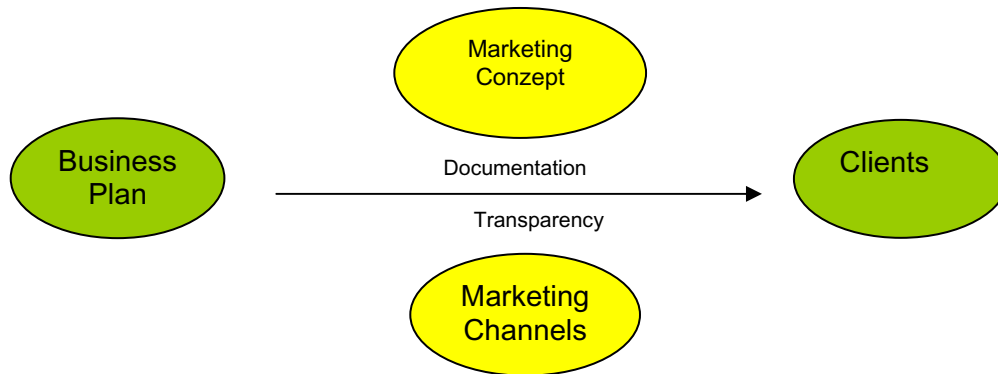
Our Concept:

Due to indiscriminate harvesting practices the need arises to change the traditional business characteristics: Non-Sustainable Use was characterised so far by the trade of the products without any documentation. We recommend that the companies on our programme assure the sustainability by becoming organically certified for wild collection. In this way we can assure a good documentation and proper management plans and sustainable use of resources.



The sustainable use of biodiversity can be developed through the application of different management tools. With the organic certificate the documentation can be

guaranteed from the collected raw material to the processing up to the marketing and sales of the products. The sustainable use of the wild resources accompanied by proper management plans and organic certification leads to an innovative marketing package including the product and its proper documentation, ready to fit into the “Good Manufacturing Practices-Systems” and “Good Agricultural Collection Practices” System of potential clients.



Our Activities:

- **Consultancy** of companies by incorporating sustainable and economic aspects, quality management and organization of “Train the trainers” seminars for collectors.
- **Supporting** companies in organizing local and international Seller-Buyer Meetings, organic Certification (at the moment 19 companies are certified) and participation at international trade fairs (Biofach, Germany; Health Ingredients Europe; Sana, Italy)
- **Strengthening** of Sector Associations and Business Support Services
- **Improving** the overall development through the establishment of EU compatible product standards, improvement of the legal framework, development of the national strategy for sustainable use and preservation of medicinal and aromatic plants.



Our Partners:

Project Partner:	GTZ (Deutsche Gesellschaft für tech. Zusammenarbeit)
Organic Certifier:	IMO Switzerland
Regional Co-operation:	SEED/ IFC (South Eastern European Development)
International Guidelines:	WHO
Scientific Networking:	FAO
Research on sustainable use and trade:	WWF/ Traffic

Table with companies, page number and products in organic quality:

Company Name	Andeljić	Agroplod	Elmar	El Pak	Faveda	Flores Uskoplje	Hailović	Herbe Naturale	Kap Po Kap	Ljekobilje	Mushroom	Neven	Roing	Smrcak
Page Number	18	10	7	19	8	9	11	17	21	16	14	20	15	13
Herbs- Teas														
Abies alba							•							
Achillea millefolium	•		•			•	•			•				
Allium ursinum						•								
Althaea officinalis			•		•									
Angelica archangelica							•							
Arctostaphylos uva ursi			•			•								
Arnica montana			•		•	•	•							
Artemisia abrotanum			•											
Artemisia absinthium			•			•	•							
Asperula odorata			•		•									
Atropa belladonna			•											
Bellis perennis						•								
Betula pendula					•	•								
Calendula officinalis					•							•		
Capsella bursa pastoris						•								
Cetraria islandica			•											
Cichorium intybus					•	•								
Colchicum autumnale			•											
Crataegus oxyacantha	•		•		•									
Equisetum arvense			•		•	•								
Erythraea centaurium			•											
Evernia prunastri			•											
Fragaria vesca			•		•	•								
Gentiana lutea			•		•	•				•				
Hedera helix			•			•								
Helichrysum italicum	•	•	•		•			•		•				
Herniaria glabra			•											
Hypericum perforatum	•		•		•		•							
Juniperus communis	•	•	•		•	•	•	•		•				•
Juniperus occidentalis			•											
Laurus nobilis			•		•									
Lavandula angustifolia		•			•								•	
Leonurus cardiaca					•									
Lichen islandicus					•	•								
Malva silvestris			•		•									
Matricaria chamomilla				•										
Melissa officinalis					•	•	•							
Mentha longifolia						•								

Company Name	Andeljić	Agroplod	Elmar	El Pak	Faveda	Flores Uskoplje	Halliović	Herbe Naturale	Kap Po Kap	Ljekobilje	Mushroom	Neven	Roing	Smrcak
Page Number	18	10	7	19	8	9	11	17	21	16	14	20	15	13
Herbs (Continuation)														
Morus nigra						•								
Ocimum basilicum													•	
Ononis spinosa			•											
Orchis morio			•											
Origanum vulgare			•										•	
Pinus silvestris							•							
Pinus nigrum							•							
Plantago major			•		•	•								
Plantago lanceolata						•								
Primula veris			•		•									
Pulmonaria officinalis			•		•									
Rhamnus frangula			•											
Rosa canina	•		•			•				•				
Rubus fruticosus			•											
Rubus ideaus			•			•								•
Salix alba			•			•								
Salvia officinalis	•	•	•		•			•		•				
Sambucus nigra			•		•	•								
Satureja montana	•		•							•				
Symphytum officinalis			•		•									
Taraxacum officinalis			•			•								
Teucrium chamaedris			•											
Teucrium montanum			•		•		•							
Thymus serpyllum			•			•	•							
Tilia cordata, platiphyllus	•		•			•								•
Trifolium pratense					•	•								
Trifolium arvense						•								
Tussilago farfara			•			•								
Urtica dioica			•		•	•								
Vaccinium myrtillus			•			•								
Valeriana officinalis			•		•									
Verbascum thapsiforme						•								
Viola odorata			•			•								
Viola tricoloris						•								
Viscum album			•		•	•								
Vitex agnus castus	•	•	•										•	

Company Name	Andelijc	Agroplod	Elmar	El Pak	Faveda	Flores Uskoplje	Hailovic	Herbe Naturale	Kap Po Kap	Ljekobilje	Mushroom	Neven	Roing	Smrcak
Page Number	18	10	7	19	8	9	11	17	21	16	14	20	15	13
Essential Oils														
Abies alba							•							
Achillea millefolium	•						•			•				
Angelica arhangelica							•							
Arnica montana							•							
Artemisia absinthium							•							
Calendula officinalis					•							•		
Helichrysum italicum	•	•						•		•			•	
Hypericum perforatum					•		•							
Juniperus communis	•	•	•				•	•		•				
Juniperus occidentalis			•											
Lavandula vera		•												
Melissa officinalis							•							
Pinus nigrum							•							
Pinus silvestris							•							
Salvia officinalis	•	•	•					•		•				
Satureja montana	•		•							•				
Teucrium montanum							•							
Vitex agnus castus	•	•	•										•	
Mushrooms														
Boletus edulis						•	•				•			•
Cantharellus cibarius						•	•				•			•
Craterellus sp.											•			
Hydnum repandum						•								
Morchella esculenta						•					•			•
Other Products														
Castanea sativa									•					
Vaccinium myrtillus									•					
Tinkturen					•							•		
Cremen					•							•		

This product list shows only the organically certified products, some of these companies do also have conventional products. In case you are interested in these products don't hesitate to contact us.

Enclosed you find the detailed company profiles with contact address and other useful information.



ELMAR

Company Name: ELMAR

Postal Address: PREOBRAZENSKA BR. 4

City: TREBINJE BR 4

Phone: ++ 387 (0) 59 260-411

Fax: ++387 (0) 59 225 218

E-mail: elmarb@spicanet.net

Internet site : www.elmarb.com

Person in charge of Export: Djordjo Maric

Medium of communication: English

Year of foundation: 1996

Exporting since: 1999

Type of Business: Export and production of Herbs and Essential Oils

Number of Employees: 5 **In Production:** 4 **In Administration:** 1

List of Products and Product Description:

Essential Oils	Description	Capacity/ Season	Availability
Helichrysum italicum		20 Litre	November
Salvia officinalis		200 Litre	November
Vitex agnus castus		15 Litre	January
Satureja montana		100 Litre	September
Juniperus oxidentalis		20 Litre	January
Juniperus communis		100 Litre	August
Herbs			
Juniperus oxidentalis	Berries	10 t	January
Juniperus communis	Berries	15 t	August
Achillea millefolium	Flowers		September
Thymus serpyllum	Flowers and leaves		

This company has many other plants that have been certified organically. Please compare list above with companies and products.

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificate: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Packaging: Metal barrels; Weight can be adjusted according to the wishes of the client

Transport: by truck or smaller quantities by post mail or air cargo



Company Name: FAVEDA d.o.o

Postal Address: JUKICEVA 70

City: 71000 SARAJEVO

Phone: ++ 387 (0) 33 486 761 oder ++387 61 109 458

Fax: ++387 (0) 33 204 768

E-mail: faveda@bih.net.ba

Internet site : www.faveda.com

Person in charge of Export: Mrs. A. Zubcevic

Medium of communication: English

Year of foundation: 1993

Exporting since: 2002

Type of Business: Export und Production of organically certified Herbs, Teas and Essential Oils, Extracts and Tinctures.

Number of Employees: 8

In Production: 6

In Administration: 2

List of Products und Product Description:

Herbs	Description	Capacity/ Season	Availability
Juniperus communis	Berries	N/A	October 2003
Arnica montana	Cut and dried herbs	N/A	
Hypericum perforatum	Cut and dried herbs	N/A	September 2003
Salvia officinalis	Cut and dried herbs	N/A	
Teucrium montanum	Cut and dried herbs	N/A	August 2003
Althaea officinalis	Cut and dried herbs	N/A	
Asperula odorata	Cut and dried herbs	N/A	
Betula pendula	Cut and dried herbs	N/A	
Essential Oils			
Hypericum perforatum		N/A	Whole year
Calendula officinalis		N/A	Whole year

This company has a product list of over 200 products. Please compare list above with companies and products.

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificate: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection since 2003

Packaging:

Herbs: in 50, 100 or 1000g bags; Teas: in cardboard boxes of 50 pieces/Eco-Paper bag or 24 Pieces/box

Essential oils: in 50 or 100ml glass bottles or PET plastic bottles.

Processed products like crèmes and Mehlems: in 50ml bottles

This packaging will then be packed for safe transport.

Transport: by truck or smaller quantities by post mail or air cargo



Company Name: FLORES USKOPLJE d.o.o

Postal Address: TRNOVACA b.b.

City: USKOPLJE, GORNJI VAKUF

Phone: ++ 387 (0) 30 494 402 oder ++387 61 105 887

Fax: ++387 (0) 30 494 402

E-mail: flores-uskoplje@tel.net.ba

Person in charge of Export: Mrs. L. Rados

Medium of communication: German

Year of foundation: 1999

Exporting since: 1999

Type of Business: Export and Production of organically certified Herbs, Essential Oils and Mushrooms

Number of Employees: 8 **In Production:** 6 (Season 30) **In Administration:** 2

List of Products and Product Description:

Herbs	Description	Capacity / Season	Availability
Tilia	dried	10 t	June
Juniperus communis	dried fruits	100 t	November-January
Vaccinum myrtillus	dried	N/A	
Mushrooms			
Boletus edulis	fresh, dried, salted	N/A	June-November
Centharellus cibarius	fresh, dried	N/A	April - October
Morchella esculenta	fresh, dried	N/A	September-November

This company has many other plants that have been certified organically. Please compare list above with companies and products.

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection since 2003.

Packaging: Herbs in bags and Mushrooms in cardboard boxes. Weight can be adjusted according to the wishes of the client

Transport: by truck



Company Name: Z.Z. AGROPLOD

Postal Address: GORICA b.b.

City: 88360 STOLAC

Phone: ++ 387 (0) 36 853 758

Fax: ++387 (0) 36 853 842

E-mail: agroplod@cob.net.ba

Person in charge of Export: Enver Zele



Medium of communication: English

Year of foundation: 1999

Exporting since: 2002

Type of Business: Export and Production of organically certified Essential Oils

Number of Employees: 5 **In Production:** 3 **In Administration:** 2

List of Products and Product Description:

Essential oils	Min. Quantity for Export	Capacity / Season	Availability
Salvia officinalis	100 kg	700 kg	October
Helichrysum angustifolium	10 kg	50 kg	August
Juniperus communis	10 kg	500 kg	January
Vitex agnus castus	10 kg	100 kg	December
Lavandula vera	50 kg	200 kg	July

Origin of raw material : IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Certificate: KRAV Control AB Organic Certificate for wild collection

Packaging: Barrels and Bottles (1 Liter);

Transport: by truck



Company Name: HALILOVIC d.o.o

Postal Address: IGMANSKA b.b.

City: 71320 VOGOSCA

Phone: ++ 387 (0) 61 361-851 or ++387 (0) 33 400-286

Fax: ++387 (0) 33 400 286

E-mail: halilovi@bih.net.ba

Person in charge of Export: Mr. E. Rasidovic **Medium of communication:** English

Year of foundation: 1983

Exporting since: 1994

Type of Business: Export and Production of organically certified Herbs, Essential Oils and Mushrooms

Number of Employees: 17 **In Production:** 14 **In Administration:** 3

List of Products and Product Description

Essential oils / Herbs	Description	Capacity / Season	Availability
Pinus silvestris	Oil and Coniferous	1000 l Oil / 100 t Coniferous	January 2004
Pinus nigrum	Oil and Coniferous	1000 l Oil / 100 t Coniferous	January 2004
Artemisia absinthium	Oil and Herbs	25 l Oil/ 2.5 t Herbs	September 2003
Angelica arhangolica	Oil and Seeds	10 l Oil / 1 t Seeds	August 2003
Juniperus communis	Oil and Berries	2000 l Oil/ 50 t Berries	October 2003
Abies alba	Oil and Coniferous	1000 l Oil/ 100 t Coniferous	January 2004
Achillea millefolium	Oil and Herbs	35 l Oil/ 3.5 t Herbs	August 2003
Arnica montana	Herbs	500 kg	Whole Year
Hypericum perforatum	Oil and Herbs	40 l Oil / 4 t Herbs	September 2003
Melissa officinalis	Oil and Herbs	20 l Oil/ 2.5 t Herbs	September 2003
Teucrium montanum	Oil and Herbs	20 l / 3 t Herbs	August 2003
Mushrooms			
Boletus edulis	fresh and dried	100 t (fresh)/10 t (dried)	Aug-Oct. 2003
Cantharellus cibarius	fresh	8 t	July-Aug 2003

This list only contains organic certified products. Conventional products are also available.

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Packaging:

Essential Oils: 1kg - 4kg Bottles (10 ml, 20 ml 100 ml, 1 l),
4 kg - 200 kg HDPE Plastic Container (4 kg, 8 kg, 17 kg),
200 kg > UN Barrels

Herbs: 20, 30, 50 kg Bags

Mushrooms: Wooden Boxes for fresh products (3kg),
Paper Boxes for dried products (4kg),
Glass Vessels for pickled Mushrooms

Transport:

Essential oil: mainly by air freight

Herbs: by truck or car

Mushrooms: fresh and frozen products by truck (refrigerator truck); dried (smaller quantities) by air freight or by truck (bigger quantities)





Company Name: SMRCAK d.o.o

Postal Address: TRG KRALJA PETRA b.b.

City: 75400 ZVORNIK

Phone: ++ 387 (0) 56 211 109

Fax: ++387 (0) 56 210 365

E-mail: smrcakzv@hotmail.com, or svioleta@rstel.net

Webpage : www.smrcak.freehomepage.com

Person in charge of Export: Mr. Miladin Mijatovic

Medium of communication: English

Year of foundation: 1990

Exporting since: 1994

Type of Business: Export of organically certified Mushrooms

Number of Employees: 35 **In Production:** 34 **In Administration:** 1

List of Products and Product Description

Mushrooms	Description	Capacity / Season	Availability
Boletus edulis	fresh, dried or pickeld	100 t	June - December
Cantharellus cibarius	fresh, dried	50 t	April - October
Morchella esculenta	fresh, dried	1 t	September-December
Craterellus sp.	fresh, dried	2 t	May – September

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Packaging: according to customer's wish

Transport: by truck

Company Name: MUSHROOM d.o.o

Postal Address: CARA LAZARA 1

City: 78240 CELINAC

Phone: ++ 387 (0) 65 690 058 oder ++387 (0) 65 657 717

Fax: ++387 (0) 51 852 094

E-mail: mushroom@inecco.net

Person in charge of Export: Mr. Milan Zoric

Medium of communication: English and German



Year of foundation: 2002

Exporting since: 2002

Type of Business: Export of organically certified Mushrooms

Number of Employees: 311 **In Production:** 35 **In Administration:** 2

List of Products and Product Description

Mushrooms	Description	Capacity / Season	Availability
Boletus edulis	fresh	20 t	July - September
Boletus edulis	dried	14 t	August - March
Cantharellus cibarius	fresh	11 t	July - September

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Packaging: Boxes of 10 kg

Transport: by truck



Company Name: ROING d.o.o

Postal Address: LEOPOLDA MANDICA BB

City: 88320 LJUBUSKI

Phone: ++387 (0) 39 833 098

Fax: ++387 (0) 39 833 098

E-mail: info@roing.net

Webpage : www.roing.net

Person in charge of Export: Stipe Jukic and Nikola Rozic

Medium of communication: English

Year of foundation: 1993

Exporting since: 2001

Type of Business: Export and Production of organically certified Herbs and Essential Oils

Number of Employees: 18 **In Production:** 15 **In Administration:** 3

List of Products and Product Description:

Essential Oils	Description	Capacity / Season	Availability
Vitex agnus castus		40 Liter	December
Helichrysum italicum		30 Liter	October
Herbs			
Origanum majorana	dried, mixed	5 t	May - October
Ocimum basilicum	dried, mixed	2 t	May - October
Salvia officinalis	dried, cut	3 – 5 t	October

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Packaging: Bags, Boxes (Weight from 10g to 10 kg) or/ and Bottles (1 Liter)

Transport: by truck (Oils by post mail)

Company Name: LJEKOBILJE d.o.o.

Postal Address: TRG JOVANA RASKOVICA BR.1

City: 89101 TREBINJE RS

Phone: ++ 387 (0) 59 261 458

Fax: ++387 (0) 59 260 568



E-mail: holding@rico.co.yu

Person in charge of Export: Mrs. Comic

Medium of communication: English

Year of foundation: 1999

Exporting since: 2002

Type Business: Export and Production of organically certified Herbs and Essential Oils

Number of Employees: 52 **In Production:** 50 **In Administration:** 2

List of Products and Product Description:

Herbs / Essential oils	Description	Capacity / Season	Availability
Salvia officinalis	Herbs or essential Oil	100t (Herbs)/ 800 Lt. Oil	July
Helichrysum italicum	Herbs or essential Oil	50 t (Herbs)/ 400 lt. Oil	July
Satureja montana	dried, manufactured into Tea	50 t	August
Rosa canina	Dried fruits	N/A	August
Achillea millefolium	dried, manufactured into Tea	N/A	August

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Packaging: Herbs and Fruits in Bags or Boxes; Oil in aluminium Containers or Glass Bottles.

Transport: by truck

Company Name: HERBE NATURALE

City: 71000 SARAJEVO

Phone: ++ 387 (0) 33 526 129

Fax: ++387 (0) 33 526 129

Person in charge of Export: Mr. Mladen Haki **Medium of communication:** English

Year of foundation: 2001

Exporting since: 2002

Type of Business: Export and Production of organically certified Herbs

Number of Employees: 3 **In Production:** 2 **In Administration:** 1

List of Products and Product Description

Herbs	Description	Capacity / Season	Availability
Juniperus communis	dried fruits	10 t	January - February
Salvia officinalis	dried	10 t	October
Helichrysum angustifolium	dried	2 t	August
Essential Oils			
Juniperus communis		500 kg	January
Salvia officinalis		700 kg	October
Helichrysum angustifolium		50 kg	August

Origin of raw material: controlled and sustainable wild collection in Bosnia & Herzegovina

Certificate: Organic Soil Association Certificate

Packaging: Herbs and Fruits in bags; Oil in Barrels and Bottles

Transport: by truck





Company Name: ANDJELIC d.o.o

Postal address: TREBINJSKIH BRIGADA BROJ 10

City: 89101 TREBINJE

Phone: ++ 387 (0) 59 260 647 or ++387 (0) 59 220 802

Fax: ++387 (0) 59 260 647

E-mail: andjelic@post.com

Person in charge of Export: Mr. R. Andjelic **Medium of communication:** English

Year of foundation: 1996

Exporting since: 1998

Type of Business: Export and Production of organically certified Herbs and Essential Oils

Number of Employees: 3 **In Production:** 2 **In Administration:** 1
(80 Collector Families)

List of Products and Products Description

Herbs	Description	Capacity / Season	Availability
Achillea millefolium	dried Flowers	3 t	August
Crataegus oxyacantha	dried Flowers	0.2 t	
Helichrysum italicum	dried Flowers	20 t	October
Hypericum perforatum	dried Leaves	5 t	September
Rosa canina	Fruits	20 t	July
Salvia officinalis	dried Leaves	50 t	October
Satureja montana	dried Flowers	20 t	August
Tilia sp.	dried Flowers	3 t	June
Essential Oils			
Vitex agnus castus	From Seeds	15 Liter	January
Juniperus communis	From Fruits	200 Liter	January
Achillea millefolium	From Flowers	3 Liter	September
Helichrysum italicum	From Leaves	63 Liter	November
Satureja montana	From Flowers	100 Liter	September
Salvia officinalis	From Leaves	700 Liter	November

Origin of raw material: controlled and sustainable wild collection from Bosnia & Herzegovina

Certificate: KRAV Organic certificate of wild collection

Packaging: Essential Oils: in 2 Litre glass bottles. Herbs in paper bags and textile bags

Transport: by truck



Company Name: EL PAK

Postal Address: KOJICA PUT 22

City: 78000 BANJA LUKA

Phone: ++ 387 (0) 51 371 217

Fax: ++387 (0) 51 371 228

E-mail: elpak@blic.net



Person in charge of Export: Mr. Ozren Mihajlovic

Medium of communication: English

Year of foundation: 1998

Exporting since: 2003

Type of Business: Export and Production of organically certified Herbs

Number of Employees: 12 **In Production:** 10 **In Administration:** 2

List of Products and Product Description

Herbs	Description	Capacity / Season	Availability
Matricaria chamomilla	In conversion (started on Sept. 2000) Leaves, Flowers	8 t	Whole Year

Origin of raw material: Organic Production in Bosnia & Herzegovina in conversion

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Packaging: 15 kg, cardboard boxes

Transport: by truck



Company Name: **NEVEN**

Postal Address: CARA DUSANA 16

City: 73260 RUDO

Phone: ++ 387 (0) 58 711 577

Fax: ++387 (0) 58 712 262

E-mail: nevencompany@hotmail.com

Person in charge of Export: Mr. Goran Djurovic

Medium of communication: English

Year of foundation: 1998

Exporting since: 2002

Type of Business: Export and Production of organic certified Herbs (Calendula Officinalis)

Number of Employees: 10 **In Production:** 9 **In Administration:** 1

List of Products and Product Description

Herbs	Description	Capacity / Season	Availability
Calendula officinalis	Cultivation in conversion since 1.01	4.8 t fresh Flowers or 600 kg dried Flowers	October

This company specialized in these products. It has therefore different products like HEALTH COSMETIC Calendula Tea, Calendula Cream, Calendula Night Cream, Calendula Tincture, Calendula Labello, Calendula Oil, Calendula Pilling Mask

Origin of raw material: Organic Production in Bosnia & Herzegovina in conversion

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate

Packaging: Creams in Plastic Containers with double bottom and double top of 50 g. Tinctures in Plastic bags of 30 ml packed in cardboard boxes. Oils in 50ml Plastic Bottles. Peeling Masks of 150g and Lip Balsam of 5 g in Plastic Containers. Tea in Paper Bags in cardboard boxes - different sizes available.

Transport: by truck



Company Name: KAP PO KAP
Postal Address: M. STOJANOVICA 15
City: 78000 Banja Luka
Phone: ++ 387 (0) 51 833351
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Person in charge of Export: Mr. Dudurovic

Medium of communication: English

Year of foundation: 1999

Exporting since: 2002

Type of Business: Export and Production of organically certified Herbs

Number of Employees: 323 **In Production:** Collectors 320 **In Administration:** 3

List of Products and Product Description

Product	Description	Capacity/Season	Availability
Castanea sativa	Mashed Chestnuts ; finished products can also be produced	400 t	September
Vaccinium myrtillus	Marmelade, Fruit juice Vinegar	50 t	August

Origin of raw material: controlled and sustainable wild collection in Bosnia & Herzegovina

Certificates: IMO (Institute for Marketecology, Switzerland) Organic Certificate for wild collection

Packaging: Marmalade, Fruit juices and Vinegar in packed Glass Vessels . Mash Chestnuts stored in Plastic Containers.

Transport: by refrigerator truck

SIPPO

SIPPO (Swiss Import Promotion Programme) is the import promotion programme under the patronage of *SECO*, the State Secretariat for the Economy of the Swiss government. It supports private businesses in emerging markets and markets in transition that are endeavouring to access the Swiss market as well as markets in the European Union. SIPPO's services include business branch-related market information, advisory services for products and marketing, promotion in Switzerland as well as assistance at selected European trade fairs.

At the same time, Swiss companies are informed about the requests for contact received from foreign companies and are given support in their search for new sourcing markets, products and cooperation partners.

The aim is to support companies in their attempts at comprehensive integration into the global economy:

- 1) by increasing the skills of small and medium-sized companies in the main countries of interest in terms of product quality and marketing in the field of exports
- 2) by strengthening trade institutions and business-branch associations in the trade development process
- 3) by increasing small and medium-sized companies' trade contacts with Swiss/EU importers
- 4) by improving the status of information in the Swiss/EU import economy regarding new sourcing markets in the partner countries

The target groups are

In emerging countries and countries in transition:

- Small and medium-sized companies and cooperatives
- Business organisations, chambers of commerce, associations

In the importing countries (Switzerland, EU):

- Importers, major distributors and the processing industry
- Business organisations, chambers of commerce, associations

SIPPO focuses its activities on a number of selected sectors, such as:

- Agricultural products, processed food, fish and seafood
- Home furnishings, interior design, furniture
- Textiles, fashion, silk, silk accessories
- Technical components, machines, tools, electronic products, software
- Leather goods, accessories, handicrafts
- Jewellery (gold and silver, ethnic crafts)

SIPPO

Swiss Import Promotion Programme

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