

**Natural Products Buyers Mission at Natural Products Expo West 2016
Anaheim, CA 03/10/2016 - 03/11/2016
BUYER PROFILES**

BELGIUM - Wonderfood S.P.R.L./B.V.B.A.

Contact Information

Address: Rue Buisson Aux Loups 11, Nivelles, 1400 BELGIUM

Title: Owner

Website: <http://www.wonderfood.eu>

Company Information

Year Founded: 2004

Company Bio: For over ten years, Wonderfoods has been a leading food importer and distributor in Belgium and the Netherlands. Supplying the retail, wholesale, foodservice and private label sector, the company managed to strengthen its position and influence through a wide trade network in the EU market. Importing US goods worth more than half a million dollars, Wonderfood registered double digit growth in the American foods segment during recent years and is looking to enlarge their portfolio of US products.

Nature of Business: Distributor, Importer, Retailer, Wholesaler

Customers: Retail - Convenience, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery

Market Segment: Ethnic, Natural/Organic, Private Label, Retail, Specialty/Gourmet

Geographic Regions Served: Benelux

Facilities: Warehouses and distribution centers

Shipping Information and Quotation Preferences

Consolidator in US: No

Preferred Port of Import: Antwerpen, Belgium

Preferred Export Price Quotation: Ex-works / Delivered / Door to Door

Products

Capacity to Import:

Products Not Able to Import: Meat, Dairy

Additional Information: Sponsored by Food Export-Midwest.

Products of Interest: CONFECTIONERY: Chocolate Confectionery; Tablets; Countlines; Bagged Selflines and softlines; Boxed assortments; Seasonal chocolate; Chocolate with toys; Alforjes; Other chocolate confectionery; Sugar Confectionery; Mints; Boiled sweets; Pastilles, gums, jellies, and chews; Toffees, caramels, nougat; Medicated confectionery; Lollipops; Liquorice; Other sugar confectionery; Gum; Chewing gum; Bubble gum. BAKERY PRODUCTS: Bake goods; Bread; Pastries; Cake; Biscuits; Sweet biscuits; Savoury biscuits and crackers; Bread Substitutes; Breakfast cereals; Cereals (ready to eat); Hot cereals. SAUCES, DRESSINGS AND CONDIMENTS: Tomato pastes and purees; Bouillon and stock cubes; Stock cubes; Gravy granules; Liquid stocks and fonds; Herbs and spices; Monosodium glutamate (MSG); Table sauces; Soy based sauces; Pasta sauces; Wet and cooking sauces; Dry sauces and powder mixes; Ketchup; Mayonnaise; Regular mayonnaise; Low fat mayonnaise; Mustard; Salad dressings; Regular salad dressings; Low fat salad dressings; Vinaigrettes; Dips; Pickled products; Other sauces, dressings and condiments. READY MEALS: Canned and preserved ready meals; Frozen ready meals; Dried ready meals; Chilled ready meals; Dinner mixes; Frozen pizza; Chilled pizza; Prepared salads. DRIED PROCESSED FOOD: Rice; Dessert mixes; Dried ready meals; Dehydrated soup; Instant soup; Dried pasta; Plain noodles; Instant noodles; Cups and bowl instant noodles; Pouch instant noodles. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars; Other snack bars. CARBONATES: Cola carbonates; Regular cola carbonates; Low calorie cola carbonates; Non-cola carbonates; Lemonade and lime carbonates; Orange carbonates; Mixers; Other non-cola carbonates. SPREADS: Jams and preserves; Honey; Chocolate spreads; Nut-based spreads; Yeast-based spreads.



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BULGARIA - Balev Ltd	
Contact Information	
Address:	blv. Botevgradsko Shose 247, Sofia, 1517 BULGARIA
Title:	Managing Director
Website:	http://www.balevbiomarket.com
Company Information	
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 and Wood, Retail, Specialty/Gourmet
Geographic Regions Served:	Bulgaria/Greece
Facilities:	Warehouses / Chilled and refrigerated storage
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Export Price Quotation:	EXW or FOB
Products	
Capacity to Import:	Dairy Products, Frozen Products, Meat Products
Products Not Able to Import:	
Additional Information:	<p>Sponsored by Food Export-Midwest.</p> <p>Responding to the increasing demand for organic and natural products, as well as American foods, Balev plans to widen its assortment of US products. The company is looking for suppliers for direct import to build long-term relationships.</p> <p>Products of Interest: CONFECTIONERY. BAKERY PRODUCTS: Biscuits; Sweet biscuits; Savoury biscuits and crackers; Breakfast cereals; Cereals (ready to eat); Hot cereals. 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. 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. FUNCTIONAL DRINKS: Elixirs. COFFEE (READY TO DRINK). FOOD INGREDIENTS: Essential oils; Seeds. Supplements / Superfoods. Raw Food. Organic food with more than 6 months shelf life.</p>



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CANADA - Abundant by Design Inc	
Contact Information	
Address:	6477-184th Street, Alberta, T5T 1Z9 CANADA
Title:	CEO
Website:	http://www.abundantbd.com
Company Information	
Year Founded:	2015
Company Bio:	Abundant by Design is a full service company offering distribution, brand management, business consulting, brand 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 Information:	Sponsored by Food Export-Midwest. 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: Canned-preserved vegetables; Canned-preserved tomatoes; Canned-preserved beans; Canned-preserved fruit; Canned-preserved 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.



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CANADA - iLevel Management Inc.	
Contact Information	
Address:	2001 - 38 Dan Leckie Way, Toronto, ON CANADA
Title:	President
Website:	http://www.ilevelmanagement.ca
Company Information	
Year Founded:	2013
Company Bio:	iLevel Management is a full service sales and marketing company that specializes in natural and organic products. 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 our 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.
Nature of Business:	Broker
Customers:	Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Market Segment:	Ethnic, Food Ingredients, Health and Beauty, Pet Food, Retail, Specialty/Gourmet
Geographic Regions Served:	Canada
Facilities:	
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Export Price Quotation:	
Products	
Capacity to Import:	Chilled Products, Frozen Products
Products Not Able to Import:	GMO
Additional Information:	Sponsored by the Organic Trade Association. 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: Cookies, Snack Foods: Confectionary, Snack Foods: Crackers/Biscuits, Snack Foods: Granola Bars, Snack Foods: Nuts, Snack Foods: Popcorn, Vegetables, Vegetables: Pickled, Fruits, Fruits: Frozen, Fruits: Fresh, Beverages, Beverages: Fruit, Beverages: Soft Drinks/Carbonated. Health and Beauty Products, Baby Food/Care Products, Personal Care Products



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CHINA - Mingkanghui Health Food Group Co., Ltd.	
Contact Information	
Address:	19F of Hailiang Building, No.118, Zhongjiang Rd, Putuo District, Shanghai, CHINA
Title:	Purchase Manager
Website:	http://www.mingkanghui.com.cn
Company Information	
Year Founded:	2013
Company Bio:	Mingkanghui Health Food Group Co., Ltd., is a wholly-owned subsidiary company founded in 2014 by Hailiang Group, the 16th among the Top 500 Chinese Private Enterprises. Hailiang has already invested billions into agriculture business and has farms all over China. There are 16 retail shops in Eastern China and another 40 shops are predicated to open in 2016 by Mingkanghui. Healthy and natural products available in the stores are the selling points of the company.
Nature of Business:	Importer,Retailer
Customers:	Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Market Segment:	Private Label, Retail, Seafood, Specialty/Gourmet
Geographic 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 Information and Quotation Preferences	
Consolidator in US:	Oakland, CA
Preferred Port of Export from US:	
Preferred Port of Import:	Shanghai, Ningbo, Changzhou
Preferred Export Price Quotation:	FOB, CIF, ExWorks, Etc.
Products	
Capacity to Import:	Alcoholic Beverages, Chilled Products, Dairy Products, Frozen Products
Products Not Able to Import:	GMO, Meat
Additional Information:	<p>Sponsored by Food Export-Midwest.</p> <p>Currently the company imports groceries, wine, beef and other products from US, Australia, Europe and Asia and 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.</p> <p>Products of Interest: SWEET AND SAVOURY SNACKS: Fruit snacks; Chips and crisps; Extruded snacks; Nuts. SAUCES, DRESSINGS AND CONDIMENTES: Tomato pastes and purees; Pasta sauces; Other sauces, dressings and condiments. CANNED AND PRESERVED FOOD: Canned and preserved fish and seafood. SNACK BARS: 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.</p>



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DENMARK - Alsiano AS	
Contact Information	
Address:	Alsiano A/S (HQ), Blokken 21, 3460 Birkerød, , DENMARK
Title:	Managing Director/Int'l Business Manager
Website:	http://www.alsiano.com
Company Information	
Year Founded:	1965
Company Bio:	The group is three different companies. Alsiano AS is the mother company, dealing in raw material for food, nonfood and pharma industry. We also do private label products, that is lending and packing for our customers and cover the Nordic countries (Sweden, Denmark, Finland and Norway). We have sister companies called Mountainfield located in Sweden and Denmark which sell directly to retailers and through distributors to catering, both in our own brand but also other brands. We have a big demand for organic products and like to find more options and partners. Additional website: www.mountainfield.dk
Nature of Business:	Importer/Distributor
Customers:	Food Manufacturing, Food Service/HORECA, Retail - Convenience, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Market Segment:	Ethnic, Food Ingredients, Foodservice/HRI, Natural/Organic, Pet Food, Private Label, Retail, Specialty/Gourmet
Geographic Regions Served:	Denmark, Sweden, Finland, Norway
Facilities:	
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Export Price Quotation:	
Products	
Capacity to Import:	Chilled Products
Products Not Able 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.



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GERMANY - Andretta Fruchtimport GmbH	
Contact Information	
Address:	Großmarkt 70327 Stuttgart, , GERMANY
Title:	Buyer
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 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 vegetables



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HONG KONG - Dairy Farm Co Ltd	
Contact Information	
Address:	5th Fl, Devon House, 979 King's Road, Causeway Bay, Hong Kong, HONG KONG
Title:	Category Manager
Website:	http://www.wellcome.com.hk/wd2shop/html/corporate/index.html
Company Information	
Year Founded:	1998
Company Bio:	Dairy Farm is in the top 3 retail groups in Hong Kong and owns Wellcome, which was founded in 1945 and is Hong Kong's largest and longest established supermarket chain. Wellcome has 8000 employees and a network of over 280 stores in Hong Kong. In addition, 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
Geographic Regions Served:	Hong Kong
Facilities:	Retail stores (280)
Shipping Information and Quotation Preferences	
Consolidator in US:	Seattle, WA and San Francisco, CA
Preferred Port of Export from US:	
Preferred Export Price Quotation:	FOB & C&F
Products	
Capacity to Import:	Chilled Products, Dairy Products, Frozen Products
Products Not Able to Import:	Alcoholic Beverages
Additional Information:	<p>Sponsored by Food Export-Midwest.</p> <p>The buyer is interested in understanding the natural and organic trends in the US market, sourcing natural and healthy products, and establishing business relationships.</p> <p>Products of Interest: CONFECTIONERY: Sugar Confectionery; Toffees, caramels, nougat; Liquorice; Gum; Chewing gum. BAKERY PRODUCTS: Biscuits; Breakfast cereals. SWEET 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.</p>



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JAPAN - Assistvaleur Co., Ltd	
Contact Information	
Address:	2-2-3 Minami-honmachi, Chuo-ku, Osaka, 541-0054 JAPAN
Title:	President
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
Facilities:	
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Export Price Quotation:	
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.



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JAPAN - Krongthip, Inc.	
Contact Information	
Address:	Yubinbango 171-0031, Toshima-ku, Tokyo Mejiro, 4-31-22 B1 JAPAN
Title:	VP
Website:	http://www.krongthip.co.jp
Company Information	
Year Founded:	1999
Company Bio:	Until 2012, our main imported products were all fashion and lifestyle items such as fashion meets function shoes (Kalso Earth shoes, etc.). Through market research in the U.S., we realized the possibility of offering "Craft Food" and "Good Food" to Japanese fashion and lifestyle retailers, so we started to import natural and tasty craft foods with good looking packaging. (This is very important for us and our clients). Our client base increased more than 200% in the past 24 months, not only in the fashion and lifestyle markets but also in the natural foods, organic stores, groceries, and food service industries. We strongly feel there is more room for U.S. organic/natural craft food in Japan and we are willing to expand our business in this category. We cover various categories and have a wide range of clients. Also we have accounts with several grocery vendors covering wide range of groceries, convenience store, drug store etc. By choosing products which stand out in taste, look, and ingredients, and have interesting stories behind them, the press often writes about our products in a wide range of media - from trade to fashion, lifestyle, and health.
Nature of Business:	Importer/Distributor,Wholesaler
Customers:	Retail - Convenience,Retail - Natural/Organic/Healthy,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Market Segment:	Natural/Organic, Retail, Specialty/Gourmet
Geographic Regions Served:	Japan
Facilities:	
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Export Price Quotation:	
Products	
Capacity to Import:	
Products Not Able to Import:	GMO, Chilled Products, Frozen Products
Additional Information:	<p>Sponsored by the Organic Trade Association.</p> <p>Interested in organic products only. We are looking for items which has honest ingredients, (non-GMO, organic whenever possible, natural, no-HFCS, preserves, additives, vegan), exceptional taste when compared, standing out in its look and clean packaging at the same time. Small batch is welcome since still our business is small and our clients love small batch. To avoid having extremely expensive RRP , we prefer importing from West Coast. 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.</p> <p>Products of Interest: Health Foods, Snack Foods, Beverages, Health and Beauty Products, Personal Care Products, Clothing and Textiles, Other Non-Food Products: household items, oral care, bath goods. Specific products of interest are dairy-free beverages, marshmallow, salad dressing, coffee specially blended and roasted for cold brew, chai tea mix with milk or non-dairy milk powder, stick of powder include organic fruits and chia seed and probiotics, vegan gummy, organic brain food, pouched gourmet condiments (mustard, ketchup, mayo), kefir water making kit, tablet that makes electrolyzed water, organic protein.</p>



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JAPAN - Natural House	
Contact Information	
Address:	6-14-15, Akasaka, Minato-ku, Tokyo, 107 JAPAN
Title:	Chief Clerk
Website:	http://www.naturalhouse.co.jp/
Company Information	
Year Founded:	1982
Company Bio:	Natural House is in the business of organic food and the production and sale of organic cosmetics. We sell organic food, organic cosmetics, perishables, diet food, supplements (extract supplement herb), low-sodium food, and functional foods to the public. Our corporate philosophy is to pray for life. We tie visitors and producers through organic products. I plan harmony of nature, ecosystem, the society and widen a ring of community loving people and contribute to the future creation that children can live for in peace.
Nature of Business:	Retailer
Customers:	Retail - Specialty/Gourmet
Market Segment:	Natural/Organic, Pet Food, Retail, Specialty/Gourmet
Geographic Regions Served:	Japan
Facilities:	
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Export Price Quotation:	
Products	
Capacity to Import:	Alcoholic Beverages, Chilled Products, Frozen Products
Products Not Able to Import:	GMO
Additional Information:	<p>Sponsored by the Organic Trade Association.</p> <p>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.</p> <p>Products of Interest:</p> <p>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</p>



**Natural Products Buyers Mission at Natural Products Expo West 2016
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BUYER PROFILES**

MEXICO - Smart Holding Mexico	
Contact Information	
Address:	Anastacio Bustamante No. 76 Int. 8, Francisco Sarabia, Zapopan, Jalisco, 45235, MEXICO
Title:	Sales Director
Website:	http://www.smartmexico.com.mx
Company Information	
Year Founded:	2006
Company Bio:	Smart Mexico currently imports 95% of the products it sells; all of them are imported from USA. We have a product 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	
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.
Additional Information:	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



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BUYER PROFILES**

SOUTH KOREA - E-mart	
Contact Information	
Address:	377, Ttukseom-ro, Seongdong-gu, Seoul, SOUTH KOREA
Title:	Senior Product Manager
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 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:	<p>Sponsored by the Organic Trade Association.</p> <p>This company is interested in only organic products. They are specifically interested in olive oil, canola oil, maple syrup.</p> <p>Products of Interest:</p> <p>Health Foods: Natural Products, Condiments: Dips, Condiments: Mustards, Condiments: Salad Dressings, Vegetables: Canned, Other Food Products: oil, Syrup like maple etc. Food Ingredients: Oils</p>



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BUYER PROFILES**

SOUTH KOREA - ES Global, LLC	
Contact Information	
Address:	T-7118, #66 Chungmin-ro, Songpa-gu, Seoul, 138-960 SOUTH KOREA
Title:	Sales&Marketing Director
Website:	
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 (Hyundai, 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 and 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.



**Natural Products Buyers Mission at Natural Products Expo West 2016
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BUYER PROFILES**

TAIWAN - King Car Food Industrial Co., LTD	
Contact Information	
Address:	230, Roosevelt Rd., Taipei, 100 TAIWAN
Title:	Manager / Product Planning Division
Website:	http://www.kingcar.com.tw/en/index.aspx
Company Information	
Year Founded:	1979
Company Bio:	<p>King Car Chung Li Plant, factory of the renown "King Car Root Beer", was founded in Chung Li City, Taoyuan in 1979. In 1982, King Car Mr. Brown Coffee was launched, which has become the leading brand in the market of ready-to-drink coffee. Thereafter, various healthy and functional beverages produced by King Car Chung Li Plant were launched to different markets. For example, dietary fiber drinks, oligosaccharide drinks, and calcium-enriched drinks, are offered to correct human malnutrition and indigestion that are the results of bad diets. King Car insists on the strict of quality control, its Chung Li Plant has been certificated with ISO9001 and ISO14002, which is a guarantee for healthy beverages to all consumers. To give our customers more choices, King Car is aiming to produce healthier and tastier beverages for the market.</p> <p>King Car Ping Chen Plant, which focuses mainly on the production of convenient processed foods, was founded in Taoyuan County in 1992. In addition to their demand for delicious taste, people are more concerned about the convenience of foods. King Car follows the guidelines of health in manufacturing of various nutritious, convenient and delicious processed foods. Starting from the launch of instant noodles on the market, the product line have been expanded to tablet candies and chewing gum. In the near future, King Car will be expanding into the market of microwavable and such related healthy foods. King Car intends to provide more choices for customers as well as elevate their diet quality. With a strict quality control system, King Car Ping Chen Plant has been certified with ISO9001 since 1998. Customers can always enjoy health, and safely processed food from King Car.</p> <p>In 1996, the Yuan Shan Plant was established in Yi-Lan County where its beauty of mountains and sources of clean water are famous. In addition to its world wide renowned products such as Green Time Natural Drinking Water and Arabica Coffee, the Yuan Shan Plant is also developing tea-based drinks to give customers more choices. The source of Green Time Natural Drinking Water is from Central Mountain Chains and Snow Mountain Ranges. The advanced Aseptic Filling System, one of our state-of-art technologies, is utilized to fill beverages at room temperature in a sterile environment. These products do not undergo lengthy and harsh pasteurization processes therefore preserving he original flavors. In addition, the Automated Storage and Retrieval System is employed to precisely to precisely manage logistics by computers. Yuan Shan Plant has been benefited from there systems with reduced labor costs, better utilized storage space as well as increase in operational efficiency.</p>
Nature of Business:	Manufacturer
Customers:	Retail - Convenience, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Market Segment:	Beverages, Food Ingredients, Natural/Organic, Other - Non Food and Wood, Private Label, Specialty/Gourmet
Geographic Regions Served:	Taiwan, China, Germany, Cyprus, Czech Republic, Guam, Southeast Asia, U.S.
Facilities:	1 Food Plant and 2 Beverage Plants
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Port of Import:	Keelung
Preferred Export Price Quotation:	depends on the ingredient products
Products	Capacity to Import: Alcoholic Beverages, Chilled Products, Dairy Products, Frozen Products
Additional Information:	<p>Sponsored by the Organic Trade Association.</p> <p>Has capacity to import extracts and Herbals(Dry)/Grains. Products of interest: Grains/Soy, (Natural)Health Supplement Related, Juice concentrate/Powder Plant Extracts/Powder, Dairy/Protein, Coffee/Tea/Herb, (Natural)Flavor/Spices, Cocoa, Coconut water, Nut / Almond, Dry Fruit</p>



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BUYER PROFILES**

TAIWAN - KINGBIRD TECH CO.,LTD	
Contact Information	
Address:	11th Floor, Dunhua South Road, 3rd Songshan, , TAIWAN
Title:	Assistant Manager
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
Geographic Regions Served:	Taiwan
Facilities:	58 Retail stores
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Export Price Quotation:	
Products	
Capacity to Import:	Alcoholic Beverages, Dairy Products
Products Not Able to Import:	Frozen Products, Chilled Products, Biotech/GMO
Additional Information:	<p>Sponsored by the Organic Trade Association.</p> <p>This company is interested in organic products only. They are specifically looking for certified organic product in all categories, especially UHT-milk or milk powder, cheese, ginger, coconut, chia seed, fresh fruit (Sunkist, berries, cherry, pear...etc.), 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.</p> <p>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 Bars, 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</p>



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BUYER PROFILES**

TAIWAN - Lytone	
Contact Information	
Address:	13F-1, NO. 31-1, Lane 169, Kangning St., New Taipei City (R.O.C.), TAIWAN
Title:	President
Website:	http://www.lytone.com
Company Information	
Year Founded:	1994
Company Bio:	Lytone is a bio-technology based company that specializes in developing market-leading products that meet the needs of food and agriculture industry. Lytone has significant market presence in Taiwan, China, Southeast Asia, Japan, Korea, US, and Europe. The main equity holders of the company include Dr. Chang, Wu-Ding Biotech, Saga China Management Company. Mission: Provide world class products of the highest quality, leading edge science, technology and services to our customers. Technology Platform: Microbiology Related Technology: The production and application of milk bacteria in food and animal feed. The development of beneficial bacteria for health food. Preservatives and Anti-Bacteria Technology: Technologies for preserving freshness and reducing bacteria growth in food, agriculture, and other products. Protein Based Slow Releasing Agent: Technology used for slow releasing of animal growth stimulants and other similar products. Products Scope: In addition to our own products, we are also the sales representative of several Japan, US, and European companies.
Nature of Business:	Importer/Distributor
Customers:	Retail - Specialty/Gourmet
Market Segment:	Ethnic, Food Ingredients, Natural/Organic, Specialty/Gourmet
Geographic Regions Served:	Taiwan/ People's Republic of China/ Thailand
Facilities:	OFFICES
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Port of Import:	Keelung port, Taiwan; Shanghai port, China
Preferred Export Price Quotation:	
Products	
Capacity to Import:	Alcoholic Beverages, Biotech/GMO, Chilled Products, Dairy Products, Frozen Products, Meat Products
Products Not Able to Import:	
Additional Information:	Sponsored by the Organic Trade Association. We prefer each of the following product in bulk package. (1) Golden Flaxseed milled (2) Golden Flaxseed grain (3) White Chia (4) Maca Gelatinized Powder (5) Colostrum (6) Whey Protein Concentrate 80%



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BUYER PROFILES**

TAIWAN - Macro Organic Trading Company	
Contact Information	
Address:	Taipei, TAIWAN
Title:	Vice President
Website:	http://www.organicstore.com.tw
Company Information	
Year Founded:	1994
Company Bio:	Our co-founder was trained for organic agriculture at our government organization called the "Agriculture reformative 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._High-end 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
Preferred Export Price Quotation:	
Products	
Capacity to Import:	Chilled Products, Frozen Products
Products Not Able to Import:	Biotech/GMO
Additional Information:	Sponsored by the Organic Trade Association. 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



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TAIWAN - Milk Honey Foods	
Contact Information	
Address:	6F-3 No.79 Sec.4 ChongQing N Rd., Taipei, 11165 TAIWAN
Title:	Owner
Website:	
Company Information	
Year Founded:	2015
Company Bio:	We are the chief importer of Organic Baking Ingredients & Organic Dairy Products, and distributing to some Food Factories & Retail Chains in the market of Taiwan.
Nature of Business:	Importer/Distributor
Customers:	Retail - Convenience,Retail - Natural/Organic/Healthy,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Market Segment:	Food Ingredients, Foodservice/HRI, Natural/Organic, Private Label, Seafood, Specialty/Gourmet
Geographic Regions Served:	Taiwan
Shipping Information and Quotation Preferences	
Consolidator in US:	No
Preferred Port of Import:	Keelung Port / Taoyuan Airport
Preferred Export Price Quotation:	Either FOB or FCA
Products	
Capacity to Import:	Alcoholic Beverages, Chilled Products, Dairy Products, Frozen Products, Meat Products
Additional Information:	<p>Sponsored by the Organic Trade Association.</p> <p>We look for mainly USDA Organic Certified Product, if any products could be certified by both USDA & European Union will be better. We are the chief importer of Organic Baking Ingredients & Organic Dairy Products, and distributing to some Food Factories & Retail Chains in the market of Taiwan.</p> <p>Products of interest:</p> <p>Organic UHT Milk, Organic Oat Flakes, Organic Whole Wheat Flour, Organic Cranberries, Organic Goji Berries, Organic Matcha Powder, Organic Instant Coffee Powder, Organic Chocolate Drops, Organic Candied Orange Peels, Organic Dairy Products, Organic Baking Ingredients</p>



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UNITED KINGDOM - ORGANICO Realfoods Ltd	
Contact Information	
Address:	3 City Limits, Lower Earley, Reading , Berkshire , RG6 4UP, , UNITED KINGDOM
Title:	Managing Director
Website:	http://www.organico.co.uk
Company Information	
Year Founded:	1991
Company Bio:	<p>Organico Realfoods manages 4 different brands, which all share a commitment to ethical sourcing and working with 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.</p> <p>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.</p>
Nature of Business:	
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 Information:	<p>Sponsored by Food Export-Midwest. 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.</p>



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BUYER PROFILES**

VIETNAM - Thao Nguyen Phat Co., LTD	
Contact Information	
Address:	124 No.3 Street, Go Vap District, Ho Chi Minh, 700000 VIETNAM
Title:	Sales Manager
Website:	
Company Information	
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 Cash & 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 Information and Quotation Preferences	
Consolidator in US:	No
Preferred Export Price Quotation:	US\$
Products	
Capacity to Import:	Dairy Products, Frozen Products
Products Not Able to Import:	
Additional Information:	Sponsored by Food Export-Midwest. The company has many years of experience in importing, exporting and distributing foreign products not only in Vietnam but also other Asian countries. Currently, products are widely distributed to supermarket chains and convenience stores throughout Vietnam and the company plans to begin exporting to Europe, New Zealand, Australia and other countries. Products of Interest: CONFECTIONERY: Chocolate Confectionery; Boxed assortments; Chocolate with toys; Other chocolate confectionery; Mints; Other sugar confectionery. BAKERY PRODUCTS: Biscuits; Sweet biscuits; Savoury biscuits and crackers; Breakfast cereals; Cereals (ready to eat); Hot cereals. NOODLES: Frozen noodles; Snack noodles. SWEET AND SAVOURY SNACKS: Popcorn; Pretzels; Nuts; Other sweet and savoury snacks. READY MEALS: Frozen ready meals. DRIED PROCESSED FOOD: Dessert mixes; Dried ready meals; Dehydrated soup; Instant soup. CHILLED PROCESSED FOOD: Chilled processed meats; Chilled fish and seafood products; Chilled processed fish and seafood products. SNACK BARS: Granola bars; Breakfast bars; Energy bars; Fruit bars. FROZEN PROCESSED FOOD: Frozen processed poultry; Frozen processed fish and seafood; Frozen meat substitutes; Frozen ready meals; Other frozen processed food. OILS AND FATS: Olive oil; Vegetable and seed oil; Cooking fats. FUNCTIONAL DRINKS: Sports drinks; Energy drinks. FRUIT AND VEGETABLE JUICE: 100% juice; Not from concentrate 100% juice; Frozen 100% juice. CARBONATES: Cola carbonates; Low calorie cola carbonates; Lemonade and lime carbonates; Orange carbonates. COFFEE (READY TO DRINK). HIGH-STRENGTH READY-TO-DRINK PREMIXES. DAIRY PRODUCTS: Drinking milk products; Milk; Cheese; Processed cheese; Ice cream; Impulse ice cream; Single portion dairy ice cream; Multi-pack dairy ice cream; Frozen yoghurt. FOOD INGREDIENTS: Meat substitutes; Popcorn; Protein; Vegetables.

