Meet reliable suppliers from Colombia, Ecuador, Egypt, Ethiopia, Ghana, and Peru.
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### FRUIT ATTRACTION 2019

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At Fruit Attraction 2019, IPD presents 25 selected companies from Colombia, Ecuador, Egypt, Ethiopia, Ghana, and Peru, showcasing their diverse range of fresh fruit and vegetables.

IPD connects European importers with these carefully evaluated exporters.

IPD is the German initiative for import promotion.

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 companies presented at Fruit Attraction 2019 were carefully selected and then readied by IPD 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 b2b meetings at the trade fair.

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
YOUR IPD TEAM AT FRUIT ATTRACTION 2019

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IPD partners

We work with a network of international organisations in Europe and our partner countries. Thus we efficiently pool information and know-how. Our partnerships enable us to tailor our services exactly to the needs of European importers.
# Product Finder

## FRESH FRUITS

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Companies marked green offer the product in organic quality.
Caicedo Muñoz S.A.S

Hall 4 | booth 4D07

Caicedo Muñoz S.A.S is a family agricultural business founded in 1979. In addition to the land used for cattle raising and sugar cane production, the company has 60 hectares for pineapple (MD2) production. Based on the 40 years of experience in pineapple production, the company decided in 2017 to build their own packing house and to strategically focus on the airfreight exporting segment by producing high quality fruits which fit very strict international standards.

Caicedo Muñoz S.A.S is currently one of the very few pineapple producers in Colombia which is GLOBALG.A.P certified. Up to 2018, the company completed more than 40 successful exports to the wholesale markets of Rungis – Paris and Mercamadrid – Madrid. Caicedo Muñoz is looking forward to establish new commercial relations with customers in other European countries.

**PRODUCTS & QUANTITIES PER YEAR**

+ Pineapple (MD2) / 3,000t

**CERTIFICATIONS**

+ GLOBALG.A.P.
+ GRASP (in process)
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 fruit / 500 t
+ Avocado / 500 t

CERTIFICATIONS
+ GLOBALG.A.P.
+ GRASP (for passion fruit)
A group of farmers in the province of El Oro (Ecuador) decided to work together to improve the production of their farms and get their product in the fair trade market. At the beginning 19 producers took on this challenge and appointed a provisional directive to legally constitute the association in 2012. Since then the association has grown and today 42 producers make up the Asociación Agraria Bananera Fincas de El Oro.

Their mission is to associatively produce and commercialize high quality (organic) bananas for national and international markets, achieving stability in prices and guaranteeing sustainable development to improve the quality of life of members, their families and the community.

**PRODUCTS & QUANTITIES PER WEEK**

- Bananas (organic) / 117,9 t
- Bananas (conventional) / 136,05 t

**CERTIFICATIONS**

- FAIRTRADE
- GLOBALG.A.P.
- ORGANIC (EU, USDA)
- RAINFOREST
Finca Procel specialises in growing the exotic tropical fruit pitahaya or “yellow dragon fruit”. They export directly to many countries all over the world. Their farm is located in the heart of the Ecuadorian Amazon rainforest, near the small town called Palora. Palora became famous for producing the best yellow pitahaya in the world during the last years.

The company produces and exports high quality fresh fruits according to international standards. In 2015, their business expanded from local to international markets and they built a brand new fruit collection and packing plant. Now they are exporting around 30,000 kg of fresh fruits per week in the high season and looking forward to opening new international markets. Their mission is to supply unique exotic fruits to countries all over the world while supporting their local indigenous communities.

PRODUCTS & QUANTITIES PER YEAR
+ Yellow dragon fruit (pitahaya) / 400 t
+ Granadilla / 50 t
+ Ptiahaya cider / 20,000 liter

CERTIFICATIONS
+ GLOBALG.A.P.
Nanky as an enterprise in the province of Morona Santiago has the purpose of creating an employment source for the region’s inhabitants through the production and export of high-quality exotic fruits (mainly fresh pitahaya) for the international market.

Nanky has placed its offer in the markets of Asia, USA, Canada, Russia and United Arab Emirates and has recently broadend its product portfolio from fresh produce to also including frozen fruit pulps due to the high demand for healthy, convenient products with a longer shelf life.

This is Nanky – a company committed to its customers and its people.

PRODUCTS & QUANTITIES PER YEAR
+ Pitahaya / 200,000 t

CERTIFICATIONS
+ GLOBALG.A.P.
Tierra Orgánica

Hall 8 | booth 8B02A

Tierra Orgánica was founded in 2017 after a huge earthquake hit Ecuador destroying many cities and towns in Manabí Province. The company was founded with the objective to become the first organic certified group of exotic fruit producers in Ecuador that helps people to rebuild their lives.

Tierra Organic is a triple impact company which aims to educate small farmers to produce the best fruits in a collaborative and sustainable way through education and accompaniment.

The company guarantees to take in all the harvest and pay a fair price, assuring producer wealth and commitment to comply with standards needed by the clients. Their goal is to shorten the value chain and make sure the producer benefits from technical advice, fair payment and at the same time be aware of traceability of every product they sell. Next to yellow passion fruit, Tierra Orgánica started to work with pitahaya and granadilla producers to make the transition to organic.

PRODUCTS & QUANTITIES PER YEAR

+ Yellow passion fruit / 60 t

CERTIFICATIONS

+ ORGANIC (EU, USDA)
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 that has to do with the products: from sowing seeds to packing and export.

**PRODUCTS & QUANTITIES PER YEAR**
- Green beans / 5,475 t
- Spring onions / 3,650 t
- Mangetout and sugar naps / 3,650 t
- Strawberries / 2,555 t
- Pomegranate / 3,650 t
- Fresh garlic / 3,650 t

**CERTIFICATIONS**
- GLOBALG.A.P.
- BRC
Bio Oasis’ main activities are in the field of organic farming, processing and exporting according to Organic EU regulations.

The company maintains complete and accurate book systems that insure logging of all implemented agriculture practices, farms’/firms’ input and output as well as traceability, products flow and a very restricted hygiene system. All of these practices are achieved through their well trained Quality Assurance Staff who is located in all the company farms and factories.

**PRODUCTS & QUANTITIES PER YEAR**

- Onion bulb / 700 t
- Fresh green garlic / 50 t
- Garlic bulb / 30 t
- Lime / 15 t
- Green beans / 5 t

**CERTIFICATIONS**

- ORGANIC EU
- BIO SUISS
- NATURLAND
- CCPB
- FAIRTRADE
- GLOBALG.A.P.
- ISO
- GRASP

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Creatick Pro Ltd. was established with the heritage from four generations of farmers. They grow, pack and export a diverse range of fresh products. Counting with more than 800 hectares of agricultural land, the company is able to produce a wide variety of products with strict compliance to the international standards.

In 2017 they decided to expand to the international market. Today they have clients in Germany, the Netherlands, the United Kingdom and Italy. The company became known for their sweet potatoes under the brand “Freshious”. Their will for a new tomorrow is their driver to success and to gain new partners.

**PRODUCTS & QUANTITIES PER YEAR**
- Sweet potatoes / 4,000 t
- Onion (red & white) / 1,250 t
- Spring onions / 250 t
- Green beans / 275 t
- Pomegranate / 500 t
- Orange / 250 t

**CERTIFICATIONS**
- GLOBALG.A.P.
- GRASP
- ORGANIC EU

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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 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, the company 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 / 180 t
+ Grapes, red seedless / 250 t
+ Grapes, red globe / 80 t
+ Mango, kitt / 150 t
+ Mango, naomi / 60 t
+ Pomegranate, F116 / 220 t
+ Pomegranate, wonderful / 220 t

CERTIFICATIONS
+ GLOBALG.A.P.
+ GRASP

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Fruta Fresca is a group of agricultural experts with more than 15 years of technical hands-on experience. They started their passion for agribusiness in 2002, when they worked for the biggest producers of fruits and vegetables in Egypt.

In 2015, they decided to export their own crops, to have the full control on the whole supply chain ensuring best quality with best prices. Quality, value and customer service has helped Fruta Fresca to attain consumers’ satisfaction. From the beginning, their mission was to produce an Egyptian product with European quality and technology.

Achieving a sustainable business relationship with partners is their ultimate goal, thus they work on end consumer satisfaction through continuous improvement of quality and flexibility of delivery.

**PRODUCTS & QUANTITIES PER YEAR**

- Strawberries / 700 t
- Onions / 500 t
- Spring onions / 100 t
- Pomegranates / 300 t
- Grapes / 200 t
- Sweet potatoes / 250 t

**CERTIFICATIONS**

- ISO 9001
- GLOBALG.A.P.
- GRASP

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Hamza Agriculture was founded in 2008 with 525 acers of agricultural land. They maintain their own nine wells, two water reservoirs of 12,000 qm and nine greenhouses of 2.5 acers each. They are planning to expand their greenhouses to 96 acers soon.

Despite the “hibernation” from 2011 until last year, the company started again with strong improvements and still obtains around 350 acers of virgin land.

The company’s main objective is to produce healthy, environmentally friendly and high quality food. The company is also ready to cultivate other crops on request.

**PRODUCTS & QUANTITIES PER YEAR**
- Cucumber
- Green beans
- Cherry tomatoes
- Broccoli
- Pepper “Red, Yellow, Green”
- Chili Pepper
- Mangetouts
- Onions
- Pomegranates
- Dates
- Herbs

**CERTIFICATIONS**
- GLOBALG.A.P.
- SUOLOE SALUTE ORGANIC
- GRASP
- TÜV Nord
ITC started as a fruit trading company with the aim to provide highest quality service and products to its partners. Supervising the fruit production sites ensures the compliance with latest food safety regulations. ITC has implemented highest quality control measures in its packinghouse in order to deliver supermarket quality fruits to its clients.

The company supplies fair trade grapes to COOP Switzerland and Agrofair Netherlands, FT pomegranate to France, pumpkins to Italy, organic sweet potato to England and Germany. This year, ITC launched it's ORGANIC vegetables production program for green beans and ginger, a variety of organic vegetables including asparagus, courgettes, cucumber and cherry tomato will follow. We are looking to fulfill more seasonal and annual supply contracts for our partners this year.

**PRODUCTS & QUANTITIES PER YEAR**
- Sweet potatoes / 2,400 t
- Ginger
- Green beans
- Pepper
- Onions / 650 t
- Grapes
- Mangoes
- Pomegranate

**CERTIFICATIONS**
- ISO 9001
- GLOBALG.A.P.
- ORGANIC EU
- FAIRTRADE
- SEDEX
- GRASS
- BRC
Qutouf LLC
Hall 4 | booth 4D07

Qutouf was founded in 2017 with the aim to export their own farms’ products (40 hectares, founded 2008). Moreover, they are exporting other fruits and vegetables sourced from Egyptian farms that maintain the same or higher standards.

Packing Houses: Qutouf packs their produce in only a few selected packing houses strictly based on: Certification, cleanliness, process, receiving, handling, trained staff, precision, professional supervision and cooling systems.

Shipping: For fresh produce, shipping is vital. For one or more weeks, the shipment is away from supervision. This is why, Qutouf only welcomes professional and experienced agents and shipping lines. The cooling process during the shipping period is crucial. Temperature recording devices are always installed to keep records of temperatures of the shipment from the packing plant to the client.

The company’s goal is to be partners in very long term respectable relationship with their clients.

PRODUCTS & QUANTITIES PER YEAR
+ Grapes / 250 t
+ Oranges / 160 t
+ Lemons / 80 t
+ Pomegranates / 80 t
+ Mangoes
+ Strawberries
+ Onions

CERTIFICATIONS
+ GLOBALG.A.P.
+ GRASP

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EGYPT
Sandt is working in the agriculture field since 1995. The company specializes in growing, sorting, packing, supplying and exporting fresh fruits and vegetables.

Sandt products are well known in Gulf area countries, Malaysia and Russia. They have the advantage of owning its farms, its sorting and packing store as well as its cold storage, which means that Sandt's uniqueness is the thorough treatment of crops and the provision of products directly from the farms to the consumers.

The company ensures supply sufficiency, high quality of farming and production operations and protection of the environment and natural resources. Sandt views itself as a partner of their customers, their employees, their community and the environment.

**PRODUCTS & QUANTITIES PER YEAR**
+ Strawberry / 3,000 t  
+ Peach / 1,500 t  
+ Grapes / 600 t  
+ Pomegranate / 600 t  
+ Iceburg lettuce / 300 t  
+ Capsicum / 200 t

**CERTIFICATIONS**
+ GLOBALG.A.P.  
+ BRC
Agriflora PLC

Hall 4 | booth 4D07

Agriflora PLC was established 12 years ago in Ethiopia. Today the company has become one of the largest producers of strawberries in greenhouses and employs more than 600 people.

In order to keep the strawberry flavor, they are committed to conserve the local environment and protect the sites on which the strawberries grow. At Agriflora the implementation of good agricultural practices such as traceability, food hygiene and employee health and safety is very important.

The company grows the San Andreas and the Monterey varieties all year-round.

PRODUCTS & QUANTITIES PER YEAR

- Strawberries / 800 t

CERTIFICATIONS

- BRC
- GLOBALG.A.P.
- SEDEX Ethical Auditing
Enyi Fresh is a fresh herb and vegetable farm located in East Africa, Ethiopia. The farm is situated close (around 50km) to the capital Addis Ababa, with an altitude of 2000m ASL in an area known as Awash Melka Kuntre.

The production team has a high level of expertise which enables them to manage the farm conforming to international industry standards resulting into products with high quality.

**PRODUCTS & QUANTITIES PER YEAR**
- Chives / 240 t
- Basil / 260 t
- Peas / 300 t

**CERTIFICATIONS**
- GLOBALG.A.P.
Nestled in Ethiopia’s lush southern highlands, GreenPath Food works with a network of smallholder farmers to produce and source premium, organic fresh food. From seed to soil to shipment, GreenPath manages the entire processing, packaging and supply chain. In this way, full transparency and care of produce is ensured. Solar technology on farms and at storage facilities harness Ethiopia’s natural resource of abundant sunshine to ensure environmental stewardship for the future.

GreenPath is Ethiopia’s first EU-certified organic fresh produce exporter. Their products are currently purchased by premium retailers, wholesalers and stockists across Europe and the Middle East.

They are seeking international buyers to join them on their mission of building sustainable supply chains, farms and livelihoods for thousands of smallholders across East Africa.

**PRODUCTS & QUANTITIES PER YEAR**

- Avocado, hass and others / air freight volumes
- Fine, extra fine, borlotto beans / >100 t
- Chilli pepper range / >50 t
- Lemongrass / >10 t
- Spring onions / 25 t
- Snow and Sugar Snap Peas under pilot

**CERTIFICATIONS**

- ORGANIC EU
- GLOBALG.A.P.
Raya Horti Farms is based in Tigray national region state, in the Northern part of Ethiopia and located at an altitude of 1,500 meter above sea level. The farm was founded by Amanuel Abraha in 2012 and now holds 100 ha of land, 6 ha of greenhouses and a large warehouse with offices, packing facilities and cold rooms.

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.

**PRODUCTS & QUANTITIES PER YEAR**
- Strawberries / 350 t
- Raspberry / 16 t
- Lettuce / 40 t
- Cabbage / 80 t
- Grape / 5 t
- Melon and watermelon / 100 t
- Sweet pepper / 20 t
- Green beans / 40 t
- Tomato (in progress)
- Chili (in progress)

**CERTIFICATIONS**
- GLOBALG.A.P.
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**
- Pineapple / 4,500 t
- Mangoes / 3,500 t

**CERTIFICATONS**
- GLOBALG.A.P.
- FAIRTRADE
Brakatu Investments & Commercial Farms

Hall 4 | booth 4D07

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 3000 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 / 5,000t

CERTIFICATIONS
+ GLOBALG.A.P.
Maphlix Trust Ghana Limited was established in 2013. The company is into commercial agriculture and exports fresh fruits and vegetables such as sweet potato, yam, pepper and okra. Some of the produce is sold on the local market.

Maphlix uses organic and eco-friendly fertilizers, pesticides and weedicides instead of conventional plant protection agents on the farm and thereby minimising harm to the environment and improving product quality for consumers.

The company currently exports to France and other European countries.

**PRODUCTS & QUANTITIES PER YEAR**
- Sweet potato / 2,000 t
- Yam / 50 t
- Pepper / 30 t
- Okra / 10 t

**CERTIFICATIONS**
- GLOBALG.A.P.
M.G. Farms and Trading Ltd.

Hall 4 | booth 4D07

The company M. G. Farms And Trading Ltd. from Ghana started growing Papayas in 1999 on 2 acres in the central region of Ghana. With hard work and dedication, M.G. Farms was able to start its own export. However, the climate in the central region was not ideal for growing papayas so the company decided to move to the eastern region of Ghana because the temperatures and rain patterns are more suitable there. Today, M.G. Farms owns 100 acres of land which is used for growing papayas.

In 2015 M.G. Farms started using 26.5 acres for organic agriculture to venture into a more sustainable agriculture. The organic nature of the papaya emphasizes its uniqueness in terms of physical appearance, taste, texture, and food safety. The high quality of the fruit as well as the sensation of the flavour perceived in mouth, makes M.G. Farms and Trading LTD an outstanding producer of papayas among other producers.

If you want to be sure of what you eat, then look nowhere than to M.G. Farms and Trading LTD Fruits where consumer’s health and delight is made the topmost priority.

PRODUCTS & QUANTITIES PER YEAR
+ Organic papaya (Solo) / 85 t
+ Papaya (Solo) / 330 t

CERTIFICATIONS
+ ORGANIC EU
+ GLOBALG.A.P.
+ GRASP
Elisur Organic SAC was born with the initiative to improve the economic conditions of farmers in the central Peruvian rainforest. The company is committed to the generation of added value and the industrialization of agricultural products for export.

Elisur Organic SAC is established by producers with more than 14 years of experience in the production of ginger and at the same time counts with specialists in export and quality control systems to ensure agro sustainability.

**PRODUCTS & QUANTITIES PER YEAR**
- Organic fresh ginger / 1,000 t
- Organic fresh turmeric / 120 t

**CERTIFICATIONS**
- GLOBALG.A.P.
- ORGANIC
- GRASP

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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 growing truly organic products with a superior flavor, which, combined with farmers’ dedication, makes it possible to get the best quality for organic products.

They are 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**

- Organic ginger / 1,500 t  
- Organic turmeric / 500 t  
- Organic granadilla / 104 t  
- Organic minibananas / 100 t

**CERTIFICATIONS**

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

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