IPD at Fruit Attraction
LIVEConnect 2020

THE DIGITAL MARKET PLACE FOR FRESH FRUIT & VEGETABLES

DATES: 1-31 OCTOBER 2020

IPD presents selected exporters from Colombia, Côte d'Ivoire, Ecuador, Egypt, Ethiopia, Ghana, Peru and Ukraine.

Benefit from all advantages of this online event for your sourcing! Meet new suppliers virtually.







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Import Promotion Desk (IPD) – Cost- and risk-optimised sourcing



In spite of the COVID-19 restrictions, IPD continues to give European importers the opportunity to identify new trading partners.

Even if this year a personal meeting at Fruit Attraction is not possible, the digital interactive networking event - Fruit Attraction LIVEConnect - offers a good alternative for importers to establish contacts with reliable producers.

IPD presents selected companies from Colombia, Ecuador, Egypt, Ethiopia, Ghana, Côte d'Ivoire, Peru and Ukraine, offering their diverse range of fresh fruit and vegetables.

IPD is the German initiative for import promotion that connects European importers with carefully evaluated exporters.

Our goal is the sustainable and well-structured import promotion of special products from selected developing countries and emerging nations – under compliance with high quality, social and environmental standards.

We introduce exporters from our partner countries to the EU market and assist them in setting up trading relations. For European importers we open up new supply markets in the partner countries and support them in the complex purchasing process.

Reduce your initiation, negotiation and control costs with IPD.

We have the contacts, information and communication channels to your new suppliers. Our services for you are neutral and free of charge.

All IPD companies presented at Fruit Attraction LIVEConnect were visited and carefully selected by IPD before the pandemic. They are ready to commence export to the European market. On the following pages you will find detailed information about our exporters.

We establish direct contact to these new suppliers and organise online b2b meetings via Fruit Attraction LIVEConnect.

Get in touch with us!

IPD is an initiative of the Federation of German Wholesale, Foreign Trade and Services (BGA) and sequa, the development organisation and partner of German business. We are funded by the Federal Ministry for Economic Cooperation and Development (BMZ).

More information about IPD and our individual services at **www.importpromotiondesk.de**







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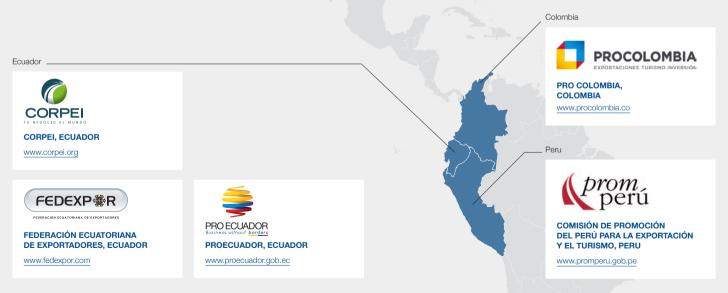
IMPORT PROMOTION DESK (IPD)

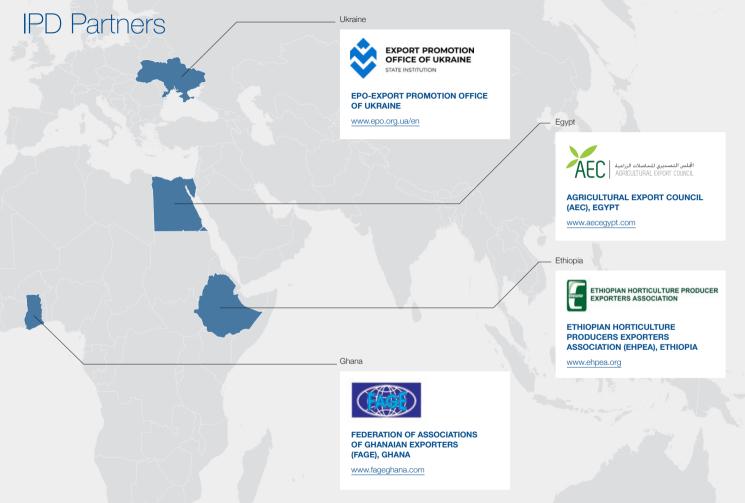
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IPD Partners

IPD works with a network of international organisations in Europe and the partner countries. Thus we efficiently pool information and know-how.

This enables us to link existing import and export promotion measures and carry out their strategic further development. Our partnerships always make it possible for us to match all services of IPD to the needs of importers and exporters exactly and then carry out our services optimally at any place.





Product Finder

FRESH FRUITS

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Product Finder

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4	Spring Onions Alpha for Agriculture (Egypt)	14
7 1	Sugar snaps Alpha for Agriculture (Egypt)	14
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7 8 7	Turmeric Elisur (Peru) Inkawald (Peru) Nativa Organics (Peru)	25 26 27



De Los Angeles Investment





with the goal to export high quality fresh produce from Colombia to the rest of the world. It forms part of a grower's association for limes in the region of Santander with control over the whole process from production to packing and shipping. Through GLOBALG.A.P. and GRASP certifications De Los Angeles Investment assures good agricultural and social practices and guarantees the highest guality and 100% traceability of the product. At the moment, the company has 200 hectares of lime in full production that is approved for export. Currently, they are working on getting SMETA certified.

De Los Angeles Investment SAS was established in 2015 in the city of Bucaramanga

Additionally, De Los Angeles Investment has formed long-standing strategic trusted partnerships with GLOBALG.A.P. certified avocado producers and packers in the regions of Antioquia and Tolima.

PRODUCTS & QUANTITIES PER YEAR

- + Limes / 2,500 t
- + Avocados / 1,250 t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GLOBALG, A.P. GRASP (for limes)

GROWING REGION

- + Santander (limes)
- + Antioquia & Tolima (avocados)



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Montana Fruits was founded in August 2018 by a group of professionals that are passionate about Colombian agriculture. Each partner has complimentary skills and the understanding of various important parts of the agricultural world. The company delivers a world class end to end solution that relies on the passion and the commitment to fresh produce. It generates 50 direct and indirect jobs and the projections reflect steady monthly growth.

Montana fruits partners with multi-generational farmers that have been working Colombia's fertile rich soil for decades. This knowledge of the land and the idyllic geographical location allow Montana Fruits to deliver the highest quality produce to consumers in the European markets such as Germany, France, Spain and England. Montana Fruits is committed to take care of the environment and the wellbeing of the farmers. The company works together with the growers by offering technical support and fair market rates for their harvests.

PRODUCTS & QUANTITIES PER YEAR

- + Passion fruits / 500t
- + Avocados / 500t

- + GLOBALG.A.P. CoC

CERTIFICATIONS

- + GRASP

GROWING REGION

+ Antioquia, Caldas, Quindío



Comako







Comako - Korhogo Mango Cooperative - was founded in 2009 and is a grower owned cooperative which farms on approximately 3,000 acres of mango orchards. The cooperative consists of 9 members and the yearly capacity is of roughly 3,500 tonnes of fresh mangoes per year. Varieties produced are Kent and Keitt. Korhogo is one of Côte d'Ivoires main production regions for mangoes and provides mangoes from from April to June.

Comako's focus lies on phytosanitary safety and corporate social responsibility. This is proven by Comako's international certificates such as Rainforest Alliance.

As farmer owned organisation, value created is shared at Comako. Mangoes from Comako convince through their quality - doing good with every bite.

PRODUCTS & QUANTITIES PER YEAR

+ Mangoes / 3,500 mt

GROWING REGION

+ Korhogo region, Côte d'Ivoire

CERTIFICATIONS

- + GLOBALG.A.P.
- + RAINFOREST ALLIANCE
- + TESCO NURTURE

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Frugalp Agrícola Exportadora Cia. Ltda.





Frugalp has 16 years of experience in the production of Golden Sweet - MD2 pineapple in Ecuador. It is the leader on the local market and, in addition, began exporting to neighboring countries in 2009. In 2018 Frugalp decided to take the next step and has successfully entered the demanding European market.

Due to a highly favorable climate, their pineapples have adequate consistency and long shelf life, with an ideal translucency and balance between brix and acidity that is only achieved in the Andean soils of Ecuador.

Frugalp has 1,150 hectares of Golden Sweet – MD2 pineapple in a 1,473 hectares farm that they own. All year round they can supply up to 50 containers a week. The packing house is located in the same farm ensuring efficient and careful processing and transport of the fruit.



PRODUCTS & QUANTITIES PER YEAR

+ Pineapples / 65,000 t

GROWING REGION

+ Santo Domingo de los Tsáchilas

CERTIFICATIONS

- + BAINFOREST
- + GLOBALG.A.P.
- + SMETA
- + BASC

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Alpha for Agriculture

Alpha is an agricultural company that was established in 1994. They produce and export fresh fruits and vegetables with high standards of packaging and quality control.

The company is accredited with the GLOBALG.A.P. and BRC Organic certification. They are also approved by the UN peace troops (MFO) as a sanitarily approved food establishment and strictly comply with all Egyptian quality standards.

As they are growing fruits and vegetables with high standard of organic food, they are responsible for everything concering the products: from sowing seeds to packing and export.



- + Green beans / 5,475t
- + Spring onions / 3,650t
- + Mangetout and sugar naps / 3,650t
- + Strawberries / 2,555t
- + Pomegranates / 3,650t
- + Fresh garlic / 3,650t

CERTIFICATIONS

- + GLOBALG.A.P.
- + BRC

GROWING REGION

- + Giza
- + Ismailia

▲LPHA

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Desert Lake Farms





Desert Lake Farms was founded in 2012 and is owned by the Nour family. The company maintains the integrity of a valuable ecosystem, through ecological and regenerative farming, while meeting consumers' demand for healthy, tasty and more nutritious food. Desert Lake Farms aims to become one of Egypt's most sustainable farms. And it is already established in the local premium Egyptian market.

A team of 120 farmers, engineers and technicians combine traditional Egyptian farming wisdom with advanced farming methods, using only the best natural resources. With Swiss/Egyptian management, Desert Lake Farms implements Swiss values of reliability, thoroughness and quality. Desert Lake Farms believes in full transparency of its farming practices and strives to provide the healthiest fruit & vegetables nature can grow.



PRODUCTS & QUANTITIES PER YEAR

- + Grapes, white seedless / 180t
- + Grapes, red seedless / 250t
- + Grapes, red globe / 80t
- + Mangoes, kitt / 150t
- + Mangoes, naomi / 60t
- + Pomegranates, F116 / 220t
- + Pomegranate, wonderful / 220t

CERTIFICATIONS

- + GLOBALG.A.P.
- + GRASP

GROWING REGION

+ KM74, Cairo / Alexandria Desert Road. Behera Governorate

ADDRESS

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El-Taybat for Agricultural Projects was established in 2010. The main site of 2,230 acres is located in Baharia Oasis, Giza Governorate, 375 km far from Giza pyramids. El-Taybat has been in the field of agriculture, producing high quality products in Egypt for 10 years. The company has dedicated strategies for serving their overseas clients with organic good quality and produces at the best competitive prices.

In order to comply with all business and agricultural regulations and requirements, EI-Taybat adapted the GlobalG.A.P. and organic systems. At the same time EI-Taybat counts with a production team of more than 300 experienced and qualified employees. The team is complemented by supervisors and field workers who are compensated in a manner that provides continuity of labor throughout the entire year.



PRODUCTS

- + Grapes
- + Mediou dates
- + Dill
- + Peppermint
- + Spearmint
- + Sage

CERTIFICATIONS

- + GLOBALG.A.P.
- + ORGANIC FU

GROWING REGION

+ Baharia Oasis

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ITC



2019 ITC launched its organic vegetables production program starting with organic sweet potatoes. In 2020 the company will have its first organic production of green beans and a variety of organic vegetables including butternut and Hokkaido pumkins. ITC is looking to fulfill more seasonal and annual supply contracts with its partners this year.



- + Sweet Potatoes / 2,400 t
- + Green Beans
- + Pumpkins
- + Strawberries
- + Onions / 650 t
- + Grapes / 120 t
- + Mangoes / 230 t
- + Pomegranates / 350 t

CERTIFICATIONS

- + ISO 9001
- + GLOBALG.A.P.
- + ORGANIC EU
- + FAIRTRADE
- + SEDEX
- + GRASP
- + BRC

GROWING REGION

+ Cairo-Alex Desert road



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Joud





Joud produces and exports GlobalG.A.P. certified high quality fresh fruits. Throughout Joud's few years journey in this challenging market they succeeded to make great partnerships with respectable valuable importers especially in Germany, Netherlands, France, Spain, UK, Australia, Far East and China. Joud's success is not defined by being big, but by being reliable, punctual and quality oriented.

Joud handles their produce with care - from professional farming, passing through selected packing houses and reefer storage and finally via professional shipping lines, to reach their clients in the best quality and freshness. Joud believes that a good business is good for the society, environment and employees. Even with limited capacities, Joud aims to be beneficial for their society and environment. And they always do their best to support its employees and their families. Partnership is Joud's idea about mutually successful business, from producers to retailers. Their responsibilities, concerns and success are Joud's, too.



PRODUCTS & QUANTITIES PER YEAR

- + Grapes / 125 t
- + Oranges / 150 t
- + Lemons / 80 t
- + Strawberries / 20 t
- + Mandarines
- + Pomegranates

CERTIFICATIONS

- + GLOBALG.A.P.
- + SMETA

GROWING REGION

- + Wadi El Natroun
- + Khatatba

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Sandt Farms

Sandt is a family business company working in the agricultural field since 1995. They are specialized in growing, sorting, packing, supplying and exporting fresh fruits and vegetables. Their products are well known in Gulf area countries, Malaysia

Sandt has the advantage of owning its farms, its sorting and packing store and its cold storage, hence their customers can be assured of their uniqueness in the full quality control and well treatment of crops and the offer of products directly from the farm to the consumer. Sandt ensures supply sufficiency, high quality of farming and production operations and protection of the environment and natural resources. They consider themselves as a partner of their customers, employees, community and environment.

PRODUCTS & QUANTITIES PER YEAR

- + Strawberries / 3,000 t
- + Peaches / 1,500 t
- + Grapes / 600 t

and Russia.

- + Pomegranates / 600 t
- + Iceberg lettuce / 300 t
- + Capsicum / 200 t

CERTIFICATONS

- + GlobalG.A.P.
- + BRC
- + ISO 22000
- + GRASP

GROWING REGION

+ Markaz Badr, Beheira, Egypt



ADDRESS

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Metrolux PLC





Metrolux PLC is one of the biggest strawberry growers in the highlands of Ethiopia, with a 17 hectares production area (all under greenhouses). They are specialized in growing, sorting and packaging strawberries. Currently, Metrolux produces the varieties San Andreas, Sweet Ann and Montery. All varieties are imported from California, USA. Due to the special climate in the highlands of Ethiopia, Metrolux is able to supply their strawberries all year-round.

Metrolux strives to be leading in the sector, not only in terms of production capacity, but also in implementing safe, environmentally friendly growing techniques and standards. The company has created an employment opportunity for 500 local residents.



PRODUCTS & QUANTITIES PER YEAR

+ Strawberries / 500 t

GROWING REGION

+ Holeta, Ethiopia

CERTIFICATIONS

+ BRC

+ GLOBALG.A.P.

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Raya Horti Farms



The modern farm produces a large selection of fruit and vegetables such as strawberry. tomato, grape, raspberry, sweet pepper, chili pepper, green beans, lettuce, melon and cabbage. Their GLOBALG.A.P. certification ensures the quality of their products.

Raya Horti Farms strives to be the reliable partner for fresh products from Ethiopia. for both the local customers as well as for the international partners, ensuring fresh quality products all year-round.

CERTIFICATIONS

+ GLOBALG.A.P.

GROWING REGION

+ Raya Valley, Tigray



- Strawberries / 350 t

- + Grapes / 5 t
- + Melons and watermelons / 100 t
- + Sweet peppers / 20 t
- + Green beans / 40 t
- + Tomatoes (in progress)
- + Chilis (in progress)



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PRODUCTS & QUANTITIES PER YEAR

- + Raspberries / 16 t
- + Lettuce / 40 t
- + Cabbage /80 t

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Bomarts Farms Ltd.









Bomarts Farms Ltd. was founded in 1985 in Ghana and began as a producer and exporter of fresh fruits to Europe, first pineapples and then mangoes.

In 2011 Bomarts went into value addition with a state-of-the-art dry processing unit. The company has 1,140 acres of mango plantation with 360 acres of it being organic. Furthermore, Bomarts has 2,000 acres of pineapple farm of which 320 acres are agroforestry plantation. Bomarts exports by sea and air to Israel, European and West African Markets.

Bomarts provides products with a unique taste and quality handled by a competent team and assures reliability of supply by own farms and a high number of trained outgrowers.

PRODUCTS & QUANTITIES PER YEAR

- + Pineapples / 4,500 mt
- + Mangoes / 3,500 mt

GROWING REGION

- + Tafi Abuife (Volta Region) Mango
- + Mmapehia (Eastern Region) Pineapple
- + Atsuware (Greater Accra Region) Organic Mango (in process)
- + Kakra (Eastern Region) Organic Pineapple

22

CERTIFICATONS

- + GLOBALG, A.P.
- + FAIRTRADE
- + ORGANIC FU

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Brakatu Investments & Commercial Farms





Brakatu investments and commercial farms limited started commercial farming with its Mango plantation in 2012 at Gomoa Abasa in the Central Region of Ghana. The farms, since its inception, has provided employment for over 100 rural employees.

Currently, a little over 700 acres of land out of the 3,000 acres available land has been cultivated. Keitt and Kent are the produced varieties.

Brakatu's mission is to promote environmental protection and rural development in Ghana within the production of high-grade fruits. Brakatu clients' benefits are ensured constant supply and timely delivery of high quality and fresh mango fruits.



PRODUCTS & QUANTITIES PER YEAR

+ Mangoes / 5,000 t

CERTIFICATIONS

+ GLOBALG.A.P.

GROWING REGION

+ Gomoa Abasa in the Central Region of Ghana

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SGA Farms Ltd.



ADDRESS SGA Farms Ltd.

CONTACT

Mr. Bobby Gyesi Owner

IPD CONTACT

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Teacher Mante

www.sgafarms.com

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For more information on the company

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bobby@sgafarms.com



SGA Farms Ltd. is Ghanaian family owned business that has been primarily producing fresh organic produce since 2018. SGA stands for Sheila Akosua Gyesi who is the matriarch of the Gyesi family. Her passion for preparing meals for friends and family was often hampered by her inability to acquire healthy food ingredients. This led her adult children to relocate from outside of Ghana to establish a farm in her namesake.

The company strives to provide its customers with the highest quality produce that adhere to international standards. SGA is able to this with its team of passionate workers who are the backbone of its operations. The company is based out of an arable 300 acre fully owned property at Teacher Mante which can be found in the Eastern Region of Ghana. Its papayas unique taste are aided by Teacher Mante's weather and climate which is ideal for cultivation of various fruits.



PRODUCTS & QUANTITIES PER YEAR

+ Solo Papayas / 90 mt

CERTIFICATIONS

- + ORGANIC EU (in process)
- + GLOBALG.A.P. (in process)

GROWING REGION

+ Teacher Mante (Eastern region)





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Elisur Organic SAC





Elisur Organic SAC company was born with the motive to improve the economic conditions of farmers in the central Peruvian rainforest. The company is committed to the generation of added value and industrialization of agricultural products for export,

Elisur Organic SAC was established by producers with more than 14 years of experience in the production of ginger and turmeric. They are working with specialists in export and quality control systems to ensure agricultural sustainability. Elisur Organic SAC has been exporting fresh ginger and turmeric since 2017. The company is improving their processes every year to ensure the best product at destination, building a sustainable process and taking care of the producers, workers and clients.



PRODUCTS & QUANTITIES PER YEAR CERTIFICATIONS

- + Fresh ginger / 1,000 t
- + Fresh turmeric / 50 t

GROWING REGION

+ Junin - Chanchamavo, Pichanagui

- + ORGANIC (EU, USDA)
- + GLOBALG.A.P.
- + GRASP

ADDRESS

Flisur Organic SAC Av. Marginal Nro 371 Junin - Chanchamayo Pichanagui Perú Phone: + 51 064 402 945

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Inkawald







Inkawald is a family owned and run company, which implements organic farming and operates ecologically sustainable. They export their organic products to Europe and the US. Inkawald commercializes superfoods, using Andean and Amazonian raw materials and involving farmers, processing plants and logistics companies in their production chain.

Throughout the process they take care of social responsibility, the environment and fair trade principles with their suppliers. Inkawald only cooperates with local farmers. In their processing plant the majority of workers are women and neighbors of the area. They promote a good working environment and fair relations between workers.

Inkawald prevents contamination of the ecosystems by respecting the natural crop cycles. They produce in a healthy manner because their products are free of toxic waste from chemical pesticides, fertilizers or synthetic additives, protecting the health of consumers and farmers.

PRODUCTS & QUANTITIES PER YEAR

- + Ginger / 1,140 t
- + Turmeric / 400 t

GROWING REGION

- + Zona Santa Rosa
- + Mariategui s/n Rio Negro, Satipo

CERTIFICATIONS

- + GLOABALG.A.P
- + GRASP
- + ORGANIC (EU, USDA)

ADDRESS

Inkawald Head office: Av. Rafael Escardo 871 Lima 32 Peru

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Nativa Organics SAC







Nativa is formed by a professional team of natives from the Amazon region who are committed to produce and export the best products from their home area.

The Amazon region offers a natural environment which allows to grow truly organic products with a superior flavor, which, combined with farmers' dedication, makes it possible to supply the best quality for organic products.

Nativa is committed to export the best products from the Amazon rainforest and their operations consider environmental, social and economic aspects to create a positive impact on the communities around their working area. Improving the standard of living of native people from the Amazon who have less opportunities to develop, due to their remote location and difficult access to goods, is one of the company's goals.

PRODUCTS & QUANTITIES PER YEAR

- + Ginger / 1,500 t
- + Turmeric / 500 t
- + Granadillas / 104 t
- + Minibananas / 100 t

GROWING REGION

+ Pichanaki

CERTIFICATIONS

- + ORGANIC (EU, USA)
- + GLOBALG.A.P.
- + GRASP
- + SMETA

ADDRESS

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Farm Gadz





Gadz - one of the largest farms in Ukraine engaged in growing apples.

The orchard of the farm Gadz has an area of 600 hectares and was founded in 2011. It is located in a special microclimatic zone, which results into high quality crops and excellent flavor characteristics. In a short time, the farming enterprise Gadz became one of the largest companies in Ukraine, which specializes in growing fruits.

The wide range of different varieties of apples enables Gadz to satisfy the most demanding customer. The company is constantly expanding the export geography, due to which today they export to more than 20 countries in Europe, the Middle East and Asia.



PRODUCTS & QUANTITIES PER YEAR

- + Gala apple / 1,000 t
- + Red chief apple / 1,000 t
- + Red Jonaprince apple / 1,500t
- + Golden delicious apple / 1,000 t
- + Fuji apple / 1,000 t

CERTIFICATIONS

+ GLOBALG.A.P.

GROWING REGION

+ Western Ukraine

ADDRESS

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