Contact Information			
	Website:	http://www.wonderfood.eu	
Company Information	on		
	Year Founded:	2004	
Company Bio	Netherlands. So strengthen its p worth more than	ars, Wonderfoods has been a leading food importer and distributor in Belgium and the upplying the retail, wholesale, foodservice and private label sector, the company managed to osition and influence through a wide trade network in the EU market. Importing US goods in half a million dollars, Wonderfood registered double digit growth in the American foods recent years and is looking to enlarge their portfolio of US products.	
Na	ture of Business:	Distributor,Importer,Retailer,Wholesaler	
	Customers:	Retail - Convenience,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery	
ı	Market Segment:	Ethnic, Natural/Organic, Private Label, Retail, Specialty/Gourmet	
Geographic	Regions Served:	Benelux	
	Facilities:	Warehouses and distribution centers	
Shipping Information	n and Quotation	n Preferences	
Co	nsolidator in US:	No	
Preferre	ed Port of Import:	Antwerpen, Belgium	
Preferred Export	Price Quotation:	Ex-works / Delivered / Door to Door	
Products			
Products Not Ab	le to Import: Mea	t, Dairy	
Additional Spons	ored by Food Exp	port-Midwest.	
softline Sugar Medica BAKEI cracke COND and fo and co mayor Picklee Frozer salads Dried Grano cola ca	es; Boxed assortr Confectionery; Mated confectioner RY PRODUCTS: rs; Bread Substit IMENTS: Tomatonds; Herbs and socking sauces; Draise; Mustard; Stready meals; Draced products; Other or ready meals; Draced products; Draced products; Draced products; Draced products; Draced products; Breakfastarbonates; Low conference products; Breakfastarbonates; Low conference products and parts; Breakfastarbonates; Low conference products and parts; Breakfastarbonates; Low conference products and parts and	ONFECTIONERY: Chocolate Confectionery; Tablets; Countlines; Bagged Selflines and ments; Seasonal chocolate; Chocolate with toys; Alforjes; Other chocolate confectionery; lints; Boiled sweets; Pastilles, gums, jellies, and chews; Toffees, caramels, nougat; y; Lollipops; Liquorice; Other sugar confectionery; Gum; Chewing gum; Bubble gum. Bake goods; Bread; Pastries; Cake; Biscuits; Sweet biscuits; Savoury biscuits and utes; Breakfast cereals; Cereals (ready to eat); Hot cereals. SAUCES, DRESSINGS AND pastes and purees; Bouillon and stock cubes; Stock cubes; Gravy granules; Liquid stocks pices; Monosodium glutamate (MSG); Table sauces; Soy based sauces; Pasta sauces; Wers sauces and powder mixes; Ketchup; Mayonnaise; Regular mayonnaise; Low fat Salad dressings; Regular salad dressings; Low fat salad dressings; Vinaigrettes; Dips; sauces, dressings and condiments. READY MEALS: Canned and preserved ready meals; ried ready meals; Chilled ready meals; Dinner mixes; Frozen pizza; Chilled pizza; Prepared SSED FOOD: Rice; Dessert mixes; Dried ready meals; Dehydrated soup; Instant soup; les; Instant noodles; Cups and bowl instant noodles; Pouch instant noodles. SNACK BARS: t bars; Energy bars; Fruit bars; Other snack bars. CARBONATES: Cola carbonates; Regular alorie cola carbonates; Non-cola carbonates; Lemonade and lime carbonates; Orange ner non-cola carbonates. SPREADS: Jams and preserves; Honey; Chocolate spreads; Nut-	







BULGARIA - Balev Ltd		
Contact Information		
	Website:	http://www.balevbiomarket.com
Company Info	ormation	
	Year Founded:	2010
	Company Bio:	Balev Corporation Ltd., established in 1990, is part of a big cooperative company. The company profits from an established EU-wide logistics and trade network. For U.S. suppliers looking for a way to the Eastern European markets, Balev is capable of opening trade and distribution channels in several countries.
	Nature of Business:	Distributor,Importer,Manufacturer,Retailer,Wholesaler
	Customers:	Retail - Convenience, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
	Market Segment:	Natural/Organic, Other - Non Food & Wood; Wood, Retail, Specialty/Gourmet
Geog	raphic Regions Served:	Bulgaria/Greece
Facilities		Warehouses / Chilled and refrigerated storage
Shipping Info	ormation and Quotation	n Preferences
	Consolidator in US:	No
Preferred	Export Price Quotation:	EXW or FOB
Products		
	Capacity to Import:	Dairy Products, Frozen Products, Meat Products
Prod	ucts Not Able to Import:	
widen its assortment of relationships. Products of Interest: CC crackers; Breakfast cer Chips and crisps; Extru snacks. DRIED PROCE snack bars. BABY FOC Special or hypoallerger DRINKS: Elixirs. COFF		cort-Midwest. Passing demand for organic and natural products, as well as American foods, Balev plans to US products. The company is looking for suppliers for direct import to build long-term ONFECTIONERY. BAKERY PRODUCTS: Biscuits; Sweet biscuits; Savoury biscuits and eals; Cereals (ready to eat); Hot cereals. SWEET AND SAVOURY SNACKS: Fruit snacks; ded snacks; Tortilla and corn chips; Popcorn; Pretzels; Nuts; Other sweet and savoury ESSED FOOD. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other D: Milk formula; Standard milk formula; Follow-on milk formula; Toddler milk formula; ic milk formula; Prepared baby food; Dried baby food; Other baby food. FUNCTIONAL EE (READY TO DRINK). FOOD INGREDIENTS: Essential oils; Seeds. Supplements / Organic food with more than 6 months shelf life.







CANADA - Abundant by Design Inc Contact Information Website: http://www.abundantbd.com Company Information Year Founded: 2015 Company Abundant by Design is a full service company offering distribution, brand management, business consulting, brand Bio: development, export and import. The buyer has the ability to negotiate, strategize and plan a successful launch into the Canadian market on behalf of the vendors and make sure that all of the steps are incorporated so that all loop holes are avoided (ie: labelling, pricing, shelf positioning, etc.) The buyer has launched many brands in the market in her 15 years in the industry including a number of USA food brands, some of which have gone national across all major retailers. The company has a team of sales people based across the country to provide full coverage of the Canadian market. The company specialize in high quality, innovative brands and have a great expertise in food brands from beverages to bars to gluten free product lines. The buyer is seeking suppliers that are open to look at all that is required to achieve success in the Canadian market such as labeling and is very interested and open to having a conversation. Nature of Business: Importer, Wholesaler Customers: Retail - Other (Non-Food), Retail - Specialty/Gourmet, Retail - Supermarket/Grocery Market Segment: Natural/Organic, Retail, Specialty/Gourmet Geographic Regions Served: All of Canada from BC to NFL(West to East) Facilities: Third-party warehouse, brand management and brokerage. Working with distribution facilities and direct sales. Shipping Information and Quotation Preferences Consolidator in US: No. Preferred Export Price Quotation: FOB **Products** Products Not Able to Import: Will not bring in any products with dairy and meat base due to Canadian specific regulations on these ingredients. Additional Sponsored by Food Export-Midwest. Information: Products of Interest: CONFECTIONERY: Chocolate Confectionery; Bagged Selflines-softlines; Boxed assortments; Seasonal chocolate; Chocolate with toys; Other chocolate confectionery; Pastilles, gums, jellies, chews; Toffees, caramels, nougat; Lollipops; Other sugar confectionery. BAKERY PRODUCTS: Bake goods; Bread; Pastries; Cake. NOODLES: Plain noodles; Instant noodles; Snack noodles. SWEET AND SAVOURY SNACKS: Fruit snacks; Chips-crisps; Extruded snacks; Tortilla-corn chips; Popcorn; Pretzels; Nuts; Other sweet-savoury snacks. SAUCES, DRESSINGS AND CONDIMENTS: Tomato pastes-purees; Bouillon-stock cubes; Herbs-spices; Soy based sauces: Pasta sauces; Wet-cooking sauces; Dry sauces-powder mixes; Mayonnaise; Salad dressings. READY MEALS: Canned-preserved ready meals; Dried ready meals. DRIED PROCESSED FOOD: Rice; Dessert mixes; Instant soup; Dried pasta; Plain noodles; Instant noodles. CANNED AND PRESERVED FOOD: Cannedpreserved vegetables; Canned-preserved tomatoes; Canned-preserved beans; Canned-preserved fruit; Cannedpreserved ready meals; Canned-preserved soup; Canned-preserved pasta; Other canned-preserved food. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other snack bars. BABY FOOD: Dried baby food; Other baby food. SOUP: Canned -preserved soup; Dehydrated soup; Instant soup. ALCOHOLIC BEV: Wine; Spirits; Cider and Perry. FUNCTIONAL BEV: Sports drinks; Energy drinks; Elixirs. FRUIT-VEGETABLE BEV: 100% juice; No concentrate 100% juice; Reconstituted 100% juice; Nectars (25-99% juice); Unfrozen nectars; Juice drinks (up to 24% juice). CARBONATES: Non-cola carbonates; Other non-cola carbonates. COFFEE (READY TO DRINK). TEA (READY TO DRINK): Still tea; Carbonated tea. ASIAN SPECIALITY BEV: Asian still tea; Asian juice drinks; Cereal, pulse-based drinks; Other Asian specialty drink. MEAL REPLACEMENT PRODUCTS: Slimming; Convalescence. SPREADS: Jams-preserves; Nut-based spreads.







CANADA - iLevel Management Inc.		
Contact Information		
V	Website:	http://www.ilevelmanagement.ca
Company Information		
Year Fo	ounded:	2013
Company Bio: We know that good products sell. We feel there is unlimited potential with the right company and together we are confident that we can make great things happen. The first step is understanding iLevel Management and to share ou values, which center on three core principles: 1. Integration 2. Innovation 3. Invigoration By implementing these beliefs in our every day work it enables us to drive revenue by bringing the right products to market. All of our staff come with over 15 years experience. This ensures the team has strong market knowledge, which will allow your product to gain quick acceptance across Canada given the right tools on the principal end. Our company covers off the retail sector fully from the small independents all the way to the larger supermarkets that are embracing natural and organic products.		cts sell. We feel there is unlimited potential with the right company and together we are see great things happen. The first step is understanding iLevel Management and to share our large core principles: 1. Integration 2. Innovation 3. Invigoration By implementing these ork it enables us to drive revenue by bringing the right products to market. All of our staff experience. This ensures the team has strong market knowledge, which will allow your exptance across Canada given the right tools on the principal end. Our company covers off
Nature of Business: E		
		latural/Organic/Healthy,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Market Segment:	Ethnic, F	Food Ingredients, Health and Beauty, Pet Food, Retail, Specialty/Gourmet
Geographic Regions	Served:	Canada
Shipping Information and Qu	uotation	Preferences
Consolidato	or in US:	No
Products		
Capacity to	Import:	Chilled Products, Frozen Products
Products Not Able to	Import:	GMO
Additional Information: We would be looking to work with any brands which are natural or organic that can offer us a competitive price that can be sold in the retail sector. Products of Interest: Bakery/Mixes/Products: Cakes/Cake Mixes, Bakery/Mixes/Products: Flavorings, Bakery/Mixes/Products: Pie Shells, Bakery/Mixes/Products: Pizza Crust, Beans/Peas/Legumes: Pickled, Cereal/Rice, Cereal/Rice: Aromatic Rice, Cereal/Rice: Breakfast Cereal, Health Foods, Health Foods: Aloe Vera Products, Health Foods: Natural Products, Condiments, Condiments: BBQ Sauce, Condiments: Chili Products, Condiments: Dips, Condiments: Dry Mix Sauces, Condiments: Ethnic Spices (Cajun, Creole, Tex-Mex), Condiments: Hot Sauce, Condiments: Ketchup, Condiments: Mayonnaise, Condiments: Miscellaneous Spices, Condiments: Mustards, Condiments: Pizza Sauce, Condiments: Salad Dressings, Condiments: Salsas, Prepared Meals, Prepared Meals: Canned Ready to Serve, Prepared Meals: Ethnic, Prepared Meals: Frozen Entrees, Prepared Meals: Soups, Meat Products, Meat Products: Beef, Meat Products: Poultry, Meat Products: Pork, Meat Products: Canned Meat, Meat Products: High-Value/Specialty, Meat Products: Exotic/Game Meats, Snack Foods, Snack Foods: Beef Jerky, Snack Foods: Candy Bars, Snack Foods: Chips, Snack Foods: Chocolate, Snack Foods: Nuts, Snack Foods: Popcorn, Vegetables, Vegetables: Pickled, Fruits, Fruits: Frozen, Fruits: Fresh, Beverages, Beverages; Fruit, Beverages: Soft		







Contact Inf	ormation	
Contact Int	ormation	
	Website:	http://www.mingkanghui.com.cn
Company I	nformation	
	Year Founded:	2013
	Group, the 16th among th agriculture business and h	Group Co., Ltd., is a wholly-owned subsidiary company founded in 2014 by Hailiang e Top 500 Chinese Private Enterprises. Hailiang has already invested billions into has farms all over China. There are 16 retail shops in Eastern China and another 40 shops 2016 by Mingkanghui. Healthy and natural products available in the stores are the selling
	Nature of Business:	Importer,Retailer
	Customers:	Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
	Market Segment:	Private Label, Retail, Seafood, Specialty/Gourmet
Ge	ographic Regions Served:	East China for now; North China by 2016 after their distribution center in Hebei is ready.
Facilities		Retail stores, warehouse and processing center, agricultural bases including farms.
Shipping Ir	formation and Quotation	n Preferences
Consolidator in US		Oakland, CA
Preferre	ed Port of Export from US:	
	Preferred Port of Import:	Shanghai, Ningbo, Changzhou
Preferre	ed Export Price Quotation:	FOB, CIF, ExWorks, Etc.
Products		
	Capacity to Import:	Alcoholic Beverages, Chilled Products, Dairy Products, Frozen Products
Pr	oducts Not Able to Import:	GMO, Meat
Additional Information: Currently the company imports groceries, wine, beef and other products from US, Australia, Europe and Asia a recently imported 3 containers of wine and a container of mixed dry groceries from the US. The company is interested in importing premium foods for its Grocery Stores, and E- commerce channels from U.S. in order to expand the current product line. Products of Interest: SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Nut SAUCES, DRESSINGS AND CONDIMENTS: Tomato pastes and purees; Pasta sauces; Other sauces, dress and condiments. CANNED AND PRESERVED FOOD: Canned and preserved fish and seafood. SNACK BAR Breakfast bars; Energy bars; Fruit bars; Other snack bars. BABY FOOD: Milk formula; Standard milk formula; Prepared baby food; Dried baby food. OILS AND FATS: Olive oil; Vegetable and seed oil. ALCOHOLIC BEVERAGES: Wine. FRUIT AND VEGETABLE JUICE: 100% juice; Not from concentrate 100% juice; Frozen 100% juice; Juice drinks (up to 24% juice). DAIRY PRODUCTS: Drinking milk products; Milk; Soy beverages; Cheese; Processed cheese. FOOD INGREDIENTS: Honey; Juices.		







DENMARK - Alsiano AS			
Contact Info	ormation		
Website:		Website:	http://www.alsiano.com
Company In	formation		
	Υe	ear Founded:	1965
Bio: and pharma industry. V Nordic countries (Swed in Sweden and Denmar		a industry. W htries (Swede and Denmark brands. We ha	ent companies. Alsiano AS is the mother company, dealing in raw material for food, nonfood e also do private label products, that is lending and packing for our customers and cover the n, Denmark, Finland and Norway). We have sister companies called Mountainfield located which sell directly to retailers and through distributors to catering, both in our own brand but ave a big demand for organic products and like to find more options and partners.
Nature		Importer/Dis	
	Customers:		acturing,FoodService/HORECA,Retail - Convenience,Retail - anic/Healthy,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Mark	et Segment:	Ethnic, Foo	d Ingredients, Foodservice/HRI, Natural/Organic, Pet Food, Private Label, Retail, purmet
Geo	graphic Reg	ions Served:	Denmark, Sweden, Finland, Norway
		Facilities:	
Shipping In	formation a	nd Quotatior	n Preferences
Consolidator in US		lidator in US:	No
Products			
Capacity to Import		city to Import:	Chilled Products
Pro	ducts Not Al	ole to Import:	GMO
	Additional	Information:	Sponsored by the Organic Trade Association.
			Alsiano can handle refrigerated, but not frozen products. They are interested in organic and conventional products. Products of Interest: Organic and conventional: Bakery/Mixes/Products: Nuts, Health Foods, Health Foods: Natural Products, Condiments: Ethnic Spices (Cajun, Creole, Tex-Mex), Snack Foods, Snack Foods: Nuts, Other Food Products:: dried fruit and vegetables, vegetarian/vegan products; Organic Pet Food and Care Products. Food Ingredients: Cheese Analogs, Corn/Corn Products, Fruits, Juice Sweeteners, Nuts, Seeds, Preferably organic. Seeds could be new type of seeds. Dried fruits, as natural as possible. We're right now very interested in fruit- and vegetable based products. Also vegetarian products are very interesting. We're interested in anything that is healthy snacking. and vegan/vegetarian. Also superfruits are of great interest.







GERMANY - Andretta Fruchtimport GmbH		
Contact Information		
Website:	http://www.andretta-stuttgart.de	
Company Information		
Year Founded:	1920	
Company Bio:	For over 90 years the families of our two companies -Andretta and Franceschetti- have stood for quality, reliability and high performance. Today we import fruits and vegetables from over 100 countries and provide efficient logistics, transparent quality management and absolute customer-oriented thinking standards in the fruit trade. We are mainly supplier for discounters like Aldi, Norma, Kaufland.	
Nature of Business:	Broker,Importer/Distributor,Retailer	
Customers:	Retail - Supermarket/Grocery	
Market Segment:	Natural/Organic, Retail	
Geographic Regions Served:		
Facilities:		
Shipping Information and Quotation	n Preferences	
Consolidator in US:	No	
Preferred Export Price Quotation:		
Products	'	
Capacity to Import:	Chilled Products	
Products Not Able to Import:	GMO, frozen	
Additional Information:	They currently import Pomegranate, sweet potatoes and Asparagus from the USA. Products of Interest: Retail organic and conventional fresh fruits and vegatables	







Contact Information		
	Website:	http://www.wellcome.com.hk/wd2shop/html/corporate/index.html
Company	nformation	
	Year Founded:	1998
	Kong's largest and longes	retail groups in Hong Kong and owns Wellcome, which was founded in 1945 and is Hong st established supermarket chain. Wellcome has 8000 employees and a network of over 280 ddition, Dairy Farm owns Market Place by Jason Supermarket chain.
	Nature of Business:	Retailer
	Customers:	Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
	Market Segment:	Natural/Organic, Retail, Specialty/Gourmet
Ge	ographic Regions Served:	Hong Kong
	Facilities:	Retail stores (280)
Shipping I	nformation and Quotation	n Preferences
	Consolidator in US:	Seattle, WA and San Francisco, CA
Preferr	ed Export Price Quotation:	FOB & C&F
Products		
	Capacity to Import:	Chilled Products, Dairy Products, Frozen Products
Pı	oducts Not Able to Import:	Alcoholic Beverages
	Additional Information:	Sponsored by Food Export-Midwest.
		The buyer is interested in understanding the natural and organic trends in the US market, sourcing natural and healthy products, and establishing business relationships.
		Products of Interest: CONFECTIONERY: Sugar Confectionery; Toffees, caramels, nougat; Liquorice; Gum; Chewing gum. BAKERY PRODUCTS: Biscuits; Breakfast cereals. SWEE AND SAVOURY SNACKS: Fruit snacks; Popcorn; Nuts. SAUCES, DRESSINGS AND CONDIMENTS: Tomato pastes and purees; Bouillon and stock cubes; Stock cubes; Gravy granules; Liquid stocks and fonds; Pasta sauces; Ketchup; Mayonnaise; Mustard; Salad dressings. CANNED AND PRESERVED FOOD: Canned and preserved vegetables; Canned and preserved tomatoes; Canned and preserved soup. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars. FUNCTIONAL DRINKS: Sports drinks; Energy drinks. FRUIT AND VEGETABLE JUICE: 100% juice. CARBONATES: Cola carbonates; Regular cola carbonates. DAIRY PRODUCTS: Drinking milk products; Milk; Soy beverages; Cheese; Yoghurt and sour milk drinks; Yoghurt. SPREADS: Jams and preserves.







Cantast Information		
Contact Information		
Website:	http://www.assistvaleur.co.jp/en/	
Company Information		
Year Founded:	1994	
Company Bio:	Assistvaleur (based in Osaka) is a food trading company, importing products from different countries and distributing them to retailers and brokers across Japan. The company started as a wholesaler of gifts and groceries. It has been four years since we started this importing business. Mainly, we handle canned food (ready-to-eat product), glass bottle beverages, health cautious products, products with longer shelf-life, etc. We always look for something new, unique, high quality, reasonably-priced that we do not already find in Japan and that has never been brought to Japan before. In addition, we also customize the product for Japanese consumers such as Japanese original label and adjusting some ingredients if needed.	
Nature of Business:	Importer/Distributor	
Customers:	Retail - Convenience,Retail - Supermarket/Grocery	
Market Segment:	Ethnic, Food Ingredients, Health and Beauty, Retail, Specialty/Gourmet	
Geographic Regions Served:	Japan	
Shipping Information and Quotation	n Preferences	
Consolidator in US:	No	
Products		
Capacity to Import:	Biotech/GMO	
Products Not Able to Import:		
Additional Information:	Sponsored by the Organic Trade Association.	
	Interested in both organic and conventional products.	
	Products of Interest: Health Foods, Health Foods: Natural Products, Condiments, Prepared Meals: Canned Ready to Serve, Prepared Meals: Ethnic, Prepared Meals: Soups, Meat Products: Canned Meat, Beverages, Beverages: Fruit, Beverages: Soft Drinks/Carbonated, Other Food Products: cooking oil. Food ingredients: Antioxidants, Honey/Bee Products, Maple Products, Oils, Seeds. Specifically interested in: Cold pressed Juice, Kombucha, Super food, fruits and seeds related products, new types of cooking oil, Bee Pollen, or anything that has not really gotten attention in the market yet; something very new.	







JAPAN - Krongthip, Inc.				
Contact Informa	Contact Information			
Website: http://www.krongthip.co.jp				
Company Inform	nation			
Year 1 Founded:	999			
Company Bio: Until 2012, our main imported products were all fashion and lifestyle items such as fashion meets fu (Kalso Earth shoes, etc.). Through market research in the U.S., we realized the possibility of offering "Good Food" to Japanese fashion and lifestyle retailers, so we started to import natural and tasty cragood looking packaging. (This is very important for us and our clients). Our client base increased in the past 24 months, not only in the fashion and lifestyle markets but also in the natural foods, organic groceries, and food service industries. We strongly feel there is more room for U.S. organic/natural Japan and we are willing to expand our business in this category. We cover various categories and range of clients. Also we have accounts with several grocery vendors covering wide range of grocer store, drug store etc. By choosing products which stand out in taste, look, and ingredients, and hav stories behind them, the press often writes about our products in a wide range of media - from trade lifestyle, and health.		etc.). Through market research in the U.S., we realized the possibility of offering "Craft Food" and nese fashion and lifestyle retailers, so we started to import natural and tasty craft foods with ng. (This is very important for us and our clients). Our client base increased more than 200% in not only in the fashion and lifestyle markets but also in the natural foods, organic stores, ervice industries. We strongly feel there is more room for U.S. organic/natural craft food in ling to expand our business in this category. We cover various categories and have a wide we have accounts with several grocery vendors covering wide range of groceries, convenience By choosing products which stand out in taste, look, and ingredients, and have interesting		
Nat	ure of Business:	Importer/Distributor,Wholesaler		
		Retail - Convenience, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery		
N	Market Segment:	Natural/Organic, Retail, Specialty/Gourmet		
Geographic F	Regions Served:	Japan		
Shipping Inform	nation and Quot	ation Preferences		
	Consolidator in	US: No		
Products				
Produc	ts Not Able to Imp	port: GMO, Chilled Products, Frozen Products		
Additional Information: Interested in organic products only. We are looking for items which has honest ingredients, (non-GMO, org whenever possible, natural, no-HFCS, preserves, additives, vegan), exceptional taste when compared, star out in its look and clean packaging at the same time. Small batch is welcome since still our business is sma our clients love small batch. To avoid having extremely expensive RRP, we prefer importing from West Co Required shelf life: at least 18 months. (case by case). We are the distributor of "Full Circle" and "IF YOU CARE" products in Japan. We would like to have good addition to these brands, including products with environmental, good design, B-corp, etc. Products of Interest: Health Foods, Snack Foods, Beverages, Health and Beauty Products, Personal Care Products, Clothing ar Textiles, Other Non-Food Products: household items, oral care, bath goods. Specific products of interest a dairy-free beverages, marshmallow, salad dressing, coffee specially blended and roasted for cold brew, chamix with milk or non-dairy milk powder, stick of powder include organic fruits and chia seed and probiotics, gummy, organic brain food, pouched gourmet condiments (mustard, ketchup, mayo), kefir water making kit				







JAPAN - Natural House				
Contact Inf	Contact Information			
	Website:	http://www.naturalhouse.co.jp/		
Company I	nformation			
	Year Founded:	1982		
Bio: food, organic cosmetics, functional foods to the puorganic products. I plan		siness of organic food and the production and sale of organic cosmetics. We sell organic perishables, diet food, supplements (extract supplement herb), low-sodium food, and polic. Our corporate philosophy is to pray for life. We tie visitors and producers through parmony of nature, ecosystem, the society and widen a ring of community loving people and peation that children can live for in peace.		
	Nature of Business:	Retailer		
	Customers:	Retail - Specialty/Gourmet		
	Market Segment:	Natural/Organic, Pet Food, Retail, Specialty/Gourmet		
Ge	ographic Regions Served:	Japan		
Shipping Ir	nformation and Quotation	n Preferences		
	Consolidator in US:	No		
Products				
	Capacity to Import:	Alcoholic Beverages, Chilled Products, Frozen Products		
Products Not Able to Import:		GMO		
	Additional Information:	Sponsored by the Organic Trade Association.		
		We are only interested in organic products. Our specific products of interest include: organic cosmetics, perishables, diet food, supplement (extract supplement herb) low-sodium food, functional foods.		
		Products of Interest:		
		Cereal/Rice: Breakfast Cereal, Cereal/Rice: Granola, Health Foods: Natural Products, Prepared Meals, Snack Foods: Candy Bars, Snack Foods: Chips, Snack Foods: Chocolate, Snack Foods: Crackers/Biscuits, Snack Foods: Granola Bars, Snack Foods: Nuts, Beverages: Fruit, Beverages: Soft Drinks/Carbonated, Beverages: Alcohol, Beverages: Wine, Beverages: Sparkling Wine, Beverages: Tea. Health and Beauty Products, Personal Care Products, Pet Food and Care Products		







MEXICO - Smart Holding Mexico

Contact Information

Website: http://www.smartmexico.com.mx

Company Information

Year Founded: 2006

Company Smart Mexico currently imports 95% of the products it sells; all of them are imported from USA. We have a product Bio: portfolio of more than 2,000 items, we represent in Mexico more than 25 brands exclusively. We've had business relationships with over 50 food suppliers in USA. Our purchasing volume is approximately \$5MUSD, with an average of 50 orders a month from different suppliers all around the United States, including both coasts. All our shipments are consolidated in Laredo, TX, we import around 8 trailers per week. Our growth is mostly attributed to the incorporation of new products, in 2012 we represented only 6 brands, this has led to a 150% growth on 2 consecutive years, and last year a growth of 42%. We've been on several occasions, the first import experience (except for Canada) for our suppliers. We take care of all the import logistics and focus on making it as smooth as possible. We work with the top leading brands in the organic and specialized food industry (our core business) which makes us a major player and point of reference to develop integral solutions for our clients. Our client base consists mainly on 2 channels: supermarkets and independent clients. In 2014 we developed a 3rd channel, we launched our own online store www.usmartfoods.com. In the supermarket channel we have business relationships with all the major national chains (Soriana, Walmart, HEB, Chedraui, Casa Ley, Comercial Mexicana). We have nationwide coverage with the supermarket chains, but we focus on the best stores that are ideal for our type of products. Currently we have presence and distribute to over 500 stores in different cities all around the country. We believe in providing our customers and business partners with a complete and integral solution, this is why we have our own team of merchandisers who care, exhibit and help potentiate sales of the products in store. In the independent channel we have a client base of around 250 clients all over the country. With our experience we also help develop customers, customers who are not necessarily in our market or the categories we dominate.

Nature of Business:	Importer/Distributor,Wholesaler
Customers:	Retail - Natural/Organic/Healthy,Retail - Supermarket/Grocery

Market Segment: Natural/Organic, Retail

Geographic Regions Served: Mexico Nationwide Facilities: 3 distribution centers (Laredo, Mexico City, Guadalajara). They deliver products to DC of chains, direct to the retailer,

and direct to the consumer **Shipping Information and Quotation Preferences**

Consolidator in US:

Preferred Port of Import: Laredo, TX and San Diego, CA

Preferred Export Price Quotation: ExWorks and Delivered

Products

Capacity to Import: Biotech/GMO, Chilled Products, Frozen Products

Products Not Able to Import: Products with meat. Dry unprocessed grains, seeds, nuts.

Information:

Additional Sponsored by the Organic Trade Association.

Smart Mexico is interested in both organic and conventional products. The company is specifically interested in healthy snacks, superfoods, frozen products, all organic or gluten-free, and free-from products. Specific ingredients of interest include dried fruits, nuts, grains, flours.

Products of Interest: Bakery/Mixes/Products: Nuts, Bakery/Mixes/Products: Pie Shells, Bakery/Mixes/Products: Shortening, Health Foods, Health Foods: Aloe Vera Products, Health Foods: Natural Products, Snack Foods, Snack Foods: Beef Jerky, Snack Foods: Candy Bars, Snack Foods: Chips, Snack Foods: Chocolate, Snack Foods: Cookies, Snack Foods: Confectionary, Snack Foods: Crackers/Biscuits, Snack Foods: Granola Bars, Snack Foods: Nuts, Snack Foods: Popcorn, Other Food Products:: Superfoods. Health and Beauty Products, Baby Food/Care Products, Personal Care Products, Organic Cosmetics. Food ingredients: Aloe Vera, Antioxidants, Coconut, Flours, Fruit, Sauces, Fruits, Nut Butters, Nuts, Oats/Oat Products, Sugars, Supplements, Vinegars, Vitamins, Wheatgrass







Contact Information		
Contact information		
Website:	http://www.emart.com	
Company Information		
Year Founded:	1993	
Company Bio:	E-Mart is the largest hyper market chain in Korea. E-Mart has 156 stores in Korea. E-Mart has other different business channel such as E-Mart Everyday which is supermarket, With Me which is convenient store and Trader's which is club store like Costco. E-Mart also has 10 stores in Shanghai, China and will open new stores in Vietnam. Additional info found at www.shinsegae.co.kr	
Nature of Business:	Retailer	
Customers:	Retail - Department Store,Retail - Supermarket/Grocery	
Market Segment:	Food Ingredients, Natural/Organic, Retail	
Geographic Regions Served:	South Korea, China, Vietnam	
Facilities:	156 stores in Korea, 10 stores in Shanghai, China and it opening new stores in Vietnam	
Shipping Information and Quotation	n Preferences	
Consolidator in US:	Los Angeles , CA	
Preferred Port of Export from US:	Los Angeles, CA	
Preferred Port of Import:	Busan	
Preferred Export Price Quotation:	FOB	
Products		
Capacity to Import:	Alcoholic Beverages, Dairy Products, Meat Products	
Products Not Able to Import:	Biotech/GMO, Frozen Products, Chilled Products	
Additional Information:	Sponsored by the Organic Trade Association.	
	This company is interested in only organic products. They are specifically interested in olive oil, canola oil, maple syrup.	
	Products of Interest:	
	Health Foods: Natural Products, Condiments: Dips, Condiments: Mustards, Condiments: Salad Dressings, Vegetables: Canned, Other Food Products: oil, Syrup like maple etc. Food Ingredients: Oils	







SOUTH KOREA - ES Global, LLC			
Company Information			
Year Founded:	2004		
Company Bio:	ES Global LLC was established in 2004 and this company imports 80% of its organic and natural food products from the US. Among others, it imports organic food, happy baby, natures' baby, and other organic/ natural food products. Its distribution channels are very wide including department stores (Hyundae, Shinsegae, SSG), and discount stores (Emart, Lottemart, Homeplus, Kim's Club) and also distributes to online shops, social, open market, and online channels in Korea.		
Nature of Business:	Distributor,Importer,Wholesaler		
Customers:	Retail - Department Store,Retail - Supermarket/Grocery		
Market Segment:	Food Ingredients, Natural/Organic, Other - Non Food & Wood; Wood		
Geographic Regions Served:	South Korea		
Facilities:	Company showroom, warehouses		
Shipping Information and Quotation Preferences			
Consolidator in US:	San Francisco, California		
Preferred Port of Export from US:			
Preferred Port of Import:	Busan Port, South Korea		
Preferred Export Price Quotation:	FOB USA		
Products			
Capacity to Import:	Dairy Products		
Products Not Able to Import:			
Additional Information:	Sponsored by Food Export-Midwest. Products of Interest: CONFECTIONERY: Chocolate Confectionery; Tablets; Chocolate with toys; Other chocolate confectionery; Mints; Pastilles, gums, jellies, and chews; Lollipops; Gum; Chewing gum; Bubble gum. SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Tortilla and corn chips; Nuts; Other sweet and savoury snacks. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other snack bars. BABY FOOD: Milk formula; Standard milk formula; Follow-on milk formula; Toddler milk formula; Special or hypoallergenic milk formula; Prepared baby food; Dried baby food; Other baby food. FRUIT AND VEGETABLE JUICE: 100% juice; Not from concentrate 100% juice; Reconstituted 100% juice; Frozen 100% juice. TEA (READY TO DRINK): Still (ready to drink) tea; Carbonated (ready to drink) tea. FOOD INGREDIENTS: Baby food (only as ingredient); Grains and grain-based products.		







TAIWAN - H	TAIWAN - KINGBIRD TECH CO.,LTD			
Contact Information				
	Website:	http://www.sun-organism.com.tw/en/		
Company Information				
Year Founded:		1992		
	Company Bio: The first shop of Cotton Field was established since 1992, and it has been the leading brand in organic and natural foods in Taiwan. With around 58 organic chain stores and 500 employees, we devote ourselves to create better life for all. The parent company, Microbio, is a R&D-based biopharmaceutical company which focuses on the development of new drugs and nutritional supplements. Cotton Field operates only direct selling stores, with high criteria on product quality. Cotton Field has been the first choice for consumers who want to purchase organic and natural products. The products in our portfolio include: vegetables, fruits, pantry staples, snacks, beverages, supplements and body care. Being the leading retailer of organic chain store in Taiwan, we have to think more than what our customers care about. Insisting on 100% natural and organic foods, we maintain the strictest quality standards. We believe that food in its purest without adding any artificial additives, sweeteners, colorings and preservatives is always the best tasting.			
Nature of Business:		Importer,Retailer		
	Customers:	Retail - Specialty/Gourmet		
	Market Segment:	Natural/Organic, Retail, Specialty/Gourmet		
Ge	ographic Regions Served:	Taiwan		
	Facilities:	58 Retail stores		
Shipping Ir	Shipping Information and Quotation Preferences			
Consolidator in US:		No		
Products				
Capacity to Import:		Alcoholic Beverages, Dairy Products		
Products Not Able to Import:		Frozen Products, Chilled Products, Biotech/GMO		
	Additional Information: This company is interested in organic products only. They are specifically looking for certified organic product in a categories, especially UHT-milk or milk powder, cheese, ginger, coconut, chia seed, fresh fruit (Sunkist, berries, cherry, pearetc.), salad and so on. In the non-food category, they are specifically interested in non-toxic stationery, non-toxic dinnerware, hair color product, seed, facial/body care, adult diaper, personal care, household & cleaning, towels. Products of Interest: Bakery/Mixes/Products, Bakery/Mixes/Products: Nuts, Beans/Peas/Legumes: Canned, Cereal/Rice, Cereal/Rice: Breakfast Cereal, Cereal/Rice: Granola, Cereal/Rice: Rice Cakes, Health Foods, Condiments: Chili Products, Condiments: Dips, Condiments: Dry Mix Sauces, Condiments: Ketchup, Condiments: Mayonnaise, Condiments: Mustards, Condiments: Salad Dressings, Condiments: Vinegar, Prepared Meals, Prepared Meals: Canned Ready to Serve, Prepared Meals: Soups, Snack Foods: Candy Bars, Snack Foods: Chips, Snack Foods: Chocolate, Snack Foods: Cookies, Snack Foods: Confectionary, Snack Foods: Crackers/Biscuits, Snack Foods: Granola Bar Snack Foods: Nuts, Snack Foods: Popcorn, Vegetables: Canned, Fruits, Beverages: Fruit, Beverages: Alcohol. Personal Care Products, Pet Food and Care Products, Clothing and Textiles, Horticulture Products			







TAIWAN - Macro Organic Trading Company Contact Information Website: http://www.organicstore.com.tw Company Information Year Founded: 1994 Company Our co-founder was trained for organic agriculture at our government organization called the "Agriculture reformative Bio: of Taoyuan Division" in Taiwan. Next year, our first organic shop was established in Taipei City. That shop was small but it was a very revolutionary and pioneered shop in Taiwan. At that time, no one believed it would be successful and last long, but we survived and are successful. After 21 years working in organic industry, we own direct shops of four and three voluntary chain stores right now. But to wait for importers to feed us the high quality goods they have in their hands are not easy for us anymore. Therefore, we have attended many organic expos trying to search the top quality goods for our customers in individuals and shops. We only provide the goods that we like and trust and this simple philosophy is also the guide for us when choosing products and brands. One of our main goals is providing products to our customers at affordable pricing to encourage the organic market to grow better and bigger. Our customers are included our own shops and other organic / natural shops. There are nearly 60 organic shops and 30 chain organic stores and high-end supermarkets who order goods from us right now. Our specific customers and selling channels are: 1._Our own direct organic shops of four in Taipei area which could be the good places for announcing new brands. 2._Individuals organic shops: They have long term business and friendship with us and they are small but have more power to educate people to try new stuffs. 3. Chained Organic shops: They are more like sell on shelves but their better shops design and comfort will be a good place for announcing new brands. 4. Highend supermarkets: Some of them start searching natural and organic cosmetics these few years. They might not sell the best but they will be a nice place for promoting or testing expo. 5. Website shops: We do have clients do quite well in the website and they are different than others. They do not focus only on competitive prices, but also have a major focus on service and special networking. One of them is only dealing with the teachers' webshop. Nature of Business: Importer/Distributor, Retailer, Wholesaler Customers: Food Manufacturing, FoodService/HORECA, Retail - Convenience, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery Market Segment: Food Ingredients, Foodservice/HRI, Natural/Organic, Pet Food, Retail, Specialty/Gourmet Geographic Regions Served: Taiwan Facilities: Direct shops of four and three voluntary chain stores Shipping Information and Quotation Preferences Consolidator in US: No **Products** Capacity to Import: Chilled Products, Frozen Products Products Not Able to Import: Biotech/GMO Additional Sponsored by the Organic Trade Association. Information: This company is interested in both organic and conventional products. Specific products of interest are: organic retail products: juices (especially apple juice), organic apples, organic black molasses, organic / conventional nuts, easy made yoghurt powder, organic toothpaste for adults and kids, and food ingredients such as kamut wheat, dried dates, dried Thompson Raisins, wheat germ, and pine nuts. Products of Interest: Beans/Peas/Legumes, Beans/Peas/Legumes: Canned, Cereal/Rice: Breakfast Cereal, Health Foods: Natural Products, Fruits: Fresh, Beverages: Fruit, Other Food Products: black molasses, easy made yoghurt powder. Health and Beauty Products, Baby Food/Care Products, Personal Care Products, Pet Food and Care Products, including organic toothpaste for adults and kids. Food Ingredients: Coffee, Fruits, Molasses, Yeast Products







UNITED KINGDOM - ORGANICO Realfoods Ltd Contact Information Website: http://www.organico.co.uk **Company Information** Year Founded: 1991 Company Organico Realfoods manages 4 different brands, which all share a commitment to ethical sourcing and working with Bio: small specialist producers and growers. Fish4Ever, the sustainable canned fish pioneer with an 89% tuna rating from Greenpeace. Organico is its range of organic provenance Mediterranean foods and The Organic Collection is its prestige range of gourmet organic Christmas foods. Its latest initiative is Project USA; which introduces new US snack brands. Recent introductions include Caveman Cookies, Luke Organics and Emmy's Organics, Inc. (NY). These were sourced via Food Export programs. These introductions have been successfully launched into the UK market and are currently supported with in-store promotions. Charles is looking to build on their success and is actively seeking news ranges. Latest US brand is Naked Edge Veggie Go's. We started out as an importer of premium soft drinks and have sold organic lines since 1996. Since 2012 we have been developing our business outside the UK, and now export to the Major European markets. Since 2014 we have also been representing several US brands. Our approach is 100% natural or organic, championing ethical practice in trading and business, within the grocery sector. Striving for a more ethical and balanced food system, we support SME's and campaigns that increase awareness of food issues and seek sustainable solutions. Grocery selling is about the support one can give to brands as well as a huge array of logistic, administrative and support tasks that have to be performed. We are an ideal partner for committed suppliers outside the EU who have a good product, a lot of passion, but limited resources. Specialist in the organic sector across Europe. Customers: Retail - Convenience, Retail - Specialty/Gourmet Market Segment: Natural/Organic, Retail, Seafood, Specialty/Gourmet Geographic Regions Served: UK and Europe Facilities: Warehouses, Office, Distribution, Marketing **Shipping Information and Quotation Preferences** Consolidator in US: No Preferred Export Price Quotation: \$ Ex-works **Products** Products Not Able to Import: GMO products Additional Sponsored by Food Export-Midwest. Information: Products of Interest: CONFECTIONERY: Chocolate Confectionery; Tablets; Countlines; Bagged Selflines and softlines; Boxed assortments; Seasonal chocolate; Chocolate with toys; Other chocolate confectionery; Sugar Confectionery; Mints; Boiled sweets; Pastilles, gums, jellies, and chews; Toffees, caramels, nougat; Lollipops; Other sugar confectionery. BAKERY PRODUCTS: Bake goods; Cake; Biscuits; Sweet biscuits; Savoury biscuits and crackers; Breakfast cereals. NOODLES: Instant noodles. SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Tortilla and corn chips; Popcorn; Pretzels; Nuts; Other sweet and savoury snacks. SAUCES, DRESSINGS AND CONDIMENTS: Herbs and spices; Table sauces; Soy based sauces; Mustard; Salad dressings; Pickled products; Other sauces, dressings and condiments. DRIED PROCESSED FOOD. CANNED AND PRESERVED FOOD: Canned and preserved fish and seafood; Other canned and preserved food. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other snack bars. FUNCTIONAL DRINKS: Sports drinks; Energy drinks; Elixirs. CARBONATES. TEA (READY TO DRINK): Still (ready to drink) tea; Carbonated (ready to drink) tea. ASIAN SPECIALITY DRINKS: Asian still (ready to drink) tea; Asian juice drinks; Cereal and pulse-based drinks; Other Asian specialty drink. SPREADS. Wide interest but must fit into Ambient, Organic and/or natural

wholefoods, new diet/trend sectors (Paleo, Free-From) to be applicable to our purpose and portfolio.







Contact Information	n ·	
Company Informat	tion	
	Year Founded:	2009
Company Bio:		Thao Nguyen Phat Company is one of sub-companies of Saigon Coop Mart. The company supplies frozen chickens, frozen seafood, olive oil, milk, food retail products, etc. to Saigon Coop Mart supermarket chains (78 stores) and also other supermarket such as Metro Casl & Carry, Lotte Mart, Maximark, VinMart.
Nature of Business:		Distributor,Importer,Retailer,Wholesaler
Customers:		Retail - Convenience,Retail - Supermarket/Grocery
Market Segment:		Food Ingredients, Natural/Organic, Retail, Seafood, Specialty/Gourmet
Geographic Regions Served:		Vietnam
Facilities:		Office, warehouses, transportation
Shipping Informat	ion and Quotatior	n Preferences
Consolidator in US:		No
Preferred Expo	rt Price Quotation:	US\$
Products		
(Capacity to Import:	Dairy Products, Frozen Products
Information: The overlapped Vietn converse Australy Production Savo Snac REAL Dehy production Fruit meat seed 100% colar STRI	am but also other cenience stores throalia and other councts of Interest: Coolate confectionery biscuits and crek noodles. SWEET DY MEALS: Frozer drated soup; Instaucts; Chilled processubstitutes; Froze oil; Cooking fats. Four cooling in the cool of the cool	y years of experience in importing, exporting and distributing foreign products not only in Asian countries. Currently, products are widely distributed to supermarket chains and bughout Vietnam and the company plans to begin exporting to Europe, New Zealand,





