

ORGANIC TRADE ASSOCIATION REVERSE BUYERS MISSION AT NATURAL PRODUCTS EXPO WEST 2015 PRELIMINARY BUYER PROFILES

sponsored by Food Export – Midwest

Brazil

Mãe Terra Produtos Naturais
www.maeterra.com.br

Founded: 1979

Nature of Business: Importer, Manufacturing

Customers: Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice, Supermarkets/Hypermarkets

Market Segments: Specialty/Gourmet, Wholesale, Healthy/Organic, HRI/Foodservice, Ingredients, Retail, Bulk

Geographic Region Covered: Brazil

Facilities: Major production facility and warehouse in San Paulo, Small regional warehouses

Shipping and Quotation Preferences:

- Consolidator in US: No
- Preferred port of export from US: No
- Preferred port of import in Brazil: Yes - Port of Santos
- Preferred export price quotation: FOB, CIF

Products of Interest: SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Tortilla and corn chips; Nuts; Other sweet and savoury snacks. SAUCES, DRESSINGS AND CONDIMENTS: Tomato pastes and purees; Herbs and spices; Salad dressings. DRIED PROCESSED FOOD: Rice. SNACK BARS. BABY FOOD. OILS AND FATS: Olive oil; Vegetable and seed oil; Cooking fats; Spreadable oils and fats; Functional spreadable oils and fats. FUNCTIONAL DRINKS. FRUIT AND VEGETABLE JUICE: 100% juice. TEA (READY TO DRINK): Still (ready to drink) tea; Carbonated (ready to drink) tea. FOOD INGREDIENTS: Antioxidant; Baby food (only as ingredient); Batter; Beans & legumes and products (ingredient); Beverage Base and Concentrate (ingredient); Chocolate, cocoa (only as ingredient); Corn and corn product; Emulsifiers (allows ingredients to mix); Enzymes; Essential oils; Extracts; Fats & oils; Fiber, dietary; Flavors; Flours; Fragrances; Fruit (raw, processed, dehydrated or frozen); Grains and grain-based products; Herb and botanicals; Honey; Juices; Leavening agents; Meat substitutes; Nutraceuticals; Nuts or nut pastes; Oats and oat products; Particles (for flavor, texture, color); Popcorn; Rice or rice product; Seeds; Soy and soy products; Spices & seasonings; Sunflower and products; Vanilla; Vegetables; Wheat and wheat products.

Product Notes: The company does not have the necessary permits to import alcoholic beverages, including wine.

Comments: Mãe Terra is a manufacturer and distributor of natural products, founded in 1979 and has around 300 employees. The company offers a range of natural products, from teas, seeds, snacks to ready meals, exclusively using 100% natural ingredients, none with animal origin, and all chemical and preservative free. Leading the natural and organic brand in Brazil, Mãe Terra is the largest supplier to the 3 major grocery chains including Grupo Pão de Açúcar, Carrefour and Walmart, as well as other smaller chains. The company also supplies snacks for GOL, the largest airline company in terms of number of passengers in Brazil. The company recently started importing two products from the USA: cranberries and sour cream. The company is interested in importing new products and especially in identifying new suppliers, able to supply 100% natural ingredients and other products to be distributed in Brazil. Mae Terra was recently the cover story in the Valor Economico Newspaper (one of the main Brazilian newspapers) as a reference in the natural products segment.

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Canada

Villa Anna Sales & Brand Management Inc.
www.villaanna.ca

Founded: 2012

Nature of Business: Brokerage

Customers: Specialty/Gourmet Stores, Supermarkets/Hypermarkets

Market Segments: Specialty/Gourmet, Wholesale, Healthy/Organic, HRI/Foodservice, Private Label, Kosher, Gluten-Free

Geographic Region Covered: Eastern Canada

Facilities: Brokerage team, primarily service based

Shipping and Quotation Preferences:

- Consolidator in US: No
- Preferred port of export from US: No
- Preferred port of import in Canada: No
- Preferred export price quotation: USD\$ at manufacturing source

Products of Interest: CONFECTIONERY: Chocolate Confectionery; Mints; Gum. NOODLES: Plain noodles; Frozen noodles. SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Tortilla and corn chips; Popcorn; Pretzels; Other sweet and savoury snacks. SAUCES, DRESSINGS AND CONDIMENTS: Table sauces; Pasta sauces; Ketchup; Salad dressings. READY MEALS: Canned and preserved ready meals; Frozen ready meals; Dried ready meals; Chilled ready meals; Dinner mixes; Frozen pizza; Chilled pizza. DRIED PROCESSED FOOD: Rice; Dessert mixes; Dried ready meals; Dehydrated soup. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other snack bars. FROZEN PROCESSED FOOD: Frozen processed vegetables; Frozen bakery products; Frozen desserts; Other frozen processed food. BABY FOOD: Dried baby food; Other baby food. SOUP: Canned and preserved soup; Dehydrated soup; Shelf stable (UHT) soup; Frozen soup. FRUIT AND VEGETABLE JUICE: Not from concentrate 100% juice; Unfrozen nectars; Frozen nectars. DAIRY PRODUCTS: Artisanal ice cream. SPREADS: Jams and preserves; Honey; Chocolate spreads.

Product Notes: While the buyer has an extensive background in Canada's dairy sector, the company is not able to import dairy or meat. However, they are interested in a broad range of other natural and organic products.

Comments: The buyer has worked in the natural and organic food industry for the last 12 years. With an undergraduate degree in Sustainable Agriculture, and a Masters' degree in Business, the buyer has a strong foundational knowledge of both organic and natural food systems, as well as fundamental business practices. In addition, the buyer worked for 10 years at Organic Meadow Inc., Canada's largest organic dairy company in varying capacities, and was instrumental in the sales growth of that company from a start-up company through to a multi-million dollar company. In 2012, the buyer joined the team at Villa Anna Sales as their Managing Director and works directly with companies who are looking to expand their reach in terms of sales in Canada, working with all major and several regional distributors (including UNFI and KeHe (Tree of Life)). Examples of current customers include Loblaws, Metro, Sobeys', Whole Foods, Longos, FarmBoy, WalMart, Target, and others. The Villa Anna sales team have regional sales staff that work with many stores in each region. The company recently launched six new products from the U.S. and is implementing its plan to grow each of these brands.

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China

Shenzhen Aolinjia Import & Export Co., Ltd.
www.lztrading.cn

Founded: 2006

Nature of Business: Importer

Customers: Convenience Stores, Supermarkets/Hypermarkets

Market Segments: Direct to Public, Wholesale, Healthy/Organic

Geographic Region Covered: China - especially in South China area

Facilities: Warehouse

Shipping and Quotation Preferences:

- Consolidator in US: No
- Preferred port of export from US: No
- Preferred port of import in China: Yes - YANTIAN and Shenzhen Airport
- Preferred export price quotation: CIF YANTIAN

Products of Interest: BAKERY PRODUCTS: Bake goods; Biscuits; Breakfast cereals. NOODLES: Plain noodles; Instant noodles. SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Tortilla and corn chips; Popcorn; Pretzels; Nuts; Other sweet and savoury snacks. DRIED PROCESSED FOOD: Instant noodles; Cups and bowl instant noodles; Pouch instant noodles. SNACK BARS: Breakfast bars; Fruit bars. ASIAN SPECIALITY DRINKS: Asian juice drinks. DAIRY PRODUCTS: Drinking milk products; Milk; Flavored milk drinks; Soy beverages; Powder Milk; Cheese; Processed cheese; Unprocessed cheese; Yoghurt and sour milk drinks; Yoghurt; Sour milk drinks; Frozen yoghurt. SPREADS: Honey.

Product Notes: The company is able to import chilled products and dairy products.

Comments: The company currently imports dairy products from U.S., Australia and Eastern countries. Other imported food products include UHT milk (organic and non-organic), milk powder, fresh milk, yoghurt, juice, snacks and healthy food products in a number of categories. The company distributes mainly through supermarkets such as CR Vanguard, ParkNShop, Ole', Jusco, Walmart, Sam's Club and other similar retail chains.

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El Salvador

JFM, S.A. DE C.V.
website not given

Founded: 2000

Nature of Business: Importer, Distributor, Wholesaler

Customers: Convenience Stores, Supermarkets/Hypermarkets, HRI/Foodservice

Market Segments: Specialty/Gourmet, Wholesale, Healthy/Organic, Retail, Gluten-Free, Pet Food

Geographic Region Covered: El Salvador

Facilities: Warehouse and distribution center; own fleet of trucks

Shipping and Quotation Preferences:

- Consolidator in US: Yes - Miami, FL
- Preferred port of export from US: Yes - Miami, FL
- Preferred port of import in El Salvador: No
- Preferred export price quotation: FOB Miami

Products of Interest: CONFECTIONERY: Lollipops; Gum. BAKERY PRODUCTS: Breakfast cereals; Cereals (ready to eat). NOODLES: Instant noodles; Snack noodles. SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Tortilla and corn chips; Popcorn; Pretzels; Nuts; Other sweet and savoury snacks. SAUCES, DRESSINGS AND CONDIMENTS: Salad dressings; Regular salad dressings; Low fat salad dressings; Dips. READY MEALS: Canned and preserved ready meals; Dinner mixes. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other snack bars. SOUP: Canned and preserved soup; Shelf stable (UHT) soup. ALCOHOLIC BEVERAGES: Wine; Spirits; Beer. FUNCTIONAL DRINKS: Sports drinks; Energy drinks. CARBONATES: Low calorie cola carbonates; Lemonade and lime carbonates; Orange carbonates; Mixers. ASIAN SPECIALITY DRINKS. DAIRY PRODUCTS: Soy beverages; Chilled and shelf stable desserts. SPREADS: Jams and preserves; Chocolate spreads. PET FOOD.

Product Notes: The company is not able to import meat. The company does have the necessary permits to import alcoholic beverages including wine.

Comments: JFM imports 70% of their products from the U.S. The company has been recognized over the past 4 years (2010 – 2013) as a distinguished partner for their business with U.S. firms. In 2013, they added two new U.S. companies to the group of companies for whom they serve as representative and distributor. The company's customers include retailers such as Walmart, PriceSmart, and Super Selectos.

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France

Agidra

www.agidra.com

Founded: 1928

Nature of Business: Importer, Wholesaler

Customers: Supermarket/hypermarket, restaurants/foodservice, specialty/gourmet, convenience stores

Market Segments: Retail, bulk

Geographic Region Covered: France

Number of Employees: 25

Shipping and Quotation Preferences:

-Consolidator in US: No

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Nuts, Beans/Peas/Legumes (Dried), Cereal/Rice (Breakfast cereal, Granola), Condiments (Chile products, Dips, Dry mix sauces, Ethnic spices, Hot sauce, Miscellaneous spices, Mustards, Salad Dressings, Salsas, Spaghetti/Pizza sauce), Snack Foods (Chips, Cookies, Crackers/biscuits, Granola bars, Nuts, Popcorn), Vegetables (Canned), Fruits (Canned), Beverages (Fruit, Soft Drinks/Carbonated). ORGANIC Food Ingredients and Bulk Products of Interest: coconut, nut butters, nuts, olives, spices. OTHER FOOD INGREDIENTS: Dried Fruits.

Product Notes: The company works exclusively in Europe and is only interested in manufacturers that can produce food products which meet EU regulations (i.e., GMO-free, etc.). The company is interested in both organic and non-organic products. The company is not interested in refrigerated or frozen products.

Comments: Agidra is an importer and distributor of world food specialties. They have four main distribution channels: 1. Grand Frais (exclusive partnership, 132 stores), 2. Cash & Carry, 3. Website, 4. Other supermarket chains like Carrefour, restaurant chains, specialty stores, etc. Agidra has their own branded products as well: B&S for dried fruits, Savino for Mediterranean products, etc. In June 2014, they recently launched an organic range of 50 products in Grand Frais stores. The results are very encouraging and they are willing to expand their organic line in both finished goods and bulk products (like dried fruits, pulses). They are strongly interested in reliable, quality manufacturers/producers ready for exporting under their own brand or Agidra's private brands.

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France

Distriborg Group
www.distriborg.com

Founded: 1970

Nature of Business: Importer, Distributor, Wholesaler

Customers: Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice, Supermarkets/Hypermarkets

Market Segments: Healthy/Organic

Geographic Region Covered: France

Facilities: Offices and warehouses

Shipping and Quotation Preferences:

- Consolidator in US: No
- Preferred port of export from US: Yes - New York
- Preferred port of import in France: Yes - Marseille or Le Havre
- Preferred export price quotation:

Products of Interest: NOODLES: Instant noodles; Cups and bowl instant noodles; Pouch instant noodles. SAUCES, DRESSINGS AND CONDIMENTS: Bouillon and stock cubes; Soy based sauces. READY MEALS: Canned and preserved ready meals; Dried ready meals; Dinner mixes. DRIED PROCESSED FOOD: Rice. CANNED AND PRESERVED FOOD: Canned and preserved vegetables; Canned and preserved ready meals. SOUP: Canned and preserved soup; Dehydrated soup; Instant soup; Shelf stable (UHT) soup. FOOD INGREDIENTS: Protein; Soy and soy products.

Product Notes: The company is primarily interested in importing organic products; however, is also interested in learning about natural products.

Comments: The company was a pioneer in the organic foods sector in the 1990's and remains a leader in this sector. The mission of the company is to provide practical and easy to use (easy to prepare) food products that combine modern lifestyles with a healthy diet. The company's focus is the niche market providing bio-nutrition to the hypermarket and supermarket customer categories, as well as specialty retailers. The company has evolved from a distributor of dietetic products in the 1970's to its current status of marketing over 150 products under four brand names. In addition, the company is the exclusive distribution partner of a number of foreign brands and is focusing on developing the market for international cuisines.

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JAPAN

Aeon Topvalu Co., Ltd.

Business Title: Merchandiser

Nature of Business: Retailer

Customers: Supermarket/hypermarket

Work with a U.S.-based consolidator: Yes

Number of Employees: 400,000

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Bakery/Mixes/Products (Breads/Bread mixes), Cereal/Rice (Breakfast cereal, Granola), Health Foods (Natural products), Prepared Meals (Soups), Snack Foods (Candy bars, Chips, Chocolate, Cookies, Crackers/biscuits, Granola bars, Nuts, Popcorn).

Interested in products for: Retail

Comments: Aeon Topvalu is a company that develops Aeon private brands so they can adjust the taste to meet the Japanese preferences. They are looking for organic products that can be provided to the customers as inexpensively as possible. They are willing to purchase in small lots.

Product Notes: The company is interested in organic shelf-stable products.

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JAPAN

EDIFIC, Inc.
www.naturaledific.com

Founded:

Nature of Business: Importer, Distributor

Customers: Supermarket/hypermarket, restaurants/foodservice, food manufacturers, specialty/gourmet, natural/organic/health food stores, convenience stores, bulk

Market Segments: Retail, foodservice, ingredients

Geographic Region Covered: Japan

Number of Employees: 8

Shipping and Quotation Preferences:

-Consolidator in US: No

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Nuts, Beans/Peas/Legumes (Canned), Cereal/Rice (Breakfast cereal, Granola), Health Foods (Aloe Vera Products, Natural products), Snack Foods (Candy bars, Chips, Chocolate, Cookies, Crackers/biscuits, Granola bars, Nuts, Popcorn), Vegetables (Canned, Pickled), Fruits (Canned), Beverages (Fruit, Concentrates, Soft Drinks/Carbonated, Tea, Water). OTHER FOOD PRODUCTS OF INTEREST: Super foods, sorghum grain.

ORGANIC Food Ingredients and Bulk Products of Interest: aloe vera, cheese analogs, cocoa (cacao) products, coconut, coffee, corn/corn product, powdered dairy products, dietary fiber, maple products, molasses, nut butters, nuts, oats/oat products, oils, olives, seeds, small grains, soymilk, teas, wheatgrass.

Product Notes: The company is interested in refrigerated products, frozen products, organic products and non-organic products.

Comments: EDIFIC is a "Certified Importer of JAS Organic" and is importing organic and natural foods for vegans/vegetarians/macrobionics from the U.S. into Japan. They currently import products such as snack bars, vegan cheese, chocolates, and baby foods from the U.S. and would like to find more organic products to bring into their country. They are now particularly looking for reasonably-priced products with a shelf life of more than 12months, which are ambient, and can be shipped via sea freight. (Sometimes the temperature inside of the container would be over 120 degrees F, so the product should be able to withstand the high shipping temperatures while maintaining product quality.)

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JAPAN

Youki Trading Co., Ltd.
www.youkitrading.co.jp

Founded: 1990

Nature of Business: Importer, Distributor, Wholesaler, Manufacturer

Customers: Supermarket/hypermarket, restaurants/foodservice, food manufacturers, specialty/gourmet

Market Segments: Retail, foodservice, ingredients, bulk

Geographic Region Covered: Japan

Number of Employees: 20

Shipping and Quotation Preferences:

-Consolidator in US: Yes - Anaheim

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Bakery/Mixes/Products (Bakery mixes / dough, Cakes/Cake mixes, Flavorings), Cereal/Rice (Breakfast cereal, Granola), Health Foods (Natural products), Condiments (BBQ sauce, Chile products, Dips, Dry mix sauces, Ethnic spices - Cajun, Creole, Tex-Mex, Hot sauce, Miscellaneous spices), Prepared Meals, Snack Foods (Candy bars, Chips, Chocolate, Cookies, Crackers/biscuits, Granola bars), Beverages (Fruit, Concentrates, Soft Drinks/Carbonated, Tea). Other Non-Food Products: Health and Beauty Products, Personal Care Products.

Product Notes: The company is interested in both organic and non-organic products. The company is not interested in refrigerated products or frozen products.

Comments: Youki Trading was established in March 1990 by Mr. Noriyasu Kyo, who has more than 20 years of experience in the Japanese food and trading industry. Youki Trading imports products from 30 countries in Europe, North and South America, the Middle East, Australia, and countries throughout Asia. Besides the main line of quality food products, Youki Trading also imports wine, olive oil, and organic food. The raw materials that Youki Trading imports are converted into finished products under the private brand name "Youki", manufactured by Youki Foods Co., Ltd. To ensure food of a superb standard, not only do they rely on high-quality food materials, but also sophisticated information and food distribution systems which are linked with supermarkets and department stores all over Japan. Youki Trading and Youki Foods work independently but jointly explore the world of delicacies. The united effort of the whole group is to meet the different needs of each respective client and to provide the best possible service. Youki Trading would like to expand their organic product line and also to find interesting trendy American foods which could suit the Japanese market.

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KOREA

Living Life, Inc.
www.elivinglife.co.kr

Founded: 1993

Nature of Business: Importer, Distributor

Customers: Convenience Stores, Supermarkets/Hypermarkets, Food Companies

Market Segments: Wholesale, Healthy/Organic, Ingredients, Private Label, Bulk

Geographic Region Covered: Korea and China

Facilities: Warehouses

Shipping and Quotation Preferences:

- Consolidator in US: No
- Preferred port of export from US: No
- Preferred port of import in South Korea: Yes - Busan Port
- Preferred export price quotation: CAD, FOB Busan

Products of Interest: CONFECTIONERY: Sugar Confectionery; Other sugar confectionery. BAKERY PRODUCTS: Breakfast cereals; Cereals (ready to eat); Hot cereals. SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Nuts; Other sweet and savoury snacks. DRIED PROCESSED FOOD: Dessert mixes; Dried ready meals. SNACK BARS: Granola bars; Breakfast bars; Fruit bars; Other snack bars. BABY FOOD: Prepared baby food; Dried baby food; Other baby food. ASIAN SPECIALITY DRINKS: Cereal and pulse-based drinks. FOOD INGREDIENTS: Dietary supplement; Fruit (raw, processed, dehydrated or frozen); Nuts or nut pastes; Oats and oat products; Rice or rice product; Sunflower and products.

Product Notes: The company is not able to import alcoholic beverages, including wine. In addition to products listed above, the company is interested in finding suppliers of processed and dried fruits, dried yogurt snacks cereal, bakery mixes, bakery products, oat products, baby foods, kid foods, drinks and beverages, and ready-meal products.

Comments: Living Life has been importing various processed food ingredients, muesli, granola, dried fruits, etc. from Europe. It supplies to large food companies and retail stores and produces food products as OEM basis. It is importing various cereal and breakfast snacks from Europe, and would like to import new food products from the U.S. The company has wide distribution channels including Emart that has 130 branches in Korea, GS 25 convenience store that has more than 5,000 stores and Mini Stop convenience store with 2,000 stores, and other retail chains. The company produced private label products for large Korean companies including Pulmuone (annual sale is \$25 billion), Ottogi, Dongwon, Amorepacific, and others. The company also has some distribution channels in China. The buyer visited Natural Product Expo West in 2012, but did not participate in the buyers mission meetings; so he is looking forward to this opportunity in 2015.

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KOREA

Ranieri Korea
www.organic119.com

Founded:

Nature of Business: Importer, Distributor

Customers: Supermarket/hypermarket, restaurants/foodservice, food manufacturers, specialty/gourmet, natural/organic/health food stores, convenience stores

Market Segments: Retail, foodservice, bulk

Geographic Region Covered: Korea

Number of Employees:

Shipping and Quotation Preferences:

-Consolidator in US: Yes - Los Angeles

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Bakery/Mixes/Products (Breads/Bread mixes, Flavorings), Beans/Peas/Legumes (Canned), Cereal/Rice (Breakfast cereal, Granola, Pasta), Health Foods (Natural products), Condiments (Dips, Ketchup, Mayonnaise, Salad Dressings, Salsas, Spaghetti/Pizza sauce, Vinegar), Prepared Meals (Canned ready to serve, Soups), Snack Foods (Candy bars, Chips, Chocolate, Cookies, Granola bars, Nuts, Popcorn), Vegetables (Frozen), Fruits (Canned), Beverages (Fruit, Concentrates, Soft Drinks/Carbonated, Tea). OTHER FOOD PRODUCTS OF INTEREST: Baby Food/Care Products.

ORGANIC Food Ingredients and Bulk Products of Interest: cocoa (cacao) products, coconut, nuts, oils, olives, soymilk, sweeteners.

Product Notes: The company would like to launch U.S. organic, natural, and health foods in the Korean market. They are interested in refrigerated products and frozen products.

Comments: Ranieri is mainly focused on import and distribution of organic and natural products in the Korean market. They import organic and conventional products like chocolates, olive oil, vegetable oil, raisins, coffee, and coconut water from Europe, the U.S., and Southeast Asia. Ranieri's main customers are department stores, supermarkets, organic food stores, on-line shops, and food manufacturers which consumer organic products or produce in bulk. Ranieri also supplies their imported products to franchise companies for vegetarian diets and for various kinds of food services. They also specialize in supplying a number of shops for infants and kids. They supply their oils, chocolates, and coffee to some Korean hotels. Many of the imported brands they represent have been in the market for more than 10 years and are steady and best-selling brands in each category. They are looking for organic and natural products, as well as health foods, from the U.S. 5 employees.

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KOREA

Youngnam Corporation Limited
www.yncorp.cokr

Founded: 1984

Nature of Business: Importer, Distributor

Customers: Supermarket/hypermarket, restaurants/foodservice, specialty/gourmet, natural/organic/health food stores, convenience stores

Market Segments: Retail, foodservice, bulk

Geographic Region Covered: Vietnam

Number of Employees: 52

Shipping and Quotation Preferences:

-Consolidator in US: Yes

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Cereal/Rice (Breakfast cereal, Granola, Pasta), Health Foods (Natural products), Condiments (Dips, Hot sauce, Salsas, Spaghetti/Pizza sauce), Snack Foods (Beef Jerky, Candy bars, Chips, Chocolate, Cookies, Crackers/biscuits, Granola bars, Nuts, Popcorn), Fruits (Canned), Beverages (Fruit, Concentrates, Soft Drinks/Carbonated). OTHER FOOD PRODUCTS OF INTEREST: Jelly products.

ORGANIC Food Ingredients and Bulk Products of Interest: nuts.

Product Notes: The company is interested in refrigerated products, frozen products, organic products and non-organic products.

Comments: YoungNam Co., Ltd. has been handling imported confectionery and edible and non-food items since their inception in 1984. They are a leading importer and distributor and distribute to department stores, discount stores, supermarkets, CVS, drug stores, Internet shopping malls, cable TV home shopping, and via distributors throughout Korea.

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KOREA

Yugginongsan Co., Ltd.
www.organic-story.com

Founded: 1999

Nature of Business: Importer, Distributor

Customers: Supermarket/hypermarket, specialty/gourmet, natural/organic/health food stores, convenience stores

Market Segments: Retail

Geographic Region Covered: Korea

Number of Employees: 70

Shipping and Quotation Preferences:

-Consolidator in US: Yes - LA, Oakland, Chicago

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Beans/Peas/Legumes (Dried), Condiments (BBQ sauce, Dry mix sauces, Hot sauce, Ketchup, Mayonnaise, Pizza sauce, Salad Dressings, Spaghetti/Pizza sauce), Prepared Meals (Soups – in pouch, retort type), Snack Foods (Candy bars, Chips (1 year shelf life without corn), Chocolate, Cookies, Nuts), Vegetables (Pickled cucumbers), Beverages (Soft Drinks/Carbonated in glass or PET bottle, Water – carbonated or flavored). Other Non-Food Products: Baby Food/Care Products – finger foods for babies.

Product Notes: The company is interested in organic and eco-friendly processed products. The company is not interested in refrigerated or frozen products.

Comments: Yugginongsan Co. Ltd. is a subsidiary of Korean Organic Distribution Group, who is the largest organic and eco-friendly fruit and vegetable distributor in Korea. They handle about 400 skus and have their own private label brand, “organic story”. Yugginongsan is the Korean distributors of several national U.S. organic and natural food brands. They are a very strong distributor covering all major department store channels (38 stores). They also distribute organic items to hypermarkets and CVS as a wholesaler. Yugginongsan also supplies their products to top hotel chains and independent food stores.

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MEXICO

Natureganix, SAPI de C.V.
www.natureganix.com

Founded:

Nature of Business: Importer, Distributor, Foodservice

Customers: Supermarket/hypermarket, restaurants/foodservice, food manufacturers, specialty/gourmet, natural/organic/health food stores

Market Segments: Retail

Geographic Region Covered: Mexico

Number of Employees: 10

Shipping and Quotation Preferences:

-Consolidator in US: No (they pick up)

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Bakery/Mixes/Products (Bakery mixes / dough, Cakes/Cake mixes, Flavorings, Pizza Crust), Cereal/Rice (Granola), Prepared Meals (Soups), Snack Foods (Chips, Cookies).

ORGANIC Food Ingredients and Bulk Products of Interest: flax, flours, oats/oat products, small grains, wheat product, yeast products.

Product Notes: The company is interested in organic and non-organic products. The company is not interested in refrigerated or frozen products.

Comments: Natureganix is a company dedicated to the brand development of healthy U.S. products in Mexico. They handle shelf-stable products only. Natureganix has pick-up capabilities and different warehouse locations with in-bond capabilities. They provide all translations and compliance certification of all their brands. Natureganix is based in Mexico City with a corporate office in Cancun. They currently represent 8 U.S. brands, including a major U.S. national brand. Natureganix is looking for healthy manufacturers that have a well-positioned brand in the U.S. and are interested in entering the Mexican market. **Additional Notes:** They are a very unique company as the owner has a personal perspective of the U.S. He was educated in the U.S. and has previously worked in the U.S. According to the buyer, his personal goals in health development for Mexico makes Natureganix a good choice for U.S. brands that are looking to develop their name in Mexico and provide a responsible and sustainable growth in the Mexican market.

**ORGANIC TRADE ASSOCIATION REVERSE BUYERS MISSION
AT NATURAL PRODUCTS EXPO WEST 2015
PRELIMINARY BUYER PROFILES**

sponsored by Food Export – Midwest

The Netherlands

2Food BV
www.2food.nl

Founded: 2004

Nature of Business: Importer, Distributor, Wholesaler

Customers: Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice, Supermarkets/Hypermarkets

Market Segments: Wholesale, Fresh, Healthy/Organic, HRI/Foodservice, Private Label, Retail, Gluten-Free

Geographic Region Covered: The Netherlands

Facilities: Wholesalers, Hotels, catering, retail stores, and many others

Shipping and Quotation Preferences:

- Consolidator in US: No
- Preferred port of export from US: Yes - Florida
- Preferred port of import in The Netherlands: Yes - Rotterdam
- Preferred export price quotation: Euro

Products of Interest: SWEET AND SAVOURY SNACKS: Fruit snacks; Nuts. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other snack bars. FROZEN PROCESSED FOOD: Oven baked potato chips; Other-oven baked potato products; Non-oven frozen potatoes; Frozen bakery products; Frozen desserts; Frozen ready meals; Frozen pizza; Frozen soup; Frozen noodles; Other frozen processed food. FUNCTIONAL DRINKS: Sports drinks; Energy drinks; Elixirs. FRUIT AND VEGETABLE JUICE: 100% juice; Not from concentrate 100% juice; Reconstituted 100% juice; Frozen 100% juice; Nectars (25-99% juice); Unfrozen nectars; Frozen nectars; Juice drinks (up to 24% juice); Fruit-flavored drinks (no juice content). CARBONATES: Cola carbonates; Regular cola carbonates; Low calorie cola carbonates; Non-cola carbonates; Lemonade and lime carbonates; Orange carbonates; Mixers; Other non-cola carbonates. HIGH-STRENGTH READY-TO-DRINK PREMIXES. 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. CONCENTRATES: Liquid concentrates; Powder concentrates. DAIRY PRODUCTS: Ice cream; Impulse ice cream; Single portion dairy ice cream; Single portion water ice cream; Multi-pack dairy ice cream; Multi-pack water ice cream; Take-home ice cream; Take-home dairy ice cream; Ice cream desserts; Bulk ice cream; Take-home water ice cream; Frozen yoghurt; Artisanal ice cream.

Product Notes: The company is able to import frozen products, chilled products, and biotech/GMO products. The company does not have the necessary permits to import alcoholic beverages.

Comments: 2Food BV is operating as the expert for natural and organic foods and beverages on the Dutch market. In their ten years in the market, the company has developed excellent knowledge of the industry, market demand and developments. 2Food is as an exclusive distributor of the Florida's Natural juices in The Netherlands. In addition, the company trades several other popular natural food and drinks brands like Bionade, Good Heavens, Canadian Red or My Smoothie. With their attendance at the Natural Products Buyers Mission, the company intends to enlarge their product assortment. Sourcing for new trade partners in the U.S., 2 Foods is hoping the suppliers will view the company as a perfect match for the Benelux market.

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AT NATURAL PRODUCTS EXPO WEST 2015
PRELIMINARY BUYER PROFILES**

sponsored by Organic Trade Association

The Netherlands

Health Ingredients Trading BV
www.healthit.nl

Founded:

Nature of Business: Importer, Broker

Customers: Food manufacturers, natural/organic/health food stores, bulk

Market Segments: Foodservice, ingredients, bulk

Geographic Region Covered: The Netherlands

Number of Employees: 5

Shipping and Quotation Preferences:

-Consolidator in US: No

Products of Interest: ORGANIC Food Ingredients and Bulk Products of Interest: antioxidants, cocoa (cacao) products, coconut, powdered dairy products, dietary fiber, essential fatty acids, essential oils, fats, flavors and extracts, flax, fruits, honey/bee products, nuts, oils, seeds, spices, supplements, vitamins, wheatgrass, whey products. OTHER FOOD INGREDIENTS.

Product Notes: The company is interested in organic products. The company is not interested in non-organic products or refrigerated or frozen products.

Comments: Health Ingredients Trading is a trading company based in the Netherlands which mainly works 90-95% organic food products/ingredients. They strive to buy and sell the best possible quality organic ingredients in the market. The buyer states that due to their efficient way of working, they are able to offer high-quality ingredients at a competitive price. Their companies looks further than a one-stop buy. They believe building relationships with their suppliers and customers will give all parties a lot of benefits towards the future. They are confident that organic is the future way of living. **Additional Notes:** They are looking for long-term relationships. They are a strong financial company. They have an efficient logistic network in Europe and are a well-known trading company in Europe for its high-quality product.

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AT NATURAL PRODUCTS EXPO WEST 2015
PRELIMINARY BUYER PROFILES**

sponsored by Organic Trade Association

THAILAND

Kodanmal Corporation Co., Ltd.
www.kodanmalcorp.com

Founded:

Nature of Business: Importer, Distributor

Customers: Supermarket/hypermarket, restaurants/foodservice, food manufacturers, specialty/gourmet, natural/organic/health food stores, convenience stores

Market Segments:

Geographic Region Covered: Thailand

Number of Employees: 50

Shipping and Quotation Preferences:

-Consolidator in US: No

Products of Interest: ORGANIC Retail / Foodservice Products of Interest: Bakery/Mixes/Products (Bakery mixes / dough, Breads/Bread mixes, Cakes/Cake mixes, Flavorings, Nuts), Cereal/Rice (Pasta), Health Foods (Natural products), Condiments (BBQ sauce, Chile products, Dips, Dry mix sauces, Miscellaneous spices, Mustards, Pizza sauce, Salad Dressings, Salsas, Spaghetti/Pizza sauce, Vinegar), Snack Foods (Candy bars, Chips, Chocolate, Cookies, Crackers/biscuits, Nuts), Vegetables (Frozen, Fresh), Fruits (Frozen, Fresh), Beverages (Fruit, Tea). Other Non-Food Products: Baby Food/Care Products.

ORGANIC Food Ingredients and Bulk Products of Interest: cheeses, cultured dairy products, powdered dairy products, dietary fiber, fruit sauces, fruits, culinary herbs, honey/bee products, milk/milk products, nuts, oats/oat products, olives, seasonings, teas, toppings, vinegars

Product Notes: The company is interested in refrigerated and frozen products and organic and non-organic food products. Specifically looking for organic food (muesli, snacks, etc.), baby food, seasoning mix, organic or functional tea, sauces, juices, and any item that is just launched in the USA.

Comments: Kodanmal has been in the Thai food industry for many years and are now focusing on bringing organic, sugar-free, and healthy products into Thailand. They are keen to list the products with all major retailers (approximately 1,000 stores) and to promote healthy products. They plan to be successful by doing marketing campaigns, promotions, and even specialty shelves with retailers. Kodanmal aims to build up organic brands in Thailand. The Thailand market is now ready for organic products, which will start in small volumes but has the potential for very strong growth.

**ORGANIC TRADE ASSOCIATION REVERSE BUYERS MISSION
AT NATURAL PRODUCTS EXPO WEST 2015
PRELIMINARY BUYER PROFILES**

sponsored by Food Export – Midwest

Vietnam

T&N Trading Company

website not given

Founded:

Nature of Business: Importer, Distributor, Retailer, Wholesaler

Customers: Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice, Supermarkets/Hypermarkets

Market Segments: Specialty/Gourmet, Direct to Public, Wholesale, Fresh, Healthy/Organic, HRI/Foodservice, Retail

Geographic Region Covered: Vietnam

Facilities: Office, retail shop, warehouse

Shipping and Quotation Preferences:

- Consolidator in US: Yes – Los Angeles
- Preferred port of export from US: Yes – Long Beach
- Preferred port of import in Vietnam: CatLai Port, Ho Chi Minh City
- Preferred export price quotation: Exwork, C&F Price

Products of Interest: CONFECTIONERY: Chocolate Confectionery; Boxed assortments; Seasonal chocolate; Chocolate with toys; Other chocolate confectionery; Mints; Pastilles, gums, jellies, and chews; Toffees, caramels, nougat; Medicated confectionery; Other sugar confectionery; Gum; Chewing gum. NOODLES: Instant noodles; Cups and bowl instant noodles. SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Tortilla and corn chips; Nuts; Other sweet and savoury snacks. SAUCES, DRESSINGS AND CONDIMENTS: Tomato pastes and purees; Herbs and spices; Pasta sauces; Wet and cooking sauces; Ketchup; Mayonnaise; Regular mayonnaise; Low fat mayonnaise; Mustard; Salad dressings; Regular salad dressings; Low fat salad dressings; Vinaigrettes; Other sauces, dressings and condiments. READY MEALS: Canned and preserved ready meals. DRIED PROCESSED FOOD: Dried pasta; Instant noodles. CANNED AND PRESERVED FOOD: Canned and preserved vegetables; Canned and preserved tomatoes; Canned and preserved beans; Canned and preserved fruit. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other snack bars. BABY FOOD: Milk formula; Standard milk formula; Dried baby food; Other baby food. OILS AND FATS: Olive oil; Vegetable and seed oil. SOUP: Canned and preserved soup. ALCOHOLIC BEVERAGES: Beer; Cider and Perry. FUNCTIONAL DRINKS: Sports drinks; Energy drinks. CARBONATES: Cola carbonates; Regular cola carbonates; Low calorie cola carbonates; Non-cola carbonates; Lemonade and lime carbonates; Orange carbonates; Mixers; Other non-cola carbonates. COFFEE (READY TO DRINK). TEA (READY TO DRINK). CONCENTRATES: Powder concentrates. DAIRY PRODUCTS: Drinking milk products; Milk; Flavored milk drinks; Yoghurt and sour milk drinks; Yoghurt; Sour milk drinks. PASTA: Dried pasta. SPREADS: Jams and preserves; Honey; Chocolate spreads.

Product Notes:

Comments: