

# U.S. Food Import Industry Annual Report

2021 Edition

U.S. Food Import Industry Annual Report 2021

## Includes:

FDA's Vision of New Era of Smarter Food Safety

Nutrition Facts Panel Changes Summarized

Directory of Leading U.S. Importers and Exporters Shipping to the U.S.



**WE STRIVE  
TO BE A PART  
OF EVERY FOOD  
EXPERIENCE**

The Gellert Global Group consists of many of the leading North American food importing companies and has been importing food products for over 100 years. Our corporate headquarters are in Elizabeth, New Jersey, with satellite offices/facilities across the U.S.

Gellert Global Group | Atalanta + Camerican + DeMedici + Finica + JF Braun + KHI + Swiss Chalet Fine Foods + Tipico  
1 Atalanta Plaza, Elizabeth, NJ 07206 | atalantacorp.com



Together as one company ...  
sourcing the highest quality ingredients  
for the global food industry



RELIABILITY.  
CONSISTENCY.  
QUALITY.

Since 1945 JF Braun & Sons, Inc.  
has been a leading supplier of dried fruits  
and nuts to food manufacturers, confectioners  
and bakers around the world.



JF Braun is a company of the Gellert Global Group | 2 Slater Drive, Elizabeth, NJ | 908 393 7400

## TABLE OF CONTENTS

### Association Annual Reports

Chairman's Report James Libby.....	2
President's Report Bob Bauer.....	6
North American Olive Oil Association Marco de Ceglie.....	8
Processed Foods Josh Gellert.....	10
Nut & Agricultural Products Travis Walvoord.....	12
National Honey Packers & Dealers Andy Sargeantson.....	14

### Regulatory and Trade Issues

FDA Vision of New Era of Smarter Food Safety.....	16
FDA Marks FSMA's 10th Anniversary.....	19
Producers Must Comply with Intentional Adulteration Regulation.....	22
Balancing Today, Tomorrow Key for Continuity.....	24
Nutrition Facts Panel Changes In Effect.....	26

The Role of a PCQI for Exporters to the U.S. ....	28
M&A Activity Continues in Pandemic.....	37

### Association of Food Industries, Inc.

Board of Directors .....	4
Legal Resources .....	120
Past Presidents .....	105

### AFI Membership Directories

North American Olive Oil Association.....	38
National Honey Packers & Dealers Association.....	48
Nut & Agricultural Products Section .....	55
Processed Foods Section .....	60
American Associate Members.....	70
AFI Overseas Members .....	78
Food Products Directory.....	106
Service Directory .....	126
Index of Advertisers.....	128

**Editor:** Bob Bauer, AFI

**Associate Editor:** Erin Jordan, AFI

**Design & Layout:** Ed Spader, AFI

**Circulation:** Greg Eckhardt, AFI

**Finance:** John Ferrugiaro, AFI

**Printing:** White Eagle, Trenton, NJ

Additional copies of the Annual are available from the Association: Free to Members; \$45 for Non-Members. The Association of Food Industries, Inc. is a nonprofit trade association which fosters international trade and commerce in food products.



# AFI Chairman's Report

James Libby, Finck-Jones-Libby Co.

The spectacle of the M/V Ever Given astride the Suez Canal was perhaps the iconic moment in international trade, but the past year has been a tide of rising frustration with sharply rising freight rates, demurrage costs, and container shortages on the piers. While perhaps just more than a third of the traffic reaching the Port of New York/NJ passes through the Suez Canal, the Federal Maritime Commission had already opened an inquiry into these matters earlier in the month before the blockage occurred.

AFI was invited to comment, specifically on the particulars of freight rate increases, and whether these were being levied on existing, or new contracts. AFI solicited comments and input from the members in the email newsletter - just one example of AFI providing crucial input, and a voice for the views and experiences of member importers, that have been badly affected by this shipping crisis over the past year.

March had opened with the more optimistic news that the Biden Administration had suspended punitive tariffs resulting from the EU/U.S. tariff dispute over the aircraft dispute, but much remains to be seen about the details. Optimism that the pandemic might have softened the sharp contentious atmosphere prevailing in trade talks now appeared unrealistic.

Olive oil was amongst the products signaled out for retaliatory tariffs in the dispute in the past, but in more favorable news, the AFI's North American Olive Oil Association has continued to work in the positive direction of creating both a U.S. FDA standard for identity of olive oil, and a Research and Promotion Order, which will lead to greater consumer confidence, and consumption.

Oversight of this enormous process of tariff settlement is a core mission of AFI, and by the end of March, AFI was promptly reporting the consideration of tariffs to be levied on sundry seafood and other products, based on the United States Trade Representative office determination of violations of digital services taxes, as Section 301 investigations, tempering the once hopeful atmosphere. Of course, the value of AFI's service in reporting this briskly is that members are offered a chance to comment and register their objections!

AFI's prompt reporting of the USTR actions on imposing tariffs on an ever-changing list of products remains a valuable service. In the past, AFI was successful in securing exemptions in imposed tariffs, by managing to include member's products in the Miscellaneous Tariff Bill, resulting in substantial, albeit temporary, savings.

The AFI commitment to free trade, which is imbedded in our mission statement, is a constant effort to protect member's interest in the constant flux of trade policy, where without it's voice, individual firms' concerns would be swallowed up without recourse. AFI remains a resource able to engage these matters on a federal level, which is not possible for individual firms.

While trade remains a dramatic focus for AFI, U.S. FDA regulatory matters are a continuing concern for all. Nearly a decade has passed since FSMA (the Food Safety Modernization Act) has passed, and AFI has led the way in providing education and clarification of U.S. FDA policy during this period. AFI's president, Bob Bauer, was involved in the creation of the FSMA education course, authorized by FDA, and this remains a valuable resource

for regulatory education in FSMA compliance. I strongly recommend the class on the Foreign Supplier Verification Program, which is offered to obtain FDA recognized training on a nearly monthly basis. FDA is moving towards more active enforcement, despite the limits of the pandemic. This program offers vital preparation and is available online, in view of obvious travel restrictions, as a two-day program.

Managing California Proposition 65 has also remained an area of concern for importers, and in light of this, AFI ran an informative webinar, highlighting the current issues, which is still available. AFI also brought to the attention of the membership a bill introduced in California to curb Prop. 65 abuse (Assembly Bill 693) and has advocated member's action to rein in predatory legal practices.

While not as dramatic as trade and enforcement, an important part of AFI's work is a continued review of product standards and specifications. The AFI maintains task forces reviewing standards in traditional products such as cashews, Brazil nuts, dried apricots and hazelnuts. Contract compliance is enhanced when common standards can be referenced, and this remains a valuable contribution of AFI to the trade. The standards are freely available to members on AFI's website.

Nobody who went through the past year of the pandemic can casually review the year without a sense of gratitude for the sustaining support of friends and colleagues. The disciplined professionalism, which characterizes the work of AFI has endured what for many has been a brutal period, without making excuses for performance. I thank you. ■

# CUSTOMS BROKERAGE SERVICES

SINCE 1967  
**KEN LEHAT**  
AND ASSOCIATES INC.



Nationwide Customs  
Clearance Services



Transportation, Warehousing  
and Distribution solutions



Marine Insurance



Consulting

## INTERNATIONAL FREIGHT FORWARDERS

Import /Export FCL and LTL

## FDA CONSULTING

Remove Foreign Suppliers from Automatic Detention

Label review

Assist Importers with FDA detentions

## FSVP SERVICES

Create FSVP plans

Help Importers manage their FSVP audits

Act as your FSVP agent

VISIT OUR WEBSITE



SCAN ME

FDA PROBLEMS? CALL KEN LEHAT

145 Hook Creek Blvd Valley Stream, NY 11581

**516-532-7259**

**KEN@KENLEHAT.COM**

# AFI 2020-2021 Officers and Board of Directors



**JAMES LIBBY**  
Chair  
Finck-Jones-Libby



**JOHN SESSLER**  
First Vice Chair  
JCS Tradecom



**STEVE MANDIA**  
Second Vice Chair  
Mandia Int'l Trading



**KARIM AZZAOU**  
Treasurer  
Balsu USA



**PHIL MELDRUM**  
Secretary  
Food Match



**STEPHEN O'MARA**  
Past Chair  
J.F. Braun & Sons



**BOB BAUER**  
President  
Ass'n of Food Industries



**ERIN JORDAN**  
Vice President  
Ass'n of Food Industries

## Directors



**YON AROCENA**  
World Finer Foods



**DOUGLAS LYNCH**  
SLD Commodities



**ROB POLIK**  
Acme Food Sales

# AFI 2020-2021 Officers and Board of Directors



JOSEPH CHRISTOVAO, IV  
Mercantum



ROBERT FEUERSTEIN  
Rema Foods



GEORGE POWELL  
Great Lakes Int'l Trading



HOWARD SCHREIBER  
Schreiber Foods  
International



LUCIANO SCLAFANI  
Gus Sclafani Corp.



DIANA THOMPSON  
Anchor Ingredients

## Section Chairmen

National Honey  
Packers & Dealers



ANDY SARGEANTSON  
Sunland Trading, Inc.

North American  
Olive Oil Association



MARCO DE CEGLIE  
Filippo Berio/Salov NA

Nut & Agricultural  
Products Section



TRAVIS WALVOORD  
Sunrise Commodities

Processed Foods  
Section



JOSH GELLERT  
Camerican International



# AFI President's Report

Bob Bauer, AFI

Elsewhere in this publication is an article about the 10th anniversary of the Food Safety Modernization Act. While not many members trade in baby food, the recent issues with findings of high levels of heavy metals in baby food likely will provide a good example of how FSMA works.

FSMA takes a risk-based approach to food safety. So, when a Congressional report entitled "Baby Foods are Tainted with Dangerous Levels of Arsenic, Lead, Cadmium and Mercury" was released, that certainly identified a risk with food given to an especially vulnerable segment of the population. That meant there was no question FDA would need to take some action and that industry would be impacted.

That impact became clear when FDA issued a letter to industry reminding baby and toddler food manufacturers "of their existing responsibilities related to these efforts"- essentially, the Preventive Controls for Human Food Rule.

Under the PC Rule, manufacturers must, through a hazard analysis, consider chemical hazards that may be present in foods they produce. Chemical hazards include "radiological hazards, substances such as pesticide and drug residues, natural toxins, decomposition, unapproved food or color additives and food allergens." Although natural toxins, including heavy metals, are present in the environment – in air, water and soil – and are unavoidable in the general food supply, even relatively low levels can be dangerous, particularly in the foods of babies, young children and other vulnerable populations.

Because of that, the PC Rule requires

facilities have and implement a written food safety plan with a hazard analysis – including analysis of natural toxins. The hazard analysis must:

- Identify and evaluate, based on experience, illness data, scientific reports and other information, known or reasonably foreseeable hazards for each type of food manufactured, processed, packed or held at the facility.
- Assess the severity of the illness or injury if the hazard were to occur and the probability that the hazard will occur in the absence of preventive controls.
- If it's determined that there is a hazard could occur, a preventive control must be established and maintained.

In this case, the emphasis is on the natural toxins/heavy metals of arsenic, mercury, cadmium and lead which occur naturally in the environment, so can be in the ingredients used for baby and toddler foods. But because they can cause serious health risks in these vulnerable populations, they need to be significantly limited in their foods. So heavy metals would constitute a chemical hazard requiring a preventive control to significantly minimize the potentially high levels of the toxic elements at or below the regulated levels. And that hazard analysis and the determined preventive controls must be included in the written food safety plan.

As FDA speakers at AFI meetings have said for years, when a problem is detected in your industry segment, you can expect to see increased inspections, sampling, etc. within that segment. FSMA builds on that strategy. Though it's too soon to have statistics, it's almost-certain FDA

immediately increased its level of surveillance in the baby food sector, which means baby food producers, whether foreign or domestic, and importers of those products should be more prepared than ever for an inspection. The first steps: immediately review your plan, testing records, audit information, etc. to make sure your plan addresses this risk and has proof the risk is being mitigated or eliminated. Don't wait until FDA knocks on the door to think about this.

It works the same for other products. If there's an import alert or warning letter issued on a product, producers and importers of that product (or products with similar risks) should immediately look at their plan to make sure the same thing can't happen to their product.

This ongoing monitoring of food safety developments with the products a company trades is a key responsibility outlined in FSMA. Remember to think not only of your products but products that have similar risks.

FDA likely will publish updated information on heavy metals in baby foods and other types of foods as it follows up on this issue. If heavy metals are a risk with your product(s), FSMA requires you to be aware of developments in that area. Be sure you are.

**Quick Note:** All of us have been impacted at some level by the Covid-19 pandemic. On behalf of the AFI staff, board of directors and fellow industry members, I wish all reading this good health, prosperity and a quick trip to whatever the new normal will be. Let's hope conditions allow for us to be together in person again very soon. ■



# Food, Logistics and Global Supply Chain Solutions for more than 60 years.



Direct importing - no middleman  
Full control over all aspects from A-Z



Global sourcing & procurement of a wide range of everyday products and specialty items



Full service food-grade logistics & transportation



Customs Bonded & FTZ warehousing



Supplier risk management, contract administration, and controls for global variables



## McLANE GLOBAL

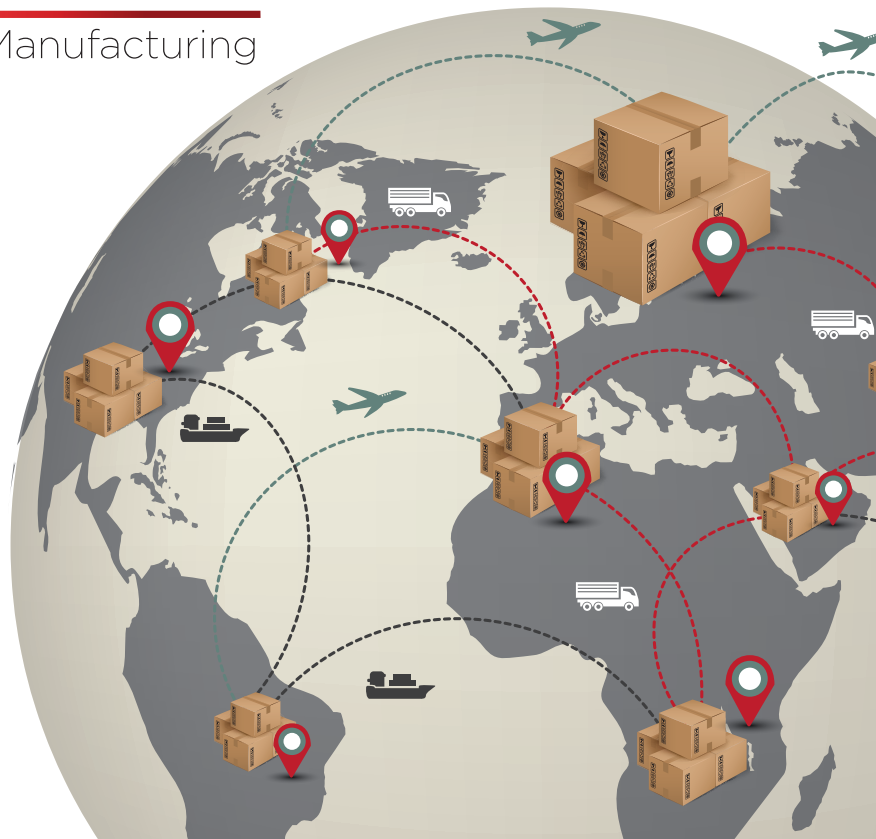
Trading | Logistics | Sales | Manufacturing

- |                       |                    |
|-----------------------|--------------------|
| Baking Goods          | Nectars            |
| Canned Fish & Seafood | Pasta & Rice Sides |
| Canned Fruits         | Peanut Butter      |
| Canned Vegetables     | Preserves, Jellies |
| Condiments            | Skillet Dinners    |
| Cookies & Crackers    | Snacks             |
| Dry Pastas            | Specialty Foods    |
| Grains & Rice         | Stuffing           |
| Macaroni & Cheese     | and more.          |



Texas | California | Utah  
281-210-3295 | [info@mclaneglobal.com](mailto:info@mclaneglobal.com)

[www.McLaneGlobal.com](http://www.McLaneGlobal.com)





# North American Olive Oil Association

## Annual Report

Marco de Ceglie, Filippo Berio/Salov NA

I'm pleased to address you for the first time as the newly-elected chair of the NAOOA. I'm fortunate to have a long and varied experience in the olive oil industry and I hope my new role will enable me to solve what I consider a confounding contradiction. Americans rank "olive oil" the healthiest cooking oil--indeed one of the 10 healthiest foods we can eat, yet less than half of U.S. households actually use it.

We know there are several reasons for the gap between consumers knowing that olive oil is healthy and them actually using it. Clearly one of the biggest obstacles is all the misinformation that circulates in the media, such as the exaggerated prevalence of "fake" olive oil and that olive oil is unsafe to cook with. The NAOOA has worked over for many years to dispel these myths and will continue to do so. Indeed, we see signs we are making inroads. Negative reporting is sharply down and more and more articles are written assuring Americans what those in the Mediterranean region have known for thousands of years: virgin olive oils are safe for cooking.

Another obstacle is one I discussed recently at a virtual event hosted by the Italian Embassy. The olive oil industry is comprised of good, better and best segments, yet the different segments of the category seem to be constantly at war with one another. Some high-end olive oil producers, instead of focusing on the positive attributes of their

products, go low and disparage any oils that don't meet the highest and exclusive standards. While those that do are only a small percentage of the high-end producers, their create disruptive conflict within the industry—and confusion among consumers. And producers of supermarket oils too often are dismissive of the important role the high-end oils have in elevating the entire category.

Truth is, there is ample room for all segments and grades of olive oils in the American cupboard. The sooner the industry can unite behind this concept, the better we will do vis-à-vis the true competition: other, less-healthy cooking oils. In this regard, regular and light-tasting olive oils have an important role to play. These healthy and economical products can be an easier transition into the category for consumers accustomed to neutral-flavored, solvent-extracted seed oils. We know from experience these regular olive oil users will graduate to healthier, more-flavorful extra virgin over time. That's exactly what happened in northern Italy and in Spain, where extra virgin olive oil now dominates markets that were previously dominated by the lighter grades.

Similarly, specialty olive oils, like many other high-end products, are wonderful and also have an important role to play. If you can afford it, who wouldn't want to drive a Ferrari, wear bespoke clothes and use \$50 estate-bottled olive oil when you cook? Keeping with the automotive analogy, Ferraris and similar

exotic cars are the ones that create the mystique and allure of driving...which benefits the entire category. It is not "Ford vs. Ferrari," it should be "Ford plus Ferrari."

The industry should focus on doing what it takes to provide what people want and need: more, affordable, genuine and sustainable olive oil. The scientific consulting firm Exponent found that just a 20-percent increase in adherence to a Mediterranean-style diet, of which olive oil is the cornerstone, would save our country \$20 billion in healthcare costs. And while generally speaking, the more flavor an olive oil has, the greater its health benefits, the reality is that every grade of olive oil is packed with heart-healthy monounsaturated fats.

Closely related to the matter of accessibility is keeping olive oil affordable. While there's certainly a place for capital-intensive estates producing splurge-worthy bottles, most acreage must still necessarily be devoted to cultivating olives for reasonably priced oil that can be enjoyed by everyone. For this to occur, leaders in government and industry should not lose sight of the need to develop and sustain large-scale olive oil production and should not impose unnecessarily restrictive production and quality standards.

Finally, sustainability is important if we

*Continued on page 75*

**AFI MEMBER FOR  
OVER 30 YEARS**

*Your Complete Source  
for Authentic Italian*



**ANNA**



*Little Gina's Mavozzo*

**LA BELLA VALENTINA**

*Cento Fine Foods • [www.cento.com](http://www.cento.com)*

©2021



# Processed Foods Section

Annual Report  
Josh Gellert, Camerican International

I was hoping my second and final report as chair of AFI's Processed Foods Section could focus on a different topic than last year. However, tariff issues continue to plague members of AFI's Processed Foods Section.

Tariffs and the threat of tariffs create uncertainty for everyone in the supply chain. Rather than get into a philosophical discussion on the overall effectiveness of tariffs, I'll instead provide an update on where things stand on four tariff-related issues impacting our section.

The first two involve punitive tariffs levied by the Trump Administration. China is the longer running of the two disputes. There are five lists of existing and potential tariff items. Agricultural products were spared on the first two lists. We weren't so fortunate on the third and fourth lists. In fact, hundreds of food items were included on the third list and continue to be subject to an additional punitive duty of 25 percent. The fourth list also contained hundreds of food items. Duties of 15 percent were imposed on Sept. 1, 2019. Following the announcement of a partial agreement between the two countries, the U.S. reduced the duties on the items on that list to 7.5 percent as of Feb. 14, 2020. Imposition of tariffs on the fifth proposed list, which contains only a few food items, was postponed following the partial agreement.

While we're all pleased to see some progress, U.S. companies are still paying penalties designed to punish China and there's still no indication as to how long the tariffs will remain in place. There's also no way to plan for what might happen if the negotiations hit a roadblock.

The Biden Administration has signaled a more trade-friendly approach in international affairs, though with it being so early in the term, it's not clear yet how dealings with China will be addressed.

We're all happy to see some progress in the U.S.-EU dispute on aircraft parts. A four-month suspension of punitive tariffs related to this dispute is in place from March 11-July 11. That's a relief for anyone importing products subject to those tariffs but we'll all rest easier when a permanent solution is announced. But as with all these situations, the threat of renewed tariffs on products on the existing list and/or other products that might be added creates complications in purchasing and shipping decisions.

Two other tariff-related issues – both of which involve tariff relief that expired at the end of 2020 – are of concern for AFI's Processed Foods Section. As has been the case since the middle of 2020 on both, we're at the mercy of Congress. Both have support among members of Congress; it just seems to be a matter of getting either or both issues to the forefront.

One program is the Generalized System of Preferences. GSP has been around since 1975 and gives duty-free treatment to some products from developing countries. It needs to be renewed every few years and that's where the problems arise. Each time Congress begins to discuss renewal, one or more members of Congress holds things up by requesting changes be made to the program. So, for the past several renewal cycles, the program has expired until Congress, well after the fact, decided to renew the program with no changes – with a

promise to make changes before the next renewal.

That's where we are today. The program is in limbo; those bringing in product normally covered by the program are holding their collective breath, hoping the program is renewed retroactively and that no changes are made that would impact planned purchases.

We're in the same boat with another tariff issue. As it's done since the early 2000s, AFI coordinated efforts to help its members seek temporary duty suspensions on several products via the Miscellaneous Tariff Bill.

Through the MTB, requests are made for temporary duty reductions or eliminations on products where there is little or no domestic production. Essentially, the MTB allows for a reduction in duties collected for each Harmonized Tariff Schedule number submitted of up to \$500,000 per year. So, every time AFI is successful in getting items included on the MTB, we're eliminating up to \$1.5 million in costs from the system for each of those HTS numbers over three years. It's a process that's supposed to take place every three years, though Congress has not always kept to that schedule. Though Congress doesn't keep to its schedule, those of us filing MTB petitions must. The current suspensions expired at the end of 2020 and as with GSP, we're waiting on Congress to act.

Ongoing updates on these tariff issues serve as yet another example of the benefits of AFI membership, as member companies have better intelligence to rely on in making purchasing and shipping decisions. ■

# PROUD MEMBER – OF AFI –

*Borges USA is one of America's leading importers and marketers of Mediterranean specialty foods.*

**124 years of delivering high quality products  
under reputable brands such as:**



NATURA



### Committed by Nature:

Borges is committed to environmentally-friendly practices to ensure sustainable, responsible agriculture and correct use of water. We certify our plantations with Global Good Agriculture Practice (GAP), good farming standards and adhere to the EsAgua platform.



<https://committedbynature.com/>

2680 W Shaw Ln, Fresno, CA 93711 · [StarFineFoods.com](http://StarFineFoods.com) · [customerservice@borgesusa.com](mailto:customerservice@borgesusa.com)

STAR Fine Foods STAR Fine Foods starfinefoods @starfinefoods





# Nut & Agricultural Products Section

## Annual Report Travis Walvoord, Sunrise Commodities

While the pandemic brought a halt to many things in 2020, one thing that didn't stop was the AFI arbitration process. Nobody likes to have or even think about trade disputes but they happen. Thankfully, they don't happen often. But we're fortunate to have a vehicle to resolve disputes in a faster and less-costly manner than court proceedings.

So, when the pandemic made in-person meetings impossible, AFI was able to do what we all had to with meetings and arrange for arbitration hearings to be held virtually. AFI took clear steps to ensure the continued integrity of the process. For example, all participants had to have their cameras on and be visible for the entire hearing.

The end result: AFI was able to hold approximately the same number of hearings it has averaged over the past several years, giving members and the trade as the whole an efficient way to address disputes.

The Nut & Ag Section is the sector within AFI that relies most on the association's arbitration service. Through this service, contracts that contain the AFI arbitration clause can be settled via arbitration – at a much lower cost than court proceedings would take. The arbitration service has been an integral part of the association's offerings for many decades.

Continuous efforts have been made to ensure the arbitration process is as fair and effective as possible for all parties. As an example, in 2016 AFI hired an arbitration expert to review the association's arbitration rules. He concluded the rules

had been written well but offered several suggestions to tighten procedures and further address issues raised by AFI staff and the AFI Arbitration Board. The board went even further, amending the rules to make it clear that foreign members are eligible to serve as arbitrators.

The latest version of the rules is available from the AFI website – [www.afius.org](http://www.afius.org) via the website's "Resources" tab. The site also contains valuable advice on how to prepare for an arbitration hearing and a checklist for filing a claim.

Another important component of the arbitration program is the list of unsatisfied awards. That list is shared with other trade associations and with the trade in general. Other associations share similar lists with AFI. Members should be certain to alert AFI of any companies that should be added to the list. Buyers and sellers should refer to the list on a regular basis so they're familiar with the names of the companies there. The association is continually looking for ways to enhance the ability of arbitration winners to collect their awards. The association's bylaws also contain a clause that failure to honor an arbitration award is grounds for a company to be expelled from the association.

AFI's relationships with other trade associations is a key factor in its ability to represent us. The nut and dried fruit sectors include several associations with which AFI works closely, including the International Nut & Dried Fruit Council. With more and more regulatory issues and challenges coming up around the world, it's likely AFI's relationships with other trade associations will become even

stronger as we continue to work with our partners, both on the supplier and customer sides, to keep our products moving with as little interruption as possible.

I hope anyone reading this who is not a member of AFI will take another look. For the reasons outlined above and many more, the association is of great help to our sector. Member companies, of course, benefit even more because we have a say in actions taken by the association, as well as access to information provided by the association. One look no further than the Food Safety Modernization Act for an example of regulations the association helps us understand.

Foreign suppliers serious about the U.S. market should consider AFI membership a must as well. In addition to receiving ongoing information about U.S. regulations and trends in the U.S. market, AFI will serve for free as the U.S. agent with the Food and Drug Administration for all foreign companies that are members of the association. Many companies pay companies to act as their agent and hear from them only when it's time for the next invoice. With AFI, members continually receive valuable information, while also having an agent ready to help as needed. On top of that, there's the benefit to "being associated" with customers here in the U.S. In these times of great uncertainty, the advocacy and knowledge offered by AFI is an invaluable tool to navigate regulations and disputes. If you are not a part of this organization, I hope you will consider membership today. ■

**Established 1913**

*Celebrating our 100<sup>th</sup> Year*

Representing Producers and Exporters of  
Shelled Nuts • Quinoa • Dried Fruit • Psyllium Seed Husk



340 West 86th Street,  
Apt. 7B  
New York, NY 10024

Telephone: (212) 799-5400

Facsimile: (212) 799-5405

E-mail: [FJLNewYork@gmail.com](mailto:FJLNewYork@gmail.com)

**VIGO**®

&

**ALESSI**®  
AUTENTICO

Anchovies, Anchovy Paste, Arborio Rice, Artichokes, Balsamic Reductions, Balsamic Vinegar, Basmati Rice, Bread Crumbs, Breadsticks, Bruschette, Canned Seafood, Capers, Caponata, Cannoli, Chia Seeds, Cocktail Onions, Cheeses (Feta, Manchego, Manouri, Emmenthal, Parmesan, Romano), Cookies (Amaretti, Cantuccini, Savoiardi, Sfogliatine), Couscous, Espresso Coffee, Extra Virgin and Pure Olive Oil, Farro, Giardinera, Gnocchi, Greek Olives, Greek Peppers, Hearts of Palm, Himalayan Salt, Jasmine Rice, Kosher Salt, Olives (Greek and Spanish), Marinated Asparagus, Marinated Mushrooms, Panko Bread Crumbs, Pasta, Pasta Sauce, Peppercorns, Pesto, Pine Nuts, Quinoa, Roasted Red Peppers, Saffron, Sardines, Sea Salt, Seasoned Rices, Seasoned Risottos, Soup Mixes, Spices, Sun Dried Tomatoes, Taralli, Toasts, Tomatoes (Concentrated, Crushed, Peeled and San Marzano), Tortellini and Wine Vinegar.

*Vigo Importing Co. • 4701 W. Comanche Ave., Tampa, FL 33614*

*ph: 813-884-3491 • fax 813-884-7139*

VigoFoods.com •   /VigoFoods •   /AlessiFoods • AlessiFoods.com



# National Honey Packers & Dealers Association

Annual Report  
Andy Sargeantson, Sunland Trading, Inc.

The National Honey Packers and Dealers Association and the honey industry as whole are bracing for a rumored move by domestic producers that will harm the entire industry, including them.

Rumors are swirling that within days or weeks, domestic producers and beekeepers will file antidumping duty petitions on honey from five countries that make up a large portion of the U.S. honey supply.

Here's a quick primer on antidumping/ countervailing duties:

Antidumping and countervailing duties are additional fees the government uses to discourage demand for products deemed to be import-sensitive.

What is the difference between AD and CV duties?

Antidumping duties are assessed when it's determined foreign suppliers or manufacturers are selling goods in the U.S. at a less-than-fair market value. Dumping occurs when goods are sold at a price less than that of the exporter's home market or at a price lower than the goods' cost of production. To receive an AD duty, the dumping must be proven harmful to a company or industry in the U.S. The amount of the AD duty is usually calculated to offset the margin of dumping.

Countervailing Duties are applicable when a foreign government provides subsidies or assistance to a local industry. This can be in the form of low-rate loans, tax exemptions or indirect payments. The assistance provided is said to enable these suppliers and manufacturers to potentially

export and sell the goods for less than domestic companies. After an investigation by the International Trade Commission, a CV duty is assessed based on the value of the subsidy.

Rather than list all the reasons any filing would be lacking in merit, I'll just say what's been noted in many studies on antidumping/countervailing duty actions – they're ineffective. In most cases, the short-term impact is a rise in prices consumers must pay for the targeted product. Also in most cases, the higher prices and other factors involved in antidumping duty situations encourage increased production and exports from new suppliers in other countries. So instead of the domestic industry competing against imports from x number of countries, it becomes x+2, x+3, etc. That creates a long-term and likely permanent self-inflicted injury for the petitioners.

The U.S. isn't alone. Countries around the globe have antidumping duty regulations in place. The impacts are the same – they don't work.

Unfortunately, the honey industry has first-hand knowledge and experience with antidumping and countervailing duties, as orders have been in place since the 1990s on honey from China and Argentina. That gives those of you who aren't familiar with these orders an idea of the long-term ramifications; they're not a short-term issue – they often last many, many years.

This time around we were fortunate to have heard the rumors about the potential filing and have spent a great deal of time doing everything we can to prepare.

Compare that to the antidumping duty filing a few years ago on olives from Spain. That filing came with no warning and at a time when many were out of their office to attend a trade show that was taking place just before a long holiday weekend. Timeframes are short in antidumping duty investigations, so that really forced the olive industry to scramble.

We, on the other hand, have had time to line up potential legal counsel, speak to that attorney and his partners, provide information to the legal team that should help if a petition is filed and educate importers and suppliers about the process and the need for everyone to participate in the investigation.

Both the olives filings and the potential honey filings serve as concrete examples of the benefit of trade associations. In both instances, AFI or one of its sections was the conduit the sectors used to make sure everyone knew of the gravity of the situation and to put the sectors in the best position possible to defend themselves.

Everyone importing/selling honey will be impacted if this filing takes place (or has taken place before you read this). Though the legal fees to defend the honey sector will be substantial, doing nothing puts the whole sector at risk – so that's not an option. If you import or sell honey and have questions about the status of the filing, I encourage you to reach out to the NHPDA through the AFI office. I also ask that you consider making a contribution to the defense fund. We need the support of the entire industry to mount our best defense. ■





## Family values you can count on.

Setton International Foods, Inc. is a leader in the snack industry providing a full-line of pistachios, nuts, dried fruits, edible seeds, trail mixes, snacks, chocolates and candies.

Widely recognized as a leader in the snack industry for over 50 years, our family brand is synonymous with superior quality, innovation and great taste. With a variety of consumer and bulk packaging available as well as custom packaging options, you can expect to find exactly what you are looking for. Contact us today!



**Setton International Foods, Inc.**

85 Austin Boulevard • Commack, NY 11725 • Tel: 631.543.8090  
SettonInternational.com • SettonFarms.com • info@SettonFarms.com

# FDA Vision of New Era of Smarter Food Safety

*This article contains excerpts of a speech given by FDA Deputy Commissioner for Food Policy and Response Frank Yiannas at an October 2020 event on the agency's progress in its New Era of Smarter Food Safety Initiative.*

In March, we were literally days away from releasing the New Era of Smarter Food Safety blueprint when the pandemic hit and the agency's focus had to turn, rightfully so, to our COVID response. However, while we were dealing with COVID, we had staff working behind the scenes on New Era and in July our commissioner Stephen Hahn unveiled our New Era of Smarter Food Safety blueprint.

We've experienced a few foodborne outbreaks this summer, one associated with peaches, another with red onions and we had an outbreak of Cyclospora illnesses linked to bagged salads. So, I'm going to try to touch on the objectives we set out in our New Era blueprint, building on the protections established by the FDA Food Safety Modernization Act, that I believe will have a direct impact on our efforts to prevent foodborne disease and once and for all bend the curve of foodborne illness.

## COVID-19

But first, I'd like to pause and acknowledge the role that each and every one of you has played in keeping your fellow Americans and consumers worldwide, for that matter, safe during this pandemic.

Early on in the pandemic we saw some outages of certain food SKUs and tremendous imbalances in the marketplace as traditional food service and institutional outlets had to close, resulting in too much food being in the wrong places. Food producers had to quickly adapt, as you know, to implement measures to protect their workforce from the spread of COVID-19 in the workplace. But through it all, our food supply has remained what I call amazingly resilient. Consumers can still go into their favorite supermarket and have access thousands of different food SKUs that are available.

I've heard it said that food security is

national security. I believe that -- it's important. The work you've done to ensure consumers have access to safe and available food during this crisis is impressive and commendable.

## Four Core Elements

There are four core elements of the New Era of Smarter Food Safety blueprint:

- Tech-enabled traceability
- Smarter Tools and Approaches for Prevention and Outbreak Response
- New Business Models and Retail Modernization and
- Food Safety Culture

## Tech-enabled Traceability

I know many of you have heard me say that a lack of traceability is an Achilles heel in today's modern food system.

Better traceability from farm to table in outbreak situations will help us identify food vehicles sooner and potentially shorten epidemic curves and thus, in this manner, it is a form of prevention -- secondary prevention.

But more importantly, better food traceability will help us to get back to source quicker to conduct the types of root cause analyses that we need to understand how these outbreaks occurred in the first place from pathogens such as Salmonella, Shiga-toxin producing E. coli and other pathogens. And once we learn how these contaminations can occur, we can prevent them. Tech-enabled end-to-end traceability coupled with whole genome sequencing is a game changer for food safety prevention.

We also learned during the pandemic that enhancing traceability could also help create the transparency that's needed in a

crisis to anticipate and help prevent supply chain disruptions in a public health emergency, such as the COVID-19 pandemic.

And it can help FDA and industry anticipate and help prevent the kind of market imbalances and food waste we've seen over the past few months.

## Food Traceability Rule

The first step in our work is to harmonize the key data elements and critical tracking events, known as KDEs and CTEs, needed for enhanced traceability. And we've done just that by issuing the draft Food Traceability Rule that is mandated by FSMA and we announced on Sept. 21.

In the new proposed rule, we've released a draft of the food traceability list for the foods that would require additional recordkeeping.

Note that I'm not calling this a high-risk foods list. I'm calling it a foods traceability list because the reality is that any food can present a risk if the right food safety practices are not followed.

And while the proposed rule is for select foods, it does lay a foundation for end-to-end traceability by creating a standardized approach to traceability recordkeeping, paving the way for industry to adopt, harmonize, and scale more digital traceability systems in the future.

## Smarter Tools & Approaches for Prevention

Next, let's move to Smarter Tools and Approaches for Prevention and Outbreak Response.

At the heart of this core element is a call for the use of smarter tools, such as root

*Continued on page 32*

**Buy direct. Buy with confidence.**



**RCN**



**Processed Kernels**



**Consumer Pack**



# **Sosega Nigeria FZE**

Sosega Nigeria processes high quality cashew kernels sourced from local farmers. Our direct sourcing provides unmatched quality at competitive prices. Contact us today to buy factory direct and save.



## **Sosega Nigeria FZE**

Plot F1, Calabar Free Trade Zone,  
Calabar, Cross River State,  
Nigeria

+234 80 3846 2649 (Nigeria)

+1-801-913-1176 (USA)

sosegafreetradezone@gmail.com

[www.soseganigeria.com](http://www.soseganigeria.com)





TM

FSVP IMPORTER & AGENT | FSVP PLAN CREATION  
LETTER OF CONSENT | DOCUMENT MANAGEMENT  
U.S. FDA FSVP RECORD INSPECTION ASSISTANCE  
COMPLIANCE MONITORING | FSVP CERTIFICATES



**UNITED SAFETY  
AGENTS**  
*fsvp agency*

Proud AFI Member [UnitedSafetyAgents.com](http://UnitedSafetyAgents.com) (888) 551-7403

# FDA Marks FSMA's 10th Anniversary

*The following article contains excerpts from a Jan. 4, 2021 speech by Frank Yiannas, FDA's deputy commissioner for food policy and response.*

Ten years ago today, on Jan. 4, 2011, the FDA Food Safety Modernization Act was signed into law and Congress' mandate was clear: It's not enough to respond to outbreaks of foodborne illness. We must prevent them from happening in the first place. FSMA was fueled by widespread concern among lawmakers, public health agencies, industry and consumers after multi-state outbreaks of foodborne disease had caused severe illnesses and deaths in thousands of people and animals in the United States. The result was the largest overhaul of the nation's food safety system since the Federal Food, Drug and Cosmetics Act of 1938.

A decade later, what can we say has been accomplished?

Because of FSMA, those who grow, produce, pack, hold, import and transport our food are now taking concrete steps every day to reduce the risk of contamination. The result is safer food in this country, whether that food is produced domestically or imported.

Importantly, and as a result of FSMA, there has been a bigger conversation about the importance of food safety over the past decade. This call to action has emanated from the halls of Congress to farms, food production facilities, corporate boardrooms and consumers all over the world.

We recognize that there's still work to be done. We began with a vision of where we were headed and a willingness to change course when necessary. Truthfully, there have been challenges we didn't anticipate. Food production is constantly evolving, as are the pathogens that can cause contamination. We've worked with stakeholders to ensure that the requirements don't just look good on paper but work well in practice.

We have tried our best to be up front about

what we are doing and why. In fact, transparency is a hallmark of this journey we call FSMA.

## Where We Started

Once FSMA became law, the U.S. Food and Drug Administration set off on a collaborative path to transform our food safety system. FDA leaders and experts sought input from farmers, manufacturers, distributors and others along the global supply chain. This unprecedented level of outreach shaped the draft versions of the FSMA requirements after hundreds of site visits, public meetings and listening sessions.

Even as we began finalizing FSMA requirements five years ago, the need for change was evident. For example, we heard from stakeholders that certain standards for agricultural water – a factor in some outbreaks tied to produce – were too complex and difficult to implement. We pushed back the compliance dates, embarked on hundreds of farm tours and will be proposing new agricultural water requirements that we believe are both feasible and effective.

With FSMA, we began doing our work differently by working more closely than ever with the food industry, with domestic and foreign regulatory counterparts, and with consumer advocacy groups. Together, we share the recognition that keeping food safe is good for public health, it's good for business, and it's simply the right thing to do.

## FSMA Progress

We have finalized the seven foundational rules outlining the risk-based preventive measures that are required of those covered by FSMA who grow, manufacture, process, pack, store and transport domestic and imported foods.

Facilities that produce human and animal

food must have food safety plans that include an analysis of hazards and risk-based preventive controls to minimize or prevent these hazards. These rules include Current Good Manufacturing Practices requirements and preventive standards for animal food producers. Keeping foods safe for companion and food-producing animals is an important part of an effective food safety system.

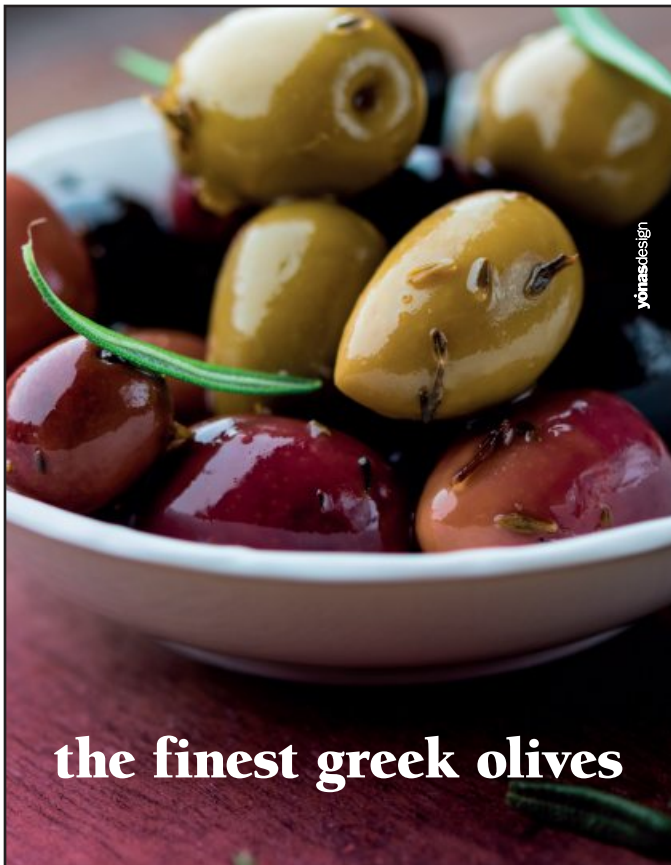
FSMA dramatically changed regulatory oversight of produce and food importers. There are now science-based, regulatory standards under FSMA for growing, harvesting, packing and holding fruits and vegetables. Importers are responsible for verifying that their foreign suppliers are meeting the new FDA safety standards aimed at prevention and there is a program for the accreditation of third-party auditors to conduct food safety audits of foreign entities.

We have worked closely with regulatory counterparts in Canada, Mexico, Europe, China and other trading partners to strengthen safety oversight of food coming to the U.S.

Food transport companies must prevent practices during transportation that create food safety risks. Food defense is another priority, with certain registered human food facilities required to reduce their vulnerability to intentional adulteration intended to cause widespread public harm, including acts of terrorism.

We have additional enforcement authorities, such as mandatory recall when a manufacturer fails to voluntarily pull unsafe food from the market and suspension of registration to prevent a facility from selling or distributing unsafe food.

If finalized, the proposed Food Traceability Rule, published in September 2020, would establish the foundational components to harmonize the key data elements and critical



jonasdesign

## the finest greek olives

GEORGOUDIS S.A. has a leading role among Greek food companies specializing in the production, packing and exporting of quality Greek olives to more than 50 countries around the world.



and growing...



**Parthenon**®

since 1897

**GEORGOUDIS S.A.**

ISO 9001 • ISO 22000 • IFS • BRC

2nd Industrial Area of Volos, Greece  
info@olives.gr • [www.olives.gr](http://www.olives.gr)

technology platforms, published dozens of guidance documents and provided technical assistance.

### Going Forward – A New Era

Modernization is not something you do just once. At FDA, it's one of our guiding principles. We are building on our FSMA achievements through the New Era of Smarter Food Safety initiative announced in April 2019 to create a more digital, traceable and safer food system. The New Era of Smarter Food Safety blueprint, released in July 2020, creates a 10-year roadmap for reaching this goal.

The blueprint builds on the work that FDA has done under FSMA to encourage and incentivize industry to voluntarily adopt new technologies that can lead to the end-to-end traceability that could help protect consumers from contaminated food.

Similarly, the blueprint looks at new ways of helping to ensure that industry is meeting its responsibilities. For example, FDA will look at the feasibility of using technology to conduct remote or virtual inspections and will encourage industry's use of sensor technology to monitor critical and preventive control points.

New Era initiatives will also enhance the use of root cause analysis in cases where preventive control measures fail. These analyses can advance our understanding of how a food is contaminated and help industry bolster preventive controls. The leaders who envisioned FSMA had just this kind of continuous improvement in mind when they created a flexible regulatory framework that can adjust with advancements in science and technology.

Another priority in the New Era blueprint is the continued establishment and development of food safety cultures on farms and in food facilities

all over the world. While the importance of shaping attitudes and commitments to food safety has always been central to FSMA, the New Era will advance this principle to help ensure that every link in the global supply chain understands the importance of the steps they are taking under FSMA to protect consumers. (See a more-in-depth article on the New Era on Page 16.)

So, have we advanced food safety, together, over the past 10 years? Definitely. Have we accomplished everything we wanted? The honest answer is that we're still working on that. We are working diligently to ensure that remaining FSMA rules and related guidance documents are finalized and implemented. But even when we have reached all those milestones, we will always be working with industry on continuous improvement based on the latest science and the application of new technologies. Every day we will do our utmost to make our nation's food as safe as it can be.

For 10 years, dedicated teams of FDA experts, as well as many stakeholders, have been working to implement FSMA. I don't want to close without acknowledging their unwavering dedication to building a prevention-oriented food system that will help keep all of us safe from foodborne disease. There's no doubt in my mind that their commitment has, and will, save lives.

With each year, the FSMA requirements become more embedded in the global food system and serve as the critical foundation to build on during our modernization journey into a New Era. In this manner, we'll continue to work together, think outside-the-box, and create a more digital and traceable food system that further advances food safety and improves the quality of life for consumers in this country and all over the world. ■



**BRC CERTIFICATION  
TESTED BY CERTIFIED LABS**  
both in Europe & US  
(before shipment – upon arrival)

**FULL SUPPLY CHAIN INTEGRITY**  
Extra Virgin Olive Oil,  
Refined Olive Oil, Olive Pomace Oil  
and ORGANIC Extra Virgin Olive Oil.

**Contact:** oilman@amdoilsales.com



**YOUR BULK OLIVE AND SPECIAL OIL SOURCE**

**ORGANIC HIGH OLEIC SUNFLOWER  
ORGANIC CANOLA  
HIGH OLEIC SUNFLOWER  
AVOCADO  
GRAPESEED  
ALMOND  
MACADAMIA NUT  
AND MORE ...**

**Contact:** tomw@amdoilsales.com



**2020 has been an unprecedented year.**

We are grateful for all our clients' loyalty throughout this challenging time. We are blessed to be in an industry that has been able to withstand the pandemic and we look forward to more normal times in 2021.

90 North Franklin Turnpike, Ramsey, NJ 07446  
Phone: 201-327-0642 Fax: 201-327-1814 www.amdoilsales.com

# Producers Must Comply with Intentional Adulteration Regulation

## AFI Staff Report

FDA's implementation of the Food Safety Modernization Act is not yet complete. The last of the foundational rules, dealing with Intentional Adulteration, has been in place for two-plus years. The regulation establishes requirements to prevent or significantly minimize acts intended to cause widescale public harm. It covers all facilities that manufacture, process, pack or hold human food. Facilities must create a food defense plan that details vulnerability to intentional adulteration, the strategies to combat that vulnerability and how the company will monitor and verify those procedures to make sure they are effective.

Compliance dates were staggered based on business size. Large businesses, defined as businesses with more than 500 employees, had an original compliance date of July 2019, with the date for small businesses (less than 500 full-time equivalent employees) set for July 2020. Very small businesses, defined as those with less than \$1 million in revenue, are exempt from the rule, although they do need to file documentation proving they are a very small business. FDA announced it wouldn't begin any IA inspections until March 2021. As with other FSMA rules, it's expected will use enforcement discretion for one to two years to "educate while we regulate" and focus on instructing companies how to come into compliance rather than enforce any penalties.

FDA said that when inspections begin for facilities covered by the IA rule they will consist of food defense plan "quick checks" during scheduled food safety inspections. "Quick checks" allow FDA to verify the facility has satisfied the basic requirements of the rule while also providing the agency the opportunity to "educate while we regulate." During the "quick check" FDA investigators will ask the owner or operator of the facility a series of questions such as "do you have a food defense plan?" and may provide some educational materials.

***FDA recommends manufacturers put together a food defense team, which could include people from security, maintenance, food production, sanitation, etc.***

### The Need for a Food Defense Plan

The food defense plan is a set of written documents based on food defense principles. It incorporates a vulnerability assessment, mitigation strategies and delineates food defense monitoring, corrective action and verification procedures to be followed. The plan must include:

- Vulnerability assessment
- Mitigation strategies and explanations
- Food defense monitoring procedures
- Food defense corrective action procedures
- Food defense verification procedures
- Owner/operator signature

The plan must be put together by a qualified individual, defined in the Preventive Controls for Human Food regulations as "an individual who has successfully completed training in the development and application of risk-based preventive controls at least equivalent to that received under a standardized curriculum recognized as adequate by FDA or is otherwise qualified through job experience to develop and apply a food safety system." FDA recommends manufacturers put together a food defense team, which could include people from security, maintenance, food production, sanitation, etc.

### Conducting a Vulnerability Assessment

The first step is to conduct a vulnerability assessment, to look at each point, step or procedure to identify the highest risk for adulteration. It should focus on people and places where they come directly in contact with the food. A facility must analyze the potential public health impact, degree of physical access to product and the ability of an attacker to successfully contaminate the product(s). Inside attacks are more likely than adulteration from the outside.

There are three methods recommended by FDA to do a vulnerability assessment—Key Activity Types, 3 Fundamental Elements and the Hybrid Approach.

### Key Activity Types

The Key Activity Types and general categories of manufacturing that have been identified as most vulnerable to intentional adulteration include:

- Bulk liquid receiving and loading
- Liquid storage and handling
- Secondary ingredient handling
- Mixing and similar activities

Manufacturers are expected to analyze each point, step or procedure related to these key activity types to see where intentional adulteration could occur and to develop and implement a plan so that does not happen. The plan must be written.

### 3 Fundamental Elements

The three fundamental elements are another means to identify vulnerability. They are:

- Potential public health impact
- Degree of physical access

*Continued on page 111*



# FRANCO

THE RICHARD FRANCO AGENCY, INC.

*Food Brokers*

IMPORT-EXPORT AGENTS SPECIALIZING IN:  
CASHEWS, BRAZIL NUTS, MACADAMIAS, CALIFORNIA ALMONDS & WALNUTS,  
HAZELNUTS, DRIED FRUIT AND HONEY

60 MORRIS TURNPIKE 3<sup>RD</sup> FLOOR  
SUMMIT, NJ 07901  
TELEPHONE: 973-376-4111  
FAX: 973-376-8196

WEBSITE: [WWW.RICHARDFRANCO.COM](http://WWW.RICHARDFRANCO.COM)  
E-MAIL: [CONTACT@RICHARDFRANCO.COM](mailto:CONTACT@RICHARDFRANCO.COM)

ASSOCIATION OF FOOD INDUSTRIES MEMBER



### Products from Europe

MACKEREL  
SARDINES  
CHESTNUTS  
CLAM JUICE

### Products from South America

ANCHOVIES  
JACK MACKEREL  
SARDINES  
ARTICHOKES  
ASPARAGUS  
HEARTS OF PALM  
PAPRIKA  
PEPPERS

### Products from Morocco

ANCHOVIES  
MACKEREL  
SARDINES  
CAPERS  
CORNICHONS  
COUSCOUS  
MUSTARD  
OLIVES

### Products from Asia

BABY CLAMS  
CRAB MEAT  
MACKEREL  
OYSTERS  
SARDINES  
SHRIMP  
  
COCONUT CREAM  
COCONUT JUICES (FLAVORED)  
COCONUT MILK  
COCONUT WATER  
DESICCATED COCONUT  
PURE CREAMED COCONUT (BLOCK)  
VIRGIN COCONUT OIL  
  
THAILAND SAUCES  
  
ASPARAGUS  
BABY CORN  
BAMBOO SHOOTS  
BEAN SPROUTS  
CHERRIES  
MANDARIN ORANGES  
MIXED CHINESE VEGETABLES  
PICKLES  
PINEAPPLE  
STRAW MUSHROOMS  
WATER CHESTNUTS

Dana Imports • 136 Summit Avenue, Suite 206  
Montvale, New Jersey 07645  
(201) 505-1330 • FAX (201) 505-1332  
E-Mail: [general@danainports.com](mailto:general@danainports.com)  
[www.danainports.com](http://www.danainports.com)

# Balancing Today, Tomorrow Key for Continuity

## AFI Staff Report

The impacts of COVID-19 have been extreme and have hit every industry. None has seen more of a seismic shift in demand and offerings during this pandemic than the food industry, Debra Bachar, president of Blueberry Business Group, told attendees of the 103rd NAFFS Convention.

“Impacts of COVID-19 on the food industry are just beginning and truth is hard to find,” she said. “We are navigating through a world of unknowns—much like the pandemic itself.” The tendency, she said, is to take what is happening right now and add “more” or to predict based on preferences. Both can be very misleading,” she said.

Bachar said companies are operating in an unfamiliar landscape, the most challenging time in a generation. “In the last 90 days our industry went from a supply economy to a demand economy; from an overload overrun product supply to products placed on shelves to meet the radical demand of stockpiling consumers,” she said. Restaurants suffered tremendously, she noted, adding that “some will never re-open.” For many food companies, she said, “five years of gains were lost in three months.” Others thrived as consumers viewed food through a lens of personal safety, family security and personal comfort through familiarity.

Bachar said these profound social and cultural shifts, combined with the relentless technology innovation times the rate of consumer adoption meant that in the years before COVID, “we saw 10 years of progress in the span of two years. COVID considerations shrink that time period to just six

***“Consumers are redefining what it means to take care of themselves through the food they eat. Self-care is a universally embraced trend, embraced by men, women, by minorities and all generations.”***

months,” she added.

So how does a company prepare for such a quickly changing, unfamiliar tomorrow? Companies must maintain a strong footing in the present by meeting customers’ needs, yet secure the future by testing and experimenting at an effective cost, she said.

Blueberry Business Group created four plausible scenarios given the possible duration of the pandemic and the corresponding length of an economic downturn; Bachar recommends all companies do the same. “Create a list of all plausible scenarios that could ensue and then scope it with the corresponding effects on consumer behavior in the world and on the organization. It’s just guesswork, to be sure, but it will enable your organization to visualize, mobilize and plan against possible impacts – positive or negative.”

The four possible scenarios Bachar’s team outlined were:

1) Uncontained virus with

severe and persistent economic slump, which is where Bachar sees the situation sitting today. A vaccine could be proven safe and effective in early 2021 but production and distribution will take time, perhaps another year for consumers to return to normal life, dining out and enjoying entertainment and sporting events. After this stage, it remains to be seen which of the following scenarios take place next:

2) Uncontained virus with rapid economic recovery.

3) Eradicated virus with severe and persistent economic slump.

4) Eradicated virus with rapid economic recovery.

As for the food supply, Bachar said the high unemployment brought on by COVID-19 tended to drive consumers to buy in bulk and better-value store brands. “As a result, manufacturers have been forced to streamline operations to focus on high-demand items,” she said. “Further, manufacturers are pulling back on innovation and research and development due to the low ROI and channel complexity.” These difficult times, she said, added to accounts receivables, complicating cash flow problems in the supply and value chains. Bachar believes the sales spike reported over the last few quarters could be temporary. Customers, she said, “will revert to the need for more variety and choice.” Therefore, she guarded NAFFS attendees against planning just for today. She

*Continued on page 67*



atalanta

TO BE A PART OF EVERY *food experience*

## WE STRIVE TO BE PART OF EVERY FOOD EXPERIENCE

Atalanta's success in the food import industry began in 1945 importing Polish hams. Today, Atalanta Corporation imports thousands of unique items from across the globe.

The expansion of our portfolio and customer base over the past 76 years parallels the growth of the market's demand for quality and specialty imported foods.

# DELIVERING THE GLOBAL HARVEST

Atalanta Corporation | 1 Atalanta Plaza  
Elizabeth, NJ 07206 | [atalantacorp.com](http://atalantacorp.com)



# Nutrition Facts Panel Changes In Effect

## AFI Staff Report

In mid-2016, FDA issued final rules for new Nutrition Facts and Supplement Facts Labels and Serving Sizes. In response to the industry needing more time to meet the new requirements, FDA extended the original compliance deadlines, providing manufactures more time to comply:

- Manufacturers with \$10 million or more in annual food sales now have until Jan. 1, 2020.
- Manufactures with less than \$10 million, until Jan. 1, 2021.

What are the compliance dates for the new requirements?

On May 3, 2018, FDA issued a final rule to extend the compliance dates from July 26, 2018, to Jan. 1, 2020, for manufacturers with \$10 million or more in annual food sales. Manufacturers with less than \$10 million in annual food sales had an additional year to comply – until Jan. 1, 2021. Manufacturers of most single-ingredient sugars such as honey and maple syrup and certain cranberry products have until July 1, 2021, to make the changes. Manufacturers of certain flavored dried cranberries had until July 1, 2020, to make the

changes. These compliance dates are still in place.

However, FDA has heard from some manufacturers that more time may be needed to meet all of the requirements, especially during the COVID-19 pandemic. Therefore, FDA is not currently focusing on enforcement actions regarding these new requirements.

FDA said it recognizes the public health importance of ensuring consumers have access to the new Nutrition Facts label and this new label appears on most food

packages. FDA said it continues to work cooperatively with manufacturers to meet the new Nutrition Facts label requirements.

The nutritional requirements are based on the total daily diet of Americans. Updated serving sizes better reflect current consumer consumption trends. In the 20+ years since the last update, there was a great deal of improved science on which to base the requirements – and increased health issues among Americans, such as diabetes and obesity.

The major areas of change with the nutrition facts panel and labeling rules include:

- Mandatory declaration of “added sugars” in addition to the natural sugars of the food. This is intended to provide consumers with additional information and potentially limit overall sugar intake. It should be noted that the National Honey Packers and Dealers Association, a section of AFI, was instrumental in getting FDA to announce it will use enforcement discretion and not enforce the added sugars requirement on single-ingredient packages of

### New Label / What's Different?

<p><b>Servings:</b> larger, bolder type</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><th colspan="2" style="text-align: left;"><b>Nutrition Facts</b></th></tr> <tr><td colspan="2">8 servings per container</td></tr> <tr><td><b>Serving size</b></td><td><b>2/3 cup (55g)</b></td></tr> <tr><td colspan="2"><hr/></td></tr> <tr><td colspan="2"><b>Amount per serving</b></td></tr> <tr><td><b>Calories</b></td><td><b>230</b></td></tr> <tr><td colspan="2"><hr/></td></tr> <tr><td colspan="2" style="text-align: right;"><b>% Daily Value*</b></td></tr> <tr><td><b>Total Fat</b> 8g</td><td style="text-align: right;"><b>10%</b></td></tr> <tr><td>Saturated Fat 1g</td><td style="text-align: right;"><b>5%</b></td></tr> <tr><td>Trans Fat 0g</td><td></td></tr> <tr><td><b>Cholesterol</b> 0mg</td><td style="text-align: right;"><b>0%</b></td></tr> <tr><td><b>Sodium</b> 160mg</td><td style="text-align: right;"><b>7%</b></td></tr> <tr><td><b>Total Carbohydrate</b> 37g</td><td style="text-align: right;"><b>13%</b></td></tr> <tr><td>Dietary Fiber 4g</td><td style="text-align: right;"><b>14%</b></td></tr> <tr><td>Total Sugars 12g</td><td></td></tr> <tr><td>Includes 10g Added Sugars</td><td style="text-align: right;"><b>20%</b></td></tr> <tr><td><b>Protein</b> 3g</td><td></td></tr> <tr><td colspan="2"><hr/></td></tr> <tr><td>Vitamin D 2mcg</td><td style="text-align: right;">10%</td></tr> <tr><td>Calcium 260mg</td><td style="text-align: right;">20%</td></tr> <tr><td>Iron 8mg</td><td style="text-align: right;">45%</td></tr> <tr><td>Potassium 240mg</td><td style="text-align: right;">6%</td></tr> <tr><td colspan="2"><hr/></td></tr> <tr><td colspan="2"><small>* The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.</small></td></tr> </table>	<b>Nutrition Facts</b>		8 servings per container		<b>Serving size</b>	<b>2/3 cup (55g)</b>	<hr/>		<b>Amount per serving</b>		<b>Calories</b>	<b>230</b>	<hr/>		<b>% Daily Value*</b>		<b>Total Fat</b> 8g	<b>10%</b>	Saturated Fat 1g	<b>5%</b>	Trans Fat 0g		<b>Cholesterol</b> 0mg	<b>0%</b>	<b>Sodium</b> 160mg	<b>7%</b>	<b>Total Carbohydrate</b> 37g	<b>13%</b>	Dietary Fiber 4g	<b>14%</b>	Total Sugars 12g		Includes 10g Added Sugars	<b>20%</b>	<b>Protein</b> 3g		<hr/>		Vitamin D 2mcg	10%	Calcium 260mg	20%	Iron 8mg	45%	Potassium 240mg	6%	<hr/>		<small>* The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.</small>		<p><b>Serving sizes</b> updated</p> <p><b>Calories:</b> larger type</p> <p><b>Daily Values</b> Updated</p> <p><b>Actual</b> amounts declared</p> <p><b>New</b> footnote</p>
<b>Nutrition Facts</b>																																																				
8 servings per container																																																				
<b>Serving size</b>	<b>2/3 cup (55g)</b>																																																			
<hr/>																																																				
<b>Amount per serving</b>																																																				
<b>Calories</b>	<b>230</b>																																																			
<hr/>																																																				
<b>% Daily Value*</b>																																																				
<b>Total Fat</b> 8g	<b>10%</b>																																																			
Saturated Fat 1g	<b>5%</b>																																																			
Trans Fat 0g																																																				
<b>Cholesterol</b> 0mg	<b>0%</b>																																																			
<b>Sodium</b> 160mg	<b>7%</b>																																																			
<b>Total Carbohydrate</b> 37g	<b>13%</b>																																																			
Dietary Fiber 4g	<b>14%</b>																																																			
Total Sugars 12g																																																				
Includes 10g Added Sugars	<b>20%</b>																																																			
<b>Protein</b> 3g																																																				
<hr/>																																																				
Vitamin D 2mcg	10%																																																			
Calcium 260mg	20%																																																			
Iron 8mg	45%																																																			
Potassium 240mg	6%																																																			
<hr/>																																																				
<small>* The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.</small>																																																				
<p><b>New:</b> added sugars</p> <p><b>Change</b> in some nutrients required</p>																																																				

*Continued  
on page 59*

# A Lot Goes on at AFI Events



**EXPERIENCE IT FOR YOURSELF!**

# The Role of a PCQI for Exporters to the U.S.

## AFI Staff Report

The Food Safety Modernization Act, signed into U.S. law in January 2011, created many changes and new requirements for anyone producing food in the U.S. or producing food that will be shipped to the United States. In fact, FSMA resulted in the biggest change to U.S. food law in 70+ years.

It's been 10+ years but – because there were so many changes – some in the industry are struggling to comply. Some of the most-frequently asked questions revolve around the definition of a Preventive Controls Qualified Individual.

### **What is a Preventive Controls Qualified Individual?**

A PCQI is someone with the training, education and work experience – or a combination thereof – needed to develop and apply a food safety system at a facility that manufactures, processes, packs or holds food. The written food safety plan required of food facilities must be prepared or its preparation overseen, by one or more PCQIs. The PCQI also oversees the validation that preventive controls are controlling identified hazards and the records review.

### **Does Every Facility Need a PCQI?**

Every domestic and foreign facility that produces, manufactures, packs or holds food (essentially, those required to register with the U.S. Food and Drug Administration), must have its plan written and overseen by at least one PCQI.

The PCQI usually is an employee of the facility but companies can also use outside assistance in developing their preventive controls plan. For example, a company can seek help from a food safety consultant in developing its plan.

A PCQI is a qualified individual who has successfully completed training in the development and application of risk-based preventive controls at least equivalent to that received under a standardized curriculum recognized as adequate by FDA or be otherwise qualified through job experience to develop and apply a food safety system. Job experience may qualify an individual to perform these functions if such experience has provided an individual with knowledge at least equivalent to that provided through the standardized curriculum.

It should be noted the regulation doesn't prohibit a company from using the services of a single PCQI for multiple locations and there are no restrictions on the proximity of the locations that are under the direction of any particular PCQI. However, given the ongoing need to oversee aspects of the facility's food safety plan, it's typically best for the PCQI to work in the facility.

### **How Does a PCQI Demonstrate His/Her Qualifications?**

As noted above, the Preventive Controls for Human Food final rule states a PCQI is an individual who has successfully completed training in the development and application of risk-based preventive controls at least equivalent to that received under a standardized curriculum recognized as adequate by FDA or be otherwise qualified through job experience to develop and apply a food safety system.

However, the rule doesn't require specific certifications, including certification by the Food Safety Preventive Controls Alliance – a public/private partnership funded by FDA that has developed FDA-recognized curriculum for training on this and other FSMA rules.

Taking the FSPCA course isn't mandatory but it's the best way to ensure a potential PCQI understands the regulation and its requirements. The course is offered in-person, online or in a hybrid format in which attendees do some of the training on their own before finishing it in-person. The course is offered in many different languages. Information on course offerings is available on the FSPCA website: <http://www.iit.edu/ifsh/alliance/>.

Some are scared away because of the length of the course – 20 hours. However, the fact that it's the FDA-recognized curriculum, has examples of how to address the requirements and includes group exercises that help reinforce what's covered in the slides and presentations make it time well-spent. Course fees varies, as the FSPCA doesn't set pricing. However, someone considering FSMA training should be certain the course being offered is the FSPCA course and should request information about the instructors to help in comparing pricing. The lowest or highest price doesn't necessarily signal to use or avoid a course offering. There are some who offer FSMA training that's not the FSPCA curriculum. That's a warning sign because it means the instructor did not take the time to become a certified FSPCA instructor. As such, he/she might now know the regulations as well and isn't privy to updates the FSPCA provides to its instructors.

In general, FDA will assess the adequacy of a facility's food safety plan rather than an individual's documented qualifications but one of the first steps of an inspection is the review of the qualifications of the PCQI(s).

*Continued on page 29*



# Mercantum

**Tropical Purees, Aseptic & Frozen**  
*banana, guava, mango, papaya, and pineapple*

**Organic**  
*banana puree and banana flakes*

**Fruit Concentrates**  
*apple, apricot, pear, peach and pineapple*

**Tomato Paste and Tomato Products**

# Delivers

*Timely, consistent, reliable, competitive and innovative products*



225 Broadway, New York, NY 10007  
212.233.0412 Fax 212.233.0506  
Email: [sales@mercantum.com](mailto:sales@mercantum.com)

# Americas Food & Beverage Show

WORLD TRADE CENTER  
MIAMI



**September 22-23, 2021**  
**Miami Beach Convention Center**

**REGISTER NOW FOR FREE TO ATTEND THE CONFERENCE**  
*(limited time offer)*

- Network with over 3,000 food and beverage professionals
- Attend a broad range of seminars on industry trends, markets of opportunity and get up to date on the latest regulatory updates.
- Meet with more than 200 global exhibitors

To register and find out more about the show, please visit  
[www.americasfoodandbeverage.com](http://www.americasfoodandbeverage.com)

Inquires at: Emy Garcia | [egarcia@worldtrade.org](mailto:egarcia@worldtrade.org) | 305-871-7910

The Americas Food & Beverage Show is expected to have more than 300 exhibitors with over 3,000 visitors from more than 30 countries. The show is sponsored by the National Association of State Departments of Agriculture (NASDA), the U.S. Department of Agriculture and the World Trade Center Miami.

In partnership with:



## **I Have Many Certifications. Do I Still Need to Take the FSPCA's PCQI Training?**

No. BUT, the FSPCA course is clearly the best training available on the rule and on preventive controls. An individual might be an expert in HACCP, for example, but with no training in preventive controls and how that food safety paradigm is different from HACCP, he/she will not meet the PCQI definition.

## **Can We Have More Than One PCQI?**

Absolutely. In fact, it's often best to have more than one. Most facilities have enough taking place in them that it'll take more than one person to effectively monitor that all food safety steps are being carried out.

## **What Happens if Our PCQI Leaves the Company?**

This is perhaps the best reason to have at least two PCQIs at each facility. If you have one PCQI and he/she leaves, you no longer have a PCQI for that facility and are no longer in compliance with the regulation. To take it a step further, the same issue can arise if the lone PCQI is away an industry event, on vacation or ill.

Rather than take that chance, companies are advised to have at least two PCQIs associated with each facility. In addition to avoiding the scenario above, having the second person as a PCQI puts a checks-and-balances system in place because it'll result in a second pair of eyes reviewing records, etc.

## **How Does the PCQI Interact with U.S. Importers?**

U.S. importers (and perhaps their customers) are required to have certain documentation from their suppliers. In general, in addition to the food safety plan, the importer needs records on a per-shipment basis that demonstrate the food was produced in accordance with the facility's preventive controls plan and is safe. Therefore, the relationship with U.S. importers has changed somewhat. While food safety and quality have always been important to importers, FSMA requires them to have these food safety records from their suppliers available at a moment's notice. To do that effectively, they need to collect and review them on an ongoing basis.

## **Conclusion**

All of this sounds like – and is – a lot of work. Some say rather than do it, they'll sell to other countries. However, many other countries have similar or more-strict requirements. There's a pretty good chance a facility selling to multiple countries is already doing much of what's required. Most shortcomings involve recordkeeping. The investment in training to make sure a firm's food safety leaders understand how to demonstrate compliance will reap rewards because employing a knowledgeable regulatory professional creates a point of difference from less-committed competitors. ■



## **Ron-Son Foods, Inc.**

*Importers of Quality Foodservice  
Products*

*"We are large enough to serve you nationally but are small  
enough to treat you like a friend"*



- Olives
- Olive Oils
- Mushrooms
- Peppers
- Anchovies
- Artichokes
- Fruit
- Greek Items
- Italian Pasta

Please visit [www.ronsonfoods.com](http://www.ronsonfoods.com) for  
more information.



Ron-Son Foods Inc.  
PO Box 38 Swedesboro, NJ 08085  
Phone: (856) 241-7333  
Fax: (856) 241-7340



## **Importers and Packers of Mediterranean Specialty Foods**

Foodservice, Retail, Industrial,  
Private Label

Olives from around the world  
Capers and Caper berries  
Pepperoncini and Giardiniera  
Sun Dried Tomatoes  
Roasted Peppers  
Artichokes  
Onions

Email: [george@orleanspacking.com](mailto:george@orleanspacking.com)  
[www.orleanspacking.com](http://www.orleanspacking.com)

Phone: 800-524-9284 Fax: 617-361-2638



## **Commodity Trading Agency**

INDIA ~ VIETNAM

### **COMMODITY BROKERS SINCE 2012 SPECIALISING IN CASHEW KERNELS AND RAW CASHEW NUTS**

PRODUCT PORTFOLIO HAS DIVERSIFIED AND EXPANDED  
TO INCLUDE RICE, SESAME SEEDS, PEPPER,  
DESICCATED COCONUT AMONG OTHER AGRO PRODUCTS

**WE ARE ALSO ABLE TO SOURCE AND OFFER ORGANIC CASHEWS  
ALONG WITH ORGANIC SPICES AND ORGANIC SEEDS**

**DHAVAL KAMDAR**

**Mobile: +91.9820000736 / +91.9905392053**

**Email: [dhaval@cta.net.in](mailto:dhaval@cta.net.in) ~ Website: [www.kpeheraj.com](http://www.kpeheraj.com)**

**Signal/WhatsApp/Telegram: +91.9820000736**

# FDA Vision of New Era of Smarter Food Safety

*continued from page 16*

---

cause analyses, to understand how a food became contaminated and prevent risk factors from reoccurring. This element also has a very strong focus on predictive analytics.

And we're also looking to expand how FDA mines data to strengthen our predictive capabilities, using new tools such as artificial intelligence and machine learning, among other things.

## **Imported Seafood Pilot**

For example, we're conducting a pilot that will leverage artificial intelligence and machine learning to strengthen our ability to predict which shipments of imported foods pose the greatest risk of violation and use that information to better target import review resources.

- A proof of concept application of AI and machine learning models to two-years' worth of historical shipment data of seafood import products into the U.S. indicates we can expect very promising results that I'm pretty excited about.
- Imagine having a tool that improves by almost 300 percent our ability to know which of millions of shipping containers to examine because they're more likely to have violative products. You see, we're not talking about things that can't be done; we're already doing this. This type of approach would save time, and more importantly, would save lives, and that's critical.
- And beyond imports, strengthening our predictive capabilities will be transformational for the agency, and for our profession. We believe we will be able to leverage such approaches to decide, for example, which facilities we prioritize for inspection, what foods are most likely to make people sick, and other risk prioritization questions that we and many of you have.

## **New Business Models and Retail Modernization**

The third element is New Business Models and Retail Modernization.

Some of you have heard me say that we're in the midst of a food revolution. We'll see more changes in the food system in the

next 10 years than we've seen in the past 30. New foods are being produced, new food production methods are being realized, and the food system is becoming increasingly digitized.

## **Online Grocery Shopping**

Before the COVID-19 pandemic, research indicated that online grocery shopping would have a 20 percent share of consumer food spending within the next few years. But now one survey, in the midst of the pandemic, reports that 31 percent of U.S. households are already using online grocery services.

This evolving landscape accelerates the need for us to work together to establish the appropriate standard of care to establish the safety of foods from around the corner to around the world and address the ever-changing last mile.

And as I mentioned, we're real serious about bending the curve of foodborne illness so we're taking a fresh look at more traditional business models to ensure foods sold at restaurants and other retail establishments are as safe as they can be.

- When outbreaks are tied to a single food-preparation location, the CDC reports that oftentimes the most important nexus is restaurants and other retail food establishments. And these collectively contribute to the overall burden of foodborne disease.
- At the same time, FDA baseline surveys of out-of-compliance rates of the risk factors at retail establishments have not changed decade after decade, despite continual retail food inspection and training efforts.

Are there creative, new, and smarter approaches – beyond traditional retail inspections and training – that could result in higher rates of compliance and reduced food safety risk to consumers? Of course, and we're starting to work on them.

## **Food Safety Culture**

And last but not least, the New Era speaks to the establishment and support of food safety cultures on farms, in food facilities and in homes. The importance of food safety culture, as you know, has been a

mission for me for many, many years.

## **Why Food Safety Culture Matters**

Think about some of the major catastrophic events that you've read about in the newspaper – and when society has asked the smartest men and women to investigate those incidents. What do they conclude? Do they conclude it was improper training, inadequate SOPs, operator error or faulty design?

No, when it really matters most of these investigations result in an underlying root cause and it's almost always stated that it was a culture that allowed these tragedies to happen.

## **Peanut Butter, Infant Formula, & Ice Cream**

You see, I believe some outbreaks we have seen in our profession and we investigate have more to do with culture than they do with what we often report about them. For example, the PCA (Peanut Corporation of America) outbreak, in my opinion, had more to do with culture than the ability for Salmonella to survive in a low moisture food.

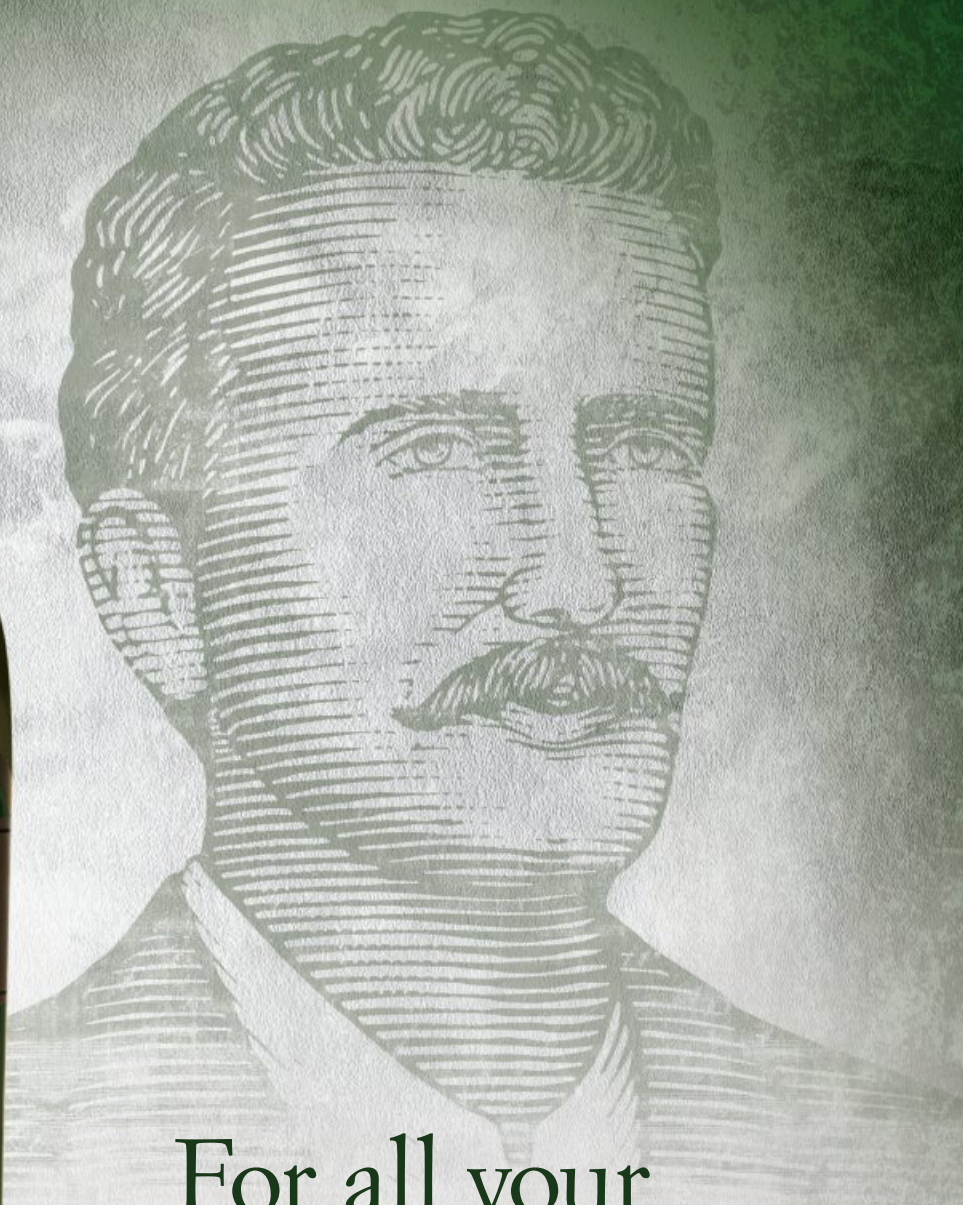
Or how about melamine in dairy powders? It's not just the idea of chemistry or something being introduced to make a product look higher in protein content. It's a culture that allowed that to happen. Or Listeria in ice cream, in a company that hadn't had a negative experience with food safety failure in 108 years of experience. You can see where an organization might get a little bit complacent.

## **Food Safety = Behavior**

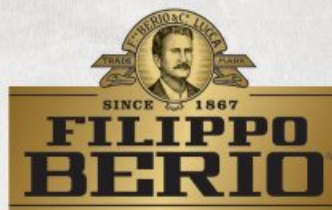
What we say or what we write about food safety matters, but it's not what matters most. It's what we DO - our behaviors - that matters most. In fact, I like to say that simply put, food safety equals behavior.

We will not make dramatic improvements in reducing the burden of foodborne disease without doing more to influence what employees think about food safety and how they show a commitment to this goal.

And lastly, the pandemic has shined a light on other aspects of what it truly means to



For all your  
help, AFI...*Grazie!*



MASTERS OF FLAVOR™



[www.filippoerio.com](http://www.filippoerio.com)

©2019 SALOV North America Corp.

have a food safety culture.

- It's about influencing the behaviors of the people who work on farms and in facilities, but it's also about keeping those our employees and our colleagues safe when others are sick.
- It's about educating consumers on the best food safety practices to apply in the home when we know that consumers are doing more cooking at home than ever before.

FDA wants to advance this idea of food safety culture as a legitimate subset of the science – and not just a slogan.

And our first step is to work with you stakeholders in a collaborative manner to better define food safety culture and what it means in particular in the context of regulatory oversight.

We will be identifying ways for industry to develop a strong food safety culture within existing regulatory requirements, and tools that companies can use to assess their own food safety culture.

### **Produce Safety Update**

I'd like to segue here to advances we've made in helping to ensure the safety of fresh produce.

### **Leafy Greens Action Plan**

Work has continued throughout the pandemic on the 2020 Leafy Greens STEC Action plan to help prevent recurring outbreaks of Shiga-toxin producing *E. coli* linked to the consumption of fresh leafy greens. This initiative echoes many of the same themes you've heard as I've discussed the blueprint. And we've made progress, despite the challenges of these times.

- For example, in May we issued a report on the investigation into the contamination of romaine lettuce implicated in outbreaks of *E. coli*. The traceback and sampling in the Salinas Valley growing region of California suggest that a potential contributing factor in this, and other outbreaks, was the proximity of cattle to those produce fields.

### **Water Treatment Protocol**

Another advance tied to this plan is an announcement we made in July that FDA and EPA have released a new protocol to aid in the development and registration of

treatments for the control of microbial contaminants in preharvest agricultural water.

- EPA approved the protocol, developed by FDA scientists, that will assist companies in registering their products if they can demonstrate that they will be safe and effective against pathogens that might be in water and are hazardous to public health.
- Once available, EPA-registered water treatments will be yet another valuable tool to help farmers address contamination issues in their water sources and protect consumers from foodborne illness.

In addition, and very importantly, we intend to release a proposed rule in the coming months to revise certain agricultural water requirements in the Produce Safety Rule under FSMA. We're going to ensure that it's practical enough to address the implementation challenges that we heard while protecting public health.

### **Cyclospora Detection**

I also want to share a development that highlights some of the great work that our scientists have done over the past few years to enhance our ability to investigate outbreaks related to *Cyclospora*. This past year, many of you have heard there was an outbreak of *Cyclospora* illnesses tied to the consumption of bagged salads. This outbreak made 700 consumers sick in 14 states.

In August, we were able to report the scientific progress we've made in using a new method developed and validated by the FDA staff to sample and detect *Cyclospora* in agricultural water for the first time in a field investigation.

This method was used in our investigation and I think it's going to be instrumental in our efforts to better understand the dispersion of this parasite in the environment, and it will help prevent future outbreaks. Environmental sampling detected the presence of *Cyclospora* in the surface water of a canal near a farm which had been identified in traceback.

FDA also pioneered a new method to test for *Cyclospora* in produce. This method was used in 2018 to confirm the presence of the parasite in a salad mix product tied to an outbreak that sickened hundreds of people. These scientific tools are going to be invaluable in our battle for prevention.

### **Partnerships**

Lastly, I'd like to touch on the importance of collaboration and partnerships. We all know that food safety requires collaboration, both in the private sector and in the public sector. A classic example is the work we have done with the papaya industry, among others.

In an August of last year, I sent a letter to all sectors of the papaya industry with a call to action to break the cycle of recurring outbreaks of *Salmonella* infections associated with imported papayas. This pattern of eight outbreaks since 2011 tied to consumption of imported papaya accounted for almost 500 reported cases of illness, more than 100 hospitalizations and two deaths. We knew we could do better.

And since that call to action our regulatory partners in Mexico, the largest supplier of papayas to U.S. customers, and the produce industry and others have really stepped up to do important work to develop food safety best practices for the papaya industry to follow.

And I'm very proud to report that this year we have not experienced a major outbreak of *Salmonella* in papaya. That's partnership at work! And I call that the anonymity of prevention. No headline, but I don't think that happens by chance.

This is just part of the work we're doing as part of an agreement with our regulatory counterparts in Mexico to strengthen our food safety partnership for the benefit of consumers in both our countries.

So I hope you can see that there is some real progress being made despite the current challenges we've all been facing. The FDA is doing work that it has never done before. I'd like to pivot back to the New Era of Smarter Food Safety. Even though the blueprint is out, these are early days in an initiative that will span the next decade.

We will work with a broad expanse of stakeholders in industry, academia, trade associations and consumer groups as well as our regulatory partners and groups that we had not traditionally engaged with before, such as technology companies.

The role that each and every one of you play in protecting the food supply makes you essential. Rest assured, you will always have a seat at this table. ■

# FOOD IMPORT GROUP

REMA FOODS • SOURCE ATLANTIQUE • SUNRISE COMMODITIES • SWEET DRIED FRUIT

Supplying imported specialty items to leading foodservice & retail companies for over 50 years



**We are committed to offering high-quality, ethically sourced, and responsibly produced products.**



**Contact Information:**  
**140 Sylvan Avenue | Englewood Cliffs, NJ 07632**  
**Tel: (201)-947-1000 Fax: (201)-947-7667**  
**Email: [rema@foodimportgroup.com](mailto:rema@foodimportgroup.com)**  
**Website: [www.foodimportgroup.com](http://www.foodimportgroup.com)**



A full service importer and distributor offering responsibly sourced nuts and dried fruit products from top tier farms and plantations across the globe.

## ***When Quality Truly Counts, Count on Atlantix Commodities***

Atlantix has been part of the vanguard of the FSMA revolution and our robust supplier approval program incorporates the latest regulations safety protocols and industry trend. Our quality department is FSVP and PCQI certified and our staff are knowledgeable regarding the products we source.

**Atlantix Commodities**  
**1270 44th Street Suite 2R**  
**Brooklyn NY 11219**  
**718-256-1000**  
**1-877-595-1155**  
**info@atlantixco.com**  
**www.atlantixco.com**



# M&A Activity Continues in Pandemic

## AFI Staff Report

For Brian Briggs, 2020 was a year of many interesting deals. Over the years, the mergers & acquisitions guru has been on both sides of the negotiating table. This year has been no different, and as CEO of National Foods, he helped the company through several impactful deals. “Good deals can always get done,” he said at the 103rd NAFFS Annual Convention.

Briggs said 6.3% of transactions in the food and beverage sector are in the ingredient or flavor space and more than 80% of those are acquisitions done by strategics. Another 12% are done by private equity firms that have been increasingly interested in the food and beverage industry.

Briggs said ingredients firms often achieve a higher multiple than other companies in F&B, though many things must be present to drive higher-end multiples. First, he said, is scale – the pure number of dollars in revenue. Second is the market segment expertise, especially if the segment is on-trend. Third is whether organic growth is higher than the market. Next is the on-trend solutions, technology and capabilities of the business. Trends such as lower-sugar, better-for-you foods or convenience items are attractive. And finally, the customer base. If it’s disruptive or growing, it will achieve a higher multiple, he said.

Perhaps of equal importance, Briggs noted, was that the lack of these factors will naturally lead to a lower-end multiple. The impact the CEO/owner of the company has had on the success of the business is critical factor as well. It’s important, he said, to identify if

***Briggs said 6.3% of transactions in the food and beverage sector are in ingredient or flavor space and more than 80% of those are acquisitions done by strategics.***

relationships with key contacts are tied to the owner in particular? If so, the business may not be likely to operate at the same level without that person, he said.

Briggs said today’s deal environment is different than in years past. COVID-19 slowed everything down for a time but he’s optimistic about the return to pre-COVID levels, both in new deals and the renewed progress in those that were under way before COVID hit. He said there were more generational change opportunities and some “true, strong-volume, high-quality deals in the flavor and ingredients segment.”

Briggs said although COVID-19 certainly impacted the acquisition arena, performance can still be reviewed, as well as revenue. Businesses, he said, can rely on EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) perhaps more easily in the F&B market than in others. He said the flavor and ingredients sector can offer real assets and revenue that are easy to measure. Because of COVID, he said “calculations are more in-depth.” Due diligence, he said, “is always a critical

part of the deal but figuring in the effects of COVID increases this factor.” He said deals during COVID seem to be taking longer, as the time for permits and other governmental requirements are among things slowing the process for all.

On whichever side of the deal one may be, Briggs advised preparation. “F&B deals are more sophisticated and as a seller, you have to have your information, data and reports in order. The more you have prepared, the more control you have over the narrative, making you stronger as a seller,” he said.

After more than 30 deals during his career, from every angle of a negotiation table, Briggs is well-versed in all aspects of taking a business public or taking it private. He shared his “10 Lessons Learned” from this experience.

### **1. Really Understand What the Market Values**

If the market values revenue growth, EBITDA or a specific customer base, that’s what the focus should be. Recognizing the importance of technology or geographic reach is vital and measuring one’s business model against what is valued is the equation to be sought. A self-assessment or one with the assistance of an investment banker will identify what gaps exist between where a firm is and where it wants to be in two-to-

*Continued on page 49*

# North American Olive Oil Association

Chairman, Marco DeCeglie, Filippo Berio Brand/SALOV North America Corp.

Vice Chairman, William Monroe, Pompeian

Treasurer, Enrique Escudero, Sovena USA

## A

### ACE ENDICO

80 International Blvd  
Brewster, NY 10509  
Phone: 914-347-3131  
Email: mendico@aceendico.com  
Michael Endico, EVP

### ACEITES GARCIA DE LA CRUZ S.L.

Reyes Catolicos  
23 Madridejos,  
Toledo 45270 Spain  
Phone: 34 925 460 496'  
Fax: 34 925 467 004  
Website: www.garciadelacruz.com  
Email: eusebio@garciadelacruz.com  
Eusebio Garcia de la Cruz Pascual,  
CEO

### ACEITES TOLEDO S.A.

Po. Pintor Rosales, 4 y 6  
Madrid 28008, Spain  
Phone: [34] 91.541.6737  
Fax: [34] 91.559.9808  
Email: jcr@aceitestoledo.com  
Website: www.aceitestoledo.com  
Juan Carlos Rubio, General Manager

### ACESUR NORTH AMERICA, INC.

2842 Cromwell Road  
Norfolk, VA 23509  
Phone: 757-664-5200  
Website: www.acesurnorthamerica.com  
Email: jelder@acesurnorthamerica.com  
Juan Gonzalez, Export Department

### AEGEAN OLIVE AND OLIVE OIL EXPORT-ERS' ASSOCIATION

Ataturk Cd. No: 382  
Alsancak Alsancak, Konak  
Izmir 35220, Turkey  
Phone: +90-232-4886000  
Email: efe.firat@eib.org.tr  
Website: www.eib.org.tr  
Efe Firat

### AGRO SEVILLA

340 Herndon Parkway  
Herndon, VA 20170  
Phone: 703-733-0794  
Fax: 703-733-0942  
Miguel de Kanter

### AGROVIM S.A.

6th Km. National Road Kalamata -  
Messini 24100 Kalamata,  
Greece  
Phone: [30] 2106423614  
Fax: [30] 2106423349  
Email: agrovim@agrovim.gr  
Jenny Gyftea, V.P./General Manager

### AGRUSA, INC.

P.O. Box 267  
Leonia, NJ 07605-0267  
Phone: 201-592-0277  
Fax: 201-585-7244  
Email: dbush@agrusainc.com  
Donna Bush, President

### ALDI INC. US

1200 North Kirk  
Road  
Batavia, IL 60510  
Phone: 630-425-7282  
Email: Quality.Assurance@aldi.us  
Danielle LaFramboise-Dodd, QA  
Manager

### AMD OIL SALES LLC

90 North Franklin  
Turnpike  
Ramsey, NJ 07446  
Phone: 201-327-0642  
Fax: 201-327-1814  
Email: oilman@amdoilsales.com  
Mr. Donald W. Griego, President  
Mrs. Jeanne D'Elia, Vice President  
*For all your bulk olive oil needs.  
Inventory available throughout the  
country. Programs to meet individualized  
needs.*

### AMORE TRADE

3758 Tennis Court  
Falls Church, VA  
22041  
Phone: 703-537-9367  
Email: 1938hella@gmail.com  
Hella Akrou, CEO

### ASOLIVA

See Olive Oil Exporters Ass'n of Spain

## B

### BLM PROD.-UND VERTRIEBSGES mbH & Co. KG

Neue Strasse 21  
Buchholz 21244 Germany  
Phone: +49 4181 929 128  
Email: harald.boehm@blm-pantos.de  
Website: www.betz-holding.com  
Harald Böhm, Head of Quality Assurance

### BADIA SPICES, INC.

1400 NW 93<sup>rd</sup> Ave.  
Doral, FL 33172  
Phone: 305-629-8000  
Email: svdocs@badiaspices.com  
Alina Lastra

### BONO USA, INC.

19 Gardner Road Suite E  
Fairfield, NJ 07004  
Phone: 862-485-8729  
Website: www.bonousainc.com  
Email: bonoliousa@gmail.com  
Salvatore Russo-Tiesi, General Manager

### BORGES AGRICULTURAL AND INDUSTRIAL EDIBLE OILS SAV

Avda. J. Trepat,  
S/N Tarrega, Lleida 25300 Spain  
Phone: [34] 973-501212  
Fax: [34] 973-500060  
Email: rriera@borges.es  
Antonio Balasch Joval

### BORGES USA

2680 West Shaw  
Lane  
Fresno, CA 93711  
Phone: 559-498-2928  
Fax: 559-498-2958  
Email: pandrade@borgesusa.com  
Patti Andrade  
Francesca Sola, President/CEO

### BORGES NATIONAL USA CORPORATION

53 S Broad Street  
Ridgewood, NJ 07450  
Phone: 201-825-6214  
David Rahal



# ORLANDO

FOODS

EST. 1948

## Ambassadors of Italian Quality

---



Flour, pasta, tomatoes, oil, cheese.

Since 1948 we import to USA all the best ingredients  
to highlight the Italian culture in the Culinary Art.

**BOTTICELLI FOODS LLC**

59 Mull Drive  
 Commack, NY 11725  
 Phone: 631-543-7000  
 Fax: 631-813-1265  
 Email: sasaro@botticelli-foods.com  
 Salvatore Asaro, CEO

**C****C.H.O.**

Route Mahdia Km 18 Sakiet  
 Eddaier  
 3066 Sfax,  
 Tunisia  
 Phone: [216] 74 44 76 76  
 Fax: [216] 74 44 76 78  
 Email: oliveoil@igotoil.com  
 Website: www.terradelyssa.com  
 Abdelaziz Makhoulfi, General Manager

**CARGILL, INC.**

2525 Ponceleon  
 Coral Gables, FL  
 33134  
 Phone: 786-493-1435  
 Email: ulie\_robey@cargill.com  
 Julie Robey

**CASA DO AZEITE**

Rua Castilho, 69 R/C  
 ESQ  
 1250-068 Lisbon,  
 Portugal  
 Phone: 351 21 3841810  
 Fax: 351 21 3861970  
 Email: geral@casadoazeite.pt  
 Pedro Cruz, President

**CASAS DE HUALDO NORTH AMERICA**

372 Bell Branch Ln  
 St. Johns, FL 32259  
 Phone: 904-755-6196  
 Website: www.casasdehualdo.com  
 Email: maria.reyes@casasdehualdo.com  
 Maria Reyes, Vice President

**CATANIA OILS**

1 Nemco Way  
 Ayer, MA 01432-0227  
 Phone: 978-772-7900  
 Email: basile@cataniausa.com  
 Anthony Basile

**CENTO FINE FOODS, INC.**

100 Cento Boulevard  
 West Deptford, NJ  
 08086  
 Phone: 856-853-5445  
 Fax: 856-853-2843  
 Email: info@cento.com  
 Website: www.cento.com  
 Mr. Rick Ciccotelli, CEO  
 Mr. Joseph Cristella, IV, Purchasing  
 Mr. Rich Gendrachi, Purchasing  
 Mr. Bart Ricci III, Nat'l Sales

**CIBARIA INTERNATIONAL, INC.**

705 Columbia Ave.  
 Riverside, CA 92507  
 Phone: 951-823-8490  
 Fax: 951-823-8495  
 Email: kgriiset@cibaria-intl.com  
 Website: www.cibaria-intl.com/  
 Kathy Grisiet, President  
 Richard Chazarian, VP Sales &  
 Mktg, Ext. 404

**COLAVITA, USA**

1 Runyons Lane  
 Edison, NJ 08817  
 Phone: 732-404-8300  
 Fax: 908-862-4382  
 Email: usa@colavita.com  
 John Profaci

**COLUMBUS VEGETABLE OILS**

30 E. Oakton Street  
 Des Plaines, IL 60018  
 Phone: 847-257-8944  
 Fax: 773-265-6985  
 Email: bbartilotta@cvoils.com  
 Website: www.columbusvegetableoils.com/  
 Bob Bartilotta, Sales Manager

**CONCORD SALES LTD.**

Suite 400, 1124 Lonsdale Avenue  
 North Vancouver, BC V7M 2H1,  
 Canada  
 Phone: 604-986-7341  
 Fax: 604-986-5061  
 Email: tony.luongo@concordnational.com  
 Tony Luongo

**CORICELLI PIETRO SPA**

Loc. Madonna di Lugo, 44  
 06049 Spoleto, (PG)  
 Italy  
 Phone: 011-390-74323281  
 Fax: 011-390-743222254  
 Email: coricelli30@coricelli.com  
 Website: www.coricelli.com  
 Pietro Coricelli, Export Area Mgr.

**D****DRUA S.A.**

11, Avenue du Houx  
 B-1170 Brussels,  
 Belgium  
 Phone: 011-322-6607463  
 Fax: 011-322-6622337  
 Email: drua@olivamed.com  
 Bernard Speeckaert

**E****EVOO & CO. LLC**

369 Lexington Avenue  
 28th Floor  
 New York, NY 10017  
 Phone: 917-512-9129  
 Email: joachim@evooco.com  
 Joachim Azria, President

**F****F.J. SÁNCHEZ SUCESORES, SA.U.**

C/ Campanario, S/N  
 Sorbas, Almeria 04270  
 Spain  
 Phone: 0034 950 364038  
 Fax: 0034 950364422  
 Email: info@fjsanchez.com  
 Website: www.fjsanchez.com  
 Gabriel Sanchez

**FEDEROLIO**

Via delle Conce, 20  
 00154 Rome,  
 Italy  
 Phone: 011-390-65754201  
 Fax: 011-390-65781813  
 Email: segreteria@federolio.it  
 Tullio Forcella

**FILIPPO BERIO BRAND/  
SALOV NORTH AMERICA CORP.**

125 Chubb Avenue, 1<sup>st</sup> Floor  
 Lyndhurst, NJ 07071-3406  
 Phone: 201-525-2900  
 Fax: 201-525-0805  
 Email: dscheiber@salov-na.com  
 Website: www.filippoberio.com  
 Dave Scheiber, VP, Marketing





SANDLER, TRAVIS & ROSENBERG, P.A.  
International Trade, Customs & Export Law

We assist with:

Import, Customs & Related Regulatory Compliance  
Duty Savings & Tariff Mitigation  
Customs Audits & Investigations  
Government Relations & Trade Negotiations  
Trade Remedies Advocacy  
Export Compliance



GERALD B. HORN, Member of the Firm  
212-549-0135; ghorn@strtrade.com

Proud AFI supporter for the past 30+ years

---

BOSTON | GUANGZHOU | HONG KONG | MIAMI | NEW YORK  
PAWLING, NY | SHANGHAI | SAN FRANCISCO | WASHINGTON, D.C.

[www.strtrade.com](http://www.strtrade.com)

**FIO DOURADO, LDA.**

Rua S. Simao, 117 Comeiras de Baixo  
Pernes, Santarem  
2000-319 Achete, Portugal  
Phone: 351-243-449698  
Website: www.fiodourado.pt  
Email: geral@fiodourado.pt  
Maria João Gomes Mendes

**G****GOYA FOODS**

100 Seaview Drive  
Secaucus, NJ 07096  
Phone: 201-348-4900  
Fax: 201-348-6609  
Email: conrad.colon@goya.com  
Conrad Colon

**H****HORIBA INSTRUMENTS**

20 Knightsbridge Rd  
Piscataway, NJ 08854  
Phone: 732-319-7877  
Email: karoly.csatorday@horiba.com  
Karoly Csatorday, Ph.D.

**I****ICEX ESPAÑA EXPORTACIÓN e INVER-  
SIONES CIF: Q2891001F**

**C/O TRADE COMMISSION OF  
SPAIN/FOODS FROM SPAIN**  
405 Lexington Ave., 44th Floor  
New York, NY 10174-0331  
Phone: 212-661-4959  
Fax: 212-972-2494  
Email: JShaw@mcx.es  
Website: www.foodsfromspain.com;  
www.us.spainbusiness.com  
Jeffrey Shaw, Director  
*Foods From Spain is a marketing  
division of the Commercial Office of  
Spain in New York. Our mission is to  
support and promote the country's food  
products in the USA market in order to  
boost trade. Foods From Spain works  
closely with manufacturers, importers,  
distributors and retailers to increase  
usage and awareness of food products  
from Spain among American consumers.*

**INDLAB**

Poligono Industrial  
Jerez de los Caballeros 06380  
Spain  
Fax: 34 924 730 180  
Email: administracion@indlab.es  
Juan Antonio Carrasco Tanco, Chairman

**ITALFOODS, INC.**

205 Shaw Road, P.O. Box 2563  
So. San Francisco, CA 94080  
Phone: 650-877-0724  
Fax: 650-871-9437  
Email: richarda@italfoodsinc.com  
Website: www.italfoodsinc.com  
Richard Armanino

**J****JCS TRADECOM, INC.**

419 Park Avenue S, Suite 1104  
New York, NY 10016  
Phone: 212-563-2707  
Fax: 212-244-2258  
Email: john@jcstrade.com  
Website: www.zoebrand.com  
John Sessler, President

**JUAN BALLESTER  
ROSES, SUCESORES, S.A.**

P.O. Box 22  
43500 Tortosa - Tarragona,  
Spain  
Phone: [34] 977 500000  
Fax: [34] 977 500347  
Email: exports@ballesteroliveoil.com  
German Ballester Puig, General  
Manager

**K****KEHE DISTRIBUTORS LLC**

1245 E. Diehl Rd Suite 200  
Naperville, IL 60563  
Phone: 630-343-0178  
Website: www.kehe.com  
Email: Cherie.Jansen@kehe.com  
Cherie Jansen, Category Manager

**L****LA TOURANGELLE, INC.**

125 University Ave  
Suite 202  
Berkeley, CA 94710  
Phone: 510-970-9960  
Fax: 510-970-9964  
Email: gwenn@latourangelle.com  
Website: www.latourangelle.com  
Gwenn Goffin, CFO

**LABORATORIO TELLO S.L.U.**

P.I Los Olivares. C/ LA Iruela, 8  
Jaen, Andalucia 23009  
Spain  
Phone: +34 623 23 50 65  
Email: mariatello@laboratoriotello.com  
Website: www.laboratoriotello.com/  
Maria Tello Liébana

**LETTIERI & COMPANY LTD.**

120 Park Lane  
Brisbane, CA 94005  
Phone: 415-657-3392  
Fax: 415-657-9957  
Website: www.lettieri.com  
Email: tony@lettieri.com  
Tony Lettieri, COO

**LLUIS JANE BUSQUETS LABORATORI  
D'ANALISI S.L.**

c/ St. Llorenc no27 baixos  
St. Quirze del Valles  
Barcelona 08192, Spain  
Phone: 034-93-721-13-15  
Email: lluis.jane@ljlblab.com  
Anna Jane Brunet

**LOUIS GLOBAL TRADING LLC**

16 Seneca Lane  
Bordentown, NJ 08505  
Phone: 646-208-8784  
Email: glouis@louisglobaltrading.com  
Gerard Louis, Importer/Distributor

**M****MAEVA USA**

100 South Broad Street, Suite 1400-B  
Philadelphia, PA 19110  
Phone: 215-964-8009  
Fax: 215-449-3365  
Website: www.maevausa.com  
Email: chumphrey@maevausa.com  
Charlie Humphrey, General Manager

**MANDIA INT'L TRADING CORP.**

75 Wurz Ave.  
Utica, NY 13502  
Phone: 315-765-0119  
Fax: 315-836-8009  
Email: smandia@mandiacorp.com  
Website: www.mandiacorp.com  
Steve Mandia

**MIGASA ACEITES, S.L.U.**

Crta. Madrid-Cadiz, Km. 556  
41700 Dos Hermanas (Sevilla), Spain  
Phone: [34] 954-720550  
Fax: [34] 954-729552  
Email: comercial@migasa.com  
Antonio Gallego, Export Manager



What we grow  
feeds more  
than just one  
industry.



[www.sovenagroup.com](http://www.sovenagroup.com)

**FST**

FOOD SPECIALTIES TRADING LLC

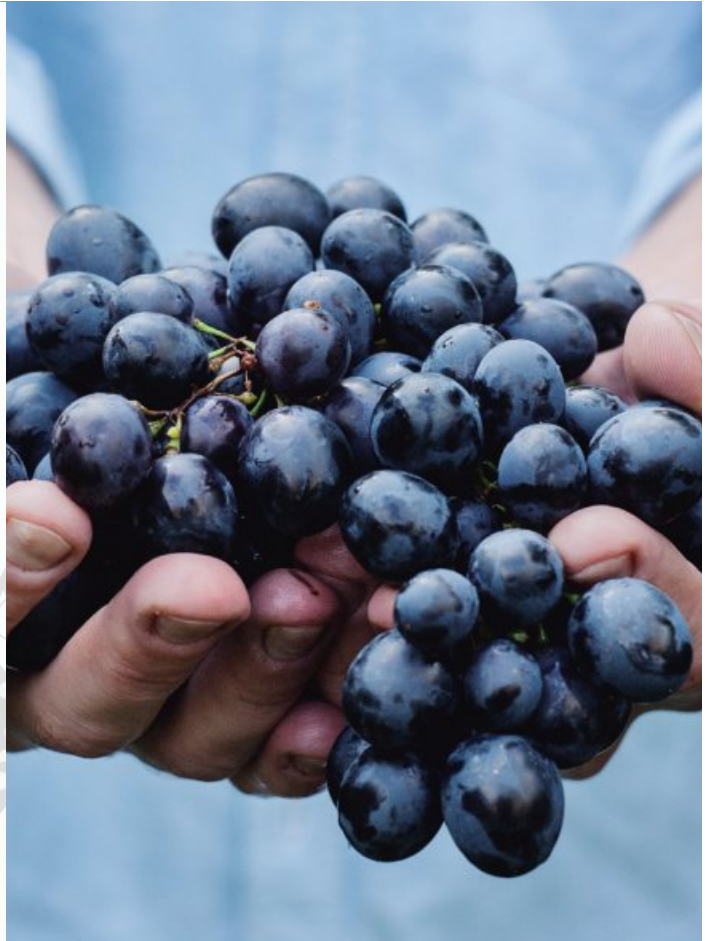
IMPORTER OF ITALIAN AND  
MEDITERRANEAN SPECIALTY FOODS

SPECIALIZING IN BULK, FOODSERVICE AND  
PRIVATE LABEL



**DE NIGRIS**

ITALIAN VINEGAR MAKER  
SINCE 1889



31 VREELAND AVE, TOTOWA, NJ 07512 - 973.837.6791

## MOROCCO FOODEX

Route El Jadida, à proximité de l'hôtel Zenith  
Casablanca 20230  
Morocco  
Phone: +212(0)522305104  
Fax: +212(0)522302567  
Email: lafkir@mfoodex.ma  
Website: www.moroccofoodex.org.ma  
Lafkir Abdelfattah, Head of Cooperation Dept.

## O

### OFFICE NATIONAL DE L'HUILE EXPORT

Mohamed V Avenue, No. 10  
Tunis 1001, Tunisia  
Phone: 216-71-330-652  
Fax: 216-71-351-883  
Email: dg.onh@gnet.tn  
Website: www.onh.com.tn  
Chokri Bayoudh, CEO

### OLEIFICIO SALVADORI SRL

Via delle Nazioni Unite 26/28  
Badia a Settimo, FL 50010,  
Italy  
Phone: [39] 055 721-702  
Fax: [39] 055 721-701  
Email: gianluca@popolani.com  
Website: www.oleificiosalvadori.com  
Gian-Luca Popolani, Export Manager

### OLEIFICIO SARDELLI S.P.A.

Via Chiantigiana, 321  
Grassina, Florence 50015  
Italy  
Phone: [39] 055-640039  
Fax: [39] 055-643975  
Email: sardelli@sardelli.it  
Paolo Sardelli, Chairman

### OLITALIA S.r.l.

via Meucci, 22/A Forlì 47122  
Italy  
Phone: +39 (0) 543 794811  
Fax: +39 (0) 543 794844  
Website: www.olitalia.com  
Email: silvia.mingione@gruppo-olitalia.com  
Silvia Mingione, R&D

## OLIVE OIL

### EXPORTERS ASSOCIATION OF SPAIN

Jose Abascal, 40  
Madrid, 28003  
Spain  
Phone: 011-349-14468812  
Fax: 011-349-15931918  
Email: direccion@asoliva.com  
Website: www.asoliva.es  
Rafael Pico, General Manager

## P

### PALAZZO VARIGNANA INC

280 Interstate North Circle Suite 510  
Atlanta, GA 30339  
Phone: 770-835-2216  
Email: l.eikhoff@crif.com  
Anneliese Eikhoff, Director

### POMPEIAN INC.

P.O. Box 8863  
4201 Pulaski Highway  
Baltimore, MD 21224  
Phone: 410-276-6900  
Fax: 410-276-3764  
Email: wcm@pompeian.com William Monroe



### PORT JERSEY LOGISTICS

200 Liberty Way  
Cranbury, NJ 08512  
Phone: 609-495-1300  
Email: jemelo@portjersey.com  
Website: www.portjersey.com  
Robert Russo, President  
John Emelo – Logistics  
Tel: 732-417-0030  
Eric Holch, Director of Bus. Development  
Email: eholch@portjersey.com  
*Port Jersey Logistics offers it all to domestic manufacturers and international shippers alike—from warehousing and distribution to supply chain management, we combine 60 years of experience with the latest state-of-the-art systems and facilities to meet even the most demanding international and local logistics requirements.*

### PRIMAL NUTRITION

1631 S Rose  
Ave  
Oxnard, CA 93033  
Phone: 805-506-1075  
Website: www.primalkitchen.com  
Email: megan@primalblueprint.com  
Megan Cleveland, Director, AQ & Innovation

## S

### SAN GIULIANO NORTH AMERICA/ SAPORI D'ITALIA

10310 N. Pierpont Circle  
Fresno, CA 93720-4526  
Phone: 559-434-5269  
Fax: 559-434-5271  
Email: p.manca@sangiuliano.it  
Pasquale Manca  
**Administration**  
680 P Street  
Fresno, CA 93721  
Phone: 559-266-5838  
Fax: 559-266-5839  
Mr. Joe Mastro

### SGS

201 Route 17 North  
Rutherford, NJ 07070  
Phone: 201-508-3000  
Email: food@sgs.com  
Jennifer Buckley, Global Food Marketing Manager  
*SGS is the world's leading inspection, verification, testing, and certification company. Our services build trust, reduce risk and maintain efficiency across diverse agriculture and food supply chains. We assist with legislation compliance, correct storage, shipping, packing and distribution, as well as import and export product inspection. With our range of testing, training, certification and technical services, we help companies worldwide to monitor and validate safety, quality, and sustainability.*

### SHEYLUS AMERICA INC.

408 isabey  
Ville St. Laurent  
Quebec, H4T1V3  
Canada  
Phone: 514-877-4646  
Website: www.sheylusgroup.com  
Email: slimmokni@sheylusamerica.com  
Slim Mokni

### SOMERCOM

12, Rue Marbeuf, 4E Etage  
Paris, France 75008  
Phone: [33] 1 40 70 9450  
Fax: [33] 1 40 70 9480  
Email: somercom@somercom.com  
Hubert Berrebi

# *NAOOA Seal Program*



**Stand Out From the Competition**

[naooa.org](http://naooa.org)  
[aboutliveoil.org](http://aboutliveoil.org)

# sovena

## SOVENA USA

1 Olive Grove St.  
Rome, NY 13411  
Phone: 315-797-7070  
Fax: 315-797-6981  
Gabi Estevez

### Other Location:

Crtra. Rinconada-Brenes  
Km. 11,700  
41310 Brenes (Sevilla) Spain  
Phone: +34 955 65 33 00  
Fax: +34 954 79 60 62  
E-mail: info@sovena.es  
Website: www.SovenaGroup.com

## STONEWALL KITCHEN LLC

2 Stonewall Lane  
York, ME 03909  
Phone: 207-351-2713  
Email: jlombard@stonewallkitchen.com  
Jay Lombard, Buyer

## SUNSET OLIVE OIL LLC

133 Van Norman Road  
Montebello, CA 90640  
Phone: 562-908-5353  
Fax: 562-908-5311  
Email: dan.devico@sunsetoliveoil.com  
Website: www.sunsetoliveoil.com/  
Dan Devico, President

## T

## T&M IMPORTS, LLC

30012 Ivy Glenn Drive Ste 220  
Laguna Niguel, CA 92677  
Phone: 631-974-2276  
Fax: 949-229-1984  
Website: www.tantillofoods.com  
Email: jon@tantillofoods.com  
Jon Tantillo, VP Sales & Operations

## U

## UMBRIA OLII INTERNATIONAL S.R.L.

Via G. Agnelli, 10  
Campello sul Clitunno, PG 06042  
Italy  
Phone: 39-0743-2706  
Fax: 39-0743-520051  
Email: umbriaolii@umbriaolii.com  
Giorgio Papa, President

## US FOODS, INC.

6133 N River Road Suite 500  
Rosemont, IL 60018  
Phone: 847-720-8000  
Email: patrick.dollard@usfoods.com  
Patrick Dollard, Category Manager

## V



## VIGO IMPORTING CO.

4701 W. Comanche Ave.  
Tampa, FL 33614  
Phone: 813-884-3491  
Fax: 813-884-7139  
Email: tony@vigo-alessi.com  
Website: www.vigofoods.com;  
www.alessifoods.com

Tony Alessi, Jr.

*Vigo Importing Company is a Tampa-based manufacturer and importer of fine foods since 1947. We dedicate ourselves to offering reasonably priced, high-quality food items that match the needs of today's health-conscious consumers and their fast-paced lifestyles. Our flagship Alessi brand appeals to the sophisticated European tastes.*

## W



## WORLD FINER FOODS, INC.

1455 Broad Street, 4<sup>th</sup>  
Floor Bloomfield, NJ 07003  
Phone: 973-338-0300 x 116  
Fax: 973-338-0382  
Email: kholzli@worldfiner.com  
Website: www.worldfiner.com  
Ms. Susan Guerin, CEO  
Ms. Kathy Holzli, Director, Supply Chain

## Z ZAAZEY

588 Boston Post Rd. Weston, MA 02493  
Phone: 617-216-8675  
Website: www.Zaazey.com  
Email: Laura@Zaazey.com  
Laura Qureshi, CEO

## ZUCCHI 1810, INC.

Oleificio Zucchi S.P.A.  
Via Acquaviva,  
12 - Cremona  
Italy  
Phone: 646-565-1287  
Website: www.zucchi.com/us  
Franco Denari, Executive Chairman



VISIT THE NAOOA WEBSITE  
**www.naooa.org**

MEMBERS, USE THE MEMBER LOGIN BUTTON TO ACCESS YOUR PROFILE





# Certified Non-GMO & Organic Oils & Vinegars

- CONVENTIONAL OILS
- SPECIALITY OILS
- TROPICAL OILS

Serving Industrial, Foodservice, Retail, Personal Care, and Private Label Customers.



AVAILABLE IN:



CONTACT OUR SALES DEPARTMENT TODAY:  
Tel: 951.823.8490  
Cibaria International, Riverside CA 92507

www.cibaria-intl.com - www.cibariastoresupply.com - www.cibariaoapsupply.com




**SUPPLY CHAIN  
BEST-IN-CLASS  
MANAGEMENT**

**NO OVER-STOCK**

**NO OUT-OF-STOCK**

agritalia  
agrilogistica  
agrusa

- CUSTOMIZED AUTOMATED REPLENISHMENT PROGRAMS
- SUITABLE FOR PRIVATE LABEL AND BRANDED ITEMS FROM EU
- FRESHER PRODUCTS



## International scale, local roots.

We work as one team in over 90 countries and territories, and everywhere, our local experts combine strong cultural awareness with an international perspective.

Experience a different way of working.

Find out more at [mazars.us](http://mazars.us)

**mazars**

[agritalia.com](http://agritalia.com) [agrilogistica.com](http://agrilogistica.com) [agrusa.com](http://agrusa.com)

# National Honey Packers & Dealers Association

President, Andy Sargeantson, Sunland Trading  
Vice President, Missy Foott, Ashurst's American Honey  
Secretary/Treasurer, John Olney, HoneyTree, Inc.



## APIMIEL GMBH

Helgolander  
Ufer 7 D-10557 Berlin, Germany  
Phone: [49] 30 26101937  
Fax: [49] 30 25797696  
Mobil: [49] 163 6262610  
Email: info@apimiel.de  
Website: www.apimiel.de  
Ingrid Beutelspacher, President/CEO  
*Supplier of high quality honey from Mexico, Chile, Uruguay and Argentina. All colours, several floral sources and organic certified to any port in the USA.*

## ASHURST'S AMERICAN HONEY

1246 W. Ross Rd.  
El Centro, CA 92443  
Phone: 760-352-8860  
Fax: 760-352-1740  
Email: americanhoney@hughes.net  
Buddy Ashurst

## B

### BARKMAN HONEY, LLC

120 Santa Fe Street  
Hillsboro, KS 67063  
Phone: 620-947-3173  
Fax: 620-947-3640  
Email: bbarkman@barkmanhoney.com  
Brent Barkman, President & CEO

### BEE MAID HONEY

625 Roseberry Street  
Winnipeg, Manitoba R3H 0T4, Canada  
Phone: 204-786-8977, ext 234  
Fax: 204-783-8468  
Email: guychartier@beemaid.com  
Website: www.beemaid.com  
Guy Chartier, CEO

## BEST FOOD SUPPLIES CORP

24100 Lake Shore  
Dr. Manhattan, IL 60442  
Phone: 815-412-4518  
Email: ltravella@bfsupplies.com  
Maria Lorena, Sales Representative



## BURLESON'S, INC.

P.O. Box 578  
Waxahachie, TX  
75168 Phone: 972-937-4810 Fax: 972-937-8711  
Email Sales: stacey@burlesons-honey.com  
Email Honey Buyer: tim@burlesons-honey.com  
Website: www.burlesons-honey.com  
Tim Burleson, Vice President  
**Products:** Package Honey, Burleson's Honey & Burleson's Natural Honey.

## C

### CPNA INTERNATIONAL, LTD.

1043 Oyster Bay Rd  
East Norwich, NY  
11732 Phone: 516-935-3880  
Email: info@cpnaglobal.com  
Ronald Phipps

## COLUMBIA FOOD LAB

12423 NE Whitaker  
Way Portland, OR 97230  
Phone: 503-254-1794  
Email: mroche@columbiafoodlab.com  
Website: www.columbiafoodlab.com  
Mike Roche, Food Lab Manager

## D

### DEER CREEK HONEY FARMS

551 East High Street  
London, OH 43140  
Phone: 740-852-0899  
Fax: 740-852-4530  
Email: info@deercreekhoney.com  
Chris Dunham, President  
**Products:** Liquid Honey

## DELTA FOOD INTERNATIONAL INC.

dba DFI Trading Inc.  
4225-H Oceanside Blvd.  
#258 Oceanside, CA 92056  
Phone: 951-817-7868  
Fax: 951-848-0872  
Email: dfi9488@hotmail.com  
Website: www.deltahoney.com  
John Dong, Executive Vice President  
**Products:** Specialized Importer of Honey, Royal Jelly (fresh and powder), Propolis, Brown Rice Syrup, Maltise, Bee Wax, and Natural Food Ingredients.

## DUTCH GOLD HONEY

2220 Dutch Gold Dr.  
Lancaster, PA 17601  
Phone: 717-393-1716  
Fax: 717-393-8687  
Email: info@dutchgoldhoney.com  
Mr. William R. Gamber II, Chairman  
Ms. Nancy J. Gamber, President  
**Other Location:**  
McClure's Honey & Maple  
Products 48 North Littleton Road  
Littleton, NH 03561  
Phone: 603-444-6246  
Fax: 603-444-6659  
Email: mclmaple@ncia.net

## E

### EUROFINS SCIENTIFIC (USA)

2219 Lakeshort Dr #500  
New Orleans, LA 70122  
Phone: 504-294-3400  
Fax: 504-297-3410  
Website: www.eurofinsus.com  
Email: ChristineMcIntosh@EurofinsUS.com  
Christine McIntosh

## F

### FISCHER HONEY COMPANY, INC.

2001 Poplar St.  
North Little Rock, AR 72114  
Phone: 501-758-1123  
Fax: 501-758-8601  
Email: fischerhoney@att.net  
Mr. Jamie Hawley, CEO  
Ms. Jane Eason, Sec./Treas.  
**Products:** Honey - Table and Bakery Grade packaged in glass, plastic, drums & totes, for grocery & institutional trade.

three years – plus the added steps to take to get there.

## **2. Understand the Likely Exit Strategy**

Who is buying this business? Will it be a strategic, as 80% of them are? And if so, what happens to the business value if the deal doesn't go through? Is it a private equity firm or a public exit? An auction or a controlled event?

## **3. Develop Your Message**

Briggs feels strongly that a seller must believe in its message. He said three to four points of value differentiation are important and they must be “clear and concise” in the offering book, without offering too many hypothetical possibilities. “Be open to the flaws in the business model and address them,” he said. “After all, they're all going to come out in the due diligence process anyway.”

## **4. Assemble the “A” Team!**

Briggs stressed that this business deal is likely to be the major wealth event for the owner. “This is a time to rely on the experts,” he said, “including lawyers, advisers, accountants and tax and investment bankers.” He added that a deal such as this requires the key people to remain on board pre- and post-deal, so establishing some kind of reward for doing so is key.

## **5. Understand What the Business May Look Like Post-Deal**

The post-deal environment should be identified in the agreement. Is the owner staying? If so, in what role? If not, is there other senior leadership in place to carry forward once the owner leaves? Briggs said to keep the expectations and post-

***Briggs stressed that this business deal is likely to be the major wealth event for the owner. “This is a time to rely on the experts,” he said, “including lawyers, advisers, accountants and tax and investment bankers.”***

---

deal deliverables clear.

## **6. Where Possible, Agree on a Value Range Up Front**

Briggs said one of his pre-deal strategies is to ask the sellers to write down what they think their business is worth; what they would be willing to take for it? He then has them put it in a sealed envelope and references it only when the deal terms are threatening closure. He says this helps keep the emotions out of it and keeps some people from giving away their business or from getting greedy when the negotiations get steep.

## **7. Know Your Numbers**

Historical financial data going back five years is a minimum, according to Briggs. He would also like to see three to five years in go-forward projections. If the numbers seem inflated, be prepared to give or seek reasons to believe they are accurate. Briggs added that it's important to “clear the noise out of your numbers”, something he said included removing any revenue or expenses unique to current ownership.

He said to “be prepared for tons of scrutiny”, especially on COVID-related claims. If numbers and models don't hold up, it will be “tougher to recover from a big issue in financial

due diligence. If there are warts, talk about the warts,” he cautioned.

## **8. Realize You May Not be 100% Aligned with the Owner**

Recognizing conflict between fiduciary duties and post-deal responsibilities is important, Briggs said. The buyer will hold the seller accountable to all that's in that offering book, so be clear.

## **9. Post-Deal is When the Real Work Begins**

Briggs is a believer in “real work.” He said once the deal closes “most of the help goes away.” Integration, planning and execution are more important to Briggs than the deal work. “To drive a successful integration, assign a senior executive to own the post-deal work, not a project manager,” Briggs said. Identify issues quickly and communicate them clearly, he added.

## **10. Post-Deal Communication**

For every employee of a business about to be sold, Briggs said, it comes down to the same thing: “What does this mean for me?” He recommended being consistent and communicative throughout. “Spending time with your people is the most important thing you can do” he said, “because ultimately, that's what you just bought or just sold.”

Briggs said he has the battle scars to prove he's made mistakes along the way. Although it can be difficult, he said, “there are a lot of great companies in the food and beverage space, combined with inexpensive money... there are some tremendous deals to be done out there.” But, as with every deal Briggs has worked on to date, he said, in order to find them, “there's work to be done. ■



**GLORYBEE INC.**

120 N. Seneca Rd.  
P.O. Box 2744  
Eugene, OR 97402  
Phone: 541-689-0913  
Fax: 541-607-2156  
Website: www.GloryBee.com

**C.M. GOETTSCHÉ & CO.**

106 Allen Road  
Basking Ridge, NJ 07920  
Phone: 908-580-9100  
Fax: 908-580-9300  
Email: ckocot@strohmeier.com  
Charles Kocot, President  
**Products:** Bulk Raw Honey, Bee  
Pollen, Royal Jelly - Import and Export.

**GRIZZLY BEAR HONEY, LLC**

400 E. Hanthorn Road  
Lima, OH 45804  
Phone: 419-225-9060  
Email: andyw@wanntl.com  
Andy Wannemacher, President

**H**

**HONEY HOLDING CO.**

dba Honey Solutions  
11711 Interstate 10  
Baytown, TX 77520  
Phone: 281-576-1700  
Fax: 281-576-2191  
Email: gerry@honeysolutions.com  
Website: www.honeysolutions.com  
Gerry Murphy II, SVP/COO

**HONEYTREE, INC.**

8570 Monroe Road  
Onsted, MI 49265  
Phone: 517-467-2482  
Fax: 517-467-2056  
Email: info@honeytreehoney.com  
Robert Olney, Jr.

**I**

**THE IMPEX GROUP, INC.**

275 Centennial Way, Suite 200  
Tustin, CA 92680  
Phone: 714-544-3911  
Fax: 714-544-8714  
Email: info@impexgroup.com  
Hans Boedeker  
**Products:** Bulk Honey, Bulk Beeswax,  
Food Ingredients, Wine and Beer -  
Import & Export.

**INTERTEK FOOD SERVICES GmbH**

Olof-Palme-Straße 8  
28719 Bremen Germany  
Phone: 678-230-7388  
Email: beat.herrmann@intertek.com  
Beat Herrmann, Business Development  
Manager North America

**L**

**LAMEX FOODS, INC.**

8500 Normandale Lake Blvd., Ste. 1150  
Bloomington, MN 55437  
Phone: 952-844-0585  
Fax: 952-844-0083  
Email: greg@lamexfoods.us,  
bjorn@lamexfoods.us  
Gregory Olsen, Trade  
Manager Bjorn Anderson

**LOCAL HIVE HONEY**

3331 West 29th St Greeley, CO 80631  
Phone: 970-584-0355  
Fax: 970-353-9012  
Website: www.localhivehoney.com  
Email: nancy@localhivehoney.com  
Nancy Burnett, Chief Procurement  
Officer



**M**

**MILLER'S HONEY COMPANY, INC.**

3000 S West Temple  
P. O. Box 65807  
Salt Lake City, UT 84165-  
0807 Phone: 801-486-8479  
Fax: 801-486-8494  
Email: ilene@millerhoney.com  
Website: www.millerhoney.com  
Shirley W. Miller, President  
Ilene Miller, Vice President

**N**

**NATIONAL HONEY BOARD**

PO Box 2189  
Longmont, CO 80502  
Phone: 303-776-2337  
Website: www.honey.com  
Email: Margaret@nhb.org  
Margaret Lombard, CEO

**NATURE NATE'S**

2910 Nature Nate  
Farms McKinney, TX 75071  
Phone: 214-642-9367  
Fax: 214-501-0006  
Website: www.northdallashoney.com  
Email: nathan.sheets@northdallashoney.com  
Nathan Sheets, Owner

**O**

**ODEM INTERNATIONAL, INC.**

483 Grande-Cote Road  
Rosemere, Quebec J7A 1M1 Canada  
Phone: 450-965-1412, 800-567-3789  
Fax: 450-965-1425  
Email: info@odem.ca  
Normand Bernier, President

**P**

**PROVIDENCE FOODS CORP.**

36 Tanglewood Drive  
West Orchard Park, NY  
14127 Phone: 716-662-0986  
Fax: 716-662-0988  
Email: providence.sweeteners@gmail.com  
Paul Rath, President

**LEADING AND  
RELIABLE PARTNER  
OF MULTIMODAL  
TRANSPORT IN U.S.**

**FREIGHTERS**  
POWER BEYOND CARGO

## WHAT WE OFFER

### Ocean Freight

Our logistics experts partner with you to learn your business first-hand. Equipped with an intimate understanding of your supply chain requirements, we organize standard Ocean Freight services and arrange supplementary options to secure the space allocation, timing, frequency and rates that fit your precise objectives.



### Air freight

Our multiple Air Freight services and their customer specific customized options bring added flexibility to your supply chain. So whether you need same day delivery or deferred service, Freighters' Air Freight team experts are looking to grow your trust as they manage your cargo.



### Domestic Trucking

Through clear communication, thoughtful collaboration and dedicated follow-through, our road freight management teams seek to understand your objectives and create solutions that deliver. On time deliveries and up to the minute updates sets us apart from our peers.



### PO management solutions

Our P.O. Management software puts you and your team in the driver's seat, allowing you to leverage the data to make strategic, accurate, on-time decisions. Drill down to gain SKU level booking visibility, and zoom out to build a flexible transportation matrix that optimizes profitability and minimizes risk. With up to the minute, down to the penny data for every member of your team, your growth forecast is looking better than ever.



We can help you out with your **FDA** and **USDA** compliance so your shipments get cleared in time.

We proud ourselves in having **25 plus** years in experience.

**25+**



**5110 12th ave**  
Brooklyn NY 11219



718-489-9611



718-256-2743



info@freightersco.com



www.freightersco.com

**PURE SWEET HONEY FARM**

514 Commerce Parkway  
Verona, WI 53593  
Phone: 608-845-9601  
Fax: 608-845-9628  
Email: ashuck@puresweethoney.com  
Website: www.puresweethoney.com  
Andrew Shuck, Manager

**S**

**SMITTY BEE HONEY**

208 Main Ave.  
P.O. Box 219 Defiance, IA 51527  
Phone: 712-748-4292  
Fax: 712-748-4291  
Email: tony@smittybeehoney.com  
Tony Schmitz, General Manager

**SUZANNE'S SPECIALTIES**

421 Jersey Avenue, Suite  
B New Brunswick, NJ  
08901 Phone: 800-762-2135  
Fax: 732-838-8563  
Email: info@suzannes-specialties.com  
James Morano, Director of R&D

**Q**

**QUALITY SERVICES INTERNATIONAL**

Flughafendamm 9a 28199 Bremen,  
Germany  
Phone: +49 421 594770  
Fax: +49 421 594771  
Email: info@qsi-q3.de  
Cord Luellmann, Managing Director

**QUEEN OF AMERICA**

3220 SE County Highway 484  
Belleview, FL 34420  
Phone: 352-245-3600  
Fax: 352-203-5908  
Email: joaquin@queenofamerica.com  
Joaquin Mantovani, Plant Director

**SUNLAND TRADING INC.**

P.O. Box 996  
New Canaan, CT  
06840 Phone: 203-966-4166  
Fax: 203-966-7227  
Email:  
sunlandlogistics@sunlandhoney.com  
Website: www.sunlandhoney.com  
Nicholas Sargeantson, President  
**Products:** Honey in Bulk - Import and Export.

**SWEET HARVEST FOODS**

15100 Business Parkway  
Phone: 651-322-1762  
Fax: 651-322-1229  
Email: nseaquist@sweetharvestfoods.com  
Nancy Seaquist, Director,  
Honey Procurement

**W**

**WANNEMACHER TOTAL LOGISTICS**

400 E. Hanthorn Road Lima Oh 45804  
Phone: 567-940-1008  
Fax: 419-225-9071  
Email: gregw@wanntl.com  
Website: www.wanntl.com  
Greg Wannemacher, President



**Food & Beverage Practice**



**INTERNATIONAL INSURANCE BROKERS**



For more information, contact:  
Michael Lieberman, SVP - Food Industry Insurance Division  
Michael.Lieberman@FoaSon.com • 212-432-1234 • www.FoaSon.com

**Foreign Supplier Verification Program Training**

- Understand the purpose of the FSVP rule
- Identify what's needed in your FSVP
- Develop your FSVP
- Implement your FSVP
- Implement a compliant recordkeeping system
- Understand how FDA will oversee your FSVP

The United States requires food produced in or exported to the U.S. to meet U.S. food safety requirements. The Food Safety Modernization Act states importers are responsible to ensure the food they import meets U.S. regulations through a Foreign Supplier Verification Program.

AFI President Bob Bauer served on the task force that developed the standardized curriculum recognized by FDA. His understanding of the food import industry and experience as a lead instructor make AFI's FSVP course valuable to attendees from all sectors.



Even with government travel restrictions in place, FDA is continuing FSVP inspections and is issuing warning letters for non-compliance. These travel restrictions have also created the opportunity for AFI to offer the FSVP curriculum online!

This two-day course is the best way to ensure you know how to comply. You'll be guided through the FSVP requirements and given exercises to help you develop your company's own program. And you'll receive a certificate upon completion.

[afi.us.org/fsvp](http://afi.us.org/fsvp)



# SCLAFANI

Importers  
Of  
Fine Quality Food Products  
Since 1911



IF IT'S NUTS, HONEY, FRUIT, OLIVE OIL OR OTHER  
PACKAGED FOOD GOODS, ALBA HAS A FRESH  
APPROACH TO FOOD TO MARKET.



*Alba is your  
Import Specialist  
for all kinds  
of Food Products.*

*Give us a call  
to find out more.*

With millions of dollars' worth of food products—and your reputation—at stake, you need a customs broker and freight forwarding partner dedicated to understanding your business, your products, and your customers.

Transporting food products around the world is a highly-specialized task. Alba Wheels Up has earned a reputation as one of America's most experienced and professional worldwide logistics providers.

When it comes to importing Food Products, every moment in the supply chain counts. With over 70 years of industry experience, Alba Wheels Up has learned to navigating the latest requirements from government agencies such as: FDA, USDA, Fish and Wildlife and US Customs.

Alba is a CIAA Broker with senior management on COAC, The Advisory Committee on Commercial Operations of Customs and Border Protection 24 hour, 7 day service with availability to key personnel including the former head of FDA Imports

Food Safety Modernization Act Specialist available for counsel

Best-in-class shipment and container tracking systems

**ALBA**  
**WHEELS UP**

Success. Delivered.  
Since 1949

New York • New Jersey • Miami • Houston • Los Angeles

sales@albawheelsup.com | 718.276.3000 | albawheelsup.com



# Nut & Agricultural Products Section

Chairman, Travis Walvoord, Sunrise Commodities  
Vice Chairman, Richard Rosenblatt, The Richard Franco Agency  
Secretary/Treasurer, Stephen O'Mara, J.F. Braun & Sons

A

## ANCHOR INGREDIENTS

5181 38th St  
South Fargo, ND 58104  
Phone: 701-306-4231  
Website: [www.anchoringredients.com](http://www.anchoringredients.com)  
Email: [seth.novak@anchoringredients.com](mailto:seth.novak@anchoringredients.com)  
Seth Novak, Managing Director

## ATLANTIC (USA) LLC

17 State St  
New York, NY  
10004  
Phone: 212-248-7475  
Fax: 212-248-1816  
Email: [rfalotico@ecomtrading.com](mailto:rfalotico@ecomtrading.com)  
Website: [www.ecomtrading.com](http://www.ecomtrading.com)  
Richard Falotico, Header Trader USA,  
Vice President

## ATLANTIX COMMODITIES

1270 44<sup>th</sup> Street, Suite 2R  
Brooklyn, NY 11219  
Phone: 718-256-1000  
Fax: 718-256-2743  
Email: [bklein@atlantixco.com](mailto:bklein@atlantixco.com)  
Bentzy Klein, President & CEO

B

## BALSU USA, INC.

1160 Kane Concourse, Suite 100A  
Bay Harbor Islands, FL 33154-2059  
Phone: 305-993-5045  
Fax: 305-993-5047  
Email:  
[karim@balsusa.com](mailto:karim@balsusa.com)  
Website: [www.balsusa.com](http://www.balsusa.com)  
Karim Azzaoui, VP Sales and Marketing



## BAZZINI LLC

1035 Mill Road  
Allentown, PA 18106  
Phone: 610-366-1606; 800-228-0172  
Fax: 718-842-8582  
Email: [roccodamato@aol.com](mailto:roccodamato@aol.com)  
Rocco Damato, CEO



## BEDEMCO IMPORT EXPORT INC.

3 Barker Avenue  
Suite 325  
White Plains, NY 10601  
Phone: 914-683-1119 x 101  
Fax: 914-683-1482  
Email: [info@bedemco.com](mailto:info@bedemco.com)  
Website: [www.bedemco.com](http://www.bedemco.com)  
Mr. Eli Demeshulam, President  
Ms. Diana Battista, Marketing Director

## J.F. BRAUN & SONS, INC.

2 Slater Drive  
Elizabeth, NJ 07206  
Mailing Address:  
P.O. Box 1188  
Elizabeth, NJ 07207  
Phone: 908-393-7400;  
Toll-free: 800-997-7177  
Fax: 908-393-7439  
E-mail: [somara@jfbny.com](mailto:somara@jfbny.com)  
[ehoward@jfbny.com](mailto:ehoward@jfbny.com)  
[abenigno@jfbny.com](mailto:abenigno@jfbny.com)  
[sschaar@jfbny.com](mailto:sschaar@jfbny.com)  
[plaplante@jfbny.com](mailto:plaplante@jfbny.com)  
[hlauria@jfbny.com](mailto:hlauria@jfbny.com)  
[jvalenzuela@jfbny.com](mailto:jvalenzuela@jfbny.com)  
Website: [www.jfbny.com](http://www.jfbny.com)  
Mr. Stephen C. O'Mara, President  
Mr. Pierre LaPlante, Vice President  
Mr. Steven Schaarschmidt  
Mr. Pierre LaPlante  
Mr. Harry Lauria  
Mr. Javier Valenzuela

C

## CHI COMMODITIES HANDLERS INC.

3950 14th Avenue,  
Suite 504  
Markham, Ontario  
L3R 0A9,  
Canada  
Phone: 905-475-5252  
Fax: 905-475-7300  
Email: [chi@wallia.com](mailto:chi@wallia.com)  
Mr. Ranjeet Wallia, Director  
Mr. Vikram Wallia, Director

## CARO NUT

2885 S.  
Cherry  
Avenue  
Fresno, CA 93706  
Phone: 559-475-5400  
Fax: 559-476-1369  
Website: [www.caro-nut.com](http://www.caro-nut.com)  
Email: [armando.castro@caro-nut.com](mailto:armando.castro@caro-nut.com)  
Armando Castro, Sourcing Manager

F

## FINCK-JONES-LIBBY CO., INC.

340 West 86th Street,  
Apt. 7 B  
New York, New York  
10023  
Phone: 212-799-5400  
Email: [FJLNewYork@gmail.com](mailto:FJLNewYork@gmail.com)  
James Libby, President

## THE RICHARD FRANCO AGENCY, INC.

60 Morris Tpke Ste 3  
Summit, NJ 07901  
Phone: 973-376-4111  
Fax: 973-376-8196  
Email: [cashews@richardfranco.com](mailto:cashews@richardfranco.com)  
Richard Rosenblatt, Manager/Broker

**G****GALIL FOODS**

120 Eileen Way  
 Syosset, NY 11791  
 Phone: 516-496-7400  
 Fax: 516-496-8811  
 Email: simon@galilco.com  
 Simon Nourmand

**GIGI & ASSOCIATES**

90 Tulipwood Drive  
 Commack, NY 11725  
 Phone: 631-486-1284  
 Cel.: 631-220-8247  
 Fax: 631-410-1902  
 Email: gigi@gigiassociates.com  
 Gigi Mojica, President

**GLOBAL NUT COMPANY**

P.O. Box 466  
 Johnsonburg, NJ 07846  
 Phone: 908-850-0178  
 Fax: 908-813-1999  
 Email: ann@globalnutco.com,  
 tom@globalnutco.com  
 Ms. Ann Billek  
 Mr. Tom Finn

**GREAT LAKES INT'L TRADING**

P.O. Box 432  
 Traverse City, MI 49685-  
 0432 Phone: 231-947-2141  
 Fax: 231-947-0628  
 Email: george@glit.com  
 Website: www.glit.com  
 E-mails: glit@glit.com george@glit.com;  
 denny@glit.com; verne@glit.com  
 Mr. Verne Powell, President  
 Mr. George Powell, Vice  
 President Mr. Dennis Malone,  
 Sales Manager

**H****THE HEMISPHERE GROUP**

221 Mount Pleasant  
 Road Smithtown, NY 11787  
 Phone: 631-382-9850,  
 Toll-free: 800-339-8846  
 Fax: 631-382-9857  
 Email: info@greenfarms.com Adam  
 Green, President  
*We are importers, exporters and  
 distributors of nuts, seeds and dried  
 fruits, catering to roasters, confectioners  
 and the bakery trade. We handle large  
 volumes of domestic tree nuts and  
 peanuts in bulk. We also import apricots,  
 brazilnuts, cashews, hazelnuts,  
 macadamias, pinenuts, pumpkin seeds,  
 raisins and sesame seeds. We export  
 almonds, walnuts and other items.*

**HUDSON TRADING GROUP**

228 Park Ave So ECM #19870  
 New York, NY 10003  
 Phone: 201-917-3044  
 Fax: 201-699-0346  
 Email: inquiry@hudsontraders.com  
 Justin Nadi, President

**K****KALUSTYAN CORP.**

855 Rahway Ave.  
 Union, NJ 07083  
 Phone: 908-688-6111  
 Fax: 908-688-4415  
 Email: john@kalustyan.com,  
 ek@kalustyan.com  
 Mr. John O. Bas,  
 President Mr. Erol Karakas, CEO

**L****THE LEAVITT CORPORATION**

100 Santilli Highway  
 Everett, MA 02149  
 Phone: 617-389-2600  
 Fax: 617-387-9085  
 Email: contact@teddie.com  
 Mr. Mark J. Hintlian, President  
 Mr. Joseph S. Saraceno, EVP  
 Manufacturing Mr. Frank Ciampa, EVP  
 Purchasing

**M****MERCANTUM INT'L CORP.**

225 Broadway  
 New York, NY  
 10007 Phone: 212-233-0412  
 Fax: 212-233-0506  
 Email: sales@mercantum.com  
 Website: www.mercantum.com  
 Joseph Christovao, IV, President  
 Marie Christovao, Vice President

**O****OLAM AMERICAS**

2077 Convention Center  
 Concourse Suite 150  
 Atlanta, GA 30337  
 Phone: 404-209-2632  
 Fax: 404-209-2633  
 Website: www.olamonline.com  
 Email: timothy.chilleri@olamnet.com  
 Timothy Chilleri

**OCCIDENTAL INTERNATIONAL FOODS**

4 Middlebury Blvd., Suite 3  
 Randolph, NJ 07869  
 Phone: 973-970-9220  
 Fax: 973-970-9222  
 Website: www.occidentalfoods.com  
 Email: scott@occidentalfoods.com  
 Scott Hall, President

**R****RED RIVER FOODS, INC.**

P.O. Box 35612  
 9020 Stony Point Parkway, Suite 380  
 Richmond, VA 23235  
 Phone: 804-320-1800, 800-44-FOODS  
 Fax: 804-320-1896  
 James Phipps, President

**S****SAHADI FINE FOODS**

4215 First Avenue  
 Brooklyn, NY 11232  
 Phone: 718-369-0100  
 Fax: 718-369-0800  
 Email: mail@sahadiff.com  
 Website: www.sahadifinefoods.com  
 Mr. Patrick Whelan, Managing  
 Director Mr. Ron Sahadi,  
 Managing Director



GREAT LAKES  
INTERNATIONAL TRADING INC.

231-947-2141 | www.glit.com

## Quality and Integrity for Over 35 Years

Dried Fruits  
Seeds  
Beans  
Nuts  
Canned Fruits  
Frozen Fruits



Sahadi Fine Foods



**QUALITY · INTEGRITY · RELIABILITY**

FOR OVER 100 YEARS



**SAHADIFINEFOODS.COM**

SAHADI FINE FOODS INC · 4215 1ST AVE BROOKLYN NY 11232 · 718.369.0100 · MAIL@SAHADIFF.COM



**SETTON INTERNATIONAL FOODS, INC.**

85 Austin Boulevard  
Commack, NY 11725  
Phone: 631-543-8090,  
1-800-CASHEWS  
Fax: 631-543-8070  
Email: info@settonfarms.com  
Website: www.settonfarms.com  
Mr. Joshua Setton, President/CEO  
Mr. Morris Setton, Executive Vice  
President Mrs. Mia Cohen, COO  
Mrs. Banu Sinar, Export Sales Manager  
Mr. Joseph Setton, VP Sales & Marketing  
*Setton International Foods, Inc. is a leader in the snack industry providing a full-line of pistachios, nuts, dried fruits, edible seeds, trail mixes, snacks, chocolate and candy in both bulk and retail packaging. Setton also offers 100% All Natural Pistachio Chewy Bites, a snack bar perfect for anyone seeking a wholesome, nutritious, energizing snack on the go.*

**SLD COMMODITIES, INC.**

2 Manhattanville Road  
Purchase, NY 10577  
Phone: 914-696-0071  
Fax: 914-696-0076  
Email: info@sldcommodities.com  
Russell Lynch

**STAR SNACKS COMPANY**

105 Harbor Drive  
Jersey City, NJ 07305  
Phone: 201-200-9820  
Fax: 201-200-9827  
Email: mendel@starsnacks.net  
Mendel Brachfeld, President

**SUNRISE COMMODITIES**

140 Sylvan Avenue  
Englewood Cliffs, NJ 07632-2508  
Phone: 201-947-1000  
Fax: 201-947-7635  
Email: dcottam@foodimportgroup.com  
Website: www.sunrisecommodities.com  
E-mail: arosen@foodimportgroup.com;  
dcottam@foodimportgroup.com  
Mr. Andrew Rosen, Ext. 135  
Mr. David Cottam, Ext. 118

**T**

**TERRA NOVA TRADING, INC.**

1714 Franklin Street, Suite 200  
Oakland, CA 94612  
Phone: 510-547-6151  
Fax: 510-547-6155  
Email: allison@terranovatradinginc.com  
Allison Lamothe, COO

**TIPIAK, INC.**

37 North Ave Ste 203  
Norwalk, CT 06851  
Phone: 203-961-9117  
Fax: 203-975-9081  
Email: laurent.chery@tipiak-e.com  
Website: www.tipiak.fr  
Laurent Chery, President

**TOTALLY NUTS & MORE, INC.**

2000 Peel, Suite 610 Montreal,  
Quebec H3A 2W5 Canada  
Phone: 514-397-1710  
Fax: 514-397-1312  
E-mail: pkhazzam@totallynuts.com  
Website: www.totallynuts.com  
Mr. Philip Khazzam, ext. 222  
Ms. Suzanne Chamberland, ext. 223

**A.J. TRUCCO, INC.**

343-344 Hunts Pt. Produce  
Terminal Co-Op  
Bronx, NY 10474  
Phone: 718-893-3060  
Fax: 718-617-9884  
Salvatore Vacca, President  
Diane Vacca, Secretary Nicola  
Pacia, Vice President Lauro  
Vacca, Treasurer

**U**

**ULTRA TRADING INTERNATIONAL LTD.**

2390 NE 172 Street  
North Miami Beach,  
FL 33160 Phone: 305-466-4443  
Fax: 305-466-5530  
Email:  
Moshe@utifl.com  
Moshe Schwartz, President

**W**

**WORLDLY DELIGHTS, LTD.**

151-38 25th Avenue  
Whitestone, NY 11357  
Phone: 718-463-0660  
Fax: 718-463-3367  
Email: worldly-delights@pobox.com  
Lucy Catalano

**Z**

**ZIBA NUT INC.**

180 Main St.  
Port Washington,  
NY 11050 Phone: 516-944-5112  
Fax: 516-767-1689  
Email: info@zibanut.com  
Website: www.zibanut.com  
Massoud Morshed, President

**AFI:  
The Best FDA  
Agent Choice**

Recent changes to U.S. law have complicated the role of the U.S. agent. One thing that hasn't changed: **AFI is the best option**

Whether you're a foreign supplier in need of a U.S. facility registration agent or a U.S. importing needing an agent for your suppliers, AFI is the logical choice.

**Best of all, it's FREE\***

Visit [www.afius.org](http://www.afius.org) or call  
732-922-3008

*\*The foreign company must be a member in good standing of the Association of Food Industries.*

# Nutrition Facts Panel Changes In Effect

*continued from page 26*

honey and maple syrup. In other words, a jar of honey, which the regulations say would have to be labeled as 100-percent added sugars, will not need to be labeled in that fashion.

- Highlighting of calories and servings by requiring these declarations be in bold type and larger lettering. The goal is to address obesity and other health issues.

- Updating of some daily values to reflect current scientific understanding. For example, total fats have been increased in recognition that not all fats are bad.

- Required nutrient declarations. Two of note are potassium and Vitamin D, which are newly required to be declared because they have been found to be lacking in the diets of the U.S. population. Vitamin A and C, however, no longer need to be declared but can be included voluntarily.

- Clarification on Trans Fat. Partially hydrogenated oils are no longer deemed Generally Recognized As Safe, so can no longer be used in food. The deadline for use was June 2018, although product made prior to that can still be on store shelves.

- Dietary Fiber. Any fiber must have a physiological benefit to human health to be declared as dietary fiber.

- Records requirements – Records must be maintained for the justification of any declarations on sugars and dietary fibers.

- Serving Size. FDA adjusted the Reference Amounts Customarily Consumed for about 30 foods and added about 25 new ones. As such, label declarations must be made in accordance with these as a single serving; that is, the amount customarily consumed in one sitting. For example, serving sizes for ice cream have increased from 1/2 cup to 2/3 cup; yogurt decreased from 8 ounces to 6 ounces; and beverages increased from 8 ounces to 12 ounces (to reflect a typical can serving).

When declaring serving size, products that contain less than 200 percent of the RACC must be labeled as a single serving because they could and are commonly eaten in one

sitting. If the packaging contains 200 percent to 300 percent of RACC, dual labeling is required – with full-package information along with single-serving information. Dual columns are voluntary when the package contains more than 150 percent but less than 200 percent of RACC.

## How does the FDA define “added sugars”?

The definition of added sugars includes sugars that are either added during the processing of foods or are packaged as such and include sugars (free, mono- and disaccharides), sugars from syrups and honey and sugars from concentrated fruit or vegetable juices that are in excess of what would be expected from the same volume of 100 percent fruit or vegetable juice of the same type. The definition excludes fruit or vegetable juice concentrated from 100-percent fruit juice that is sold to consumers (e.g. frozen 100 percent fruit juice concentrate) as well as some sugars found in fruit and vegetable juices, jellies, jams, preserves, and fruit spreads. However, although they are still “added sugars,” single-ingredient sugars such as pure honey, maple syrup and a bag of sugar, have different labeling requirements from other added sugars.

## How will single-ingredient sugars like packages and containers of pure honey, maple syrup, and other pure sugars and syrups be labeled?

These products have

### Side-by-Side Comparison

Original Label	New Label																																																																		
<div style="text-align: center; font-weight: bold; font-size: 1.2em;">Nutrition Facts</div> <p style="font-size: 0.8em;">Serving Size 2/3 cup (55g) Servings Per Container 8</p> <hr style="border: 0.5px solid black;"/> <p style="font-size: 0.8em;"><b>Amount Per Serving</b></p> <p style="font-weight: bold; font-size: 0.9em;">Calories 230 <span style="float: right;">Calories from Fat 70</span></p> <hr style="border: 0.5px solid black;"/> <p style="text-align: right; font-size: 0.8em;">% Daily Value*</p> <table style="width: 100%; font-size: 0.8em;"> <tr><td><b>Total Fat</b> 8g</td><td style="text-align: right;">12%</td></tr> <tr><td>Saturated Fat 1g</td><td style="text-align: right;">5%</td></tr> <tr><td>Trans Fat 0g</td><td></td></tr> <tr><td><b>Cholesterol</b> 0mg</td><td style="text-align: right;">0%</td></tr> <tr><td><b>Sodium</b> 160mg</td><td style="text-align: right;">7%</td></tr> <tr><td><b>Total Carbohydrate</b> 37g</td><td style="text-align: right;">12%</td></tr> <tr><td>Dietary Fiber 4g</td><td style="text-align: right;">16%</td></tr> <tr><td>Sugars 12g</td><td></td></tr> <tr><td><b>Protein</b> 3g</td><td></td></tr> </table> <p style="font-size: 0.8em;">Vitamin A 10% Vitamin C 8% Calcium 20% Iron 45%</p> <p style="font-size: 0.7em;">* Percent Daily Values are based on a 2,000 calorie diet. Your Daily Value may be higher or lower depending on your calorie needs.</p> <table style="width: 100%; font-size: 0.7em;"> <tr><td></td><td style="text-align: center;">Calories:</td><td style="text-align: center;">2,000</td><td style="text-align: center;">2,500</td></tr> <tr><td>Total Fat</td><td>Less than</td><td>85g</td><td>80g</td></tr> <tr><td>Sat Fat</td><td>Less than</td><td>20g</td><td>25g</td></tr> <tr><td>Cholesterol</td><td>Less than</td><td>300mg</td><td>300mg</td></tr> <tr><td>Sodium</td><td>Less than</td><td>2,400mg</td><td>2,400mg</td></tr> <tr><td>Total Carbohydrate</td><td></td><td>300g</td><td>375g</td></tr> <tr><td>Dietary Fiber</td><td></td><td>25g</td><td>30g</td></tr> </table>	<b>Total Fat</b> 8g	12%	Saturated Fat 1g	5%	Trans Fat 0g		<b>Cholesterol</b> 0mg	0%	<b>Sodium</b> 160mg	7%	<b>Total Carbohydrate</b> 37g	12%	Dietary Fiber 4g	16%	Sugars 12g		<b>Protein</b> 3g			Calories:	2,000	2,500	Total Fat	Less than	85g	80g	Sat Fat	Less than	20g	25g	Cholesterol	Less than	300mg	300mg	Sodium	Less than	2,400mg	2,400mg	Total Carbohydrate		300g	375g	Dietary Fiber		25g	30g	<div style="text-align: center; font-weight: bold; font-size: 1.2em;">Nutrition Facts</div> <p style="font-size: 0.8em;">8 servings per container <b>Serving size 2/3 cup (55g)</b></p> <hr style="border: 0.5px solid black;"/> <p style="font-size: 0.8em;"><b>Amount per serving</b></p> <p style="font-weight: bold; font-size: 0.9em;">Calories <span style="float: right; font-size: 1.5em;">230</span></p> <hr style="border: 0.5px solid black;"/> <p style="text-align: right; font-size: 0.8em;">% Daily Value*</p> <table style="width: 100%; font-size: 0.8em;"> <tr><td><b>Total Fat</b> 8g</td><td style="text-align: right;">10%</td></tr> <tr><td>Saturated Fat 1g</td><td style="text-align: right;">5%</td></tr> <tr><td>Trans Fat 0g</td><td></td></tr> <tr><td><b>Cholesterol</b> 0mg</td><td style="text-align: right;">0%</td></tr> <tr><td><b>Sodium</b> 160mg</td><td style="text-align: right;">7%</td></tr> <tr><td><b>Total Carbohydrate</b> 37g</td><td style="text-align: right;">13%</td></tr> <tr><td>Dietary Fiber 4g</td><td style="text-align: right;">14%</td></tr> <tr><td>Total Sugars 12g</td><td></td></tr> <tr><td>Includes 10g Added Sugars</td><td style="text-align: right;">20%</td></tr> <tr><td><b>Protein</b> 3g</td><td></td></tr> </table> <p style="font-size: 0.8em;">Vitamin D 2mcg 10% Calcium 260mg 20% Iron 8mg 45% Potassium 240mg 6%</p> <p style="font-size: 0.7em;">* The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice.</p>	<b>Total Fat</b> 8g	10%	Saturated Fat 1g	5%	Trans Fat 0g		<b>Cholesterol</b> 0mg	0%	<b>Sodium</b> 160mg	7%	<b>Total Carbohydrate</b> 37g	13%	Dietary Fiber 4g	14%	Total Sugars 12g		Includes 10g Added Sugars	20%	<b>Protein</b> 3g	
<b>Total Fat</b> 8g	12%																																																																		
Saturated Fat 1g	5%																																																																		
Trans Fat 0g																																																																			
<b>Cholesterol</b> 0mg	0%																																																																		
<b>Sodium</b> 160mg	7%																																																																		
<b>Total Carbohydrate</b> 37g	12%																																																																		
Dietary Fiber 4g	16%																																																																		
Sugars 12g																																																																			
<b>Protein</b> 3g																																																																			
	Calories:	2,000	2,500																																																																
Total Fat	Less than	85g	80g																																																																
Sat Fat	Less than	20g	25g																																																																
Cholesterol	Less than	300mg	300mg																																																																
Sodium	Less than	2,400mg	2,400mg																																																																
Total Carbohydrate		300g	375g																																																																
Dietary Fiber		25g	30g																																																																
<b>Total Fat</b> 8g	10%																																																																		
Saturated Fat 1g	5%																																																																		
Trans Fat 0g																																																																			
<b>Cholesterol</b> 0mg	0%																																																																		
<b>Sodium</b> 160mg	7%																																																																		
<b>Total Carbohydrate</b> 37g	13%																																																																		
Dietary Fiber 4g	14%																																																																		
Total Sugars 12g																																																																			
Includes 10g Added Sugars	20%																																																																		
<b>Protein</b> 3g																																																																			

*Continued on page 75*

# Processed Foods Section

Chairman, Josh Gellert, Camerican International  
Vice Chairman, Brent Danielson, Schreiber Foods Int'l  
Secretary/Treasurer, James Bianco, Ron-Son Foods

## A

### ACESUR NORTH AMERICA, INC.

2700 Westchester Avenue, Suite 105  
Purchase, NY 10577  
Phone: 914-925-0450  
Email: nfo@acesur.com  
Website: www.acesur.com  
Antonio Rubiales, VP Sales and  
Marketing

### ACME FOOD SALES, INC.

5940 1st Avenue  
South Seattle, WA 98108  
Phone: 206-762-5150  
Fax: 206-762-8629  
E-mail: acmefood@acmefood.com;  
rpolik@acmefood.com;  
Rob Polik, Executive Vice President  
Dean M. Polik, President

### AGRO SEVILLA U.S.A., INC.

340 Herndon Parkway  
Herndon, VA 20170  
Phone: 703-733-0794  
Fax: 703-733-0942  
Miguel de Kanter, General Manager,  
U.S. Operations

### AGRUSA, INC.

811 Totowa Road  
Totowa, NJ 07512  
Phone: 201-592-5950  
Fax: 201-585-7244  
Email: dbush@agrusainc.com  
Donna Bush

### AMD OIL SALES LLC

90 North Franklin  
Turnpike Ramsey, NJ 07446  
Phone: 201-327-0642  
Fax: 201-327-1814  
Email: oilman@amdoilsales.com  
Mr. Donald W. Griego, President  
Mrs. Jeanne D'Elia, Vice President  
*For all your bulk olive oil needs.  
Inventory available throughout the  
country. Programs to meet individualized  
needs.*

### ANCHOR INGREDIENTS CO., INC.

5181 38th St  
South Fargo, ND 58104  
Phone: 701-306-4231  
Email: Fax: 212-741-6572  
Website: www.anchoringredients.com  
Seth Novak, Managing Director

### ATALANTA CORPORATION

1 Atalanta Plaza  
Elizabeth, NJ 07206  
Phone: 908-351-8000  
Fax: 908-351-1693  
Email: bgellert@atalanta1.com  
Robert Gellert, Executive Vice President

## B

### BAHLSEN NORTH AMERICA

100 Eagle Rock Ave, Ste 200  
East Hanover, NJ 07936  
Phone: 973-929-2410  
Email: sherry.bauer@bahlsen.com  
Sherry Bauer, Supply Chain Manager

### BARTLETT FOODS INTERNATIONAL, LLC

1823 Canaan Drive  
Greensboro, NC 27408  
Phone: 336-285-6016  
Cell: 973-722-2441  
Email: dee@bartlettfoods.com  
Dee Bartlett, President

### BELL-CARTER FOODS, INC.

3742 Mt. Diablo Blvd.  
Lafayette, CA 94549  
Phone: 530-528-4816  
Fax: 530-528-4821  
Email: dreifsteck@bellcarter.com  
Website: www.bellcarter.com,  
www.lindsayolives.com  
Doug Reifsteck, Executive V.P.,  
Operations

### BLUE PLANET FOODS

2409 River Woods Drive  
Naperville, IL 60565  
Phone: 630-428-2210  
Fax: 630-420-2568  
Email: andy@blueplanetfoods.com  
Website: www.blueplanetfoods.com  
Andrew Weiss, President

### BMT COMMODITY CORP. / A/T PRODUCTS CORP. / BMT WEISER LLC

530 Fifth Avenue, 24th Floor  
New York, NY 10036  
Phone: 212-302-4200 ext. 232  
Fax: 212-302-0007  
Email: ned@bmtweiser.com  
Website: www.bmntny.com  
Ned Weiser

### BORGES USA

2680 West Shaw  
Lane Fresno, CA 93711  
Phone: 559-498-2928  
Fax: 559-498-2958  
Email: pandrade@borgesusa.com  
Patti Andrade  
Francesca Sola, President/CEO

## C

### CAMERICAN INTERNATIONAL, INC.

45 Eisenhower Drive  
Paramus, NJ 07652  
Phone: 201-587-0101  
Fax: 201-587-2040  
Email: info@camerican.com  
Mr. Larry Abramson, President x-4901  
Mr. Josh Gellert, Vice President x-4925



# ACME FOOD SALES, INC.

A C E L E B R A T I O N O F Q U A L I T Y

## IMPORT FOOD SPECIALISTS



**YOUR SOURCE FOR IMPORTED FOODS**  
FRUITS, VEGETABLES, SEAFOOD, BEVERAGES, SPECIALTY ITEMS



PO Box 80525, 5601 6TH AVE. S., STE. 180 • SEATTLE, WA 98108 • 206.762.5150 • 800.777.2263 • FAX 206.762.8629  
ORDER DESK FAX: 206.768.9658 • E-MAIL: CONTACT@ACMEFOOD.COM • ACMEFOOD.COM

©2021



**B2B DIVISION**  
INDUSTRIAL + PRIVATE LABEL

YOUR **OLIVE OIL**  
BOTTLED AND BULK  
SUPPLIER



*Mediterranean Oil*  
SPECIALIST

PET · HARD PET · GLASS · TINS  
TANK · FLEXITANK



**REDUCE TROPICAL & SATURATED FATS**

With *Healthy & GREEN SOLID OIL 4.0* by BORGES *Successfully tested*



MEAT AND VEGAN HEALTHY FAT



BAKERY SHORTENING APPLICATIONS IN BAKERY AND PASTISserie



CHOCOLATE / NUT SPREADS AND FILLINGS



www.borgesnational.com • www.borgesnationalgroup.com  
53 South Broad Street - Ridgewood, NJ 07450 • Tel # 201-825-6214 // E-Mail: sales@nationalcortina.com





**CENTO FINE FOODS, INC.**

100 Cento Boulevard  
West Deptford, NJ 08086  
Phone: 856-853-5445  
Fax: 856-853-2843  
Email: info@cento.com  
Website: www.cento.com  
Mr. Rick Ciccotelli, CEO  
Mr. Joseph Cristella, IV, Purchasing  
Mr. Rich Gendrachi, Purchasing  
Mr. Bart Ricci III, Nat'l Sales

**COFFEE AMERICA (USA) CORP.**

30 Wall Street 9th Floor  
New York, NY 10005  
Phone: 212-422-3277  
Fax: 212-425-0154  
Email: vbraun@coffeeamericau.com  
Vera Braun, Logistics Manager

**COLAVITA, USA**

1 Runyons Lane  
Edison, NJ 08817  
Phone: 732-404-8300  
Fax: 908-862-4382  
Email: usa@colavita.com  
John Profaci

**D. COLUCCIO & SONS, INC.**

1214-20 60th Street  
Brooklyn, NY 11219  
Phone: 718-436-6700  
Fax: 718-438-0564  
Email: coluccioimport@aol.com  
Rocco Coluccio

**CROWN PRINCE, INC.**

P.O. Box 3568  
City of Industry, CA 91744  
Phone: 626-912-1704  
Fax: 626-854-0350  
Website: www.crownprince.com  
Email: dustanh@crownprince.com  
Dustan Hoffman, President

**D**

**DFS INTERNATIONAL LTD.**

49 Cadwell Drive  
Springfield, MA 01104-1703  
Phone: 413-736-0680  
Fax: 413-736-0180  
Email: danieleintl@aol.com  
Frank Daniele, Owner

**DANA IMPORTS**

136 Summit Ave., Suite 206  
Montvale, NJ 07645  
Phone: 201-505-1330,  
800-424-DANA  
Fax: 201-505-1332  
Email: erik@danaimports.com  
Erik Johansen, Owner

**DUTCH GOLD HONEY**

2220 Dutch Gold Dr.  
Lancaster, PA 17601  
Phone: 717-393-1716  
Fax: 717-393-8687  
Mr. William R. Gamber II, Chairman  
Ms. Nancy J. Gamber, President

**F**

**FAMILY FOOD DISTRIBUTORS**

969 Newark Turnpike Unit D  
Kearny, NJ 07032  
Phone: 201-997-7689  
Email: patriciam@familyfooddist.com  
Patricia Castaneda-Mendez, CEO/  
General Manager

**FLORA FINE FOODS**

11927 West Sample Rd  
Coral Springs, FL 33065  
Phone: 954-785-3100  
Email: johnjr@florafoods.com  
John Flora, President



**FILIPPO BERIO/  
SALOV NORTH AMERICA CORP.**

125 Chubb Avenue, 1st Floor  
Lyndhurst, NJ 07071  
Phone: 201-525-2900  
Fax: 201-525-0805  
Website: www.filippoberio.com  
Dave Scheiber

**FOOD MATCH INC.**

575 8th Avenue, 23rd Floor  
New York, NY 10018  
Phone: 212-244-5050  
Fax: 212-334-5042  
Email: cheryl@foodmatch.com  
Cheryl Conley, Executive Assistant  
Patti Kennedy

**FOOD SPECIALTIES TRADING LLC**

P.O. Box 53  
Westwood, NJ 07675  
Phone: 201-746-6037  
Fax: 201-690-6314  
Website: www.denigris.it  
Email: helena@fst-llc.com  
Helena Dane

**G**

**C.M. GOETTSCH & CO.**

106 Allen Road  
Basking Ridge, NJ 07920  
Phone: 908-580-9100  
Fax: 908-580-9300  
Email: ckocot@strohmeier.com  
Charles Kocot, President  
Products: Canned Fruits, Canned Fish  
and Waxes.

**GEORGE DELALLO COMPANY**

1 DeLallo Way  
Mount Pleasant, PA 15666  
Phone: 724-925-2222  
Email: anthony.dipietro@delallo.com  
Website: www.delallo.com  
Anthony DiPietro, Vice President

**GOLD PLUM USA INTL**

29-58 Parsons Blvd.  
Flushing, NY 11354  
Phone: 718-939-7002  
Fax: 718-358-3170  
Email: xiaozi@aol.com  
Hongbin Zhang, President

**GOLDEN BEACH, INC.**

2510 W. 237th Street, Suite 102  
Torrance, CA 90505  
Phone: 310-530-3210  
Fax: 310-530-8601  
Email: hkee@goldenbeachinc.net  
Website: www.goldenbeachinc.net  
Henry Kee, President

**GOYA FOODS, INC.**

100 Seaview Drive  
Secaucus, NJ 07096  
Phone: 201-348-4900  
Fax: 201-348-6609  
Website: www.goya.com  
Conrad Colon



## Nutrition Facts Panel Changes In Effect

*continued from page 59*

different labeling requirements. They are not required to include the number of grams of Added Sugars in a serving of the product but must still include a declaration of the percent Daily Value for Added Sugars. Manufacturers are encouraged to use the “†” symbol immediately following the Added Sugars percent Daily Value on single-ingredient sugars and syrups, which would lead to a truthful and not misleading statement in a footnote explaining the amount of added sugars that one serving of the product contributes to the diet as well as the contribution of a serving of the product toward the percent Daily Value for added sugars.

An example of such labeling using the standard vertical format is available in FDA’s fact sheet for The Nutrition Facts Label: Declaration of Added Sugars for Single-Ingredient Sugars and Certain Cranberry Products.

### **How will sugars and syrups that contain two or more ingredients be labeled?**

All packages and containers of sugars and syrups with two or more ingredients must have both the gram declaration and percent Daily Value for Added Sugars on their Nutrition Facts labels. For example, products such as brown sugar consisting of a combination of cane sugar and cane molasses, powdered sugar containing corn starch or a pure syrup with added flavoring must declare the gram and percent Daily Value for Added Sugars. All sugars in multiple-ingredient sugar and syrup products must be declared as Added Sugars.

Only manufacturers of single-ingredient sugars and syrups may omit “Includes Xg Added Sugars” from the Added Sugars line on the Nutrition Facts label. This exemption arose from concerns about consumers potentially being misled to believe that the declaration of “Added Sugars” on single-ingredient sugars and syrups means exogenous (originating from

***The definition of added sugars includes sugars that are either added during the processing of foods or are packaged as such and include sugars (free, mono- and disaccharides), sugars from syrups and honey and sugars from concentrated fruit or vegetable juices that are in excess of what would be expected from the same volume of 100 percent fruit or vegetable juice of the same type.***

outside the product) sweeteners have been added, which could mean the products are adulterated. The exemption does not apply to products that contain multiple sugars, syrups or other ingredients, including flavorings.

### **Do cranberry products have to include an Added Sugars declaration?**

The number of grams of Added Sugars in a serving of the product, as well as the percent Daily Value for Added Sugars, must still be labeled for cranberry products. FDA intends to exercise enforcement discretion for certain cranberry products to allow for the use of a symbol leading to a statement that is truthful and not misleading placed outside the Nutrition Facts label. Manufacturers could explain, through the use of the statement, that the sugars added to these dried cranberries or cranberry beverage products are meant to increase the palatability of the naturally tart fruit and that the amount of total sugars per serving is at a level that does not exceed the amount of total sugars in a comparable product with no added sugars. (See FDA’s fact sheet for The Nutrition Facts Label:

Declaration of Added Sugars for Single-Ingredient Sugars and Certain Cranberry Products.)

### **Do sugars found in concentrated fruit or vegetable purees and pastes need to be declared as added sugars on the label?**

FDA said it received a number of inquiries related to this topic since publication of the final rule. Additional information is available in our Draft Guidance for Industry: Questions and Answers on the Nutrition and Supplement Facts Labels Related to the Compliance Date, Added Sugars, and Declaration of Quantitative Amounts of Vitamins and Minerals.

FDA said it intends to respond to questions received on the draft guidance about concentrated fruit or vegetable purees and pastes when it issues the final guidance.

FDA has standardized Brix data for a variety of juices (§ 101.30(h)) but this table does not include all of the common fruit/vegetable juices used to formulate products today (e.g., coconut water, acai juice).

Does FDA plan to update the Brix table in § 101.30(h)?

FDA said it’s not planning to update the Brix table in 21 CFR 101.30(h) at this time. The mechanism for requesting the addition to the table of a Brix level for a single strength juice is the submission of a Citizen Petition (CP) (21 CFR 10.30). The addition to the table in § 101.30(h)(1) of a Brix level for a new single strength juice would require FDA to amend the regulation to update the table.

FDA said it intends to respond to questions relation to the calculation of added sugars in juices in the final guidance on Questions and Answers on the Nutrition and Supplement Facts Labels Related to the Compliance Date, Added Sugars and Declaration of Quantitative Amounts of Vitamins and Minerals. ■

**H****HOP CHONG TRADING CO., INC.**

One Penn Plaza Suite 1529  
New York, NY 10001  
Phone: 212-695-9338  
Fax: 212-629-4574  
Email: hopchong@aol.com  
Peter Chang

**I****INAEXPO USA LTD.**

2800 Biscayne Blvd, Ste 900-A  
Miami, FL 33137  
Phone: 305 571 1390  
Fax: 305 571 1831  
Website: www.inaexpo.com  
Email: ebecerra@inaexpousa.com  
Eduardo Becerra

**ITALFOODS, INC.**

205 Shaw Road, P.O. Box 2563  
So. San Francisco, CA 94080  
Phone: 650-877-0724  
Fax: 650-871-9437  
Email: richarda@italfoodsinc.com  
Website: www.italfoodsinc.com  
Richard Armanino

**J****JBH INTERTRADE LLC**

82 2nd St Garden City  
New York, NY 11530  
Phone: 516-739-3400  
Fax: 516-739-0999  
Email: jack@jbhi.us  
Jack Hartog, President

**JORDAY FOODS INTERNATIONAL**

15 Warren St. Suite 28B  
Hackensack, NJ 07601  
Phone: 201-996-9126  
Fax: 201-996-9128  
Email: brad@jordayfoods.com  
Brad Koshar, President

**K****K H INTERNATIONAL, INC.**

981 Oakdale Road  
Atlanta, GA 30307  
Phone: 404-371-9797  
Fax: 404-378-5331  
**Mailing Address:**  
P.O. Box 15119 Atlanta, GA 30333  
Phone: 404-371-9797  
Fax: 404-378-5331  
E-mail: karen@khinternational.com  
Ms. Karen Holzberg

**KAWASHO FOODS USA, INC.**

45 Broadway, 18th Floor  
New York, NY 10006  
Phone: 212-841-7418  
Fax: 212-841-7463  
Email: sullivan@jfeshoji.com  
Mr. Michael Sullivan, Sr. Vice President  
*Importer and Distributor of Quality  
Canned Fish, Fruit and Vegetables  
Under the Geisha and Madam Brands*

**J.A. KIRSCH CORP.**

1086 Teaneck Road Suite 3F  
Teaneck, NJ 07666  
Phone: 201-862-0100  
Fax: 201-862-0866  
Email: ruby2na@verizon.net  
Mark Gruenbaum

**L****LAMEX FOODS, INC.**

8500 Normandale Lake Blvd., Ste. 1150  
Bloomington, MN 55437  
Phone: 952-844-0585  
Fax: 952-844-0083  
Email: greg@lamexfoods.us,  
bjorn@lamexfoods.us  
Gregory Olsen, Trade Manager  
Bjorn Anderson

**M****M.J. ROSENMAYER CO.**

449 South Beverly Drive, Suite 213  
Beverly Hills, CA 90212  
Phone: 310-551-1357  
Fax: 310-203-0187  
Email: MJRPickles@aol.com  
Louis Rosenmayer, President

**M.W. POLAR FOODS**

15203 Shoemaker Avenue  
P.O. Box 469 Norwalk, CA 90651  
Phone: 562-921-2800  
Fax: 562-921-4498  
Email: Fchiu118@aol.com  
Website: www.mwpolar.com  
Frederick Chiu, Executive Vice President

**MARIO CAMACHO FOODS**

2502 Walden Woods Drive  
Plant City, FL 33566  
Phone: 813-305-4540  
Fax: 813-305-4545  
Email: RJF@mariocamachofoods.com  
Website: www.mariocamachofoods.com  
Bob Fiddelke

**MCLANE GLOBAL**

1902 Cypress Station Drive  
Suite 200  
Houston, TX 77090  
Phone: 281-210-3295  
Email: info@mclaneglobal.com  
Jordan Laccetti, Director of Sales

**MERCANTUM INT'L CORP.**

225 Broadway  
New York, NY 10007  
Phone: 212-233-0412  
Fax: 212-233-0506  
Email: sales@mercantum.com  
Website: www.mercantum.com  
Joseph Christovao, IV, President  
Marie Christovao, Vice President

**MITSUI FOODS GROUP**

35 Maple Street  
Norwood, NJ 07648  
Phone: 800-777-2322  
Fax: 201-750-0150  
Email: j.lacy@mitsui.com  
Jeff Lacy, COO

**MODENA FINE FOODS**

158 River Road  
Clifton, NJ 07014  
Phone: 201-842-8900  
Fax: 201-842-9001  
Website: www.modenafinefoods.com  
Email: luca@modenafinefoods.com  
Luca Bombarda, CEO

**MUSCO FOOD CORP.**

57-01 49th Place  
P.O. Box 660 Maspeth, NY 11378  
Phone: 718-326-9696  
Fax: 718-326-3696, 718-326-1109  
Email: teresar@muscofood.com  
Teresa Reynolds  
Philip P. Musco, President

**N****NATIONAL FOOD TRADING CORP.**

53 S Broad Street  
Ridgewood, NJ 07540  
Phone: 201-825-6214  
Email: mike@nationalfoodscorp.com  
Mike Manley, CFO

**O****OLAM AMERICAS, INC.**

2077 Convention Center  
Concourse Suite 150  
Atlanta, GA 30337  
Phone: 404-209-2662  
Fax: 404-209-2633  
Website: www.olamonline.com  
Email: timothy.chilleri@olamnet.com  
Timothy Chilleri



# FTS

## Laboratories

---

### **CONTROL, MONITOR & VERIFY IMPORTED FOOD SAFETY**

*Never put your product at risk of recall by  
relying only on a foreign supplier's COA.  
To ensure food safety, always test and  
verify quality upon entry into the USA.*

**ISO/IEC 17025:2017 Accredited  
for Sampling and Testing**

**FDA Detention Specialists  
Nationwide Sampling Services**

**Toll Free: 888.387.5227**

**Email: [orders@ftslabs.com](mailto:orders@ftslabs.com)**

**973.596.1040**

**[www.ftslabs.com](http://www.ftslabs.com)**

**OMEGA FOODS INC.**

57 Fairhaven Drive  
Allendale, NJ 07401  
Phone: 201-825-6611  
Fax: 201-825-3108  
Email: gsamartzis@omegafoodsinc.com  
Website: www.omegafoodsinc.com  
George Samartzis

**ORLANDO FOOD SALES, INC.**

51 E. Spring Valley Ave.  
Box 1004  
Maywood, NJ 07607  
Phone: 201-368-9197; 212-249-6530  
Fax: 201-368-2059  
E-mail: info@orlandofoods.com  
Website: www.orlandofoods.com  
Mr. Carlo Orlando  
Mr. Fred Mortati

**ORLEANS PACKING COMPANY**

1715 Hyde Park Avenue  
Hyde Park, MA 02136  
Phone: 617-361-6611  
Fax: 617-361-2638  
Email: george@orleanspacking.com  
George Gebelein

**OVERSEAS FOOD TRADING**

2200 Fletcher Avenue,  
Suite 34  
Fort Lee, NJ 07024  
Phone: 201-585-8730  
Fax: 201-585-8575  
Email: alain@cruanes.net  
Alain Cruanes, President

**P****THE PASTENE COMPANIES LTD.**

330 Turnpike Street  
P.O. Box 256  
Canton, MA 02021-0256  
Phone: 781-830-8200  
Fax: 781-830-8225  
John Franciosa, C.O.O.

**POMPEIAN, INC.**

P.O. Box 8863  
4201 Pulaski Highway  
Baltimore, MD 21224  
Phone: 410-276-6900  
Fax: 410-276-3764  
Email: fpatton@pompeian.com  
Mr. William C. Monroe, CEO  
Mr. Frank Patton

**PORT ROYAL SALES LTD.**

95 Froehlich Farm Blvd.  
Woodbury, NY 11797  
Phone: 516-921-8383  
Fax: 516-921-8488  
Email: wwellner@portroyalsales.com  
Wayne Wellner, CFO

**R****REMA FOODS, INC.**

140 Sylvan Avenue  
Englewood Cliffs, NJ 07632-2508  
Phone: 201-947-1000  
Fax: 201-947-7667  
Email: rema@foodimportgroup.com  
Mr. Robert Feuerstein, President  
Ms. Lisa Maier, Executive Vice President

**RIENZI & SONS INC.**

18-81 Steinway Street  
Astoria, NY 11105  
Phone: 718-278-8435  
Fax: 718-228-8403  
Website: www.rienzifoods.com  
Email: jrienzi@rienziusa.com  
Joseph Rienzi, Vice President


**ROLAND FOODS, LLC/  
AMERICAN ROLAND FOOD CORP**

71 West 23rd Street  
New York, NY 10010  
Phone: 212-741-8290  
Fax: 212-741-6572  
Email: salesupport@rolandfood.com  
Website: www.rolandfood.com  
James D. Wagner

**RON-SON FOODS, INC.**

P.O. Box 38  
Swedesboro, NJ 08085  
Phone: 856-241-7333  
Fax: 856-241-7338  
Email: jim@ronsonfoods.com  
Mr. James Bianco  
Ms. Joyce Bianco

**ROYAL FOOD IMPORT CORP.**

185 Devonshire St., #201  
Boston, MA 02110  
Phone: 617-482-3826  
Fax: 617-482-3260  
Email: collin@royalfoodimport.com  
Website: www.royalfoodimport.com  
Collin Tuthill, President

**S****SAFE FOOD CORPORATION**

115 River Road  
Suite 108  
Edgewater, NJ 07020  
Phone: 201-865-7100  
Fax: 201-865-7111  
Email: yigit@safefoodcorp.com  
Yigit Isiker, President

**SALIX FRUITS LLC**

2238 Sherwood Forest Ct.  
Fort Collins, CO 80524  
Phone: 770-670-3033  
Email: luis@salixfruits.com  
Website: www.salixfruits.com  
Luis Elortondo, US Director

**SAVOR BRANDS, INC.**

17050 Baxter Road, Suite 130  
Chesterfield, MO 63005  
Phone: 636-449-3678  
Email: lficken@dotfoods.com  
Lance Ficken, President



QUALITY FOODS

**SCHREIBER FOODS INT'L., INC.**

P.O. Box 299  
Ramsey, NJ 07446  
Phone: 201-327-3535  
Fax: 201-327-2812  
Email: hschreiber@ambrosia-foods.com;  
jhamon@ambrosia-foods.com  
Website: www.ambrosia-foods.com  
Howard Schreiber, Chairman  
Jeffrey Hamon, President


**GUS SCLAFANI CORP.**

22-24 Butler Street  
Norwalk, CT 06850  
Phone: 203-838-4441  
Fax: 203-838-4442  
Email: frantoiooliveoil@yahoo.com  
Luciano V. Sclafani, Jr., President  
Bruce F. Sclafani, CFO  
Importers Of  
Fine Quality Food Products  
Since 1911

Please refer to our ad on page 53.

**SEGEV FOOD INTERNATIONAL**

45 North Station Plaza  
Suite 406  
Great Neck, NY 11021  
Phone: 516-829-1122  
Fax: 516-829-6622  
Email: ran@segevfood.com  
Website: www.segevfood.com  
Ran Bosmi, Director

## Balancing Today, Tomorrow Key for Continuity

*Continued from page 24*

emphasized how fast the industry is changing, how three months will bring a new environment and six months another. She said burning too much adrenaline and attention on today may not be the best move with the future so unknown.

Bachar said although investment in innovation and research and development seems like a reach at this time, supermarkets and foodservice distributors are expanding their store and private brand offerings to capture a larger percent of sales as key margin generators of their total offerings. This, she said, should create opportunities for those in the flavor industry.

The pandemic has also increased consumer focus on functional foods, Bachar said. “The consumer has slipped from ‘what do you have for me?’ to ‘what can you do for me?’ One in three Americans is suffering from stress or anxiety, weight gain from comforting junk foods on top of low energy, low activity and sleep deprivation during lockdown,” Bachar said. “It’s no wonder so many consumers are reaching for self-care,” saying it’s the ideal time for food and flavor companies to continue working on new physical, emotional and mental health deals.

She said some ingredient companies are ahead of the curve, expanding beyond food categories into new arenas of beauty and food products with functional benefits, such as aesthetic self-care, inner balance and calm, since this is where the growth will be. These factors, as well as the need for trust in ingredients and ethical sourcing and social consciousness, will spill into every type of food company, she said.

As people continue to experience the effects of COVID trauma for the foreseeable future, self-care food products “will continue to evolve” Bachar said. “Consumers are redefining what it means to take care of themselves through the food they eat. Self-care is a universally embraced

***The pandemic has also increased consumer focus on functional foods, Bachar said.***

***“The consumer has slipped from ‘what do you have for me?’ to ‘what can you do for me?’”***

trend, embraced by men, women, by minorities and all generations,” she said. Food and flavor companies are ideal explorers of this category, she added. “Organizations should be asking whether a head start is still possible on this newly defined

category. Can competitive advantage be gained before there's no shortage of choices? Are new strategic partnerships wise if our current capabilities or expertise is somewhat limited?”

A close look at the goals of ESG (Environmental, Social and Governance) was also of importance to Bachar. “The risks, returns and ethics of ESG are terrifically increased,” she said, “and COVID-19 has raised the requirements on corporations to do the right thing.” The need to “do good” has been multiplied exponentially, even though this industry is still in the “early stages of ESG conformance,” she said. “Investors are learning that the investment in a company’s environmental, social and governance

*Continued on page 75*



### NEW CHANNEL ECONOMICS: IMPLICATIONS FOR FOOD & FLAVOR COMPANIES

Usual 40-minute supermarket trips cut to 13 minutes (source: Videomining); fewer, faster trips, less browsing, less exposure to new items.

Restaurant stops and starts; menu reduction by chains; many permanent closures of independents.

New channel economics and costs (online ordering, fulfillment, delivery) forcing high inventory turns on shelves and in warehouses.

Unemployment numbers driving more consumers to bulk purchasing and store brands.

Taste and product platforms versus product categories (i.e., Kraft Heinz, Campbell's).

Manufacturers cutting costs and streamlining operations to focus on fewer, high-demand items.

Sales spike of Big Food could be misleading and temporary.

Many manufacturers brands pulling back on innovation and R&D due to low ROI or other factors.



**SINCO, INC.**

73 Chapel St Ste C  
Newton, MA 02458-1088  
Phone: 617-484-8212  
Fax: 617-484-2279  
Email: sales@sinco-inc.com  
Mark Snyder, Import Manager  
Mr. Robert Snyder, President  
Mr. Paul Dembling, Vice President

**SLT IMPORTS, INC.**

55 Carter Drive, Suite 219  
Edison, NJ 08817  
Phone: 732-661-1030, x306  
Fax: 732-661-1034  
Email: sandip.patel@sltgroup.com  
Sandip Patel, President

**SOVENA USA**

1 Olive Grove St.  
Rome, NY 13411  
Phone: 315-797-7070  
Fax: 315-797-6981  
Email: eescudero@sovenausa.com  
Enrique Escudero

**STROMEYER & ARPE CO., INC.**

106 Allen Road  
Basking Ridge, NJ 07920  
Phone: 908-580-9100  
Fax: 908-580-9300  
Email: ckocot@strohmeier.com  
Mr. Charles Kocot, President  
Products: Canned Fruits, Canned Fish  
and Waxes.

**T**

**TERI NICHOLS INST  
FOOD MERCHANTS LLC**

10101-C Avenue D  
Brooklyn, NY 11236  
Phone: 718-617-4195  
Email: nv@terinichols.com  
Nicolas Vouyiouklis

**TIPIAK, INC.**

37 North Ave Ste 203  
Norwalk, CT 06851  
Phone: 203-961-9117  
Fax: 203-975-9081  
Email: laurent.chery@tipiak-e.com  
Website: www.tipiak.fr  
Laurent Chery, President

**TRANSMED FOODS**

World Trade Center  
401 E. Pratt St., Ste. 352  
Baltimore, MD 21202  
Phone: 410-837-3330  
Fax: 410-837-3337  
Email: marketing@transmedfoods.com  
Barry Dixon, Director

**U**

**US FOODS, INC.**

9399 West Higgins Road  
Suite 100  
Rosemont, IL 60018  
Phone: 847-720-8000  
Email: patrick.dollard@usfoods.com  
Website: www.usfoods.com  
Patrick Dollard, Category Manager

**V**

**VICTORIA PACIFIC TRADING CORP.**

9541 Telstar Ave., #B  
El Monte, CA 91731  
Phone: 626-350-9882  
Fax: 626-350-9885  
Email: sindy@victoriapacific.com  
Sindy Yee, Vice President



**VIGO IMPORTING CO.**

4701 W. Comanche Ave.  
Tampa, FL 33614  
Phone: 813-884-3491  
Fax: 813-884-7139  
Email: tony@vigo-alessi.com  
Website:  
www.vigofoods.com;  
www.alessifoods.com

Tony Alessi, Jr.

*Vigo Importing Company is a Tampa-based manufacturer and importer of fine foods since 1947. We dedicate ourselves to offering reasonably priced, high-quality food items that match the needs of today's health-conscious consumers and their fast-paced lifestyles. Our flagship Alessi brand appeals to the sophisticated European tastes.*

**VINTAGE FOOD CORP.**

849 Newark Turnpike  
Kearny, NJ 07032  
Phone: 201-955-1505  
Fax: 201-955-2906  
Email: levent@vintagefood.com  
Website: www.vintagefood.com  
Suat Levent Demirgil, President

**W**



**WORLD FINER FOODS, INC.**

1455 Broad Street, 4<sup>th</sup> Floor  
Bloomfield, NJ 07003  
Phone: 973-338-0300 x 116  
Fax: 973-338-0382  
Email: kholzli@worldfiner.com  
Website: www.worldfiner.com  
Ms. Susan Guerin, CEO  
Ms. Kathy Holzi, Director, Supply Chain





**SIOURAS S.A.**



## Greek Natural Olives



IN MOOD DESIGNERS • www.inmood.gr

### PROCESSING, PACKAGING AND TRADE OF OLIVES AND VEGETABLES

**Industry**

A' INDUSTRIAL AREA OF VOLOS  
38500 VOLOS GREECE  
T: +30 24210 91400-9 • F: +30 24210 91410  
E: siourasv@otenet.gr, sales@siouras.gr

**Office in USA**

OMEGA FOODS INC., 57 Fairhaven Drive,  
Allendale, NJ 07401  
T: 201-825 6611 • F: 201-825 3108  
E: gsmartzis@omegafoodsinc.com

FACTORY CERTIFIED WITH:  
ISO 22000 • ISO 9001 • BRC • IFS

[www.siouras.gr](http://www.siouras.gr)

# AFI American Associate Members

## A

### ACCEM WAREHOUSE

63-69 Hook Road  
Bayonne, NJ 07002  
Phone: 201-858-3899  
Fax: 201-858-0275  
Email: mec36@aol.com  
Jerry Mecca

### ALBA WHEELS UP

150-30 132nd Ave  
Jamaica, NY 11434  
Phone: 718-276-3000  
Fax: 718-276-7669  
Email: s.stile@albawheelsup.com  
Salvatore Stile, President



### ALL-WAYS FORWARDING INT'L, INC.

701 Newark Avenue, Suite 300  
Elizabeth, NJ 07208  
Phone: 908-353-4000  
Fax: 908-354-2000  
Website: www.allwaysforwarding.com  
Mr. Paul Jeka, Vice President  
Mr. Stephen DeCastro, Import Manager  
**Other Locations:**  
All-Ways Forwarding Int'l Inc. at JFK  
Airport  
182-30 150th Road  
Jamaica, NY 11430  
Phone: 718-656-1200  
Fax: 718-656-0100  
Mr. David Paskes, Vice President  
United States Customs and Food &  
Drug Administration Clearing Specialists

## B

### B. HARLOE CONSULTING

234 Lynn St  
Harrington Park, NJ 07640  
Phone: 201-768-7184  
Email: bharloe11@yahoo.com  
Barbara Harloe, President

### BK STERLING CORPORATION

11605 Haynes Bridge Road Suite 435  
Alpharetta, GA 30009  
Phone: 678-461-3500  
Fax: 678-461-8844  
Website: www.bksterling.com  
Email: skatz@bksterling.com  
Seth Katz

### BRAUNER INTERNATIONAL CORP.

2315 NW 107<sup>th</sup> Ave  
Ste 1M08,  
Box 102  
Miami, FL 33172  
Phone: 305-477-8097 Ext 201  
Fax: 305-477-8170  
Email: mbrauner@braunerintl.com  
Website: www.braunerintl.com  
Matthew Brauner, President

### BROWN BROTHERS HARRIMANN & CO.

140 Broadway  
New York, NY 10005  
Phone: 212-493-8782  
Fax: 212-493-7208  
Email: alexandra.toskovich@bbh.com  
Website: www.bbh.com  
Alexandra Toskovich

## C



### CERTIFIED LABORATORIES, INC.

65 Marcus Dr.  
Melville, NY 11747  
Phone: 516-576-1400, 800-CERT-LAB  
www.certified-laboratories.com  
Other locations:  
6460 Dale St.  
Buena Park, CA 90621  
714-562-8622, 888-FOOD-LAB  
3241 Liberty Square Pkwy.  
Turlock, CA 95380  
209-664-1100, 866-915-LAB3  
2505 Diehl Road  
Aurora, IL 60502  
630-783-8600, 855-CLMW-LAB  
Contact: Steven Mitchell, President  
Email: smitchell@800certlab.com

### COFACE NORTH AMERICA INSURANCE COMPANY

99 Park Ave.  
Suite 1110  
New York, NY  
10016  
Phone: (212) 560-0426  
Website: www.coface-usa.com  
Email: jason.hegedus@coface.com  
Jason Hegedus, Sales Vice President

### CONTINENTAL LOGISTICS

200 Liberty Way  
Cranbury, NJ 08512  
Phone: 732-429-1061  
Email: sweisensee@continentallogistics.com  
Steven Weisensee



### COUGHLIN INSURANCE SERVICES

"Insurance That Fits"  
178 Myrtle Boulevard  
Larchmont, NY 10538  
Phone: 914-834-1234, 800-542-0661  
Fax: 914-834-6321  
Email: michael@coughlinis.com  
Michael Coughlin, CEO  
Email: JJ@coughlinis.com  
JJ Van Aman, Senior Sales Executive

#### Other Locations:

California Branch Office  
Kelly D. Pagett, President Western  
Region  
26901 Agoura Rd Suite 160  
Calabasas Hills, CA 91301  
818-676-3370 (Direct Line)  
818-676-3373 (Fax)  
Kelly@coughlingroup.com  
*We pride ourselves on making the insurance process as simple as possible to our customers while providing the best carriers in the business with a service level second to none.*

Enhanced directory listings add flair to your directory listing! Advertisers can add a logo, name in large type or a company mission statement for only \$25!





Through the hands  
of our growers,  
we create great  
tasting, responsibly  
produced,  
authentic foods  
that nurture  
community and  
enhance your  
quality of life.

**FOODMatch**

[foodmatch.com](http://foodmatch.com)





**FOUR SEASONS FRUITS CORP.**

**Manufacturer and Exporter**

Durian, Brgy. Apokon, Tagum City  
8100, Philippines 🇵🇭  
Tel. No.: +63.84.216.2590  
Telefax: +63.84.308.1042  
www.fourseasonsfruits.com  
✉ info@fourseasonsfruits.com  
royc@fourseasonsfruits.com

● Comes in various thickness and cuts such as wholes, halves, brokens and quarters. Flavors come in unsweetened, sweetened and honey-dipped.



- ✓ GMO-Free
- ✓ Premium Quality
- ✓ Best Taste - 100% Healthy
- ✓ Best Price



*Our Guarantee - Quality and Reliability. Our Goal - Your Satisfaction.*

**PREMIUM BANANA CHIPS**



**COWAN, LIEBOWITZ & LATMAN, P.C.**

1133 Avenue of the Americas  
 New York, NY 10036-6799  
 Phone: 212-790-9200  
 Fax: 212-575-0671  
 Email: cje@cll.com  
 Website: www.cll.com  
 CJ Erickson

**FFF ASSOCIATES, INC.**

PMB 137, 1127 High Ridge Road  
 Stamford, CT 06905-1203  
 Phone: 203-329-7220; 203-323-9998  
 Fax: 203-329-3766; 203-323-6662  
 Website:  
 www.fffassociates.com  
 Peter Furth, CEO

**H****HACCP CONSULTING GROUP**

4022 Nicholas Court  
 Fairfax, VA 22033  
 Phone: 703-385-1989  
 Email: savager3@verizon.net  
 Robert Savage, Senior VP

**E****EAST COAST WAREHOUSE & DIST. CORP.**

1140 Polaris Street  
 Elizabeth, NJ 07201  
 Phone: 908-351-2800  
 Fax: 908-838-9068  
 Website: www.eastcoastwarehouse.com  
 Dan Horgan, EVP  
 Richard Coppola, VP, Sales E-mail:  
 rcoppola@eastcoastwarehouse.com  
*East Coast Warehouse and Distribution Corporation is the preeminent, temp-controlled 3PL service provider to the food and beverage industry. Strategically located on Port Elizabeth property, ECW serves ports of origin in New York/New Jersey via a temp controlled pool distribution network throughout the continental United States; providing operational excellence and best-in-class customer satisfaction to its customers for 60 years! For more information, visit www.eastcoastwarehouse.com*

**ENGINEERING & TRADE, INC.**

5701 NW 112th  
 Court Doral, FL 33178  
 Phone: (305) 318-5710  
 Email: jairo.leon@engtrade.net  
 Jairo Leon, President

**EXPRESS TRADE CAPITAL**

1410 Broadway  
 Suite 2600  
 New York, NY 10018  
 Phone: 212-997-0155  
 Website: www.expresstradecapital.com  
 Email: carli@expresstradecapital.com  
 Carli Valinoti, Marketing & Business Development

**F****FEDERATION LOGISTICS, LLC**

Warehousing, Distribution,  
 Trucking  
 Federation Dist. Services, Inc.  
 149 Black Horse Lane  
 Brunswick, NJ 08902  
 Phone: 732-422-4090  
 Fax: 732-422-4018  
 Email: ftouma@fedlogistics.com  
 Mr. Leslie Sokoloff, President  
 Mr. Frank Touma, CEO

**FOA & SON**

60 E 42nd St  
 New York, NJ 10165  
 Phone: 212-432-1234  
 Fax: 212-432-1235  
 Email: michael.boscaino@foason.com  
 Michael Boscaino, Sr. Vice President

**FOREIGN TRADE SERVICE CORP**

1500 Technology Dr. Ste. 103  
 Chesapeake, VA 23320  
 Phone: 757-609-3302  
 Email: orders@ftslabs.com  
 Mr. Jeffrey Abels, CEO

FDA Detention Specialists  
 Nationwide Independent Sampling,  
 Inspection and Analysis of Imported Foods

**FSMA INTERNATIONAL**

823 South Perry Street,  
 Suite 220  
 Castle Rock, CO 80104  
 Phone: 720-899-4677  
 Email: greg@fsmainternational.com  
 Website: www.fsmainternational.com  
 Greg Scharlach, President

**FREIGHTERS LLC**

5110 12th Avenue  
 Brooklyn, NY 11219  
 Phone: 718-489-9611  
 Email: yitzy@freightersco.com  
 Yitzy Klein

**I****ICEX ESPAÑA EXPORTACIÓN e INVER-**

**SIONES CIF: Q2891001F  
 C/O TRADE COMMISSION OF SPAIN/FOODS FROM SPAIN**  
 405 Lexington Ave., 44th Floor  
 New York, NY 10174-0331  
 Phone: 212-661-4959  
 Fax: 212-972-2494  
 Email: JShaw@mcx.es  
 Website: www.foodsfromspain.com;  
 www.us.spainbusiness.com  
 Jeffrey Shaw, Director  
*Foods From Spain is a marketing division of the Commercial Office of Spain in New York. Our mission is to support and promote the country's food products in the USA market in order to boost trade. Foods From Spain works closely with manufacturers, importers, distributors and retailers to increase usage and awareness of food products from Spain among American consumers.*

**J****JAF GLOBAL LOGISTICS**

1319 N.  
 Broad St.  
 Hillside, NJ 07205  
 Phone: 908-282-9440  
 Fax: 908-282-9441  
 Email: nick@ferrarainternational.com  
 Website: www.ferrarainternational.com  
 Nicholas Ferrara, President

**J W HAMPTON JR. & CO., INC.**

161-15 Rockaway Blvd  
 Suite 304  
 Jamaica, NY 11434  
 Phone: 718-276-0301  
 Website: www.jwhampton.com  
 Email: bobbys@jwhampton.com  
 Robert Shoule, Vice President



**K**

**KEN LEHAT & ASSOCIATES, INC.**  
 145 Hook Creek Blvd  
 Valley Stream, NY 11581  
 Phone: 516-532-7259  
 Fax: 516-825-2266  
 Email:  
 Ken@kenlehat.com  
 Website: www.kenlehat.com  
 Mr. Ken Lehat, President

**KOMPASS NORTH AMERICA**

100 Overlook Center,  
 2nd Floor  
 Princeton, NJ 08540  
 Phone: (609) 785-5986  
 Website: http://us.kompass.com  
 Email: rufiya\_blank@kompass-usa.com

**L****LAUFER GROUP INTERNATIONAL**

20 Vesey Street  
 Suite 601  
 New York, NY  
 10007  
 Phone: 646-738-8753  
 Email:  
 Marketing@laufer.com  
 Brian Martorano

**M****MARCUM LLP**

10 Melville Park  
 Rd  
 Melville, NY 11747  
 Phone: 631-414-4180  
 Email: louis.biscotti@marcumllp.com  
 Website: www.marcumllp.com  
 Louis Biscotti, Partner

**MAZARS USA LLP**

399 Thornall Street  
 Edison, NJ 08837  
 Phone: 732-549-2800  
 Fax: 732-549-2898  
 Email:  
 howard.dorman@weisermazars.com  
 Howard Dorman, Partner

**O****OFW LAW**

1400 Sixteenth Street, N.W. Suite 400  
 Washington, DC 20036-2220  
 Phone: 202-789-1212  
 Fax: 202-234-3537  
 Philip C. Olsson, Esq., President  
 Richard L. Frank, Esq., Vice President

**P****PORT JERSEY LOGISTICS**

200 Liberty Way  
 Cranbury, NJ 08512  
 Phone: 609-495-1300  
 Email:  
 jemelo@portjersey.com  
 Website:  
 www.portjersey.com  
 Robert Russo, President  
 John Emelo –  
 Logistics  
 Tel: 732-417-0030  
 Eric Holch, Director of Bus.  
 Development  
 Email: eholch@portjersey.com  
*Port Jersey Logistics offers it all to domestic manufacturers and international shippers alike—from warehousing and distribution to supply chain management, we combine 60 years of experience with the latest state-of-the-art systems and facilities to meet even the most demanding international and local logistics requirements.*

**Q****QUALITY CONTROL INSPECTIONS**

P.O. Box 3109  
 Bayonne, NJ 07002  
 Phone: 201-209-9901  
 Fax: 201-209-9931  
 Email: qcinuts@aol.com  
 Website:  
 www.QCINUTS.com  
 Mrs. Joanne Moran, President  
 Mr. Michael Moran, Vice President

**R****RESTAURANT DEPOT**

133-11 20th Avenue  
 College Point, NY  
 11356  
 Phone: 718-939-6400  
 Website:  
 www.restaurantdepot.com  
 Email: abenton@jetror.com  
 Angela Benton

**ROMARK LOGISTICS**

822 South Ave  
 West Westfield, NY 07090  
 Phone: 908-789-2800  
 Fax: 908-228-2553  
 Website: www.romarklogistics.com  
 Email:  
 smcstine@romarklogistics.com  
 Sharon McStine, General Manager

**S****S & G RESOURCES, INC.**

266 Main St  
 Medfield, MA 02052  
 Phone: 508-359-7771  
 Fax: 508-359-7775  
 Email:  
 mpierce@sgresources.net  
 Mary Pierce

**SGS CONTROL SERVICES, INC.**

P.O. Box 13484  
 Memphis, TN  
 38113  
 Phone: 901-775-  
 1660  
 Fax: 901-946-3309  
 Email:  
 sandy\_holloway@sgsgroup.com  
 Website: www.csi.sgsgna.com  
 Sandra Holloway  
*SGS Agricultural Services is an ISO 9002 registered organization that performs comprehensive laboratory analysis and inspection services. Our chemists and microbiologists are proficient in the quality analysis of foods, ingredients and additives. We specialize in making life easier for our domestic and import/export clients, and we are experts in processing the analysis reports for FDA Automatic Detention samples. Please contact us for additional information.*

**SAFE FOOD EN ROUTE LLC**

10549 Williamswoods Drive  
 Independence, KY 41051  
 Phone: 859-912-2801  
 Email: jennifer@safefoodenroute.com  
 Website: www.safefoodenroute.com  
 Jennifer Crandall, CEO/Founder

**SANDLER, TRAVIS & ROSENBERG, P.A.**

551 Fifth Avenue,  
 Suite 1100  
 New York, NY 10176  
 Phone: 212-883-1300  
 Fax: 212-883-0068  
 Email:  
 ghorn@strtrade.com  
 Website:  
 www.strtrade.com  
 Gerald Horn, Esq.

**SAX MACY FROMM & CO., PC**

855 Valley Road  
 Clifton, NJ 07927  
 Phone: 973-472-6250  
 Fax: 973-472-7172  
 Email: datkinson@smf-cpa.com  
 Kathleen Alexander

## Balancing Today, Tomorrow Key for Continuity

*Continued from page 67*

goals are every bit as valuable in returns as financials.” Because of this, she said, “we can expect ESG to be linked to bank loans.” ESG, she said, has a direct bearing on food and flavoring companies. “These companies will be expected to meet and ensure alignment, efficient reporting and compliance across the supply chain. Buyers and investors will be looking beyond usual financial performance to a company’s environmental, social and governance goals.”

The top four financial firms have gotten behind the standards and scoring produced by the World Economic Forum. According to Bachar, the time to address the incorporation of ESG into one’s organization is right now. Education should include what ESG standards are coming, what the customers may or should adopt, and how a company’s ESG practices are helping or hindering

its competitive advantage.

Bachar said aside from the human trauma and tragedy, the COVID-19 pandemic has caused an economic shock three-times worse than the 2008 financial crisis. Winning food and flavor companies, she said, will succeed because of their ability to

think outside their own product transactions and productivity during this unprecedented time. “The trick,” she said, “is to out-manuever the crisis by executing on customer needs right now. Mapping your own possible scenarios will help you be ready as the future becomes the now. Big problems need big solutions.” ■



---

## North American Olive Oil Association Annual Report

*Continued from page 8*

want to produce more olive oil in the years to come. The good news is that the International Olive Council has already shown that olive oil production has a net positive benefit for the environment through the absorption of carbon dioxide. We believe even more can be done through sustainable farming techniques and industrial and distribution platforms. We would be wise to use our collective energies to grow the entire olive oil supply chain in a sustainable way.

Our goal needs to be olive oil for all people. High-end, limited-production olive oil is a great segment of our industry. It can also be a great way to

***Our goal needs to be olive oil for all people. High-end, limited-production olive oil is a great segment of our industry. It can also be a great way to promote the entire category.***

promote the entire category. It celebrates the richness of olive oil’s history and traditions and highlights

the many different varieties used to create this surprisingly diverse food. For this reason, among others, last month the NAOOA voted to create a subsection for specialty olive oils, an idea I have strongly supported. But that doesn’t mean all olive oil needs to be—or indeed, should be—the highest possible quality. For olive oil to reach its fullest reach and potential as a category, we have to have more of it, the vast majority of which needs produced in affordable and sustainable ways.

Going back millennia, olive oil has been a food for all people – and we should strive to keep it that way. ■

**SCARINCI & HOLLENBECK, LLC**

1100 Valley Brook Avenue  
 P.O. Box 790  
 Lyndhurst, NJ 07071-0790  
 Phone: 201-896-4100  
 Fax: 201-896-8660  
 Web site: www.scarincihollenbeck.com  
 Patrick J. McNamara, Partner

**Additional Offices:**

Ocean:  
 331 Newman Springs Road  
 Building 3, Suite 310  
 Red Bank, NJ 07701-5692  
 Phone: 732-780-5590  
 Fax: 732-695-8108  
 New York:  
 3 Park Avenue, 15<sup>th</sup> Floor  
 New York, NY 10016  
 Phone: 212-286-0747  
 San Francisco, CA:  
 315 Montgomery Street  
 Suite 900  
 San Francisco, CA 94104

**SGS**

201 Route 17 North  
 Rutherford, NJ 07070  
 Phone: 201-508-3000  
 Email: food@sgs.com  
 Jennifer Buckley, Global Food  
 Marketing Manager  
*SGS is the world's leading inspection, verification, testing, and certification company. Our services build trust, reduce risk and maintain efficiency across diverse agriculture and food supply chains. We assist with legislation compliance, correct storage, shipping, packing and distribution, as well as import and export product inspection. With our range of testing, training, certification and technical services, we help companies worldwide to monitor and validate safety, quality, and sustainability.*

**STRAHL & PITSCH, INC.**

230 Great East Neck Road  
 West Babylon, NY 11704  
 Phone: 631-587-9000  
 Fax: 631-587-9120  
 Email: hanskestler@spwax.com  
 Website: www.spwax.com  
 Mr. Hans Kestler, Vice President  
 Mr. John A. Gomes, Vice President

**SUNTECK TRANSPORT GROUP**

212 Washington Ave  
 Carlstadt, NJ 07072  
 Phone: 888-257-7884 x 101  
 Fax: 201-471-3170  
 Website:  
 www.suntecktransportgroup.com  
 Email:  
 gregg.romanzo@suntecktransport.com  
 Gregg Romanzo, New York Office  
 Manager

**U****UNITED SAFETY AGENTS, LLC.**

715 West Park Avenue Suite No. 222  
 Oakhurst, NJ 07755  
 Phone: 888-551-7403  
 Fax: 888-557-2649  
 Website: www.unitedsafetyagents.com  
 Email: info@unitedsafetyagents.com  
 Claudio Innocenti, Partner

**T****THE FOOD INSTITUTE**

10 Mountainview Road, Suite  
 S125  
 Upper Saddle River, NJ 07458  
 Phone: 201-791-5570  
 Fax: 201-791-5222  
 Email: btodd@foodinstitute.com  
 Website: www.foodinstitute.com  
 Brian Todd

**V****V. ALEXANDER & CO., INC.**

22 Century Blvd.  
 Suite 510  
 Nashville, TN 37214  
 Phone: 615-885-0020  
 Email: mmccoy@valexander.com  
 Website: www.valexander.com  
 Melanie McCoy, Manager, Compliance  
 Services

**W****WHITE EAGLE PRINTING CO., INC.**

P.O. Box  
 8307 2550  
 Kuser Road  
 Trenton, NJ 08650  
 Phone: 609-586-2032  
 Fax: 609-586-8052  
 Email: graphics@whiteeagleprinting.com  
 Eric Bielawski

**AFI's Associate Members  
 Are Valuable Resources  
 Reach Out to Them**

***Better Yet, Interact With Them  
 at AFI Events!***

WHERE YOUR  
INVENTORY IS  
ALWAYS IN THE  
BEST OF HANDS.



LESLIE SOKOLOFF, PRESIDENT  
FRANK TOUMA, CEO  
149 Black Horse Lane  
North Brunswick, NJ 08902  
tel 732.422.4090 x 604  
fax 732.422.4018

[www.federationlogistics.com](http://www.federationlogistics.com)

# AFI Overseas Members

## A

### AAK INTERNATIONAL

King George Dock  
Hull Hu9 5 Px East Yorkshire  
United Kingdom  
Phone: [44] 1482 701271  
Fax: [44] 1482 709447  
Email: jill.athey@aak.com  
Jill Athey, Export Account Manager

### ACEITES CANOLIVA, SL

Ctra. Cañete Km 3  
Baena Co 14850  
Spain  
Phone: 0034627581661  
Email: export@canoliva.com  
Gabino Mesa Aranda, Export  
Manager

### ACEITUNAS CALLOSA S.L.

Carretera Callosa A Catral Km 3  
Callosa De Segura Alicante 03360  
Spain  
Phone: 0034965310987  
Fax: 0034966758038  
Website:  
www.aceitunasbernal.com  
Email:  
anabernal@aceitunasbernal.com  
Ana Bernal, Sales Manager

### ACEITUNAS DE MESA S.L.

Antiguo Camino De Sevilla S/N  
Pilas Sevilla 41840  
Spain  
Phone: 34 5 5752468  
Fax: 34 5 4750352  
Email: jsuarez@cobelen.es  
Jesus Suarez Espino

### ACEITUNAS GUADALQUIVIR S.L.

Camino Alcoba, S/N  
Moron Fra. Sevilla  
Spain  
Phone: [34] 95-585-4710  
Fax: [34] 95-485-2513  
Email: fjescalante@agolives.com  
Francisco Escalante, Export  
Manager

### ACEITUNAS MONTEGIL, S.L.

Eduardo Dato, 9  
Moron De La Frontera Sevilla 41530  
Spain  
Phone: [34] 696 424983  
Fax: [34] 955 852 856  
Website:  
www.aceitunasmontegil.es  
Email: montegil@montegil.es  
Antonio Escalante, President

### ACEITUNAS RUMARIN S.A.

Calle Pedro Crespo 79  
41510 Seville  
Spain  
Phone: [34] 955-744655  
Fax: [34] 955-746275  
Email: fjrubio@rumarin.es  
Javier Marin, President/Owner

### ACEITUNAS SEVILLANAS S.A.

Calle Parroco Vicente Moya 14  
Pilas 41840  
Spain  
Phone: 34 955 754 900  
Fax: 34 954 751 315  
Email:  
gonzalop@medinagarvey.com  
Gonzalo Pinar

### ACETIFICIO CARANDINI EMILIO S.P.A.

Via Per Formigine Nr.54/A  
Castelnuovo Rangone (Mo) 41041  
Italy  
Phone: [39] 059-535320  
Fax: [39] 059-536306  
Website: www.carandini.it  
Email:  
annarita.polcari@carandini.it  
Anna Rita Polcari, Quality  
Assurance Manager

### ACTIVIDADES O LEICOLAS, S.A.

Autovia Sevilla-Cadiz, Ctra. Nac.IV  
Km. 550.600  
Dos Hermanas Sevilla 41703  
Spain  
Phone: 34 954 692306  
Fax: 34 954 693508  
Email: dastolfi@acolasa.es  
David Astolfi Perez De Guzman,  
Commercial Director

### AFRAS CASHEW TRADERS

Erappanchal, Mangad P.O., Kollam  
Kollam 691015  
India  
Phone: 9995469508  
Email:  
afrascashewtraders@gmail.com  
Siyavudeen Kabeerkutty

### AFRUSE, S. L.

Avgda. Constantí 79, Nau 6  
Reus Tarragona 43204  
Spain  
Phone: [34] 977-770-147  
Fax: [34] 977-774-569  
Website: www.afruse.com  
Email: afruse@afruse.com  
Jaime Buqueras, C.E.O.

### AGME GIDA SANAYI VE TICARET LTD

STI  
Sanayi Cad.No:69 Armutlu  
Kemalpaşa Izmir 35737  
Turkey  
Phone: 090 232 8868266  
Fax: 090 232 8868268  
Email: ahmet@agmegida.com  
Ahmet Goksel, CEO

### AGRACOM INTERNATIONAL LTDA.

Napoleon 3010 Office 32 Las  
Condes  
Santiago (Rm) Regiã³N  
Metropolitana 7550228  
Chile  
Phone: 562 27835700  
Fax: 562 27835725  
Website: www.agrachile.com  
Email:  
cristianrodriguez@agrachile.com  
Cristian Rodriguez Vera, General  
Manager

### AGRICOLA I CAIXA AGRARIA SC

CAMBRILS SCCL  
C/Sindicat 2  
Cambrils Tarragona 43850  
Spain  
Phone: +34977369511  
Fax: +34977369518  
Website: www.coopcambriels.com  
Email: gerencia@coopcambriels.com  
Fernando Sarasa, Director

### AGRICULTURAL COOPERATIVE OF

PELLA  
D & M Papadopoulos 9  
Giannitsa 58100  
Greece  
Phone: 30 238 9052000  
Fax: 30 238 2051755  
Email: eascannery@gmail.com  
Maximos Amperiadis

### AGRITRADEX COMMODITIES (INDIA)

PVT. LTD.  
#35C, 3rd Floor, Film Centre  
Mumbai-400.034  
India  
Phone: [91] 22 4050 4800  
Fax: [91] 22 4050 4811  
Website: www.agritradex.com  
Email: cisharani@agritradex.com  
Chetan Isharani, Director

### AGRO EAST TRADE TOV

Spaskaya 75-A/3  
Nikolayev Mykolaivska Oblast  
54001  
Ukraine  
Phone: 380685043818  
Fax: 00380512587073  
Email: info@agro-east-trade.eu  
Marek Szewczak

### AGROCASAGRANDE SAC

Av. Parque Fábrica Nro. S/N Casa  
Grande – Ascope – La Libertad  
Casa Grande Ascope 13761  
Peru  
Phone: +51948302178  
Email:  
gagreda@agrocasagrande.com.pe  
Guillermo Agreda

### AGRODELICORP CIA LTDA

Phone: 59322485020  
Website: www.agrodely.com  
Email: ecarrillo@chialiv.com  
Edison Carrillo, Ingeniero

### AGROFOOD SRL

Contrada Airone Snc  
Castelvetro Trapani 91022  
Italia  
Phone: +39 (0) 924907002  
Website: www.agrofoodsr.it  
Email: gianvito@agrofoodsr.it  
Gianvito Cascio, Plant Manager

### AGROINDUSTRIAS PICSA, S.A.

6a Calle 6-38 Zona 9  
Guatemala Guatemala 01009  
Guatemala  
Phone: (502) 24155700  
Fax: (502) 24155705  
Website:  
www.chocolatesdeguatemala.com  
Email: lalonso@finagrogroupp.com  
Lucrecia Alonso

### AGROPHOENIX SA

Ano Zervochori  
Imathia Imathia 59034  
Greece  
Phone: +302331051017  
Fax: +2331051027  
Email: soula@agrophenix.gr  
Soula Agathou, Qa Manager

### AGROSPARTA

Kladas, Sparta, Lakonia  
Sparta 23100  
Greece  
Phone: [30] 27310 25264  
Fax: [30] 27310 25266  
Website: www.agrosparta.gr  
Email: info@agrosparta.gr  
Ilias Niarchos, General Manager

### AGRUCAPERS, S.A.

Ctra. De Lorca, Km 2.3  
Aguilas (Murcia) Murcia 30.880  
Spain  
Phone: 34968410450  
Fax: 34968493121  
Email:  
manoli.soler@agrucapers.com  
Manoli Soler





Free FDA Registration Is  
Part of AFI Membership!

## Don't Be Shut Out of the U.S. Market!

*Take Advantage of This Free Service for Overseas AFI Members!*

### Did You Know?

As of December 12, 2003, the last foreign facility involved in processing food exported to the U.S. must be registered with the U.S. Food and Drug Administration.

#### **Failure to register will prevent your product from entering the U.S.**

This is a new registration requirement not covered by any existing registrations with FDA, such as low-acid canned foods registration.

Foreign facilities must name a U.S. agent when registering. This agent is to act as a liaison between the facility and FDA should issues arise regarding a facility's registration. This registration provision does not impact existing relationships between suppliers and their selling agents and/or importers.

### How AFI Can Help

*Association of Food Industries can serve as your U.S. agent with regard to this provision. You will not have any conflict among current customers as we are an independent organization specializing in U.S. food imports.*

*AFI, which has served the U.S. food industry since 1906, will work with you to ensure the correct information is supplied to FDA and timely updates are made when necessary.*

### Why Choose AFI?

Choose AFI to avoid conflicts when you are working with several importers and import agents. Choosing AFI ensures permanent agency registration compliance, no matter what changes occur in commercial relationships among suppliers, importers and agents.

***This service is being offered at no cost to Overseas Associate Members of AFI.*** Join AFI and, in addition to having a reliable registration agent, you'll regularly receive e-mail with news on issues from AFI, the voice of the U.S. food industry. Overseas members have access to all association news and services and may network with importers at events such as the annual AFI Convention.

They share a common bond with the most prestigious group of U.S. food importers of products such as canned seafood, nuts and dried fruit, pasta, canned fruit and olive oil.

AFI is well connected in Washington and has a network of attorneys specializing in international trade issues. Your membership in AFI will help the association in efforts to reduce duties on imported foods, fight antidumping duty petitions and support free trade agreements.

AFI membership costs less than other firms charge *simply to serve as your agent*, without the added benefits of AFI membership. The reason is simple: ***AFI has the best interests of the food import industry at heart.***

**AFI: Serving the U.S. Food Import Trade Since 1906**

Association of Food Industries • 3301 Route 66 • Suite 205, Bldg. C • Neptune NJ 07753  
732-922-3008 • fax 732-922-3590 • [afius.org](http://afius.org) • [info@afius.org](mailto:info@afius.org)

**AHMETOGLU TARIM VE GIDA URUNLERI SAN.TIC.LTD STI**  
Gokyaka Mahallesi Cine Industry  
Zone Cine / Aydin / Turkey  
Aydin Cine 09520  
Turkey  
Phone: +905427853918  
Website: www.ahmetoglugida.com  
Email: ozan@ahmetoglugida.com  
Ozan Surer, President

**AJANTA INDUSTRIES**  
Apewal, Ponda  
Goa 403 401  
India  
Phone: [91] 832-2312553  
Fax: [91] 832-2343613  
Website: www.organiccashew.com  
Email: info@organiccashew.com  
A Kamath, Ceo

**AKC AGRO GIDA SANAYI VE TICARET LTD. STI.**  
Ozanli Mahallesi 157001 Nolu  
Cadde  
Sahinbey Gaziantep 27410  
Turkey  
Phone: +905336603979  
Email: akc@akcagro.com  
Abdulkadir Cikmaz

**ALCURNIA ALIMENTACION, SLU**  
Avda. De La Industria, S/N  
Molina De Segura Murcia 30500  
Spain  
Phone: 34 968 389400  
Fax: 34 968 389500  
Website: www.alcurnia.com  
Email: alcurnia@alcurnia.com  
Cesar Garcia, Director

**ALEXANDER LTD.**  
R.R. Station  
Veria Imathias 59131  
Greece  
Phone: [30] 23310-23774  
Fax: [30] 23310-26974  
Website: www.aqf.gr  
Email: info@aqf.gr  
Alexander Skourtopoulos

**ALIMENTOS AREL S. A.**  
Freezone Chilibre, Warehouse 5 &  
6  
Panama  
Panama  
Phone: +507 2039855  
Email:  
leonach.guttman@gmail.com  
Leonach Guttman, Owner

**ALMENDRAS BOLITAL S.R.L.**  
Av. Ejercito N° 551  
Riberalta Beni  
Bolivia  
Phone: 591-3852-2226  
Fax: 591-3852-2226  
Email: jjfgtest@gmail.com  
Sandro Giordano

**ALMME - ASSOCIATION OF AGRICULTURAL COOPERATIVES**  
Kouloura Imathias, P.O. Box 51  
59100 Veria  
Greece  
Phone: [30] 2331097700  
Fax: [30] 2331097176  
Email: almme@otenet.gr  
Kostas Kasapis

**ALPENFRUCHT LTD**  
Via Paludi 2/D  
Cortina Ssdv Bolzano 39040  
Italia  
Phone: +393357864670  
Website: www.alpenfrucht.com  
Email: office@alpenfrucht.com  
Nicole Bertolini

**ALPHONSA CASHEW INDUSTRIES**  
Puthoor  
Kollam Kerala 691507  
India  
Phone: 914742415579  
Website:  
www.alphonsacashew.com  
Email:  
ebin.babu@alphonsacashew.com  
Babu Oommen, Chairman

**ALTUNTAS AGRO TARIM SANAYI VE TICARET A.S.**  
Bozburun Mah.  
Denizli  
Turkey  
Phone: +90 258 371 03 23  
Fax: +90 258 371 03 24  
Email:  
mehmetaltuntas@altuntas.com.tr  
Mehmet Altuntas, Owner

**ALTUNTAS BAHARAT SAN. TIC. A.S.**  
Izmir Asfalti Bozburun Mah.  
Gumusler Denizli 20000  
Turkey  
Phone: 90-258-3710323  
Fax: 90-258-37103244  
Website: http://  
www.altuntas.com.tr  
Email: info@altuntas.com.tr  
Mehmet Altuntas, Partner

**AMANIDA SA**  
Avenida De Zaragoza, 83  
Alagon Zaragoza 50630  
Spain  
Phone: +34 976613232  
Fax: +34 976613233  
Website: www.amanida.com  
Email: ftrullenque@amanida.com  
Francisco Trullenque, Ceo

**AMAZON NUTS SAC**  
Av. Julio Calero 633  
Lima LIMA 09  
Peru  
Phone: 51 082 637321  
Email: buenos\_frutos@yahoo.com  
Carlos Enrique Lau Perez, General  
Manager

**AMAZON TRADING PVT LLC**  
257 Siri Dhamma Mw.  
Colombo-10  
Sri Lanka  
Phone: [94] 114-734111  
Fax: [94] 114-734115  
Email: info@amazontea.biz  
Gamini Jayaweera, Chairman /  
Managing Director

**AMAZON WORLD COMERCIO E BENEFICIAMENTO DE FRUTAS LTDA**  
Rodovia Arthur Bernardes 5595  
Belem Para  
Brazil  
Phone: +559132299109  
Fax: +5591991875597  
Email:  
danielcorreia2007@gmail.com  
Daniel Correia, Sales Manager

**AMBRONITE OY LTD**  
Lapinlahdenkatu 16  
Helsinki Uusimaa 00180  
Finland  
Phone: +358407780419  
Fax: +35863227320  
Website: www.ambronite.com  
Email: arno@ambronite.com  
Arno Paula, Co-Founder

**AMENDOAS DO BRASIL LTDA.**  
Av. Mr. Hull, 5881  
Predio 02 - Fortaleza - Ceara  
Brazil  
Phone: 55 85 3288 7079  
Fax: [55] 853-288-7040  
Email:  
antoniojose@amendoasdobrasil.co  
m.br  
Antonio De Carvalho, Ceo

**AMK EXPORTS**  
Thazhampana  
Kollam Kerala 691577  
India  
Phone: +919847141453  
Fax: +914742707264  
Website:  
www.amkcashewexports.in  
Email:  
amkexports2014@gmail.com  
A.K Shahaludheen, Proprietor

**ANDES QUALITY SA**  
Napoleon 3010 Of. 32 Las Condes  
Santiago Rm 7550228  
Chile  
Phone: 56-2-27835700  
Fax: 56-2-27835725  
Website: www.andesquality.cl  
Email: agra.com@agrachile.com  
Cristian Rodriguez, Export Director

**ANDRE LAURENT SAS**  
3, Rue Nicolas Appert  
Blignicourt Aube 10500  
France  
Phone: [33] 325921606  
Fax: [33] 325921567  
Website: www.andrelaurent.eu  
Email: laurent@andrelaurent.eu  
Francois Laurent, Director

**ANDROS DEUTSCHLAND GMBH**  
Bahnhofstrasse 31  
Breuberg Hessen 64747  
Germany  
Phone: 49 6165 301 439  
Fax: 0049-6165-301-100  
Website: www.odenwald-  
fruechte.de  
Email: pascale.waguet-  
cousandier@andros.de  
Pascale Waguet-Cousandier, R&D  
Manager

**ANNI SMART OY**  
Ahdetie 8  
Littoinen Etela-Suomen Laani  
20660  
Finland  
Phone: +358453114818  
Email: riikka.maikola@netfood.fi  
Riikka Maikola, Quality Assistant

**ANTONIO CANO E HIJOS, SA**  
Ctra Estacion Sn  
Luque Co 14880  
Spain  
Phone: 0034957667021  
Website: www.oleocano.com  
Email: maricarmen@oleocano.com  
Maricarmen Cano, Manager

**APEX VENTURES PVT. LTD.**  
Sopanam, Asramam P.O.  
Quilon (Kollam) Kerala 691 002  
Kerala 691002  
India  
Phone: [91] 474 2764188  
Fax: [91] 474 2761210  
Website: www.apexcashew.com  
Email: info@apexcashew.com  
Ravikumar R, Director

**APHYSEM S.A.R.L**  
Quartier Industriel Al Omarane  
Fes Province Zouagha Mly Yaacoub  
30 000  
Morocco  
Phone: +212 535 65 79 52  
Fax: +212 535 73 19 60  
Website: www.aphysem.com  
Email: asmahan@aphysem.ma  
Rachid El Hassouni, R&D Director

**ARAN CANDY LTD. T/A THE JELLY BEAN FACTORY**  
Ida Business & Technology Park  
Dublin 15  
Ireland  
Phone: 353 1 640 9333  
Fax: 00353 1 6409139  
Website:  
www.jellybeanfactory.com  
Email:  
michaela.juhaszova@cloetta.sk  
Michaela Juhaszova, Finance Team  
Leader



# SUNTECKTTS PROUDLY SERVES THE ASSOCIATION OF FOOD INDUSTRIES

## COST-EFFECTIVE AND RELIABLE FOOD INDUSTRY TRANSPORTATION SERVICES

As an associate member, SunteckTTS is proud to provide our customers in the food industry with the best specialized transportation services. Our years of experience with AFI members across all categories have helped shape a culture of service and commitment to getting the job done. We recognize our customers' expanding need for consistent, efficient, cost-effective and safe transportation services.

SunteckTTS exceeds industry standards for insurance coverages. We work hard to move your freight virtually any distance and with special delivery requirements.

### OUR SERVICES INCLUDE:

Truckload | Less Than Truckload | Intermodal | Containers  
Temperature Controlled | Expedited | Pallet Pricing

### OUR PROMISE:

Friendly, highly skilled professionals | Modern, first-rate technology | Customer satisfaction

**IN OUR ACTON, MA, & ROCHELLE PARK, NJ, OFFICES, WE LEVERAGE OUR EXPERTISE TO DELIVER THE SOLUTIONS YOU REQUIRE.**

**SUNTECK***tts*<sup>®</sup>

Contact us for all your shipping needs | 888.257.7884 | [afi@suntecktts.com](mailto:afi@suntecktts.com) | [www.suntecktts.com](http://www.suntecktts.com)

**ARI GROUP SRL**

Via Emilia 168/A  
Tortona 15057 Italy  
Phone: [39] 0131 837305  
Fax: [39] 0131 892536  
Email: arigroup@alice.it  
Alessio Emiliani, Managing Director

**ARISI GIACOMO & FIGLI, S.R.L.**

Strada Provinciale 32  
18035 Dolceacqua (Im)  
Italy  
Phone: [39] 0184-205034  
Fax: [39] 0184-206296  
Website: www.arisigiacomo.com  
Email: arisigiacomo@gmail.com  
Arisi Giacomo, Administrator

**ARLAVAN S.A.**

Av. Kennedy 5454 Of 903 P. 9  
Vitacura, Santiago  
Chile  
Phone: [56] 2-2133930  
Fax: [56] 2-2133931  
Website: www.arlavan.cl  
Email: jalosada@arlavan.cl  
Jose Losada, General Manager

**ARTESTILO ARTE Y REGALO S.L.**

Avda. Camino De Lo Cortao #30  
Nave 19  
San Sebastian De Los Reyes Madrid  
28700  
Spain  
Phone: +34 91 429 6646  
Fax: +34 91 420 1699  
Email: bankarrota@gmail.com  
Ciriaco Sanchez, President

**ASEMESA**

Meson Del Moro, 1  
41004 Sevilla  
Spain  
Phone: +34954229485  
Fax: +3495423261  
Website: www.asesesa.es  
Email: asesesa@asesesa.es  
Antonio De Mora

**ASINUS ATLANTICUS SA**

Rua Dr.Sousa Menezes, 18, R/C  
Angra Do Heroísmo Regiao  
Autonoma Dos Acores 9700-194  
Portugal  
Phone: +351918479095  
Website:  
www.asinusatlanticus.com  
Email:  
marcoscouto@asinusatlanticus.com  
Marcos Couto, Dr

**ASOCIACIÓ³N DE COOPERATIVAS**

**ARGENTINAS COOP. LTDA.**  
Av. Eduardo Madero 942 - 6th.  
Floor  
Buenos Aires C1106ACW  
Argentina  
Phone: 54-11-4310-1300 (ext.  
1231)  
Fax: 51-11-4313-1358  
Website: www.acacoop.com.ar  
Email: oldano@acacoop.com.ar  
Claudio Oldano

**ASSOCIATED CASHEW INDUSTRIES**

Chandanathope  
Kollam Kerala 691014  
India  
Phone: 091474 2741823  
Email: acicashew@gmail.com  
Abdul Salam Abdul Rehuman  
Kunju, Managing Partner

**AUGUST TOEPFER VIET NAM CO LTD**

Plot T-24 Road No. 5, Protrade  
International Tech Park  
Ben Cat Town Binh Duong  
Viet Nam  
Phone: +84 274 351 5538  
Email: purchasing@atco-cashew.vn  
Quang Nguyen Tan Thieu

**AUSTRAL GROUP S.A.A**

Av. Victor A Belaunde#147. Torre  
Real 7. Centro Empresarial Real  
Lima Lima  
Peru  
Phone: 51-1-7107000 Anex. 1621  
Website: www.austral.com.pe  
Email: jcastillo@austral.com.pe  
Joseph Castillo, Quality Systems  
Coordinator

**AZIENDA AGRICOLA LA BOTTERA S.S.**

Via Boetti 93  
Morozzo Cuneo 12040  
Italy  
Phone: 0039.0171.299.280  
Fax: 0039.0171.299.280  
Website:  
www.caseificiolabottera.com  
Email: labottera@libero.it  
Mario Sarale, President

**AZORFISK, UNIPESSOAL LDA**

Rua Da Lapinha, 20  
Rabo De Peixe Azores 9600-115  
Portugal  
Phone: +351296249375  
Fax: +351296249376  
Website: https://  
www.facebook.com/azorfisk/  
Email: azorfisk@azorfisk.pt  
Simão Neves, General Manager

**B****B&E HONEY FIELDS LTD.**

962 Line 8  
Notl On LOS1J0  
Canada  
Phone: 905-328-6066  
Email: brian@honeyfields.org  
Brian Rowaan, President

**BALCONI**

Via Xx Settembre 51  
20014 Nerviano (Mi)  
Italy  
Phone: +39-0331-406427  
Fax: +39-0331-406410  
Email:  
export@balconidolcitaria.com  
Arianna Tonnini, Sales Department

**BALCORP LIMITED**

4103 Sherbrooke Street West  
Montreal, Quebec H3z 1a7  
Canada  
Phone: 514-939-0909  
Fax: 514-939-0777  
Website: www.balcorp.com  
Email: stephen@balcorp.com  
Stephen Meltzer, Trader

**BALSARI OLIVE OIL**

Ansizca Ic Kisim Sanayi, No:342  
Kemalpasa Izmir  
Turkey  
Phone: [90] 232-8780416  
Fax: [90] 232-8781038  
Website: www.balsari.com  
Email: sales@balsari.com  
Rahmi Balsari, Partner

**BARRYS TEA**

Kinsale Road  
Cork  
Ireland  
Phone: 353 21 491 5000  
Fax: 353 21 431 3606  
Email: cshalloe@barrystea.ie  
Conor Shaloe, Sales Director

**BAULI S.P.A.**

Via Verdi 31  
Castel D'azzano (Vr) 37060 Verona  
Italy  
Phone: [39] 0458288311  
Fax: [39] 0458288309  
Email: federica.adami@bauli.it  
Federica Adami

**BEE PRODUCTS INDUSTRY CO. LTD.**

187/17 Changklan Rd.  
Muang Chiangmai 50100  
Thailand  
Phone: [66] 53-821247  
Fax: [66] 53-821248  
Website: beeproductsthai.com  
Email: beeproducts063@gmail.com  
Veerapan Tantipong

**BEFFY CASHEW COMPANY**

Channapetta P.O.  
Kollam Kerala 691 311  
India  
Phone: 91 471 50684  
Email: beffycashew@gmail.com  
Benny George, Proprietor

**BEGA FOREIGN TRADE INC.**

Cecen Sokak Akasya Ac?Badem  
Kent Kule No:25 A Blok Kat:22  
D:109  
Istanbul 34660  
Turkey  
Phone: [90] 216-5105570  
Fax: [90] 216-5105569  
Website: www.sunrosefoods.com.tr  
Email: yasin@sunrosefoods.com.tr  
Yasin Durmus, Managing Director

**BELBERRY PRESERVES BVBA**

Torkonjestraat 21c  
Kortrijk - Marke 8510  
Belgium  
Phone: +3256220560  
Fax: +3256221560  
Website: www.belberry.com  
Email: thierry@belberry.com  
Thierry Vandererfven, Ceo

**BELMAR DIS TICARET AS**

Akdeniz Cd No 1reyent Han  
Pasaport Izmir  
Turkey  
Phone: 90-2-324836915  
Fax: 90-2-324841428  
Email: export@belmar.com.tr  
Yomtov Cukurel

**BELVOIR FARM DRINKS LTD**

Barkestone Lane  
Bottesford Leicestershire NG13  
ODH  
United Kingdom  
Phone: 01476 870286  
Website: https://  
www.belvoirfruitfarms.co.uk/  
Email:  
matt@belvoirfruitfarms.co.uk  
Matthew Cooke, Mr

**BENEFICIADORA DE ALMENDRA**

**URKUPINA S.R.L.**  
Calle Costanera No. 126  
Puerto Rico Rando  
Bolivia  
Phone: [591] 2-228-1136  
Fax: [591] 2-228-3237  
Email: omarnvr@noemail.net  
Desiderio Mencia Miranda

**BENEFICIADORA DE ALMENDRAS**

**LOURDES**  
Calle Bernardo Ochoa #272  
Riberalta, Beni  
Bolivia  
Phone: [591] 3-852-2595  
Fax: [591] 2-228-3237  
Email: benef-lourdes@outlook.com  
Emilio Rojas

**BENEFICIADORA DE ALMENDRAS**

**MAILY SRL**  
Av. Jacaranda S/N, Barrio Litoral  
Beni Riberalta  
Bolivia  
Phone: (591-3) 852 2244  
Email:  
beneficiadoramaily@gmail.com  
Mario Mencia, Manager

**BENEFICIADORA DE ALMENDRAS**

**ROLANDO BOWLES RIVERO**  
Av. El Maderero Z/Industrial No. 20  
Riberalta, Beni  
Bolivia  
Phone: [591] 3-852-3347  
Fax: [591] 3-857-2065  
Email: ns\_o\_26@noemail.none  
Rolando Rivero

**BENEFICIADORA SAN AGUSTIN SRL**

Av. Busch 1173  
La Paz  
Bolivia  
Phone: [591] 2-2221541  
Fax: [591] 2-2227205  
Email: elvira1\_@hotmail.com  
Agustin Ribera, General Manager

**BEPPINO OCCELLI AGRINATURA S.R.L.**

Reg. Scarrone 2  
Farigliano Cn 12060  
Italy  
Phone: 390 173 746411  
Fax: 390 173 746495  
Email: andrea.manfredi@occelli.it  
Andrea Manfredi, Export Manager

**BETHANYA CASHEW COMPANY**

Mavadi P.O.  
Kollam 691507  
India  
Phone: 914742415550  
Email: manojkpm84@gmail.com  
Vinu Thomas, Mr.

**BIGFISH FOODS CORPORATION**

Bigfish Foods Corporation, Recodo  
Zamboanga City Zamboanga Del  
Sur 7000  
Philippines  
Phone: 063629820708  
Fax: 063629820710  
Email: esr\_rme87@yahoo.com  
Elioreco Ricaborda, Qc Manager

**BIO-FAMILIA AG**

Bruenigstrasse 141  
Ch-6072 Sachseln  
Switzerland  
Phone: [41] 41-666-2564  
Fax: [41] 41-666-2550  
Email: dreichlin@bio-familia.com  
Daniela Reichlin Stolz, International  
Sales Manager

**BIOSPICEFOODS EXPORTAÇÃO E IMPORTAÇÃO EIRELI**

Rod Governador Mario Covas, Km  
137, Sala 03 - Canivete  
Linhares Espirito Santo 29909025  
Brazil  
Phone: 5591999668282  
Email: arp-99668282@hotmail.com  
Josè Malacarne, Director

**BISCOTTIFICIO PRIMAVERA S.R.L.**

Via Vanzelle, 5  
Rivoli Veronese Vr 37010  
Italy  
Phone: [39] 045.7280070  
Fax: [39] 045.7281204  
Email:  
mike@biscottiprimavera.com  
Michael De Beni, Export Manager

**BISCUITERIE MAISON BRUYERE**

Za La Bouissounade  
Lagrange Tarn 81150  
France  
Phone: +33563811966  
Website: www.maisonbruyere.fr  
Email: lea@maisonbruyere.fr  
Lea Bruyere

**BISMI CASHEW COMPANY**

Mangad P.O  
Kollam Kerala 691015  
India  
Phone: 914742710966  
Fax: 914742711660  
Website:  
www.bismicashewcompany.com  
Email: bccshiyas@gmail.com  
Hussain Shiyas, Mr

**BODEGAS NOVARRO LOPEZ, S.L.**

Autovia Madrid-Cadiz, Km. 193  
Valdepenas (Ciudad Real)  
Spain  
Phone: [34] 902193431  
Fax: [34] 902193432  
Website: www.navarrolopez.com  
Email: info@navarrolopez.com  
Doroteo Navarro, President & Ceo

**BOLA RAGHAVENDRA KAMATH AND SONS**

Kukkundoor  
Karkala Ks 576 117  
India  
Phone: 9611135326  
Website: www.bolacashew.com  
Email: bola@bolacashew.com  
Bola Annappa Kamath, Annappa

**BONDUELLE DO BRASIL PRODUTOS ALIMENTICIOS LTDA.**

BR 251 Km 14,5 Fazenda Capim  
Pubo, S/N  
Cristalina Go 73850000  
Brazil  
Phone: 055 61 2141 0617  
Email:  
karine.linhares@bonduelle.com  
Karine Linhares

**BONDUELLE POLSKA S. A.**

Ul. Pulawska 303  
Warszawa 02-785  
Poland  
Phone: 048 61 4446700  
Fax: 048 61 4446701  
Email:  
bartosz.kraska@bonduelle.com  
Bartosz Kraska, Quality Department

**BONOMI S.P.A.**

Via Vazzi, 7  
Roverà Veronese, Verona 37028  
Italy  
Phone: [39] 045-6509300  
Fax: [39] 045-6509350  
Email:  
federica.bonomi@fornobonomi.com  
Federica Bonomi, Export Area  
Manager

**BOSCO NESTORE & C. SNC**

Via Contrada Casali Numero Civico  
147  
65010 Nocciano Pescara  
Italy  
Phone: [39] 085-847345  
Fax: [39] 085-847585  
Email: info@nestorebosco.com  
Nestore Bosco

**BOURGOGNE ESCARGOTS**

Zi Excellence 2000  
Chevigny St Sauveur France 21800  
France  
Phone: [33] 380 710666  
Fax: [33] 380 710667  
Email: contact@bourgogne-  
escargots.fr  
France Aubriet

**BRAZIL EXPORTACAO E IMPORTACAO COMERCIAL LTDA**

Av Santos Dumont 3131  
Fortaleza Ceara 60150165  
Brazil  
Phone: +5585999819239  
Email: queiroz47@me.com  
Anderson Queiroz, Director

**BRIOSIA - CONSERVAS DE PESCADO LDA.**

Porto De Pesca - Cabedelo  
Figueira Da Foz Figueira Da Foz  
3090-661  
Portugal  
Phone: +(351)233431054  
Website:  
www.briosaconservas.com  
Email:  
briosa@briosaconservas.com  
Marilucia Faustino, Ceo

**BRISTOL S.R.L.**

Via Di Fugnano, 20  
San Gimignano Siena 53037  
Italy  
Phone: 0039 (0)577 940506  
Website: www.nuovabristol.com  
Email: info@nuovabristol.com  
Gianni Pieragnoli, Owner

**BUILDMORE ENTERPRISE CO., LTD.**

7f-2, No. 57, Fu Hsing N. Rd.  
Taipei  
Taiwan  
Phone: [886] 2-27523137  
Fax: [886] 2-27112086  
Email: export@bm-group.com.tw  
Y Tsai, General Manager

**BUMI AGRO MAKMUR SEJAHTERA PT**

Darmo Permai Timur 8/9  
Surabaya East Java 60189  
Indonesia  
Phone: +6231 7318871  
Fax: +6231 7329736  
Email: kevinryan182@gmail.com  
Kevin Ryan, Marketing

**C****C. ZAFIROPOULOS - A. TOMARAS S.A.**

T.R.N. : 094101148  
Tragano Elias 27057  
Greece  
Phone: [30] 262-305-4469  
Fax: [30] 262-305-4469  
Email: za-to@otenet.gr  
Costantino Zafiroopoulos, President

**CA FRANCE CHAMPIGNON**

64- Rue Chantemerie  
Saumur 49427  
France  
Phone: 33-2-41-40-44-44  
Fax: 32-2-41-40-44-45  
Website:  
www.francechampignon.fr  
Email:  
loic.dollo@francechampignon.fr  
Loic Dollo

**CALOGERO G. BILLANTE S.A.**

Barrio Mijoa S/N  
Mutriku 20830  
Spain  
Phone: 00 34 943 60 36 97  
Email: export@yurritagroup.com  
Enara Markuerkiaga

**CAPILANO HONEY LIMITED**

399 Archerfield Road  
Richlands Qld 4077  
Australia  
Phone: [61] 07 3712 8212  
Fax: [61] 07 3712 8285  
Email: exportops@capilano.com.au  
Ana Kerwald, Export Coordinator

**CARIBBEAN DEPOT LTD.**

76 Marcus Garvey Drive  
Kingston 13  
Jamaica  
Phone: 8767578058  
Fax: 8769017919  
Email: caribdepot@gmail.com  
Michael Jureidini, Director

**CARL KUEHNE KG (GMBH & CO.)**

KÃ¼hnehäfe 11  
22761 Hamburg  
Germany  
Phone: [49] 40.853.05.418  
Fax: [49] 40 853 05 - 979 418  
Website: www.kuehne.de  
Email: simon.behrens@kuehne.de  
Simon Behrens, International Sales  
Manager

**CAROB,S.A**

Celleters 143  
Palma De Mallorca Islas Baleares  
07141 Spain  
Phone: 0034971604480  
Fax: 0034971604764  
Website: www.carob.es  
Email: jsansegundo@carob.es  
Julia San Segundo

**CASEIFICIO LONGO SRL**

Via Leonardo Da Vinci 43  
Rivarolo (To) 10086  
Italy  
Phone: 39.0124.428247  
Fax: 39.0124.308164  
Email: export@caseificiolongo.it  
Ms. Silvana Longo

**CASEFICIO TRE STELLE S.R.L.**

Via S.S. 18 - Contrada Cioffi  
Eboli Salerno 84025  
Italy  
Phone: +39 (0)828 347356  
Fax: +39 (0)828 347355  
Website:  
www.caseificiotrestelle.com  
Email: info@caseificiotrestelle.com  
Gennaro La Marca, Administrator

**CASTILLIAN FOODS, S.L.**

Calle Infanta Cristina Nº2 E/ 1 Local  
1 E  
Murcia Murcia 30007  
Spain  
Phone: 0034 968 221 300  
Fax: 0034 968 221 820  
Email: castillianfoods@hotmail.com  
Luis Miguel Berral Casas, Manager

**CATZ INTERNATIONAL BV**

Blakeburg Building, 9th Floor  
Rotterdam 3011 TA  
Netherlands  
Phone: 0031-10-4113440  
Fax: 0031-10-4118913  
Website: www.catz.nl  
Email: baas@catz.nl  
Roland Baas, Manager Forwarding  
Dept.

**CCE HANSEATIC AGRI GMBH**

Tempowerkring 6  
Hamburg Deutschland 21079  
Germany  
Phone: +4915772379210  
Email: eulenburg@hanseatic-  
agri.com  
Carl Zu Eulenburg

**CELEBES CANNING CORPORATION**

Cabu, Tambler  
General Santos City  
Philippines  
Phone: 6383 553 1280  
Fax: 6383 553 1281  
Email:  
miradelrosario@celebescanning.co  
m.ph  
Mira Del Rosario

**CENTO GIDA TARIM ARACILIK INS.**

**SAN. VE TIC. A.S.**  
Musabey Mah Cavus Yolu  
Izmir Izmir 35660  
Turkey  
Phone: +902328458426  
Fax: +902328458429  
Website: www.centofood.eu  
Email: info@driedfruit.de  
Ali Duyar, President

**CENTRO MAR SA**

El Palomar No. 109  
Arequipa  
Peru  
Phone: 51 54 285788  
Fax: 51 54 285788  
Email:  
gustavoamado@centromarsa.com  
Fernando Gustavo Amado Carpio,  
General Manager

**CENTURY PACIFIC FOOD, INC.**

19th Floor Centerpoint Bldg., Julia  
Vargas Avenue  
Pasig City Metro Manila 1605  
Philippines  
Phone: +632-838-8866  
Fax: +632-838-8866  
Website: www.centurytuna.ph  
Email:  
dengle@centurypacific.com.ph  
Daisy Engle, AVP For R&D  
Operations

**CERIK IHRACAT ITHALAT**

Musabey Mah. Cavusyolu Sokak  
Izmir Izmir 35660  
Türkiye  
Phone: 05322528622  
Email: cem@cemcerik.com  
Mehmet Cem Cerik, V.P.

**CHAITIP COMPANY LIMITED**

86/1 Thaivirawat Bldg. 10th Floor  
Klongsan Krung Thep Maha Nakhon  
[Bangkok] 10600  
Thailand  
Phone: +66 2 4370168  
Website: www.chaitip.com  
Email: charoonc@chaitip.com  
Mr. Charoon, International Sales &  
Marketing Manager

**CHAMPIÑONES SORIANO, S.L.**

Ctra. Ledaã'A, Km. 1  
Iniesta Cuenca 16235  
Spain  
Phone: +34 968 230008  
Fax: +34 968 230254  
Website:  
www.champinonessoriano.es  
Email: consemur@consemur.com  
David J. Martinez, Export Manager

**CHANDRA CASHEW IMPORTS & EXPORTS PVT LTD**

Chandanathope P.O.  
Kollam Kerala 691014  
India  
Phone: +914742715057  
Fax: +914742714533  
Email: cashewexporter@gmail.com  
Dinesh Chandran, Mr

**CHARBONNEAUX - BRABANT**

52 Rue De La Justice  
51100 Reims 41051  
France  
Phone: [33] 3-2649-5870  
Fax: [33] 3-2649-5890  
Website: www.vinaigre.com  
Email:  
chumann@charbonneaux.com  
Cedric Humann, Area Manager

**CHATTRADE ENTERPRISES**

822 Elcano Street  
Manila 1006  
Philippines  
Phone: 63 2 244 4468  
Fax: 63 2 244 4469  
Email: chattrade@hotmail.com  
Benjamin Sy, Vice President

**CHOICE CASHEW INDUSTRIES**

Chandanathope  
Kollam Kerala 691014  
India  
Phone: 091 474 2741823  
Email: hamsaabdul@yahoo.co.in  
Sirajudeen Abdul Rehman Kunju,  
Proprietor

**CHOTIWAT MANUFACTURING CO., LTD.**

1069, Asia Highway  
Hat Yai, Songkhla 90110  
Thailand  
Phone: [66] 74-210222  
Fax: [66] 74-210220  
Email: kessara.ma@chotiwat.com  
Somneuk Chotiwattanaphan,  
Managing Director

**CHUOKEN SENBEI, INC.**

1-21-14  
Itabashi-Ku Tokyo 174-0074  
Japan  
Phone: 81-3-6909-3771  
Fax: 81-3-3956-3115  
Email: s.yamada@chuoken.co.jp  
Shu Yamada, Director Of Sales

**CJ UNIWORLD CORPORATION / TROPICAL SYNERGY INTERNATIONAL**

Piatos St., Brgy. San Isidro  
Bunawan, Davao City 8000  
Philippines  
Phone: [63] 82 236 0465  
Fax: [63] 82 236 0461  
Website: www.jncbananachips.com  
Email: cjuniworlworldcorp@gmail.com  
Robert Go, President

**CLEMENT FAUGIER**

17 Ave Clement Faugier  
07001 Privas Cedex  
France  
Phone: [33] 4.75.64.07.11  
Fax: [33] 4.75.64.39.81  
Email: service-  
export@clementfaugier.com  
Jean David Boiron, Manager

**COELSANUS INDUSTRIA CONSERVE SPA**

Via Ca' Berta 1  
Sossano Vi 36040  
Italy  
Phone: 039 0444 884600  
Fax: 039 0444 885789  
Website: www.coelsanus.com  
Email: b.portinari@coelsanus.com  
Bruno Portinari, Export Manager

**COFACO ACORES**

Edificio Amoreiras Plaza  
Lisboa No 9, 4c 1070-374  
Portugal  
Phone: +351 21 7997200  
Fax: +351 21 7962952  
Website: www.cofaco.pt  
Email: luis.grilo@cofaco.pt  
Luis Grilo

**COINS FOODS AND SPICES (PVT.) LTD.**

28/3060b, 'Ragam'  
Cochin 682 020, Kerala  
India  
Phone: [91] 484-2319474  
Fax: [91] 484-2320329  
Email:  
joseph.varghese02@yahoo.com  
Babu Joseph, Director

**COMERCIALIZADORA COLDFRUIT SPA**

Calle Puente#157  
Chillan Chillan 3780222  
Chile  
Phone: 56-9-98656239  
Email: ifrozen8@gmail.com  
Ingrid Hamburger

**COMMODITY TRADING AGENCY**

B-22 Pramukh Swami Arcade,  
Malaviya Chowk,  
Rajkot Gujarat 360001  
India  
Phone: +919930449315  
Fax: N/A  
Website: www.kpeheraj.com  
Email: dhaval@kpeheraj.com  
Dhaval Kamdar, Founder / Partner

**COMPAGNIA DEL MONTALE S.R.L.**

Via W. Tobagi 6/Abcd  
Sassuolo Modena-Emilia Romagna  
41049  
Italy  
Phone: [39] 0536-806434  
Fax: [39] 0536-811765  
Website: www.balsamic-vinegar.biz  
Email:  
enrico@compagniadelmontale.com  
Zini Enrico, Owner

**CONAGRO S.A.**

C/O Caragol & Zaina Associates  
New Rochelle Ny 10801  
United States  
Phone: 914-636-8988  
Fax: [212] 3736-5206  
Email: b.debbagh@conagro.net  
Bachir Debbagh, President

**CONDI ALIMENTAR, SA**

Rua Do Ferro  
Camarate 2680-459  
Portugal  
Phone: +351 219484390  
Fax: +351 219479182  
Website: www.condi.pt  
Email: patricia.santos@condi.pt  
Patricia Santos

**CONDITE OY**

Lisenssikatu 5  
Naantali FIN-21100  
Finland  
Phone: +358-2-4365 900  
Website: www.condite.fi,  
www.prominentfood.com  
Email: info@condite.fi  
Carl-Bertil Borg, Commercial  
Director



Healthy Eating

# For the most demanding palates in the world

Interested in representing World Class Brands, from the portfolio of the world's oldest fish canning? Give a gourmet touch to your business! Your clients never tasted canned fish like this. The most demanding palates in the world choose Cocagne, Berthe or La Rose - three of our century-old brands. Contact us by [ramirez@ramirez.pt](mailto:ramirez@ramirez.pt).



[www.ramirez.pt](http://www.ramirez.pt)



**CONEX S.A.**

238 Kifissias Avenue  
152 31 Halandri  
Greece  
Phone: [30] 210-6197980  
Fax: [30] 210-6197571  
Email: conex@conexfruit.com  
Alexandros Protopapas,  
President/Ceo

**CONGELADOS DE TECOMAN, S.A. DE C.V.**

Matamoros 700  
Tecoman Colima, C.P. 28150  
Mexico  
Phone: [52] 313-3243255  
Fax: [52] 313-2343256  
Email: arambula@vallenuevo.com  
Alejandro Arambula, General  
Manager

**CONGELADOS ÑUBLE**

Lote 3 El Peral Sector Mutupin  
San Carlos Ñuble  
Chile  
Phone: 56976895918  
Email:  
contabilidad.congeladosnuble@gm  
ail.com  
Jonathan Caro

**CONRAD SCHULTE GMBH & CO. KG**

Bentelerstrasse 9  
Rietberg-Mastholte Nrw 33397  
Germany  
Phone: +49 29 44 982 121  
Fax: +49 29 44 982 125  
Email: spruce@schulte-  
feingebaeck.de  
Gabriela Spruce, Export Clerk

**CONSERVAS CERQUEIRA, S.A.**

Tomas A. Alonso, 80  
Vigo 36208  
Spain  
Phone: [34] 986233500  
Fax: [34] 986233507  
Email: ycomesana@paypay.es  
Yolanda Comesana, Export  
Manager

**CONSERVAS DE MURCIA, S.L.**

Calle Aurora, 1 Entlo. A  
30001 Murcia  
Spain  
Phone: [34] 968-236045  
Fax: [34] 968-200856  
Email: carmen@food-service.com  
Fulgencio Lozano, General Manager

**CONSERVAS EL RAAL S.L.**

Calle Los Simones, 14  
30139 El Raal Murcia - Espana CIF:  
B-30128466  
Phone: [34] 968-811718  
Fax: [34] 968-812815  
Website: www.conservaselraal.com  
Email:  
ramona@conservaselraal.com  
Ramona Lopez, Sales Department  
Responsible

**CONSERVAS FAMILIA CONESA, S. L.**

Ctra. San Fulgencio-Elche Km. 4  
San Fulgencio Alicante 03177  
Spain  
Phone: 34+966794253  
Fax: 34+966794191  
Website: www.sanful.com  
Email:  
oscar.benitez@conservasfamiliacon  
esa.com  
Oscar Benitez, Export Manager

**CONSERVAS MARTINEZ, S.A.**

Calle Mula, S/N  
Las Torres De Cotillas Murcia 30565  
Spain  
Phone: 34 968.626.625  
Fax: 34 968.627.873  
Email:  
calidad@conservasmartinez.com  
Jose Carlos Martinez, General  
Manager

**CONSERVAS PORTUGAL NORTE, LDA.**

Rua Sousa Aroso, 580-620  
Matosinhos Matosinhos 4450-287  
Portugal  
Phone: +(351)229380019  
Website: www.portugalnorte.com  
Email:  
conservas@portugalnorte.com  
Marilucia Souza, Ceo

**CONSERVAS VELMAR SL**

La Mar 25  
Colindres  
Spain  
Phone: +34 942650039  
Website: http://  
www.conservasvelmar.es/  
Email:  
conservasvelmar@conservasvelmar  
.es  
Juan Antonio Velez, Owner And  
Director

**CONSORCIO DE LOS QUESOS TRADICIONALES DE ESPANA**

Fraguas, S/N  
28923 Alcorcon (Madrid)  
Spain  
Phone: [34] 916443195  
Fax: [34] 916440756  
Email:  
contabilidad@consorcioquesos.co  
m  
Susana Del Castillo, Export  
Manager

**CONSORCIO INDUSTRIAL EL PACIFICO SAC**

Av Abancay 235, Of.902, Cercado  
Lima LIMA 1  
Peru  
Phone: +51-1-715-1187  
Fax: +51-1-7171839  
Website: www.coipsac.com  
Email:  
susanaballonchirinos@gmail.com  
Susana Ballon, General Manager

**COOPERATIVA AGRICOLA IL FORTETO**

Frazione Rossoio, 6  
Vicchio Firenze 50039  
Italy  
Phone: +39 0558448183  
Fax: +39 0550511800  
Website: www.forteto.it  
Email: qualita@forteto.it  
Alberto Bianco, Control Quality  
Office

**COOPERATIVA AGRÍCOLA VIRGEN DE BELEN SCA**

Avenida Del Aljarafe, 94-96  
Pilas Sevilla 41840  
Spain  
Phone: [34] 95 4750100  
Fax: [34] 95 4750671  
Website: www.cobelen.es  
Email: carrizosa@cobelen.es  
Manuel Carrizosa Delgado, General  
Manager

**COOPERATIVE DE SAFRAN**

Evrpidou 1 Str.  
Krokos Kozani 500 10  
Greece  
Phone: [30] 24610.63283  
Fax: [30] 24610.63620  
Website: www.safran.gr  
Email: sinkroko@otenet.gr  
Nikolaos Patsiouras, President

**COOPMAC MACADAMIAS**

Caixa Postal 71  
Sao Mateus Espirito Santo  
Brazil  
Phone: +5527998999100  
Email: wesley.bonomo@gmail.com  
Wesley Bonomo

**COSMO SEAFOODS COMPANY LIMITED**

Pmb 85, Community 1  
Tema Greater Accra  
Ghana  
Phone: 00233(0)269060034  
Fax: 00233(0)303206101  
Website: www.cosmoseafoods.com  
Email:  
samuel.asare@cosmoseafoods.com  
Samuel Asare, Head Qhse

**COSTA BRASIL INDUSTRIA DE BENEFICIAMENTO DE AMENDOAS LTDA**

St Correquinho Do Muniz Sn  
Cruz Ceara 62.595-000  
Brazil  
Phone: 85981863583  
Email:  
leilianesoares@castanhascostabradi  
l.com.br  
Glaydston Muniz

**COSTA DE ORO INTERNACIONAL**

Urbanizaciã³N Zorobaru, Casa #5d  
Po Box 11052-1000 San Jose  
Costa Rica  
Phone: [506] 286-3700  
Fax: [506] 227-0168  
Email:  
ojimenez@costadeoroexports.com  
Ronald Segura, Export Manager

**CROWN CASHEW IMPEX PRIVATE LIMITED**

Kp V-385 D Mangad  
Kollam 691015  
India  
Phone: 9847072786  
Email:  
crowncashewimpex@gmail.com  
Shiyas Hussain

**CSQA CERTIFICAZIONI SRL**

Via San Gaetano 74  
Thiene Vicenza 36016  
Italy  
Phone: 344 1174909  
Fax: 0445 313070  
Website: www.csqa.it  
Email: c.merlo@csqa.it  
Carlo Merlo, Foreign Affairs  
Manager

**CUETARA 1951 S.L.U.**

Avenida De Castilla, 60  
Reinosa (Santander) 39200  
Spain  
Phone: (+34)933659115  
Email: arps@cuetara1951.es  
Niek Arps

**CV. INDOSPICE**

Jln. Tikala Ares No. 43  
Manado Sulawesi Utara 95124  
Indonesia  
Phone: +62431864428  
Website:  
www.indospicemanado.com  
Email: indospice.mdo@gmail.com  
Moureen Lengkey, Director

**CV. KEONG MAS PERMAI**

Jl. Raya Sukowati No. 410  
Bojonegoro 62181, East Java  
Indonesia  
Phone: [62] 353-886328  
Fax: [62] 353-886338  
Email:  
keongmas\_permai@yahoo.com  
Tony Sulistio, Director

**D****D P GLOBAL VENTURES (PVT) LTD.**

No 144, Facilities Complex Iv  
Madapatha Piliyandala 10300  
Sri Lanka  
Phone: +94114700600  
Fax: +94114700677  
Website: www.dpglo.com  
Email: suhashinic@dpglo.com  
Shammi Karunaratne, Chief  
Executive Officer

**DAHERFOODS - MASTER CHIPS**

Ferzoul  
Bekaa 241  
Lebanon  
Phone: 961 8 952 222  
Fax: 961 8 950 333  
Email:  
mona.saghbini@daherfoods.com  
Mona Saghbini, Nuts Technical  
Specialist



**DALIAN JINYU FOODS CO.,LTD**

Rm 1607 Unit 1, Building 52,  
Ganglong Road  
Dalian Liaoning 116001  
China  
Phone: +86-411-82803789  
Website: www.jinyufood.com  
Email: yangkun@jinyufood.com  
Kun Yang, General Manager

**DANEX IC VE DIS TICARET SAN. LTD.**

**STI.**  
Zafer Sb. Mh. Ayhan Sok. Uretim A2  
500 No:12 A/4  
Izmir Izmir 35410  
Turkey  
Phone: +90 549 350 27 77  
Website: http://danexoil.com/  
Email: office@danexgrp.com  
Kateryna Shport, Mrs

**DE MATTEIS AGROALIMENTARE SPA**

Zona A.S.I.  
Flumeri (Avellino) Avellino 83040  
Italy  
Phone: +39 0825 421224  
Fax: +39 0825 421238  
Website: www.dematteisfood.it  
Email:  
uberto.taliercio@dematteisfood.it  
Uberto Taliercio, Direzione  
Commerciale

**DELISH CASHEW INDUSTRIES**

Asramam Po  
Kollam Kerala 691002  
India  
Phone: 091 474 2741823  
Email:  
delishcashew670@gmail.com  
Adhinan Salam, Managing Partner

**DELIZIE BAKERY SRL**

Corso Asti 26  
Alba Cuneo 12051  
Italy  
Phone: 0039 0173 366993  
Fax: 0039 0173 441612  
Email: quality@deliziebakery.com  
Valentina Ruaro, Quality & R&D  
Manager

**DELIZIE DI RIVIERA S.R.L.**

Via Vecchia N. 91  
19020 Ceparana, La Spezia  
Italy  
Phone: [39] 0187931283  
Fax: [39] 0187940027  
Email: m.braghiroli@ala-spa.com  
Maurizio Braghiroli

**DERIVADOS DEL MAIZ ALIMENTICIO S.A.**

5 Kms West Jimenez Highway, 1st  
Street  
Guapilas, Pococi Limon 1071-1000  
Costa Rica  
Phone: 506 22329110  
Fax: 506 22901655  
Email: vabarca@demasa.com  
Veronica Abarca Vargas

**DESIAMCUISINE (THAILAND) CO., LTD.**

1334/29 Rama 3 Soi 52,  
Bangkok Bangkok 10120  
Thailand  
Phone: +66 2 115 9829  
Fax: +66 2 115 9825  
Email: herve@desiam.com  
Herve Haurie, Managing Partner

**DEWARLE HONEY**

Box 1598  
Yorkton Saskatchewan S3N 3L2  
Canada  
Phone: 2045725584  
Email: jdewarle4@hotmail.com  
John Dewarle, Bee Keeper

**DINAY BLUEWAVE SARL**

26 Zone Industrielle Route De  
Martil  
Tetouan Tetouan 29000  
Morocco  
Phone: 00212 539 97 90 49  
Fax: 00212 539 97 90 45  
Email:  
zbouzidi@dinaybluewave.ma  
Zakaria El Bouzidi, Administrative  
And Financial Responsible

**DISTRICAIA COMERCIO E**

**DISTRIBUICAO DE CAFES LDA**  
Rua Do Estadio 17, Apartado 50  
Campo Maior Portalegre 7370-028  
Portugal  
Phone: +351925457264  
Website: www.cafes-silveira.com  
Email: diogo.chabert@cafes-  
silveira.com  
Diogo Chabert

**DK COMMODITY COMPANY LIMITED**

Dt 747 Road  
Tan Uyen Town Binh Duong  
Vietnam  
Phone: +842837056568  
Website: dk ltd.vn  
Email: nga@dkltd.vn  
Nga Nguyen Thi, Owner - Director

**DKC GRUP GIDA SANAYI A.Ş**

Fatsa Organiize Sanayi Bölgesi  
Mehmet Akif Beşik Sk. No:5  
Ordu Fatsa  
Turkey  
Phone: +904524240352  
Email: info@dkcgrup.com.tr  
Ömer Faruk Gür

**DNZ-DENIZ DIS TIC SAN VE PAZ LTD**

**STI**  
Salihli Osb 304 Cad No 17 Salihli/  
Manisa  
Manisa Salihli 45300  
Turkey  
Phone: +9005076302700  
Website: www.deniztarim.com  
Email: ceyhun@deniztarim.com  
İbrahim Ceyhun Deniz, Operation  
Manager

**E****E N F GIDA DANISMANLIK IC VE DIS TICARET SAN.A.S.**

Yazibasi Mh. Yazibasi-Izmir Cd.  
No:51/A  
Torbali Izmir 35875  
Turkey  
Phone: 902328311011  
Email:  
rukiye.kayhan@enfgida.com.tr  
Rukiye Kayhan, Managing Director

**E.K.E. - GREEK CANNERS ASSOCIATION**

P.O.Box 5, Kopanos  
Naousa Imathia 59035  
Greece  
Phone: 0030 23320 43237  
Fax: 0030 23320 43006  
Email: eke@delcof.gr  
Costas Apostolou, President

**EAST MED CROPS**

Teir Maaleh  
Homs Hims NONE  
Syrian Arab Republic  
Phone: 00963 31 2329804  
Email:  
alijandali@eastmedcrops.com  
Ali Jandali

**EASTERN DELIGHT FOODS CO., LTD.**

531/8 Soi Phaholyothin 34  
Chatuchak Bangkok 10900  
Thailand  
Phone: (66) 2-579-7877  
Fax: (66) 2-579-9288  
Email: marketing@edfood.com  
Yodsawaj Suriyasirisin, General  
Manager

**ECO FOODS S.A. DE C.V.**

Circunvalacion Street, Pol. D #1  
Antiguo Cuscatlan  
El Salvador  
Phone: 503 2243 1143  
Email: rsiman@ecofoods.net  
Rolando Javier Siman, General  
Manager

**ECOFINIA GMBH**

Diebrocker Str. 17  
Herford Nrw 32051  
Germany  
Phone: +495221910155  
Fax: +495221910150  
Website: www.vivani.de  
Email: rypholz@weinrich-  
schokolade.de  
Jessica Rypholz, Export Department

**ECOM AGROTRADE LTD.**

55 Old Broad St, 10th Flr  
London London EC2M 1RX  
United Kingdom  
Phone: 44 203 214 2100  
Website: www.ecomtrading.com  
Email:  
john.dunbar@ecomtrading.com  
John Dunbar, Chief Operating  
Officer - Edible Nuts And Spices

**EGE NKM GIDA SAN. VE TIC. A.S.**

Alosbi, Coraklar Mah.  
Izmir Izmir 35580  
Turkey  
Phone: +905554208162  
Website: www.egenkm.com.tr  
Email: nedimk@egenkm.com.tr  
Nedim Kalpaklioglu

**EL JABRI GROUP (SIALCO SA)**

Quartier Industriel Anza  
Agadir 80000  
Morocco  
Phone: 5114411422  
Fax: 5114212972  
Email: sialco@groupeeljabri.net  
Mohamad Jabri

**ELGIN FRUIT JUICES (PTY) LTD.**

P.O. Box 43  
Grabouw Western Cape 7160  
South Africa  
Phone: [27] 218597160  
Fax: [27] 218593408  
Email: mariev@efj.co.za  
Marie Venter, Quality Manager

**ELIAD OLIVE OIL LTD**

M. Levy 11/814  
Rishon Lezion Rishon Lezion 75707  
Israel  
Phone: 9723-9413433  
Fax: 9723-9520407  
Website: www.eliad-oliveoil.com  
Email: nomi@gkaminsky.com  
Nomi Guershtein, Import Manager

**ELSA DI DOMENEGHETI MAURIZIO SOC. AGR.S.S.**

Via Carrate, 28  
Bomporto Modena 41030  
Italy  
Phone: 0039 59 901612  
Email: alberto@altairsas.it  
Maurizio Domeneghetti, Legal  
Representative

**EMILIANI SRL**

Via Genova N. 11  
15050 Carbonara Scriveria (AI)  
Alessandria 15050  
Italy  
Phone: [39] 0131-892230  
Fax: [39] 0131-892536  
Email: info@acetoemiliani.com  
Angelo Pestarino, Managing  
Director

**EMPRESA BOLIVIANA DE ALIMENTOS Y DERIVADOS - EBA**

Av. Arce Nro.2382  
La Paz  
Bolivia  
Phone: 591 2 2146292  
Email:  
mariaesther.eba2@gmail.com  
Maria Esther Rivas, Commercial

**EMPRESAS FRUNAR**

Camino La Obra  
Curico Maule  
Chile  
Phone: +56712981584  
Website: www.frunar.cl  
Email: paula.narvaez@frunar.cl  
Raul Narvaez

**ERMILIA OLIVES SA**

Koukounara Place  
Ormylia Chalkidiki 63071  
Greece  
Phone: ++302371052083  
Email: production@ermiliaolives.gr  
Aglia Liakou, Quality Assurance  
Manager

**ERNESTO MORGADO, SA**

Rua Professor Casimiro De Oliveira,  
21 - Barra  
Alqueidão Figueira Da Foz 3090-  
833  
Portugal  
Phone: +351918985434  
Website: www.emorgado.pt  
Email: miguelgraca@emorgado.pt  
Miguel Graça, Mr.

**ESPAGRY IBERICA S.L.**

Carreterra Ex 108 Km 45 Apartado  
45  
Malpartida De Plasencia 10680  
Spain  
Phone: [34] 927 420300  
Fax: [34] 927 420228  
Email: ricardo@espargry.es  
Ricardo Mantaut, Manager

**ESPERANCA AGROPECUARIA E  
INDUSTRIA / EDSON QUEIROZ  
GROUP**

Av. Parque Oeste, 2130  
Maracanau - 61.939-120  
Brazil  
Phone: [55] 85.3299-8700  
Email:  
marcos.romano@esmaltec.com.br  
Marcos Romano

**ESTEPAOLIVA, S.L.**

Cl Mesones 26  
Estepa Sevilla 41560  
Spain  
Phone: 0034 955 913 001  
Fax: 0034 955 913 000  
Website: www.estepaoliva.com  
Email:  
estepaoliva@estepaoliva.com  
Ignacio Loring, Sr.

**EUROALIMENT P.A.C. S.L.**

Ctra. N-230, Km. 11,2  
Rosello Lerida 25124  
Spain  
Phone: [34] 973-730-525  
Fax: [34] 973-730-515  
Website: www.grup-pons.com  
Email: epons@grup-pons.com  
Eduard Pons, President

**EUROPI S.R.L.**

Via M. Mazzacurati, 7/A  
Reggio Emilia 42122  
Italy  
Phone: +39 0522 553252  
Fax: +39 0522 554853  
Website: www.terramaris.it  
Email: sandra@terramaris.it  
Francesco Zannoni, Ceo

**EXIMCRUZ S.R.L.**

Carretera Cobija-Porvenir S/N  
Cobija 11269  
Bolivia  
Phone: 591-2-2201842  
Email: apalexsajama@gmail.com  
Edwin Carlo, Mr.

**EXPORT PACKERS**

107 Walker Drive  
Brampton On L6T 5K5  
Canada  
Phone: 905-595-0777  
Email:  
rhonda\_martone@exportpackers.com  
Rhonda Martone

**EXPORTADORA ANAKENA LTDA**

Calle 6 Oriente, Parcela 164  
Paine Metropolitana 9540473  
Chile  
Phone: 562 2 824 37 02  
Fax: 562 2 824 18 99  
Website: www.anakena.cl  
Email: bvaldivieso@anakena.cl  
Benjamin Valdivieso, Export  
Manager

**F****FAA VIVASOLE GMBH**

Petersgasse 39  
Graz 8010  
Austria  
Phone: 004333858745  
Fax: 004333858780  
Email: faavivasole@faavivasole.at  
Giorgio Pavia, Manager

**FAMOUSA AGRO LTD**

No. Dantata Road, Bombia  
Kano Kano NONE  
Nigeria  
Phone: +234 80 3333 7363  
Fax: +234 80 3333 7363  
Website: www.famousa-agro.com  
Email: info@famousa-agro.com  
Khaled Mousallati, Md

**FATHIMA CASHEW COMPANY**

Chatinamkulam  
Kollam Kerala 691014  
India  
Phone: 04742710403  
Fax: 04742710474  
Email: fathimacashew@live.com  
Basheer M

**FAVELLATO SRL**

Localita' Breccelle  
Isernia Isernia 86170  
Italia  
Phone: +39 0865/290727  
Fax: +39 0865/503141  
Website:  
www.pastificiofavellato.com  
Email:  
f.favellato@pastificiofavellato.com  
Federica Favellato

**FEEL GOOD SYRUP INC. DBA SO**

**ELDERBERRY GOOD**  
29 Sorrel Crescent  
St. Albert Ab T8N 0K4  
Canada  
Phone: 7802427694  
Email:  
catalina@soelderberrygood.com  
Catalina Llano, Owner

**FELTRA INTERNATIONAL LOGISTICS  
(PTY) LTD.**

3 Waterpass Road  
Isando  
South Africa  
Phone: 2 711 974 8228  
Fax: 2 711 974 7642  
Website: www.feltra.co.za  
Email: kelly@feltra.co.za  
Kelly Fourie, Branch Manager

**FENIX S.A.**

Ruta Nac. 188 - Km 800  
General Alvear Mendoza 5620  
Argentina  
Phone: [54] 2625-424786  
Fax: [54] 2625-426640  
Website: www.fenixarg.com.ar  
Email: mperon@fenixarg.com.ar  
Mariano Jesus Peron, Director

**FILIBERTO MARTINEZ, S.A.**

Avda. J. Ramon Jimenez  
Calasparra 30420 Murcia  
Spain  
Phone: [34] 968720178  
Fax: [34] 968720869  
Email: filma@filmasa.com  
Francisco Martinez, Manager -  
Director

**FINCA POMABEL S.L**

Ordoñ'Ez 1-Bajo  
Calasparra Murcia 30420  
Spain  
Phone: +34 968745043  
Fax: +34968745043  
Website: www.arrozdecalasparra.es  
Email: info@arrozdecalasparra.es  
Maria Haro Rodriguez, Manager

**FIORDELISI SRL**

Sp 88 Stornarella - Ascoli S Km  
0+600  
Stornarella Fg 71048  
Italy  
Phone: 039 0885 437024  
Fax: 039 0885 437003  
Email:  
antonio.romano@fiordelisisrl.com  
Antonio Romano, Raq - Technical  
Manger

**FIVE STAR CASHEW EXPORTERS &  
IMPORTERS**

Chandanathope  
Kollam Kerala 691014  
India  
Phone: 09174741823  
Email: fscashew@gmail.com  
Abdulla Alim Nizar, Managing  
Partner

**FLLI RUATA SPA**

107 Frazione Baroli  
Baldissero D'alba 12040  
Italy  
Phone: +39017240802  
Fax: +39017240626  
Website: www.gocciadoro.it  
Email: luca@ruata.com  
Luca Ruata, Export Manager

**FLM FOOD INGREDIENTS B.V. /**

**FREEZITT**  
Sleestraat 26  
6014 Ca Ittervoort  
Netherlands  
Phone: [31] 655730586  
Fax: [31] 475563148  
Email: inge.knijnenburg@flm-  
foodingredients.com  
Inge Knijnenburg-Boon

**FLORENZANO NUTS LTDA**

Rua Pedro Carlos De Oliveira, 2296  
Oriximiná Pará 68270-000  
Brazil  
Phone: +55 93 3544 2591  
Email: victor@florencanonuts.com  
Victor Florenzano, Director

**FOODTEAM PROCESSING**

Industrieweg 3  
Waspik Nh 5165  
The Netherlands  
Phone: +317 3544 3040  
Website: www.foodteamgroup.com  
Email:  
yvonne.vanzoggel@foodteamgroup.com  
Yvonne Van Zoggel

**FOODTECH CO. LTD.**

Ap 1, Nhut Chanh  
Ben Luc, Long An Long An  
Vietnam  
Phone: [84] 272-3871-080  
Fax: [84] 272-3871-394  
Email: josa@foodtech.vn  
Sitala Srisatitvatana, Marketing  
Director

**FOUR SEASONS FRUITS**

**CORPORATION**  
Durian Ave., Barangay Apokon,  
Tagum City  
Davao Del Norte 8100  
Philippines  
Phone: [63] 84 4003637  
Fax: [63] 84 4003637  
Email: ifruits@surfshop.net.ph  
Roy Canlas, Marketing Officer

# RISK MANAGEMENT

## For U.S. Food Importers

 Proudly Serving AFI Members Since 1990

**Coughlin**  
Insurance Services  
Relationship Driven Since 1947

"We are honored to have been an active member of AFI since 1990. The past thirty-one years has seen much change but our commitment to the Association and to you, our fellow members, is stronger than ever. Through the years we have expanded our lineup of insurance products in order to keep up with the increased demands of our times - and of the food industry. In fact, given the WFH trend we have recently introduced new coverages to match new exposures, including protection against email phishing campaigns and securing customer information on unsecured laptops."



Michael A. Coughlin, Principal & Owner



JJ Van Aman, Vice President, Sales

### REAL-WORLD RISK MANAGEMENT SOLUTIONS THAT PROTECT YOUR INTERESTS, TODAY & TOMORROW

- Product Recall
- Credit Insurance
- Surety Bonds
- Disaster: Earthquake, Hurricane, Flood, Wildfires
- Fiduciary Liability
- Crime, Riots & Civil Disorder
- Ocean Cargo & Stock Throughput
- Cyber Crime (Fraudulent Invoices)
- Business Interruption
- Directors and Officers
- Errors and Omissions
- Pollution Liability
- Product Liability
- Commercial Property
- Business Auto
- Work Comp
- Commercial Umbrella
- Cyber Liability

**Coughlin**  
Insurance Services  
Relationship Driven Since 1947



*"With the ever changing economic, regulatory, and legal landscape it is invaluable to have an insurance agency that knows our industry. Coughlin Insurance has been there for our company to advise us of changes in coverage, industry trends, and most importantly at the time of a claim. We would recommend them to any food company." - Yigit Isiker, Safe Food Corp*

#### COUGHLIN INSURANCE SERVICES, INC.

178 Myrtle Boulevard Larchmont, NY 10538 Corporate Office (914) 834-1234 Manhattan (212) 593-0200  
Toll Free (800) 542-0661 Fax (914) 834-0853 [www.coughlinis.com](http://www.coughlinis.com)

**FRABELLE MARKET CORPORATION**

1051 Northbay Boulevard  
Navotas City Ncr 1485  
Philippines  
Phone: 442-3467  
Fax: 442-3467  
Website: www.frabelle.com  
Email:  
raymond.barrieta@frabellefoods.com  
Raymond Barrieta, Export Officer /  
Purchasing Specialist

**FRANCESCO TAMMA S.P.A.**

Corso Del Mezzogiorno, 15  
Foggia 71122  
Italy  
Phone: +39 0881308111  
Fax: +39 0881661368  
Email: marketing@tamma.it  
Angela Coscia

**FRANTOIO OLEARIO BARTOLINI**

**EMILIO S.R.L.**  
Via Della Grotta 18  
Arrone Terni 05031  
Italy  
Phone: +390744389142  
Fax: +390744388722  
Website:  
www.frantoiobartolini.com  
Email:  
fabrizio.troiani@frantoiobartolini.com  
Fabrizio Troiani, Administrative  
Officer

**FROZEN PRODUCTS CORPORATION  
SAC**

Jr. Jorge Castro Harrison 461 San  
Miguel  
Lima 32  
Peru  
Phone: 00511 263 6735  
Fax: 00511 263 6736  
Email: amuro@frozen.com.pe  
Adolfo Muro, General Manager

**FRUBELLA PROCESSING SP. Z O.O.**

Ul. Krakowska 102  
Bialobrzegi 26-800  
Poland  
Phone: +48 48 6132213  
Fax: +48 48 6132163  
Website: www.frubella.com  
Email: info@frubella.com  
Alessandro Sappa

**FRUITRADE INTERNATIONAL, INC.**

3638 Lakeshore Blvd. West  
Toronto, Ontario M8w 1n6  
Canada  
Phone: 416-644-5500  
Fax: 416-255-0628  
Email: ingrid@fruitrade.net  
Ingrid Hamburger

**FRUTICOLA OLMUE SPA - PLANTA**

**CHILLAN**  
Camino Parque Lantaá'O 100  
Chillan  
Chile  
Phone: +56 9 99342511  
Fax: +56 9 99342511  
Website: www.olmue.com  
Email: jroessler@olmue.com  
Jaime Roessler, Coo

**FUXIN AIREN FOODS CO.LTD**

No.32 East Of Science & Technology  
Street  
Fuxin Liaoning  
China  
Phone: 04186638196  
Email: shuguangzhi@hotmail.com  
Gen Qiu

**G****GALLETTI DI GALLETTI AURELIO & C.**

**SNC**  
Via Antonio Faverzani, 13a  
San Daniele Po Cremona 26046  
Italy  
Phone: 0039 372 65544  
Fax: 0039 372 65082  
Website: http://www.gallettinsnc.eu  
Email:  
marco.torresani@gallettinsnc.it  
Marco Torresani, Mr

**GALLO WORLDWIDE, LDA.**

Largo Monterroio Mascarenhas, 1  
Lisbon Lisbon 1070-184  
Portugal  
Phone: +351 21 389 2536  
Fax: +351 21 389 2210  
Website: www.gallooliveoil.com  
Email: vasco.luis@galloww.com  
Vasco Luis, Business Development  
Manager

**GAYATHRI EXPORTS**

Attur North  
Udupi Dist Karnataka 576117  
India  
Phone: +91 8258 231006  
Fax: +91 8258 231336  
Website: www.gayathriexports.com  
Email:  
gayathriexports25@gmail.com  
Bola Srinivas Kamath, Partner

**GELMINI CARLOS S.R.L.**

Via Papa Giovanni Xxiii, 15  
Besate (Mi) 20080  
Italy  
Phone: 39 02 905 09 24  
Fax: 39 02 900 98 030  
Email: info@caseificio-gelmini.it  
Marco Gelmini, Manager

**GEORGOUDIS S.A.**

2nd Industrial Area Of Volos  
Velestino Magnisia 37500  
Greece  
Phone: 30 24250 24025  
Fax: 30 24250 24026  
Website: www.olives.gr  
Email: info@olives.gr  
Nelos Georgoudis, President

**GILGAL CASHEW EXPORTS**

Avaneeswaram R.S.P.O  
Kollam, Kerala 691517  
India  
Phone: +91-475-2321001  
Email: exim@carmelgroups.in  
Chichu George, Ceo

**GIOVANNI CANE SRL**

Via Giovanni Scazzola, 72  
Alessandria Alessandria 15121  
Italy  
Phone: +393357560312  
Website: www.giovanncane.it  
Email: carlotta@giovanncane.it  
Carlotta Chiara Cane, Ceo

**GLOBAL TRADING & AGENCY BV**

Stationsweg 35  
Sliedrecht Zuid-Holland 3362HA  
Netherlands  
Phone: +31 184 618211  
Website: www.globaltrading.nl  
Email: keesmt@globaltrading.nl  
Kees Blokland, Director

**GLORIA S.A.**

Av. Republica De Panama #2461  
Lima 13  
Peru  
Phone: 511 470 7170  
Fax: 511 470 9837  
Email: jmartinez@gloria.com.pe  
Javier Martinez, Export Manager

**GOLDEN FOODS S.A.**

Avenida Cronista Ricardo Montes 42  
Las Torres De Cotillas 30565  
Spain  
Phone: 0034968387500  
Email: jfrosillo@goldenfoods.es  
Juan Francisco Rosillo Meseguer,  
Import Assistant

**GOLDEN MACADAMIAS (PTY) LTD**

Private Bag X11153  
Schagen Mpumalanga 1207  
South Africa  
Phone: +27137335034  
Fax: +27137335035  
Website:  
www.goldenmacadamias.com  
Email: gerda@entecom.co.za  
Gerda Britz

**GOLDEN WEST ENTERPRISES LTD**

913 University Drive  
Saskatoon Sk S7N0J9  
Canada  
Phone: 1-306-665-2178  
Email: lesmartens@shaw.ca  
Lester Martens, Ceo

**GOURMET BRANDS**

Suite 7, 6-8 Boston Road  
Torquay Vic 3228  
Australia  
Phone: 61352772775  
Fax: 61352773775  
Website:  
www.gourmetbrands.com.au  
Email:  
accounts@gourmetbrands.com.au  
Jason Burns, Managing Director

**GRAAL S.A.**

Ul. Zachodnia 22  
Wejherowo Pomorskie 84-200  
Poland  
Phone: 48 58 774 6112  
Fax: 48 58 774 61 08  
Email: aleszczuk@graal.pl  
, Quality Control Manager

**GREAT FOOD (DEHYDRATION) CO.,  
LTD.**

1168 /64, 22 Nd Floor, Unit Cdef  
Bangkok 10120  
Thailand  
Phone: 66-26798192  
Fax: 66 - 22856363  
Website: www.greatfoodgroup.com  
Email: mx-  
sec3@greatfoodgroup.com  
Varinee Sealim, Managing Director

**GREAT FOOD INDUSTRIES (QINGDAO)  
CO.,LTD**

No.11 Guangzhou Road  
Qingdao Shangdong 266700  
China  
Phone: 662-6798192  
Fax: 662-2856363  
Website: www.greatfoodgroup.com  
Email: linhui@greatfoodgroup.com  
Varinee Saelim, Managing Director

**GREEN PERU S.A.**

Panamericana Norte Km. 542  
Salaverry Trujillo  
Peru  
Phone: 51 44 420613  
Email: fcastro@greenperu.com  
Fabiola Castro Koch, Quality  
Assurance Manager

**GREENLIFE CASHEW EXPORTS LTDA**

Av. Ouro Branco 780, Distrito  
Industrial  
Sao Paulo Do Potengi Rio Grande  
Do Norte 59460000  
Brazil  
Phone: +558433185090  
Email:  
greenlifecashew@grupojpx.com  
Francisco Fernandes Praxedes  
Junior, Director

**GREENYARD PREPARED**

**NETHERLANDS B.V.**  
Oude Venloseweg 84  
Velden 5941 HG  
The Netherlands  
Phone: [31] 77-4720100  
Fax: [31] 77-4720128  
Website: www.lutece.nl  
Email:  
frans.verhagen@greenyardprepare  
d.com  
Frans Verhagen, Product Manager

**GRISSINIFICIO ZINGONIA SRL**

Via Modena 8  
Zingonia (Bg) 24040  
Italy  
Phone: [39] 035-882121  
Fax: [39] 035-883466  
Email: info@granforno.eu  
Ugo Floravanti, President

**GRUPO ANGEL CAMACHO S.L.**

Avenida Del Pilar, 6  
Seville 41530  
Spain  
Phone: [34] 95-585-4700  
Email: dd@acamacho.com  
Denise Dobmeier

**GRYSIUK HONEY FARMS LTD.**

2 Kuharski Street  
Neepawa Manitoba R0J 1H0  
Canada  
Phone: 204 799 7973  
Email: bryang@shaw.ca  
Bryan Grysiuk, President

**GSL PREMIUM FOOD EXPORT CORPORATION**

Barangay Zone 4  
Davao Del Sur  
Philippines  
Phone: 011-638-24411130  
Fax: 011-638-44411130  
Email: gslfood@elcoco.com.ph  
Leopoldo Estrellado, President

**GURSOY TARIMSAL URUNLER GIDA SAN. VE TIC. A.S.**

Kazim Karabekir Caddesi No:35/A  
Ordu Turkey  
Phone: [90] 4522255150  
Fax: [90] 4522230432  
Email: gursoyas@ttmail.com  
Dursun Gursoy, General Manager

**H****HAPPY CHEF, INC.**

Broker Street  
Navotas 1403  
Philippines  
Phone: 63 2 283 5915  
Fax: 63 2 244 4469  
Email: hpchef@gmail.com  
Benjamin Sy, President

**HELWA WAFFELBAKKERIJ BV**

Doniaweg 41  
Hallum 9074AG  
Netherlands  
Phone: 031 518 432 041  
Fax: 031 518 431 731  
Email: elinden@helwa.nl  
Erik Linden, Commercial Manager

**HENRY LAMOTTE OILS GMBH**

Merkurstr. 47  
28197 Bremen  
Germany  
Phone: [49] 421 523946139  
Fax: [49] 421 523946232  
Website: www.lamotte-oils.de  
Email: sven.ronge@lamotte-oils.de  
Sven Ronge, Export Sales Manager

**HERMANOS CARDENAS S.R.L.**

Av. Amazonica Esq. San Ramon  
Riberalta Beni 00000  
Bolivia  
Phone: +591 3 8523021  
Fax: +591 2 2797512  
Email: rene@cardenas.com.bo  
Rene Cardenas, Gerente De Produccion

**HIDA ALIMENTACION S.A.**

Pol. El Arreaque. Apdo. 70-30.170  
Mula Murcia  
Spain  
Phone: 34 968 660 808  
Fax: 34 968 664 009  
Email: fespejo@hida.es  
Felipe Espejo Hidalgo, Export Department

**HIGHLAND DRAGON ENTERPRISE**

15 Road No. 6  
Di An Townlet, Binh Duong Prov  
Binh Duong  
Vietnam  
Phone: [84] 274-3790201  
Fax: [84] 274-3790210  
Email: npthanh@highlanddragon.com.vn  
Nguyen Pham Thanh, General Director

**HILL PRODUCTS COMPANY**

Old No 191, New No 196 Vnr Road  
Aruppukottai Tamilnadu 626101  
India  
Phone: 04566221377  
Fax: 04566221377  
Email: hillproductscompany@gmail.com  
Krishnamurthy Paramasivam

**HOANG HA BP IMEX JSC**

Group 1, Phuoc Son, Phuoc Binh,  
Phuoc Long, Binh Phuoc  
Ho Chi Minh Binh Phuoc 832000  
Viet Nam  
Phone: +84909935935  
Fax: +842713775801  
Website: hoanghabp.com  
Email: xnkhoanghabp@gmail.com  
Hoang Ha, Director

**HOKKO CHEMICAL INDUSTRY CO., LTD.**

1-5-4 Nihonbashi Honcho  
Tokyo Tokyo 103-8341  
Japan  
Phone: 81 3 3279 5142  
Fax: 81 3 3279 3857  
Website: www.hokkochem.co.jp  
Email: nakajima-r@hokkochem.co.jp  
Ryuichi Nakajima, Manager,  
Marketing Team 3

**HONEYMAX SA**

Av. Tilcara 2750  
Buenos Aires Caba C1437CXD  
Argentina  
Phone: +541149195356  
Fax: +541149197511 ext 103  
Email: mjenik@honeymax.com.ar  
Mariano Jenik, President

**HUGLI HOLDING AG**

Bleichstrasse 31  
Steinach St. Gallen 9323  
Switzerland  
Phone: +41 71 447 22 92  
Fax: +41 71 447 29 96  
Website: www.huegli.com  
Email: ana.argudo@huegli.com  
Ana Argudo, Manager Back Office

**HURO PROBIOTICS**

Lot A1-8, VI3 Road, Vinh Loc 2  
Industrial Zone  
Ben Luc District Long An  
Vietnam  
Phone: +84918886157  
Email: minhdt@thepangroup.vn  
Minh Dang

**I****I.D.A.V. SPA**

Via Le Vecchie Ii No.2  
Striano Naples 80040  
Italy  
Phone: 0818276963  
Fax: 0818277670  
Website: www.ambrosio.it  
Email: idavspa@ambrosio.it  
Emilio Ambrosio, Managing Director

**IDEAL SA 'MAVRIDES-CHIMOS'**

**EXPORT COMPANY**  
25, Archimedeus Street  
Koropi 19400  
Greece  
Phone: 0030 210 9824803  
Fax: 0030 210 9830081  
Website: www.idealolives.gr  
Email: info@idealolives.gr  
Constantinos Kontinos, Export Manager

**IDILIA FOODS, S.L.**

Lepant 410-414  
Barcelona 08025  
Spain  
Phone: 34.671247097  
Email: bryan@idilia.es  
Georgina Bryan-Brown, Export Department

**IFS TARIM URUNLERI LTD.STI.**

Cumhuriyet Mah. Senkartal 19.  
Sok No:10  
Canakkale 17100  
Turkey  
Phone: 90-533-814-7225  
Fax: 90-286-263-1205  
Email: atilla@innovativefruitsolutions.com  
Atilla Aktepe

**IL PESTO DI PRA'**

Salita Rolando Ascherio 3a  
Genova Ge 16157  
Italia  
Phone: 00390106980069  
Fax: 00390108601808  
Website: www.ilpestodipra.com  
Email: qualita@ilpestodipra.com  
Fabiana Arsiero, Quality Manager

**IMPORT & EXPORT ALMENDRAS S.J.**

Edif. Mariscal Ballivian Piso 129612  
La Paz  
Bolivia  
Email: sajama@mail.megalink.com  
Bettsy Shirley Saucedo Aguada

**INCRO MARKETING**

Via Dell'agora 54/B  
04100 Latina  
Italy  
Phone: 011390773 604461  
Fax: 011390773 604463  
Email: incromarketing@incroitaly.com  
Ebert Braha

**INDUSTRIA ACEITUNERA MARCIENSE, S.A.**

Travesia De San Ignacio 7  
Marchena, Sevilla 41620  
Spain  
Phone: [34] 95.584.5400  
Fax: [34] 95.584.6484  
Website: www.marciense.es  
Email: iamar@marciense.es  
Joaquin Ponce, Director

**INDUSTRIA E COMERCIO DE CONSERVAS MOLIZ PALMEIRAL EIRELI**

Margem Esquerda Do Rio Mutum  
S/N  
Breves Para 68800-000  
Brazil  
Phone: +55 19 984220832  
Website: http://www.palmeiral.com.br/  
Email: internationaltrade@palmeiral.com.br  
Marcela Zia, Export Manager

**INDUSTRIAS AGRICOLAS DE**

**ALMANZORA SL**  
Poligono El Prado Km 40  
Almunia De Almanzora Almeria  
04888  
Spain  
Phone: 0034627590469  
Email: export@mesfoodtrading.com  
Francisco Jesus Carrion Corral, Manager

**INNER MONGOLIA FENGHUA AGRICULTURAL SCIENCE AND TECHNOLOGY CO.,LTD.**

7.5km Linlang Rd., Linhe District  
Bayannur  
China  
Phone: 008613604788890  
Email: fenghuaco@sina.com  
Jing Wang, General Manager

**INTER IBERIA**

Rua Odette Saint-Maurice, Lote 3-C  
Lisboa Portugal 1700-921  
Portugal  
Phone: [351] 217541120  
Fax: [351] 217541129  
Website: www.interiberia.pt  
Email: luis.rodrigues@interiberia.pt  
Luis Rodrigues

**INTERCOMM FOODS S.A.**

8th Km Larissa-Sykourio Road  
Larissa - P.O. Box 1127 41110  
Greece  
Phone: +302410575092  
Fax: +302410575091  
Website: www.intercomm.gr  
Email: iso@intercomm.gr  
Nikos Mitis

**INTERNACIONAL OLIVARERA, S.A.**

Garcilaso De La Vega, 2  
41700 Dos Hermanas (Sevilla)  
Spain  
Phone: [34] 955660440  
Fax: [34] 955667984  
Email: ios@interoliva.com  
Jose-Manuel Ruiz, Commercial  
Manager

**INTERSNACK CASHEW COMPANY PTE LTD**

24 Raffles Place,  
Singapore 048621  
Singapore  
Phone: 97657574  
Email: haslin@intersnack.com.sg  
Ms Haslin

**ISIK TARIM URUNLERI SANAYI VE TICARET A.S.**

Oren 75. Yil Cumhuriyet Mh. Ova  
Sk. No:9  
Kemalpas 35733  
Turkey  
Phone: 90-232-874-8128  
Fax: 90-232-874-8688  
Website: www.isiktarim.com  
Email: export@isiktarim.com  
Can Erim, Sales Manager

**IVORY CASHEW NUTS**

Takikro, Route De Diabo  
Bouake Gbeke 01 BP 1875 BOUAKE  
01  
Ivory Coast  
Phone: +22586535740  
Website: www.icn.ci  
Email: olivier.pezenec@icn.ci  
Olivier Pezenec, Administrateur  
Général Adjoint

J

**J. WOLFF & COMPANY B.V.**

'T Woud 47  
Brielle 3232 LN  
Netherlands  
Phone: [31] 181-410700  
Fax: [31] 181-414040  
Email: trade@jwolffcoffee.com  
Hanne Meijer

**JACOBSSENS BAKERY LTD.**

Jacobsens Bakery Ltd.  
Hedensted 8722  
Denmark  
Phone: +45 76752730  
Fax: +4575890588  
Website: http://www.jacobsens-bakery.com  
Email: cj@jacobsens-bakery.dk  
Carsten Krohne, Cfo

**JOAO M. NETO PEREIRA**

Pta. Manuel Nunes De Almeida  
Setubal  
Portugal  
Phone: [351] 265-512630  
Fax: [351] 265-521632  
Email: baguinha@hotmail.com  
Joao Pereira, Ceo

**JOLCA, S.A**

AutovãA Sevilla - Huelva, Km 22,5  
41830 Huã@Var Del Aljarafe  
Spain  
Phone: [34] 954154032  
Fax: [34] 954151689  
Website: www.jolca.es  
Email: jcarro@jolca.es  
Jorge Carro, Export Director

**JORGE E. GALLARDO F.S.A.C.**

Avenida Manuel Montt  
Villa Alemana Valparaíso  
Chile  
Phone: 56322820355  
Website: www.jgallardoexports.cl  
Email:  
vasquez.virginia@jgallardoexports.c  
l  
Virginia Vasquez, Mrs

**JVK FOODS P.C.**

Koutarelia 12  
Volos Magnisia 38333  
Greece  
Phone: 00306979116794  
Website: www.jvkfoods.com  
Email: info@jvkfoods.com  
Ioannis Kalogiros

K

**KADCO AGRO LIMITED - GHANA**

No. 27 Julius Nyerere Road,  
Ringway Estate, North Ridge, Accra,  
Ghana  
Accra Greater Accra GA-017-7878  
Ghana  
Phone: +233556665599  
Website: www.kadcoagro.com  
Email:  
kailash.gaggar@kadcoagro.com  
Kailash Gaggar, Mr.

**KAHAWA LINK COMPANY (KALICO)**

Avenue De La Revolution  
Bujumbura Bujumbura 2023  
Burundi  
Phone: +257 76312673  
Website: www.kalico.bi  
Email: info@kalico.bi  
Angele Ciza, Manager

**KAHRAMAN TARIM URUNLERI**

**TICARET VE SANAYI A.S.**  
3. Organize Sanayi Bolgesi  
Gaziantep Sehitkamil 27120  
Turkey  
Phone: +90 342 337 8737  
Fax: +90 342 337 8757  
Website: www.kahramanas.com  
Email: mcikmaz@kahramanas.com  
Mehmet Cikmaz, Executive  
Manager

**KALOGIROU I. BROTHERS SA**

318th Km National Road (E75)  
Velestino, Volos Magnisia 37500  
Greece  
Phone: 00302425022990  
Fax: 00302425023253  
Website: www.kalgirosolives.com  
Email:  
j.kalgiros@kalgirosolives.com  
Ioannis Kalogiros, Sales Manager

**KANAT ENDUSTRIYEL GIDA URUNLERI SAN.VE TIC.A.S.**

Harbiye Mah, Bostan Sok, Orjin  
Apt, No:15/5, Nisantasi, Sisli,  
Istanbul Istanbul 34367  
Turkey  
Phone: +90 533 1952628  
Email: info@kanat.co  
Beyza Kanat, President

**KARPEA S.A.**

1-3 Parthenonos Str  
N Erythraia 14671  
Greece  
Phone: 30 210 6250084  
Fax: 30 210 6250086  
Email: commercial@karpea.gr  
Mitsakou Venetsiana, Commercial  
Department

**KAVERI YARNS AND FABRICS LIMITED**

Periavallikulam Po  
Virudhunagar Tamilnadu 626004  
India  
Phone: +914562281603  
Fax: +914562281606  
Email: kaveryyarns@gmail.com  
Pradeep Murugan

**KENKKO CORPORATION LTD.**

8 Heriot Road, Kenkko House  
London Nw4 2dg England  
United Kingdom  
Phone: [44] 208 202 6600  
Fax: [44] 208 202 5500  
Email: info@kenkko.com  
Joseph Lang, Managing Director

**KENTAUR AG**

Gässli 6  
Lützelfüh Bern 3432  
Switzerland  
Phone: +41 344606105  
Fax: +41 344606166  
Website: www.kentaur.ch  
Email: manfred.blatter@kentaur.ch  
Matthias Huber, Head Of Quality  
Assurance And R&D

**KERALA NUT FOOD CO.**

P.B.No 80,  
Quilon Kerala 691001  
India  
Phone: 0474 2742391 (5 Lines)  
Fax: 0474 2741142  
Website: www.keralanutfood.com  
Email: knfklm@gmail.com  
Unnikrishnan Dr, Managing Partner

**KONE ENTERPRISES, LLC DBA/ YVORY**

**CASHEW /FASOFOODS**  
12501 Village Square Terrace  
North Bethesda Maryland 20852  
United States  
Phone: 3027240280  
Website: www.fasofoods.com,  
www.ivorycashew.com  
Email: losseni@fasofoods.com  
Losseni Kone, President

**KONSTANTOPOULOS S.A.**

3rd Km NR Katerini-Larisa  
60100 Katerini  
Greece  
Phone: [30] 23510 26359  
Fax: [30] 23510 37748  
Website: www.konstolymp.gr  
Email: finance@konstolymp.gr  
Konstantopoulos Prokopios

**KOOPEROL SP. Z O.O.**

Zduny 40a  
Swarozyn Pomorskie 83-115  
Poland  
Phone: 00587746112  
Email:  
agnieszka.piankowska@gmail.com

**KRAL INCIR KURU MEYVE SAN. VE TIC. A.S.**

Devlet Karayolu Uzeri  
Nazilli Aydin 09800  
Turkey  
Phone: 0090 256 316 0606  
Fax: 0090 256 316 0608  
Website: www.kingbrand.com.tr  
Email: berk@kingbrand.com.tr  
Berk Pehlivan, Int'l Key Account  
Manager

**KRIPTON SA**

Presidente Illia 795  
General Alvear Mendoza 5620  
Argentina  
Phone: 02625-15517532  
Email: exportaciones@estudio-  
vinolo.com.ar  
Diego Cornejo, Autorizado

**KRISHNAN FOOD PROCESSORS**

P.O. Box 344 , Iyshwaria, Beach  
Road  
Kollam Kerala 691001  
India  
Phone: +914742745389  
Fax: +914742742065  
Email: kgncashew@gmail.com  
Krishnan Nair, Owner

**KUIBURI FRUIT CANNING CO., LTD.**

288, 290 Krung Thon Muang Kaew  
Bldg.  
Bangplad, Bangkok 10700  
Thailand  
Phone: [66] 2-8810530  
Fax: [66] 2-4350959  
Website: www.kuiburifruit.co.th  
Email:  
wanapornsu@kuiburifruit.co.th  
Wanaporn Sugeethorn

# SQUID & TUNA FROM NATURE

(FRESH OR FROZEN)



**AZORFISK, Unipessoal Lda**

Rua da Lapinha, 20—9600-115 Rabo de Peixe  
Phone: +351296249375 / Fax: +351296249376  
azorfisk@azorfisk.pt  
VAT: 513791345



**BUY FROM AZORFISK®**



Comercial office

Phones: (591) 2-2146292 / 2-2141760 / 2-2146307 +591-76756751  
eba@eba.com.bo - www.eba.com.bo

**PRODUCE AND EXPORT  
AMAZONIAN NUTS FROM  
BOLIVIA**



ESTADO PLURINACIONAL DE  
**BOLIVIA**

MINISTERIO DE DESARROLLO  
PRODUCTIVO Y ECONOMÍA PLURAL

## A WORLD OF FLAVOURS IN YOUR HANDS

THE REAL SPECIALISTS  
IN SAUCES, JAMS & PICKLES  
FROM SPAIN



ALIMINTER, S.A.

Sauces, Jams  
& Pickles Solutions

www.aliminter.com



DISCOVER OUR  
COMPLETE RANGE  
OF PRODUCTS



**Alvita**  
ARÔMES ET SAVEURS DU MAROC  
www.alicomar.com

## ALVITA introduces you a great line of pickles & condiments

Quality products processed under serious traceability control  
and international principles of quality assurance.



**KUIBURI FRUIT CUP CO., LTD.**

1 Moo 7 Phetchasem-Yangchum  
Amphur Kuiburi Prachuap Khiri  
Khan 77150  
Thailand  
Email:  
suwanneeng@kuiburifruit.co.th  
Suwannee Ngamon

**KUMBUKATTU CASHEWS**

Valakom P.O. Kottarakkara  
Kollam Kerala 691532  
India  
Phone: +914742470029  
Fax: +914742470029  
Email: kumbukadan@gmail.com  
Alex Mathew Kumbukadan,  
Proprietor

**KY LAN SEAFOOD PROCESSING J.S.C**

Lot A 12, Section A, Seafood  
Processing Zone, Phan Thiet  
Southern Fishery Port  
Phan Thiet Binh Thuan 800000  
Viet Nam  
Phone: 842523816414  
Email: kylanseafood@gmail.com  
Nguyen Tram, Director

**L****LA BELLA DI CERIGNOLA S.C.A.**

Strada Vicinale San Leonardo Nâ°  
16  
Cerignola Foggia 71042  
Italy  
Phone: +39 0885 422007  
Fax: Fax +39 0885 890240  
Website:  
www.labelladicerignola.com  
Email:  
commerciale@labelladicerignola.com  
Giuseppe Dibisceglia, Sales  
Manager

**LA FORMICA SRL**

Via Orta Longa, 55  
84018 Scafati (Sa)  
Italy  
Phone: [39] 0818509619  
Fax: [39] 0818509751  
Email: info@laformicasrl.com  
Giuseppe Ferraioli, Administrator

**LA MANTA FOODS SRL**

Localita Mattone N. 02/A  
Manta Cuneo 12030  
Italy  
Phone: +39(0)17585256  
Website: www.lamantafoods.com  
Email: qualita@lamantafoods.com  
Garro Beatrice

**LACTILOURO, LDA**

Rua Alvaro Macedo, 17  
Louro 4760-567  
Portugal  
Phone: 351 252 320 401  
Fax: 351 252 320 409  
Email: geral@lactilouro.com  
Mariana Ribeiro

**LAKSHMAN & COMPANY**

P.B. No. 1204  
Quilon Kerala State 691004  
India  
Phone: +91-474-2715561  
Fax: +91-474-2715564  
Website:  
www.lakshmanandcompany.com ,  
www.lakshman.co.in ,  
www.lashco.in  
Email: lakshman.co@gmail.com  
Prabhakar Konath, Chief Executive

**LATTE MONTAGNA ALTO ADIGE SOC.**

**AGR. COOP.**  
Via Innsbruck 43  
Bolzano 39100  
Italy  
Phone: 39 0471 451 111  
Fax: 39 0471 451 333  
Email: julia.pedross@mila.it  
Julia Pedross, Country Sales  
Manager

**LATTEBUSCHE S.C.A.**

Via Nazionale, 59  
Busche 32020  
Italy  
Phone: 039 0439 3191  
Fax: 039 0439 319319  
Email: bmatteo@lattebusche.it  
Matteo Bartoli, Export Manager

**LATTERIA E CASEIFICIO MORO SRL**

Via Postumia,28/1  
Motta Di Livenza Treviso 31045  
Italy  
Phone: 0422-768734  
Fax: 0422765443  
Website: www.caseificiomoro.com  
Email:  
laboratorio@caseificiomoro.com  
Zaira Canevese, Raq

**LATTERIA SOCIALE VALTELLINA S.C.A.**

Via Stelvio, 139  
Delebio Sondrio 23014  
Italy  
Phone: +39 0342685368  
Fax: +39 0342684263  
Website: www.latteriavaltellina.eu  
Email: info@latteriavaltellina.eu  
Marco Deghi

**LES CONSERVES DE MEKNES - AICHA**

Quartier Industriel Ain Slougu  
Meknes 50000  
Morocco  
Phone: 212 5 35 50 17 90  
Fax: 212 5 35 50 16 42  
Website: www.aicha.com  
Email: jamila.aitakka@aicha.com  
Jamila Ait Akka

**LHERITIER ARGENTINA SA**

Moreno 499  
San Carlos Centro Santa Fe 3013  
Argentina  
Phone: +5411-4307-3377  
Fax: +5411-4307-3377  
Email: dtedesco@lheritier.com.ar  
Damian Tedesco, International  
Trade

**LIPROMAR GMBH**

Neufelder Straäye 44  
Cuxhaven Niedersachsen 27472  
Germany  
Phone: 00494721707343  
Fax: 00494721707370  
Email:  
frauke.czonstke@lipromar.de  
Frauke Czonstke,  
Qualitätsmanagement

**LLC "AGRO-TRADE"**

Moscovskaya Street, 116/1, Office  
7  
Krasnodar Krasnodar Region  
350072  
Russian Federation  
Phone: +78612522782  
Email: agrotrade82@mail.ru  
Elena Serdyuk

**LLC "NATURAL HONEY"**

Avtozavodska Str. 32, Suite 26  
Zaporizhia Zaporizka Oblast 69118  
Ukraine  
Phone: +38 (066) 8679725  
Email:  
sales.naturalhoney@gmail.com  
Konstantin Kazakov, Director

**LLC 'BEZPEKA MEDU'**

Pashutinskaya Street 22, Kv 21  
Kirovograd Kirovograd Region  
25006  
Ukraine  
Phone: +380522240779  
Fax: +380522240779  
Website: www.zlatomed.com.ua  
Email:  
romanbeehoney@hotmail.com  
Yaroslav Koshlatyy, Director

**LOGITRI OY**

Logitri  
Tuusula Uusimaa 04360  
Finland  
Phone: 358 44 5511023  
Email: jarno.hanhinen@logitri.fi  
Jarno Hanhinen

**LONG AN FOOD PROCESSING EXPORT**

**JOINT STOCK COMPANY**  
81b National Road 62  
Tan An City, Long An Province  
Vietnam  
Phone: 0118472825301  
Fax: 0118472826735  
Email: sonpn@lifooco.vn  
Phan Ngoc Son

**LONG SON JOINT STOCK COMPANY**

Plot Iii-23a, Road 19/5a  
Ho Chi Minh City  
Vietnam  
Phone: [84] 8 3815 0000  
Fax: [84] 8 3815 0286  
Website: www.longson.com.vn  
Email: nguyenle@longson.vn  
Nguyen Le, Sales Manager

**LOURDESMATHA CASHEW**

**INDUSTRIES**  
Puthoor.Po  
Kollam Kerala, Puthoor 691507  
India  
Phone: 9447128288  
Fax: 0474-2415478  
Email:  
lourdemathaputhoor@gmail.com  
Jobrun G.Varghese, Proprietor

**LOWVELD NUT PROCESSING (PTY)**

**LTD.**  
Farm Alkmaar  
Schagen Mp 12070  
Za  
Phone: +27137335034  
Email: gerda@lowveldnpc.com  
Gerda Britz, Ms

**LTA FOODS MANUFACTURING**

Superama Supermart Building, S.K.  
Pendatun Street  
Cotabato City  
Philippines  
Phone: +639177141332  
Fax: +63644217313  
Email: boohrence@yahoo.com  
Lawrence Tan-Abing

**LUIGI LAZZARIS & FIGLIO SRL**

Viale Venezia, 72  
Conegliano (Tv) 31015  
Italy  
Phone: 39 0 438 61116/60668  
Fax: 39 0 438 60423  
Email: qualita@lazzaris.com  
Chiara Dal Cin, Quality Manager

**LUIS CREMADES BELMONTE E HIJOS**

**S.L.**  
Ctra. De Barqueros, Km. 1,1  
Alcantarilla Murcia 30837  
Spain  
Phone: 34 968 804111  
Fax: 34 968 896140  
Email:  
eloy@almendrascremades.com  
Eloy Guillen, Export Department

**M****M M K EXPORTS**

Chandanathope  
Kollam Kerala 691014  
India  
Phone: 04742710403  
Fax: 04742710474  
Email: mmkexports@live.in  
Abdul Rahim M

**M.MADHAVARAYA PRABHU**

Muduperar, 4-174  
Mangalore Karnataka 574166  
India  
Phone: 91 824 2258807  
Fax: 91 824 2258427  
Email: mmpcashes@gmail.com  
M. Tukaram Prabhu, Proprietor



**M/S. M. ABDUL REHUMAN KUNJU**  
Chandanathope  
Kollam Kerala 691014  
India  
Phone: 091 474 2741823  
Email: markcashew@yahoo.com  
Noordeen Abdul, Managing Partner

**MACARICO, S.A.**  
Avenida Manuel Milheiro, No 17  
Praia De Mira 3070-767  
Portugal  
Phone: [351] 231 470 110  
Email:  
adriana.macarico@macarico.com  
Adriana Macarico, General  
Manager

**MADAMA OLIVA SRL**  
Zona Industriale - Loc. Rococce  
Carsoli Aq 67061  
Italy  
Phone: [39] 0863-995498  
Fax: [39] 0863-995727  
Website: www.madamaoliva.it  
Email: a.ory@madamaoliva.it  
Antonio Mancini, Managing  
Director

**MAFIN S.R.L.**  
Strada Degli Alberi, 7  
35015 Galliera Veneta (Pd)  
Italy  
Phone: [39] 0499470700  
Fax: [39] 0499470718  
Email: acampagnolo@mafin.it  
Andrea Campagnolo, Commercial  
Manager

**MAHALASA EXPORTS**  
S.No.75/1, A3b  
Hiriadka Karnataka 576113  
India  
Phone: (0820)2542285  
Fax: (0820)2542453  
Website:  
www.mahalasaexports.com  
Email: info@mahalasaexports.com  
B.Rohidas Pai, Managing Partner

**MANGALA CASHEW INDUSTRIES**  
Padavinangady  
Mangalore Karnataka 575008  
India  
Phone: 9902832909  
Website: www.dvkgroup.in  
Email: mcikaju@hotmail.com  
D. Vasudeva Kamath, Partner

**MANUEL GARCIA CAMPOY S.L.**  
C/ Ramon Y Cajal, 77  
30600 Archena (Murcia)  
Spain  
Phone: [34] 968-670088  
Fax: [34] 968-670501  
Email: jgarcia@milcofruit.com  
Jose Gomez, Manager - Director

**MANUEL MATEO CANDEL S.L.**  
Camino Cantalobos, S/N  
03300 Orihuela, Alicante Alicante  
03369  
Spain  
Phone: [34] 966752034  
Fax: [34] 966752361  
Website: www.mcandel.es  
Email: luisandreu@mcandel.com  
Luis Andreu, Export Manager

**MARIN GIMENEZ HNOS., S.A.**  
C/ Los Molinos, 1  
30400 Caravaca (Murcia)  
Spain  
Phone: [34] 968-702025  
Fax: [34] 968-703003  
Website: www.maringimenez.com  
Email: reyes@maringimenez.com  
Reyes Diaz, Sales Department

**MATAHARI FOOD INGREDIENTS, PT**  
Spazio Office Building.  
Surabaya Java 60226  
Indonesia  
Phone: +6231816776655  
Email: spice@mataharifood.com  
Sumesh Alwani, Mr

**MATERNE - CONFLUX S.A.**  
Allee Des Cerisiers, 1  
5150 Florefe  
Belgium  
Phone: [32] 81-447474  
Fax: [32] 81-440922  
Email: jlheyman@materne.com  
Jean-Luc Heymans, General  
Manager

**MAXFRUT SP Z O.O.**  
Jarogniewice  
Czempin Wielkopolska 64 - 020  
Poland  
Phone: 0048612823163  
Fax: 0048612823163  
Website: www.maxfrut.com.pl  
Email: i.szubarga@maxfrut.com.pl  
Iwona Szubarga, Mrs

**MEAT CRACKS TECHNOLOGIE GMBH**  
Meat Cracks Technologie Gmbh  
Steinfeld-MÄ¼hlen Niedersachsen  
49439  
Germany  
Phone: +49 (0) 5492 9609 15  
Fax: +49 (0) 5492 9609 29  
Website: http://  
www.meatcracks.de  
Email:  
henning.gluche@meatcracks.de  
Henning Gluche

**MEDITERRANEA ITALIA SRL**  
Via Giacinta Pezzana 70  
Roma Rm 00197 Italy  
Phone: +39 06 8078464  
Fax: +39 06 8088810  
Website:  
www.mediterraneaitalia.com  
Email:  
medit@mediterraneaitalia.com  
Ferdinando Del Balzo Di  
Presenzano, President & Ceo

**MEDITERRANEAN PAPRIKA, S.L.**  
Plaza Circular, No. 13 - 7 C  
Murcia 30008  
Spain  
Phone: 34 968 221 300  
Fax: 34 968 221 820  
Email:  
luismi.berral@mediterraneanpapr  
ka.com  
Luis Miguel Berral Illán-Saavedra,  
Manager

**MELIOMAR INC.**  
20 Russel Avenue  
Pasay City Metro Manila  
Philippines  
Phone: +63 917 316 7776  
Fax: +63 917 316 7776  
Email:  
rene.benguerel@meliomar.com  
Rene Benguerel, General Manager

**MEL-O AFRICA LIMITED**  
57 Old Mabanta Road  
Makeni Bombali  
Sierra Leone  
Phone: +232 79 04 20 06  
Email: meloafrialtd@gmail.com  
Tim Harder

**MENU SRL**  
Via Statale 12, N. 102  
41036 Medolla (Modena)  
Italy  
Phone: [39] 0535-49711  
Fax: [39] 0535-45899  
Email: menu@menu.it  
Rodolfo Barbieri, President Of The  
Board Of Directors

**MERINGOLO EUGENIO**  
Contrada Villaggio Frassa Snc-  
Corigliano  
Corigliano-Rossano Cs 87064  
Italy  
Phone: +393356207504  
Fax: +39983854323  
Email: meroil@tin.it  
Eugenio Meringolo

**MERWANJEE POONJAJEE & SONS  
PVT. LTD.**  
34 P. D'mello Road, Prince's Dock  
Mumbai Mh 400009  
India  
Phone: [91] 22-23738712  
Fax: [91] 22-23738709  
Website: www.chutney.net  
Email: contact@chutney.net  
Jamsheed Patel, Director

**MESA DIS TIC ITH IHR ULUS NAK  
GUM SAN LTD STI**  
Cumhuriyet Mah. Cumhuriyet Cad.  
No.: 9/C  
Reyhanli Hatay 31500  
Turkey  
Phone: 00905321515222  
Email: alijandali25@gmail.com  
Ali Refai, Mr.

**MEVSIM GIDA SANAYI VE  
SOGUKDEPO TIC AS**  
Turankoy  
Bursa 16450  
Turkey  
Phone: +902243833601  
Email: ersegun@mvs.com.tr  
Ersegun Sari

**MILLAR IMPORTAÃ§ÃO E  
EXPORTAÃ§ÃO**  
Av. Eudes Scherrer De Souza  
Serra Espirito Santo 29165-680  
Brazil  
Phone: +550273434-1000  
Fax: +550273434-1000  
Website: www.millar.com.br  
Email: james.cherry@millar.com.br  
James Cherry, Manager Of New  
Business

**MINAMEL AGROINDÃSTRIA LTDA.**  
Rua Linha Trãs Ribeirãmes, S/N -  
Bairro Liri  
IÃAra Santa Catarina 88820-000  
Brazil  
Phone: +55 48 3462 1020  
Fax: +55 48 3462 1881  
Website: www.minamel.com  
Email: export@minamel.com  
Guilherme Castagna

**MISR ITALY FOR CONCENTRATES AND  
FOOD INDUSTRIES S.A.E**  
Industrial Zone Extension , Block 1  
New Damietta  
Egypt  
Phone: 0020572409100  
Fax: 0020572409140  
Email: misritaly@hotmail.com  
Mohammad Abdel Wahab

**MLIN KATIC D.O.O.**  
Velika Vas 1b  
Leskovec Slovenia 8273  
Slovenia  
Phone: +38631329129  
Website: www.mlinarstvo.com  
Email: marko@mlinarstvo.com  
Marko Katic, Ceo

**MM MAGYAR MÃHÃSZETI KFT**  
Tomba Út 1-3. Fsz.7.  
Zalaegerszeg Zala County 8900  
Hungary  
Phone: 00 36 30 9611 140  
Email: hetey@agroinvest.hu  
Attila Hetey, Manager

**MODENACETI SRL**  
Via Prada, 3  
41058 Vignola (Modena)  
Italy  
Phone: [39] 059-772948  
Fax: [39] 059-765169  
Email:  
assicurazione.qualita@ponti.com  
Enrico Gazza, Quality Assurance  
Specialist

**MOFARPEIXE, COMERCIO DE PEIXE LDA**

Lota Comercial - Armazem Nº 11 A  
Setúbal Setúbal 2900-445  
Portugal  
Phone: 00351+ 265546070  
Fax: 00351 + 265546072  
Website: www.mofarpeixe.pt  
Email: mail@mofarpeixe.com  
Maria Cristina Pires Diz Viegas,  
Secretary

**MOLON LAVE SA**

139, Kon. Palaialogou Str.  
Sparta Lakonia 23100  
Greece  
Phone: 00302731089510  
Website: www.molonlave.com  
Email: arvaniti@molonlave.com.gr  
Angeliki Arvaniti, Marketing  
Manager

**MOLVIZADAH SONS NIGERIA LTD**

Plot 103-105, Daura Road, Sabon  
Gari Doka Village, Ungogo Local  
Government  
Kano State Kano State  
Nigeria  
Phone: +2348167255483  
Email:  
nigeria@molvizadahsons.com  
Khaliqullah Molvizadah, Owner

**MONARI FEDERZONI SPA**

Via Carrate No. 24  
41030 Solara, Modena  
Italy  
Phone: [39] 059801711  
Fax: [39] 059801713  
Email:  
pcapaci@monarifederzoni.com  
Paola Capaci, Export Manager

**MOROJ COMMODITIES UK LTD**

137 Pastures Avenue  
Weston-Super-Mare Somerset BS22  
7SB  
United Kingdom  
Phone: +441934808608  
Website: morouj.co.uk  
Email: justin.roberts@morouj.co.uk  
Justin Roberts, Mr

**MOSCONI LUCIANA SRL**

Località Cavalieri  
Matelica Macerata 62024 Italy  
Phone: +390737787424  
Fax: +390737787603  
Website: www.lucianamosconi.com  
Email:  
stefano.diletti@lucianamosconi.it  
Marcello Pennazzi, Owner

**MOST INTERNATIONAL CO., LTD.**

44 M.1, Lamukka-Wungnoi Rd.,  
Klong 7  
Klong Luang Pathumthani 12120  
Thailand  
Phone: +6625773160,113  
Fax: +6625773052  
Website: www.most-  
international.com  
Email: pavinee@most-  
international.com  
Pavinee Tepkasetkul, Md

**MUTRAN IMP. E EXP. DE ALIMENTOS**

**LTD**  
Rodovia Arthur Bernardes, 8601  
Belém Pa 66816000  
Brazil  
Phone: +559132583558  
Email:  
victoria@mutranexportadora.com  
Victoria Mutran

**MYANMAR HONEY FARMS CO., LTD.**

No. 30087, Shumawa Street.  
Nay Pyi Taw Nay Pyi Taw 15011  
Myanmar  
Phone: 00959256923853  
Website:  
www.myanmarhoneyfarms.com  
Email:  
painghtookyaw.waaneiza@gmail.co  
m  
Paing Kyaw, Director

**MYMOUNE**

Centre St Nicolas  
Antelias  
Lebanon  
Phone: 961 4 522403  
Fax: 961 4 522403  
Website: mymoune.com  
Email: info@mymoune.com  
Youmna Goraieb, Owner

**N****NAJEEM CASHEW INDUSTRIES**

Kilikolloor  
Kollam Ia 691 004  
India  
Phone: +91 9847071122  
Fax: 0474 2716478  
Website:  
www.najeemcashews.com  
Email: cashew@rediffmail.com  
Nejimudeen.S Sainulabdeen  
Musaliar, Proprietor

**NATURAL FRUIT CO., LTD.**

179/12 M. 11 T. Nhungtata A.  
Pranburi  
Prachuapkhirikhan 77120  
Thailand  
Phone: [66] 32-622700  
Fax: [66] 32-623257  
Website: www.naturalfruit.co.th  
Email:  
marketing@naturalfruit.co.th  
Rungporn Sutjaritvorakul,  
Marketing Manager

**NECTAR BEE SA**

San Marino 1322  
Montevideo Montevideo 11400  
Uruguay  
Phone: +59891642131  
Website: www.nectarbee.com.uy  
Email: aevia@nectarbee.com.uy  
Alejandro Evia, Director

**NEJAT ATALAN DÄS TIC A.S.**

Nejat Atalan Diş Tic A.Ş, Gazi Paşa  
Mahallesi Gol Sokak No 41 Pancar  
Izmir Na 35875  
Türkiye  
Phone: +905322340529  
Website: www.atalan.com.tr  
Email: ali@atalan.com.tr  
Ali Atalan, President

**NESTOS-AKDENİZ YAS GIDA VE KONS. VE T.**

Hamdibey Beldesi Kurtlar Koyu  
Yenice Canakkale 17550  
Turkey  
Phone: +302310919215  
Email: pavlos@nestos.com  
Pavlos Efstathiadis, Export Manager

**NEWPORT SPA**

Avenida Las Condes 12265, Of. 26  
Santiago Region Metropolitana  
7590948  
Chile  
Phone: +56977574156  
Website: www.newportfood.net  
Email: andres@newportfood.net  
Andres Lizana Zunino, General  
Manager

**NEXCO S.A.**

Viamonte 773 6 B  
Buenos Aires C1053ABO  
Argentina  
Phone: [54] 11-43250215  
Fax: [54] 11-43250218  
Website: www.nexco-sa.com.ar  
Email: nexcosa@infovia.com.ar  
Javier Nascel, President

**NIMBUS FOODS LTD**

The Marian  
Dolgellau Gwynedd LL40 1UU  
United Kingdom  
Phone: +44 1341423050  
Website: www.nimbusfoods.co.uk  
Email:  
jack.proctor@nimbusfoods.co.uk  
Jack Proctor, Commercial Director

**NOVELLA CONSERVE ALIMENTARI**

**S.R.L.**  
Via A. VOLTA 115  
Badia Polesine (Rovigo) 45021  
Italy  
Phone: 0039042551472  
Fax: 00390425590126  
Website: www.novellaconserva.it  
Email:  
bstrenghetto@novellaconserva.it  
Barbara Strenghetto, Sales  
Manager

**NUOVA COOPERATIVA CASEARIA**

**SPILAMBERTESE**  
Via Castelnuovo Rangone 2925/A  
Spilamberto Modena 41057  
Italy  
Phone: 059798759  
Email: spilambertese@legalmail.it  
Giuseppe Fontana

**NUT & DRY FRUIT EXCHANGE (PTY)**

**LTD**  
Portion 54 Of The Farm Alkmaar  
286 JT Schagen 1207  
Nelspruit Mpumalanga 1207  
South Africa  
Phone: +27 (0) 13 733 5034  
Fax: +27 (0) 86 272 1496  
Website:  
www.goldenmacadamias.com  
Email: inge@ndx-sa.com  
Inge Klingenberg, Miss

**NUTMAN GROUP SRL**

Viale Italia 166-168  
Canelli Asti 14053  
Italy  
Phone: 0039/0141835225  
Fax: 0039/0141835240  
Website: www.nutman-group.com  
Email: r.ingrasci@nutman-  
group.com  
Rossana Ingrasci, Mrs.

**O****O. KAVLI AB**

Vasagatan 1  
Eslov Skane Lan [SE-12] SE-124 38  
Sweden  
Phone: 046 8 7270500  
Email: johan.persson@kavli.se  
Johan Persson

**OCEAMIC LAAYOUNE II**

Lot 60, Zone Industrielle, Laayoune  
Port  
El Marsa Laayoune Port 70000  
Morocco  
Phone: +(212)528998374  
Fax: +(212)528998328  
Website: www.oceamic2.com  
Email: abmar3@gmail.com  
Amar Abdelhadi, Director

**OCEAN CANNING CORPORATION**

Unit 304 Jollibee Center  
Condominium  
Pasig City Ncr 1605  
Philippines  
Phone: +632 8 6344665  
Email:  
penny\_ptsinar@oceancanning.com  
Penelope Candelaria Yambao, Vp  
Marketing

**OILSEED, S.R.O.**

Karla Engliše 3219/4  
Praha 5 Praha 5 15000  
Czech Republic  
Phone: +420257320806  
Fax: +420251512757  
Email: zahradvkova@oilseed.cz  
Irena Zahradvkova

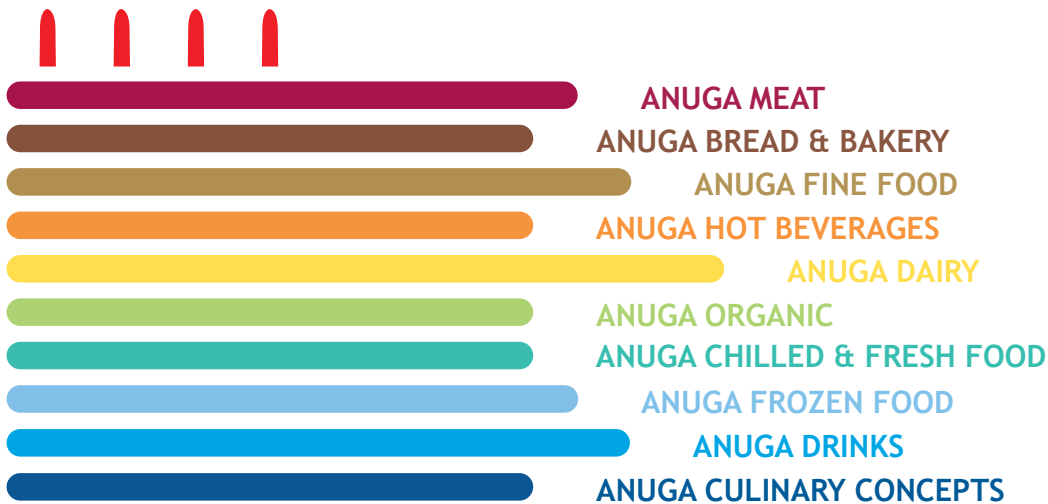
**OLEARIA SCHIRALLI SRL**

Via Piave, N. 4  
Binetto (Ba) 70020  
Italy  
Phone: [39] 080-9924713  
Fax: [39] 080-9924713  
Email: info@crudo.it  
Raffaele Schiralli, Ceo



[www.anuga.com](http://www.anuga.com)

# TASTE THE FUTURE



**YOUR NEXT DATE:**  
**COLOGNE, GERMANY**  
**9.-13. Oct. 2021**

Koelnmesse Inc.  
8770 W. Bryn Mawr Ave.  
Suite 1300  
Chicago, IL 60631  
Tel. +1 (773) 326 9922  
[v.woods@koelnmessenaftha.com](mailto:v.woods@koelnmessenaftha.com)



**OLEIFICIO FABBRI SPA**

V.Le Europa, 33/35  
55013 Lammari-Capannori (Lu)  
Italy  
Phone: [39] 0583-436911  
Fax: [39] 0583-436934  
Email: oliofabbri@oliofabbri.com  
Loriano Fabbri, General Manager

**OLEIFICIO R.M. S.P.A**

Via Delle Piagge 1535  
S. Alessio (Lucca) Lucca 55100  
Italy  
Phone: +39-0583-342611  
Fax: +39-0583-342649  
Website: www.rocchi.it  
Email: l.bosco@oleificiorm.com  
Laura Bosco, Key Account Export  
Department

**OLIVEIRA DO ALENTEJO, LDA**

Rua Do Grivao, Nº 12 B  
Elvas Elvas 7350-076  
Portugal  
Phone: 34 609 572 799  
Email:  
consuelosanchez@fjsanchez.com  
Agustin Sanchez

**OLIVERI EMILIO**

Regione Fontane S6  
Strevi 15019  
Italy  
Phone: 39 0 144 324987  
Fax: 39 0 144 326331  
Email: info@oliveri-piemonte.it  
Emilio Oliveri, Owner

**ONVIT**

Av Sete De Setembro, 758  
Aquiraz Ceara 61700-000  
Brazil  
Phone: +5585988281019  
Website: onvit.com.br  
Email: atendimento@onvit.com.br  
Cleber Vidal Junior, Mr

**ORBE, S.A.**

Poligono Industrial A Reigosa,  
Parcela 3  
Pontecaldeas 36827  
Spain  
Phone: (0034) 986233100  
Fax: (0034) 986230353  
Email: export@orbesa.com  
Juan Jose Vicente Alvarez

**ORKLA CONFECTIONERY & SNACKS**

**FINLAND**  
P.O. Box 3  
40801 Vaajakoski  
Finland  
Phone: +358 20 785 4323  
Fax: [358] 20-785-4244  
Email: tuija.leppanen@orkla.fi  
Tuija Leppanen, Export Manager

**P****P & J APIARIES INC.**

10207-110a Ave.  
Westlock Alberta T7P 0A3  
Canada  
Phone: 1-780-349-6610  
Fax: 1-780-349-6610  
Email: dmeastman@shaw.ca  
Danielle Eastman, Owner

**P. PAVLIDES S.A.**

2nd Km Giannitsa - Edessa Rd  
Giannitsa 58100  
Greece  
Phone: [30] 2382083590  
Fax: [30] 2382022065  
Website: http://www.pavlidess-  
group.gr  
Email: dimitra@pavlidess-group.gr  
Dimitra Christidou, Exports  
Manager

**P.T. COMEXTRA MAJORA**

Jalan Salodong No. 66  
Makassar 90243  
Indonesia  
Phone: [62] 411-510051  
Fax: [62] 411-510017  
Email: comextra@indosat.net.id  
Jimmy Wisan, President Director

**PACIFIC FISHING COMPANY PTE LIMITED**

Beach Street Levuka  
Levuka Eastern  
Fiji  
Phone: 679 3440055  
Fax: 679 3440400  
Email: araj@pafcofiji.com  
Ashok Kumar, Production Manager

**PAGANI INDUSTRIE ALIMENTARI SPA**

Via Fiorbellina 50  
Vimercate Mb 20871  
Italy  
Phone: [39] 039-608-1088  
Fax: [39] 039-608-2745  
Website: http://  
www.tortellinipagani.com  
Email:  
qualita@tortellinipagani.com  
Paolo Pagani, Ceo

**PAGYSA PAMUK GÄ±DA YERLI ÄCERÄNLER TIC VE SAN AÄ**

Sanat Cad. No.45  
Izmir . 35210  
Turkey  
Phone: 00902324410606  
Email: fruits@pagysa.com  
Secil Yesilderya, Trader

**PANAYIOTIS N. KIPRIOTIS**

Arxaia Olympias 15  
Tragano Ilias 27057  
Greece  
Phone: [30] 2623061376  
Fax: [30] 2623061209  
Email: nioniosk@otenet.gr  
Panos Kipriotis, Owner

**PANIKE - INDÄSTRIA DE PRODUTOS**

**ALIMENTARES CONGELADOS, SA**  
Rua De Leandro, Lote 5  
Maia 4425-524  
Portugal  
Phone: +351 910015318  
Fax: +351 229 673 234  
Website: http://panike.pt/?lang=en  
Email: nunocruz@panike.pt  
Nuno Cruz

**PAPRIKA OLEO'S INDIA LIMITED**

3/2325 , Palavanatham  
Palavanatham Tamilnadu 626004  
India  
Phone: +914566291313  
Fax: +914566245904  
Email: paprikaoleos@gmail.com  
Senthilvel Krishnamurthy

**PARADISE INGREDIENTS, S.A.**

Detras Del Parque Industrial  
Guadalupe De Cartago, Cartago  
Costa Rica  
Phone: (506) 2590 2803  
Fax: (506) 2573 7422  
Email:  
eugenia.gonzalez@paradiseingredi-  
ents.com  
Eugenia Gonzalez, Commercial  
Manager

**PARATINI COMERCIO E**

**BENEFICIAMENTO DE FRUTAS LTDA**  
Rodovia Arthur Bernardes Km 14  
No. 6400  
Belem Para 66825-000  
Brazil  
Phone: 5591982643909  
Fax: 5591982643909  
Email: export@paratini.com.br  
Daniel Correa, Commercial Director

**PARMAREGGIO SPA**

Via Rezzola 21  
Sommacampagna Verona 37066  
Italy  
Phone: 0039.045.89.71.810  
Website: www.agriform.it  
Email: m.groh@agriform.it  
Ivano Chezzi, President

**PASCOAL E FILHOS, S.A.**

Apartado 12,  
Gafanha Da Nazarä Ilhavo 3834-  
908  
Portugal  
Phone: 00351 234390290  
Fax: 00351 234390299  
Website: www.pascoal.pt  
Email: ana.portela@pascoal.pt  
Ana Portela

**PASTIFICIO ATTILIO MASTROMAURO**

**PASTA GRANORO S.R.L**  
Strada Provinciale 231 Km. 35100  
Corato (Ba) 70033  
Italy  
Phone: [39] 0808721821  
Fax: [39] 0808722400  
Email: export@granoro.it  
Marina Mastromauro, Sales  
Manager

**PASTIFICIO DE SORTIS SRL**

Via Germania Snc  
Pietragalla Potenza 85016  
Italy  
Phone: 00390971 68012  
Fax: 0039 0971 68014  
Email:  
maria.bochicchio@desortis.com  
Maria Bochicchio De Sortis, Export  
Director

**PATAYA FOOD INDUSTRIES, LTD.**

1011 Supalai Grand Tower, 27th  
Floor  
Bangkok Bangkok 10120  
Thailand  
Phone: 66 2 119 4399  
Fax: 66 2 119 4370  
Website: patayafood.com  
Email: vichit@patayafood.com  
Vichit Anathep, Managing Director

**PENIEL CASHEW COMPANY**

Peniel Cashew Company  
Kollam KERALA  
India  
Phone: 04742416020  
Email: penielcashew@gmail.com  
Job G Oommen

**PERENZIN LATTERIA SRL**

Via Cervano 85  
San Pietro Di Feletto Treviso 31020  
Italia  
Phone: +39043821355  
Fax: +39043821355  
Website: www.perenzin.com  
Email: emanuela@perenzin.com  
Perenzin Emanuela, Chef

**PERMEX PRODUCER & EXPORTER CORP.**

4f Vermont Towers, J. Nakpil St. So.  
Malate, Manila  
Philippines  
Email:  
melanie.tan@permex.com.ph  
Melanie Tan, Qc Manager

**PESQUERA HAYDUK S.A.**

Av, Manuel Olguin 501 Piso 7 Surco  
LIMA 33  
Peru  
Phone: 511 211 2999  
Website: www.hayduk.com.pe  
Email: hdelgado@hayduk.com.pe  
Hendrik Delgado, Chief Of Quality  
Management

**PESQUERA TUBUL S.A.**

Av. Federico Schwager 1109  
Coronel Octava Region  
Chile  
Phone: [56] 412791737  
Fax: +56 412791738  
Email: cguzman@tubul.cl  
Cristan Guzman

**PHILBEST CANNING CORPORATION**

Purok Saydala, Barangay Tambler  
General Santos City 9500  
Philippines  
Phone: 63 83 552 8002  
Fax: 63 83 553 8603  
Email:  
amcabreros@philbest.com.ph  
Annie Cabreros, Avp - Plant  
Operations

**PIETRO ISNARDI SRL.**

Piazza De Amicis 20  
18100 Imperia  
Italy  
Phone: [39] 01837981  
Fax: [39] 0183279719  
Email: export@isnardi.it  
Pietro Isnardi, Owner/Managing  
Director

**PIL ANDINA S.A.**

Av. Blanco Galindo Km. 10,5  
Cochabamba  
Bolivia  
Phone: 591 4 4260164  
Fax: 591 4 4264410  
Email:  
rsaavedra@pilandina.com.bo  
Rodolfo Saavedra, Jefe De Linea Y  
Negocios Internacionales

**PIPERS CRISPS LTD.**

Wellington House, Eisham Wold  
Industrial Estate  
Brigg DN20 0SP  
United Kingdom  
Phone: 44 1652300031  
Email:  
simon.briggs@piperscrisps.com  
Simon Briggs, International Sales  
Manager

**POLENTA VALPADANA S.N.C.**

Viale Industria, 6/A  
Bagnoli Di Sopra Padova 35020  
Italy  
Phone: +390499535256  
Fax: +390499535256  
Website: www.polentavalpadana.it  
Email: info@polentavalpadana.it  
Diego Boaretti, Mr.

**POLSELLI S.P.A.**

Via Casilina Km 112  
Arce Frosinone 03032  
Italy  
Phone: +39 0776 524108  
Fax: +39 0776 524109  
Website: www.polselli.it  
Email: info@polselli.it  
Emiliano Polselli

**PONTI S.P.A.**

Via Prala, 3  
Ghemme Novara 28074  
Italy  
Phone: [39] 0163-844111  
Fax: [39] 0163-841500  
Website: www.ponti.com  
Email: enrico.gazza@ponti.com  
Enrico Gazza, Quality Assurance  
Specialist

**PONTO INTERNATIONAL**

400-319 West Hastings Street  
Vancouver Bc V6B 1H6  
Canada  
Phone: +1 347 741 8222  
Website: www.ponto-  
international.com  
Email: christian@ponto-  
international.com  
Christian Dahm

**PRANAS S.A.**

Vertiz 2967  
(7600) Mar Del Plata Prov. Buenos  
Aires 7600  
Argentina  
Phone: [54] 223 480 5367  
Fax: [54] 223 480 5679  
Website:  
www.conservaspuglisi.com.ar/  
pranas  
Email:  
pranas@conservaspuglisi.com.ar  
Sebastian Greco, President

**PRANBURI HOTEL CO., LTD.**

179/4 Moo 7 T. Nhongtatam  
77120 Prachuapkirikhan  
Thailand  
Phone: [66] 2-316-1281  
Fax: [66] 2-316-1280  
Email: pichai@hotei.co.th  
Pichai Phumphuoung

**PRATIPA CASHEWS**

80a/40, Lakshmi Pathy Nagart  
Panrvti 607106 India  
Phone: [91] 04142-242266  
Fax: [91] 04142-246866  
Website: www.pratipacashews.com  
Email:  
pratipacashews@rediffmail.com  
M Ramakrishnan

**PREPARED SALAD PRODUCTS**

Agios Athanasios  
Xanthi Xanthi GR-67200  
Greece  
Phone: +302310919215  
Email: nestos@nestos.com  
Pavlos Efstathiadis, Export Manager

**PRISCA ALIMENTACAO SA**

Av. Das Industrias, 1  
Trancoso Guarda 6420-231  
Portugal  
Phone: +351271811196  
Fax: +351271812443  
Website: www.casadaprisca.com  
Email:  
manuela.soares@casadaprisca.com  
Manuela Soares, Quality  
Department Engineer

**PROCESADORA DE ALIMENTOS**

**SANTA ISABEL**  
Av. 6 De Agosto S/N  
Ribalalta Bene  
Bolivia  
Phone: (591 - 3) 852 4008  
Fax: (591 - 2) 2281136  
Email: hugorib67@gmail.com  
Hugo Aramayo Vidal, General  
Manager

**PROCHAMP BV**

Laarstraat 2  
Velddriel 5334 Ns  
Netherlands  
Phone: [31] 418 63 7777  
Fax: [31] 418 63 7799  
Website: www.prochamp.nl  
Email: h.peffer@prochamp.nl  
Hetty Peffer, Sales

**PROSESAMO, S.A.**

5a Avenida 16-62, Zona 10 Nivel 9  
Guatemala 01010  
Guatemala  
Phone: 502-242-05510  
Fax: 502-242-05450  
Email:  
rodrigo.riojas@prosesamo.com  
Rodrigo Riojas

**PROVENCE HUILES SA**

25 Avenue De Rome  
Vitrolles 13846  
France  
Phone: (0033)(0)442461107  
Fax: (0033)(0)442793056  
Email:  
m.aidan@provencheuiles.com  
Maurice Aiden, Commercial  
Director

**PT DEHO CANNING CO.**

Jl. Bubutan No. 39  
Surabaya 60174  
Indonesia  
Phone: [62] 31-5312617  
Fax: [62] 31-5312668  
Email: cirapa@rad.net.id  
Ali Wibisono, President Director

**PT MAHALAYA AGRI CORP**

Jl Margomulyo, Pg Angtropolis 46,  
Blok H25-26  
Surabaya Jawa Timur 60183  
Indonesia  
Phone: +623199025297  
Email: trade@mahalayaagri.com  
Soumen Mahanty

**PT REX CANNING**

Jalan Raya Beji Km. 4, No.42,  
Pasuruan, East Java 67154  
Indonesia  
Phone: +62 (343) 656470  
Fax: +62 (343) 656475  
Email: rexfoods@rad.net.id  
Seang Ming Chu, General Manager

**PT SINAR PUREFOODS**

**INTERNATIONAL**  
Jalan Raya Madidir  
Bitung North Sulawesi 95517  
Indonesia  
Phone: +62438 31235  
Fax: +62438 21808  
Website:  
www.ptsinarpurefoods.com  
Email:  
sam.calamba@ptsinarpurefoods.com  
Samuel Calamba Jr, Managing  
Director

**PT. AVILA PRIMA INTRA MAKMUR**

Jl. Paludem 42  
Muncar-Banyuwangi East Java  
68472  
Indonesia  
Phone: +62 333 593476  
Fax: +62 31 5023328  
Website: www.avilaprima.com  
Email: aviprima@gmail.com  
Sutjianto Kusuma, Mr

**PT. INNI PIONEER FOOD INDUSTRY**

Ds. Gintung Kerta  
Jawa Barat 41371  
Indonesia  
Phone: [62] 2145846826  
Fax: [62] 2145840455  
Email: innipfi@gmail.com  
Evi Monika, Manager

**PT. PAHALA BAHARI NUSANTARA**

Jalan Pinangxia 2 No. 8  
Jakarta Barat Jakarta Raya 11110  
Indonesia  
Phone: 62 21 6266612  
Website: www.pbn.co.id  
Email: yulius@pbn.co.id  
Yulius Liu, Mr

**PT. PAHALA SAMUDERA FISHERY INDUSTRIES**

Komplek Duta Merlin  
Dki Jakarta Jakarta Pusat 10130  
Indonesia  
Phone: +62 21 6901639  
Fax: +62 21 6258766  
Email: ypw@pbn.co.id  
Yulius Liu, Sales And Marketing  
Manager

**PT. RD PACIFIC INTERNATIONAL**

Jalan Raya Manado - Bitung, Kel.  
Paceda  
Bitung Sulawesi Utara 95517  
Indonesia  
Phone: (62) 438 - 34032  
Fax: (62) 438 - 34032  
Email: caciocon@rdpacific.co.id  
Cristina Ciocon, Manufacturing  
Manager

**PT. SAMUDRA MANDIRI SENTOSA**

Jl. Wolter Monginsidi Km 5,  
Wangurer  
Bitung Sulawesi Utara 95541  
Indonesia  
Phone: 62-438-21888  
Fax: 62-438-30088  
Website: ptsam.com  
Email: ssaptono\_sms@yahoo.com  
Sigit Saptono, General Manager

**PT. SURYAJAYA ABADIPERKASA**

Jl. Raya Surabaya - Probolinggo Km.  
90  
Probolinggo East Java 67251  
Indonesia  
Phone: [62] 335-421172  
Fax: [62] 335-424144  
Email: suryajaya@sjapmail.co.id  
Cipto Santosa, Director

**PULAU SAMBU SINGAPORE PTE LTD**

19 Tanglin Road Unit #11-01/02  
Singapore Singapore 247909  
Singapore  
Phone: 65 67347138  
Fax: 65 67348601  
Website: http://  
www.sambugroup.com/  
Email: dennis-koh@sambu.com.sg  
Dennis Koh, Trading Manager

**PVG HELLAS S.A.**

Platikampos  
Larissa Thessalia 41500  
Greece  
Phone: 0030 2413017487  
Fax: 0030 2413017486  
Email: info@pvghellas.com  
Vassilios Diamantis, President Of  
Board

**Q****QINGCHENG JIAHUI FOOD CO.,LTD.**

Yima Industrial Zone, Qingcheng  
County  
Qingyang Gansu 745000  
中国  
Phone: 09318866309  
Email: 121969952@qq.com  
Ai Feng Zhang

**QUALITY AGRI PRODUCTS COMPANY**

3/328/2 Ramasampuram,  
Aruppukottai Taluk Tamilnadu  
626004  
India  
Phone: 914562281604  
Fax: 914562281606  
Email:  
qualityagroproductscompany@gma  
il.com  
Sundar Jaganathan

**QUILON FOODS PRIVATE LIMITED**

P.B. No. 305  
Quilon-691 001, Kerala  
India  
Phone: [91] 474-276-8701  
Fax: [91] 474-274-1766  
Website:  
www.cashewingredients.com  
Email: exim@quilonfoods.com  
Parameswaran Bharathan,  
Managing Director

**QUILON SPECIALITY FOODS VIETNAM CO. LTD.**

Lot No. L1, Road No. N4  
Tan Phu Town Dong Phu District,  
Binh Phuoc Province  
Vietnam  
Phone: 0084 0651 3896525  
Fax: 0084 651 3896525  
Email: ppjohny@qsf-vn.com  
Johny Paul, Senior Manager

**R****R S CANNERY CO., LTD.**

255/1 Industrial Soi 3  
Samutprakarn 10280  
Thailand  
Phone: [66] 2-709-6655  
Fax: [66] 2-709-6627  
Email: sarin@rscannery.com  
Lynn Sarin, Commercial Manager

**R.S. TINSLEY (LIVERPOOL) LTD.**

2nd Floor, Cunard Bldg,  
Liverpool Merseyside L3 1DS  
United Kingdom  
Phone: 441512360797  
Fax: 441512364556  
Email: rstinut@aol.com  
Rob Tinsley

**RAJA REMPAH MAS, PT**

Komplek Ruko Surya Inti Pertama li  
Blok C 16-17  
Surabaya Java  
Indonesia  
Phone: +62816794797  
Email: elly\_lissan@hotmail.com  
Elly Lissan, Ms

**RAJKUMAR IMPEX (P) LTD./****RAJKUMAR CASHEW INDIA PVT LTD.**

4th Floor, No.119 St Mary's Road,  
Abhirampuram Chennai 600018  
India  
Phone: 91 98402 91970  
Fax: [91] 44-2461-6540  
Website: www.rajkumarimpe.in  
Email:  
thiyagarajasundaram.d@intersnack  
rajkumar.co.in  
Mr D Thiyagarajasundaram  
Thiyagarajasundaram

**RAMIREZ & CA. (FILHOS), S.A.**

Rua Do Passadouro, 135  
Lavra Matosinhos 4455-180  
Portugal  
Phone: (+351) 22 999 7878  
Fax: (+351) 22 999 7879  
Website: www.ramirez.pt  
Email: ramirez@ramirez.pt  
Manuel Ramirez, President

**RD TUNA CANNERS LTD.**

Rd Fishing Png Ltd.  
Madang 511  
Papua New Guinea  
Phone: 675 423 3144  
Fax: 675 423 3158  
Email:  
operations.head@rdtunacanners.c  
om  
Perfecto Rumbaoa, Avp-Operations  
Head

**REGIN EXPORTS**

18-69/18 - 45b, Aluvilai  
Thickanam Code.P.O Tamil Nadu  
629 804  
India  
Phone: 04651 - 249783  
Email: evershine1935@gmail.com  
Anichandrakala Thankappan,  
Proprietress

**RELIABLE CASHEW COMPANY PVT. LTD.**

Plot No. 429, Road No. 10,  
Baikampady Industrial Area  
Mangalore Karnataka 575011  
India  
Phone: +919731777321  
Fax: +918242406972  
Email:  
ramkumar@reliablecashew.com  
Ram Kumar

**RENUKA AGRI FOODS PLC**

No. 69, Sri Jinaratana Road  
Colombo 02  
Sri Lanka  
Phone: 94 11 2314750  
Email:  
sidanthak@renukagroup.com  
Kalum Kads

**RESIBRAS INDUSTRIA DE CASTANHAS LTDA**

Rua 20 De Janeiro, 1615 - Barra Do  
Ceara  
Fortaleza Ceara 60.331-200  
Brazil  
Phone: [55] 85-3288 7513  
Fax: [55] 85-3282 1678  
Website: www.resibras.com.br  
Email: lilian@resibras.com.br  
Lilian Moura, Export Manager

**RIBEREBRO INTEGRAL S.A.U.**

Pol. Ind. La Llanada  
Alfaro La Rioja 26540  
Spain  
Phone: 00-34-941-17-11-50  
Fax: 00-34-941-17-11-53  
Website: www.riberebro.com  
Email: m.miner@riberebro.com  
Mayte Miner, Food Safety And  
Quality Director

**RICHMOND HONEY FARMS**

Nw 14-7-13 W1  
Cypress River Manitoba R0K 0P0  
Canada  
Phone: 204-526-5402  
Fax: 204-743-2373  
Email: brennrch@live.com  
Brennen Richmond, Owner

**RISPOLI LUIGI & C. SRL**

Via Mazzini 3 Borgo Carillia  
Altavilla Silentina Salerno 84023  
Italy  
Phone: +39828987038  
Fax: +39828987314  
Website: www.conserverispoli.it  
Email: info@conserverispoli.it  
Carmela Palumbo, Administrator

**RIVERCREST HONEY FARM**

Site 170 Box 10 Rr#1  
Brandon Manitoba R7A 5Y1  
Canada  
Phone: 204 724 2373  
Email: willmarthoney@gmail.com  
Will Clark, President

**ROODENRIJS KAASTABLETTEEN INDUSTRIE 'ROKA' B.V.**

Revisieweg 8  
Emmeloord Flevoland 8304BE  
Netherlands  
Phone: [31] 527-617755  
Email:  
h.meun@cheesecrispies.com  
Hessel Meun

**RWANDA NUT COMPANY LTD.**

Market Avenue, Kabuga Town,  
Kigali 2735  
Rwanda  
Phone: +250 787 888 767  
Fax: +81 3 5766 7897  
Email:  
momoko.harada@rwandanuts.com  
Momoko Harada

**S****SABIRLAR FINDIK IHRACAT LTD. STI**

Pazarkapi Mah Kalkano?Lu Cad. No.  
34  
Trabzon Merkez 61040  
Turkey  
Phone: 05323146699  
Fax: 904622725500  
Website: www.sabirhazelnut.com.tr  
Email: hsabir@sabirhazelnut.com.tr  
Hasan Osman Sabir, Mr.

**SACCONI AGROINDUSTRIAL COMERCIO E EXPORTACAO LTDA**

Rod. Br/Es 381, Km 28  
Sao Mateus Espirito Santo 29947-  
010 Brazil  
Phone: +55 27 99899-9100  
Fax: +55 27 3771-9222  
Website:  
www.sacsonipimentas.com  
Email: samac@samac.com.br  
Wesley Bonomo, Export Director

**SAGUI INDUSTRIA E COMERCIO DE ALIMENTOS LTDA**

Conjunto Jardim Sideral, Rua Sao  
Pedro # 50  
Belem Para 66050-020  
Brazil  
Phone: 55 91 32262279  
Fax: 55 91 32951788  
Email:  
ronaldasantos\_459@yahoo.com.br  
Ronaldo De Oliveira Santos, Seller

**SALICA DEL ECUADOR S.A.**

Nery Chalen Solar 1-2 Y Ficus  
Posorja Guayas EC090156  
Ecuador  
Phone: 593 4 600 6990  
Fax: 593 4 600 6990  
Email:  
jparra@salicadelecuador.com.ec  
Juan Parra, Operation Manager

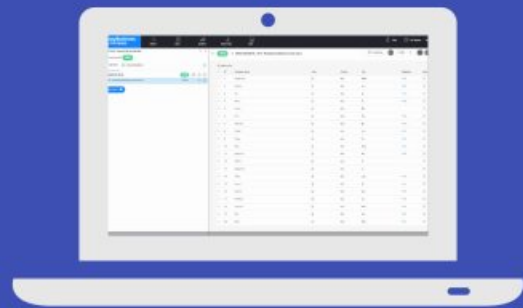
**KOMPASS**  
Your route to business worldwide

**BOOSTER SEO**  
advertise on Kompass in 26 languages



**PHONE:** (609) 785-5986  
**CONTACT@KOMPASS-USA.COM**

**Details at**  
<https://us.kompass.com/>



## EASYBUSINESS

### B2B SALES PROSPECTING

- Over **43 million** B2B companies
- 60 Search Criteria
- Over **43 million** executive contacts
- Contact prospects directly by email/phone



## KOMPASS PUBLIC TENDERS

- More than 50,000 Tenders added everyday
- More than 190 Countries
- 145 identified languages
- Collaborate with other companies

**SAN CARLO EUROPE**

Via F. Turati, 29  
20121 Milano  
Italy  
Phone: 39-02-6265394  
Fax: 39-02-6551139  
Website: www.sancarlo.it  
Email: v.maglio@unichips.com  
Valentina Maglio

**SANGENIS I VAQUE, S.L.**

Pl. Catalunya, 3  
Porrera 43739 (Tarragona)  
Spain  
Phone: [34] 977-828238  
Fax: [34] 977-828068  
Email: celler@sangenisivaque.com  
Conxita Vaque, Manager

**SANTE GIDA SAN. VE TIC. A.S.**

Bozyurt Mah.  
Nazilli Aydin 09800  
Türkiye  
Phone: 0090 256 326 0033  
Fax: 0090 256 326 0099  
Website: www.santegida.com  
Email: ok@ogz.me  
Murat Aksuyek, Managing Director

**SAOR ITALIA SRL**

Via Mazzini, 4/9  
10073 Cirie (To)  
Italy  
Phone: [39] 011.921.1444  
Fax: [39] 011.921.0089  
Email: saor@saorsrl.com  
Rocco Crisara, General Manager

**SARI SEGAR HUSADA, PT**

Wisma Budi, Jin.Hr.Rasuna Said Kav  
C6  
Jakarta 12940  
Indonesia  
Phone: [62] 21 5213383  
Fax: [62] 21 5262971  
Email:  
ssh.marketing@sungaibudi.com  
Indra Satiragani, Marketing  
Manager

**SCELTA MUSHROOMS BV**

Heymansstraat 35  
5927 Np Venlo Limburg  
Netherlands  
Phone: +31 77 3241020  
Website:  
www.sceltamushrooms.com  
Email:  
julesklerken@sceltamushrooms.co  
m  
Jules Klerken, Commercial Project  
Manager

**SEABEST FOOD AND BEVERAGE CORPORATION**

Rd City Central Business District,  
Silway - 7  
General Santos City South Cotabato  
9504  
Philippines  
Phone: 083-878-1133  
Fax: 083-878-2233  
Email: iscahayag@seabest.com.ph  
Irish Cahayag

**SEATRADE CANNING CORPORATION**

Brgy. Cabu, Tاملبر  
General Santos City 9500  
Philippines  
Phone: 63 83 5543355  
Fax: 63 83 5543352  
Email:  
d.bretania@seatradecanning.com  
Dennis Bretania

**SECOND HOUSE PRODUCTS**

Mazraat Yachouh Industrial Zone  
Mazraat Yacouh Mount Of Lebanon  
961  
Lebanon  
Phone: 009614915391  
Fax: 009614930235  
Website:  
www.secondhouseprod.com/  
www.trulyphoenician.com  
Email: qa@secondhouseprod.com  
Joyce Rizk Maksoud, Export  
Manager/Quality

**SEIGNEMARTIN SAS**

350 Rue De La Gelinotte  
Nantua Rhone Alpes 01130  
France  
Phone: 00 33 (0)4 74 75 51 64  
Website: www.comte-  
seignemartin.fr  
Email: seignemartin@orange.fr  
Isabelle Seignemartin, Ceo

**SENTAS A.S.**

Ege Caddesi No.34  
Izmir Izmir 35414  
Turkey  
Phone: +90 232 281 33 43  
Email: export@sentas.com.tr  
Gurcan Sen, Sales Manager

**SGAMBARO S.P.A.**

Via Chioggia 11/A  
Castello Di Godego Treviso 31030  
Italy  
Phone: +390423760007  
Fax: +390423760101  
Email:  
martina.durighello@sgambaro.it  
Federico Gris, Export Manager

**SHAANXI XIANYANG CHUNHUA ZHONGFU INDUSTRIAL CO.,LTD.**

Longwu Village, Beiguan,  
Xianyang Shaanxi 711200  
China  
Phone: +86 18629019888  
Fax: +86 29 32772420  
Email: renfang@juice2u.cn  
Fang Ren, Sales

**SHAFAER-HAGGART LTD**

1100 Melville Street, Suite 938  
Vancouver British Columbia V6E  
4A6  
Canada  
Phone: 604 669-5512  
Fax: 604 669-9554  
Website: www.shafer-haggart.com  
Email: jyap@shafer-haggart.com  
Joselyn Yap, Quality Systems  
Manager

**SHANTI AGRO INDUSTRIES**

Sur No. 181, H.No. 470 A&B  
Dodamarg Maharashtra 416512  
India  
Phone: +91 832 2318474  
Fax: +91 832 2343613  
Email: info@shanticashew.com  
Shanti Kamath, Partner

**SHANXI XUANFULIN FOOD CO.,LTD.**

East Of Jiazhuang Village (300  
Meters West Of National Highway  
209),Beijing Township,Linyi County  
Yuncheng City Shanxi Province  
China  
Phone: 0086 139 53519163  
Email: bobsun@eversun-food.com  
Bob Sun, President

**SHERIFF DEWJI & SONS LTD**

Plot 14, Goliendoi Road  
Arusha Arusha  
Tanzania  
Phone: +255272503671  
Fax: +255278295  
Email: sds@cybernet.co.tz  
Tahseel Sheriff, Director

**SHINJIN MOOLSAN CO. LTD.**

41, Bongseong 1-Gil  
Haman-Gun Gyeongsangnam-Do  
South Korea  
Phone: [82] 55-583-3991  
Fax: [82] 55-583-5693  
Email: shinjin@shinjin-ms.com  
Young-Oh Hur

**SHUNDA FOOD COMPANY LIMITED**

Suite B806 Mingshi International  
Dalian 116001 Liaoning Province  
116001  
China  
Phone: [86] 411 82710859  
Fax: 0086 411 39887659  
Email: sandylizhyr@hotmail.com  
Li Shuyu, Executive Director

**SIAM ALOE VERA ( 2005 ) CO.,LTD.**

179/13 M.11 T.Nhongtatam  
A.Pranburi  
Pranburi 77120  
Thailand  
Phone: + 66 (0) 32544625-28  
Email:  
marketing@siamalovera.co.th  
Wirach Piyapornphaiboon

**SIAM INTERNATIONALFOOD CO.,LTD.**

88 Moo.10 T.Natab  
Chana Songkhla 90130  
Thailand  
Phone: (+66) (0) 74-803168  
Fax: (+66)(0) 74-803168 #880-1  
Website: www.sif.co.th  
Email: wamongkon\_qa@sif.co.th  
Mr.Wamongkon Ongkariyapong,  
Technical Manager

**SINDICAJU**

Av. Barao De Studart, 2360  
Fortaleza Ceara 60120-002  
Brazil  
Phone: [55] 853-2467062  
Fax: [55] 853-2460497  
Website: www.sindicaju.org.br  
Email: sindicaju@sindicaju.org.br  
Francisco Assis Neto, President

**SIOURAS A.S.**

A Industrial Area  
Volos 38500  
Greece  
Phone: [30] 242-109-1400  
Fax: [30] 242-1091410  
Email: siourasv@otenet.gr  
Harris Siouras, Qa Manager

**SMILE HAPPY CO.,LTD.**

No.212, Building (B), Room (201),  
Shwegondaing Tower, Bahan T/S  
Yangon Yangon 11201  
Myanmar  
Phone: 951-558698  
Fax: 951-559074  
Website:  
www.smilehappymyanmar.com  
Email: akhtwe@gmail.com  
Aung Khaing Htwe, Managing  
Director

**SOC. COOP. CHAMPINTER**

Ctra. Cenizate Km, 1  
Villamalea Albacete 02270  
Spain  
Phone: 967483141  
Fax: 967472194  
Website: www.champinter.com  
Email:  
comercialventas@champinter.com  
Eduardo Martinez Jimenez

**SOCIEDAD AGRICOLA INDUSTRIAL**

**BLACUTT HNOS. SRL**  
Calle Almirante Grau #448  
La Paz  
Bolivia  
Phone: [591] 3-852-2900  
Fax: [591] 3-852-3593  
Email: omarnvr@entelnet.bo  
Victor Llano

**SOPRAL**

B.P. 406, Tamatave  
0501 Toamasina  
Madagascar  
Phone: 261 20 53 968 80  
Fax: 261 20 53 968 80  
Email: sopralinfo@moov.mg  
Georges Geeraerts

**SOPRIMEX**

6, Rue D'oued Zem  
20070 Casablanca  
Morocco  
Phone: [212] 522 27 51 14  
Fax: [212] 522 20 16 42  
Email: soprimex@soprimex.ma  
Patrick Benchimol, Administrator



**SOSEGA NIGERIA FZE**

Plot F1, Calabar Free Trade Zone,  
Calabar  
Calabar Cross River 540281  
Nigeria  
Phone: +2348038462649  
Website: www.soseganigeria.com  
Email:  
sosegafreetradezone@gmail.com  
Mbe Agbor, Mr.

**SOUTH ATLANTIC CAPITAL S.A.**

Estrada Marginal Norte  
Peniche 2520-605  
Portugal  
Phone: +351262241520  
Email:  
mario.araujo@southatlantic.pt  
Mario Araujo

**SOUTH INDIA SPICES TRADING COMPANY**

15/1 Perali Road  
Virudhunagar Tamilnadu 626001  
India  
Phone: +914562244714  
Email:  
southindiaspices trading@gmail.com  
Murugan A.P, Mr

**SOUTH KERALA CASHEW EXPORTERS**

Kilikolloor P.O.  
Kollam 4, Kerala Kerala 691004  
India  
Phone: [91] 474-2712811  
Fax: [91] 474-2710280  
Email: skcesalam@gmail.com  
A A Salam, Proprietor

**SOUTH SEAS TUNA CORPORATION**

1 Wharf Road  
Wewak East Sepik Province  
Papua New Guinea  
Phone: 6754561766  
Fax: 6754561765  
Website: www.southseastuna.com  
Email: dorku@southseastuna.com  
Thomas Dorku, General Manager

**SOUTHERN CASHEW EXPORTERS**

Chandanathope  
Kollam Kerala 691014  
India  
Phone: 04742710403  
Fax: 04742710474  
Website:  
www.southern cashew.com  
Email: southern cashew@live.com  
Shamsudeen M

**SOUTHLAND GLOBAL AGRICULTURE (SG AGRO )**

06 Bp 6063 Abidjan 06 06 Bp 6063  
Abidjan 06  
Marcory-Zone 4 Abidjan +225  
Ivory Cost  
Phone: +22544108453  
Email: ouatabou80@yahoo.fr  
Abou Ouattara

**SPAROS LDA**

Area Empresarial De Marim Lt C  
Olhao Algarve 8700-221  
Portugal  
Phone: 00351289435145  
Fax: 00351289715729  
Website: www.sparos.pt  
Email: sparos@sparos.pt  
Wilson Pinto

**SPICE TILLERS AND COMPANY**

31 Perali Road  
Virudhunagar Tamilnadu 626001  
India  
Phone: +91914562244714  
Email:  
spicetillersandco@gmail.com  
Ganesh Paramasivam, Partner

**SPICES EXPORT COMPANY**

33 M.C.Chidambara Nadar Street  
Virudhunagar Tamilnadu 626001  
India  
Phone: 04562242094  
Fax: 04562242094  
Email: spicesexportco@gmail.com  
Ganesh Paramasivam

**SREE DEVI CASHEW INDUSTRIES**

Mudar  
Karkala Taluk 574122  
India  
Phone: +91 9845281933  
Email: info@sridevicashews.com  
Ganesh Kamath, Managing Partner

**ST. GEORGE FOODS**

Puthoor P.O.  
Kollam 691507  
India  
Phone: 914742418078  
Email: stgeorgefoods@yahoo.com  
Jobson G Varghese, Mr.

**ST.GREGORIOS CASHEW INDUSTRIES, PUTHOOR**

Mount Carmel House, Puthoor.  
Kollam Kerala 691 507  
India  
Phone: 0474  
Fax: 0474 2415737  
Email:  
stgregorioscashew@gmail.com  
Johnson G Oommen, Proprietor

**ST.PAULS CASHEW FACTORY**

Puthoor P.O.  
Kollam Kerala 691 507  
India  
Phone: +91-474-2419298  
Fax: +91-474-2415898  
Website: www.stpaulscashew.com  
Email: stpaulscashew@gmail.com  
James Oommen, Proprietor

**STABILIMENTI TORRE SRL**

Piazza Iv Novembre, 7  
Milano 20124  
Italy  
Phone: [39] 0185-356309  
Fax: [39] 0185-358558  
Email: purchasing-  
sales@stabilimentitorre.it  
Luciano Torre

**SUD ITALIA ALIMENTARI SRL**

S.P. 231 Km. 31,500  
Corato Bari 70033  
Italy  
Phone: +39.080.8983849  
Fax: +39.080.8983882  
Website: www.oliosuditalia.it  
Email: info@oliosuditalia.it  
Giovanni Cassetta, Mr.

**SUN RIVER HONEY INC.**

Po Box 105  
Grandora Sk S0K 1V0  
Canada  
Phone: 1-306-292-7612  
Website: www.sunriverhoney.com  
Email: aaron@sunriverhoney.com  
Aaron Comerford, President

**SUNDER ORGANIK GIDA SANAYI VE TIC. LTD. STI.**

Ibni Melek Mah. Tire OSB Yol 4 Sok  
No 17 Tire  
Izmir Tire 35900  
Türkiye  
Phone: [90] 232-5135150  
Fax: [90] 232-5135151  
Website: www.sunder.com.tr  
Email: sunder@sunder.com.tr  
Yavuz Suner, General Manager

**SUOMEN SILLIKONTTORI OY**

Kalasadamantie 2  
Uusikaupunki Etela-Suomen Laani  
23500  
Suomi  
Phone: +358503424603  
Email: anu.johansson@netfood.fi  
Anu Johansson, Quality Manager

**SUPERSTAR COCONUT PRODUCTS CO., INC.**

Bo. Malabanban  
Candelaria, Quezon  
Philippines  
Phone: [63] 42-585-4881  
Fax: [63] 42-585-8688  
Email:  
sales@superstarcoconut.com  
Carlos Licup, President/Ceo

**SUPREME CASHEW INDUSTRIES**

Pallihottam  
Kollam Kerala 691006  
India  
Phone: 091 474 2741823  
Email: hamsaabdul@gmail.com  
Hamsa Abdul Rehuman Kunju,  
Managing Partner

**SYNERGY SYSTEMS**

Os49, Iv Floor, Gcda Complex  
Cochin-682 031 Kerala  
India  
Phone: +91 9895054410  
Website: http://  
synergyquality.com/  
Email: synergee95@gmail.com  
Dr. B. Jacob

**T****T. & C. S.R.L.**

Via Pole, 26/A  
61041 Acqualagna (Pu)  
Italy  
Phone: [39] 0721799065  
Fax: [39] 0721797259  
Website: www.truffle.it  
Email: info@truffle.it  
Thomas Clementi, Owner

**TADIMDA GIDA SANAYI A.S.**

Ataturk Cd No 384  
Izmir Izmir 35300  
Turkey  
Phone: 00902324630858  
Website: www.zumdieck.com.tr  
Email:  
bilgenozbay@zumdieck.com.tr  
Bilgen Seven, Export Supervisor

**TAMEFIELD WAREHOUSING & DISTRIBUTION**

35 Automatic Rd  
Brampton Ontario L6S6C9  
Canada  
Phone: 905-792-7005  
Fax: 905-792-2341  
Website: www.tamefield.com  
Email: maryann@yorktrans-  
worldwide.com  
Mary-Ann Blane, General Manager

**TARIS FIGS AGRICULTURAL SALES COOPERATIVES UNION**

Gazi Bulvari Vural Is Merkezi  
Cankaya Izmir 35210  
Turkey  
Phone: +90 232 445 5588  
Fax: +90 232 445 5110  
Website: www.tarisincir.com  
Email: bustay@tarisincir.com.tr  
Behcet Ustay, Export Vice Manager

**TASTY NUT INDUSTRIES**

K.P. Road, Kilikolloor P.O.  
Kollam-691 004, Kerala  
India  
Phone: [91] 474 2715332  
Fax: [91] 474 2712203  
Email: nowfal@tastynut.in  
S. Nowfal, Managing Partner

**TEMEL GIDA VE TOPRAK URUNLERI SAN. TIC.**

Temel Gida Ve Toprak Urunleri San  
Ve Dis Tic. Ltd. Sti.  
Manisa Manisa 45870  
Turkey  
Phone: 00902363775404  
Fax: 00902363775094  
Website: www.temelgida.com.tr  
Email: secil.yesilderya@pagysa.com  
Melih Temel, Owner

**THANH THOM PROD. TRADING IMP & EXP CO. LTD.**

Binh Nghia Hamlet, Binh Tan Ward,  
Bac Binh District, Binh Thuan  
Province, Vietnam  
Ho Chi Minh Binh Duong 0084-  
6503796320  
Vietnam  
Phone: 0084-6503796320  
Fax: 0084-6503796320  
Website: www.thanhthom.com  
Email: trongchinhiso@gmail.com  
Cao Trong Chinh, Vice Director

**THE GB FOODS SA**

Placa Europa 42  
Barcelona 08902  
Spain  
Phone: [34] 93-364-2334  
Fax: [34] 93-364-2493  
Email: fcruz@thegbfoods.com  
Francisco Cruz

**THE RAISIN COMPANY (PTY) LTD.**

Noagspaal  
Marchand 8873  
South Africa  
Phone: [27] 544410200  
Fax: [27] 544410014  
Website: www.the-raisin-  
company.com  
Email: klink\_uk@btconnect.com  
Edwin Klinkenberg, Managing  
Director

**TORREFAZIONE LUCCHESI DEL CAFFÈ SRL**

Via Delle Piagge, 1535  
S.Alessio - Lucca 55100  
Italy  
Phone: 0039 0583 342620  
Fax: 0039 0583 331964  
Website: www.caffeincas.com  
Email: francesca@caffeincas.com  
Francesca Lenci

**TOSCHI VIGNOLA**

Via Genova 244  
Savignano Sul Panaro Modena  
41056  
Italy  
Phone: 39059768711  
Fax: 39059772591  
Email: stoschi@toschi.it  
Stefano Toschi, Export Manager

**TRADOR S. A.**

Pringles Y Calle 21  
Bowen Mendoza 5634  
Argentina  
Phone: +54 2625 480174  
Fax: +54 2625 480447 / 480174  
Website: www.cimafu.com  
Email: cponce@cimafu.com  
Carlos Ponce, Mr

**TRIBECA AGROINDUSTRIAL E COMERCIAL LTDA**

Estrada Piraã Pinheiral Km 10,5  
Piraã Rj 27175-000  
Brazil  
Phone: 552433331186  
Fax: 552433331144  
Website: www.tribeca.agr.br  
Email: rpicard@simab.com.br  
Ricardo Picard

**TROPICAL FOOD INDUSTRIES CO., LTD**

221 Soi Pattanakarn 53, Suanlaung,  
Suanluang Bangkok 10250  
Thailand  
Phone: +6623220242  
Fax: +6623211734  
Website: www.trofco.com  
Email: info@trofco.com  
Somkuan Ittiritkun

**TRUNG HIEU AGRICULTURAL PRODUCTS COMPANY LIMITED**

Tan Thanh Hamlet, Quang Thanh  
Ward, Chau Duc District  
Ba Ria - Vung Tau Province Brvt  
791000  
Vietnam  
Phone: +84399999407  
Website: trunghieucashew.com  
Email:  
vubac@trunghieucashew.com  
Bac Vu Trung

**TSOUDEROS LTD**

Asomatos  
Rethymnon Ag Vasiliou 74060  
Greece  
Phone: 00302831031456  
Website: www.laditsouderos.gr  
Email: katerina@laditsouderos.gr  
Catherine Papaioannou, Sales  
Director

**U****U&S UNISMACK S.A.**

Industrial Area Of Kiekis  
Kiekis 61100  
Greece  
Phone: 30 23410 71195  
Fax: 30 23410 71196  
Email: a.petsa@unismack.gr  
Angeliki Petsa, Exports Manager

**UGS URLA GIDA VE TARIM URUNLERI SAN. TIC. LTD.**

Itob Organize Sanayi Bolgesi 10001  
Sok.No:9  
Izmir 35477  
Turkey  
Phone: [90] 2327990085  
Fax: [90] 2327990086  
Website: www.ugsolives.com  
Email: erol@ugsolives.com  
Erol Avni Bozkurt, Ceo

**UKRAINIAN SOCIETY OF HONEY LTD**

19, Oleksiyenka Str.  
V. Kadomka, Kagarluk Dist. Kyivska  
Area 09253 Ukraine  
Phone: +380 0988 841888  
Fax: +380 44337 3682  
Website: www.uahoney.com  
Email: info@uahoney.com  
Vladimir Kapliencko

**UNICORD PUBLIC COMPANY LIMITED**

56/5 Mu.3, Soi Watsrimueng  
Samut Sakhon 74000  
Thailand  
Phone: [66] 34-831218  
Fax: [66] 34-831218  
Email: f\_zero@seavaluegroup.com  
Nichana Morakul, Vice President

**UNILEVER UK LTD.**

Accounts Payable(Leatherhead  
Office)  
Stone Stone Business Park Staffs  
ST15 OSR  
United Kingdom  
Phone: 353 1 291 4388  
Fax: 353 1 353 1291  
Email:  
aoife.osullivan@unilever.com  
Aoife O'sullivan, Regional Customer  
Manager

**UNITY FOOD CO., LTD.**

427/1, Chinwong Food Bldg., Rama  
2 Road  
Bangkok 10150 Thailand  
Phone: [662] 8400056-58  
Fax: [662] 8400060  
Email: utf@unityfood.com  
Poovanai Pravitranggura, Deputy  
Managing Director

**UNSOY FOOD INDUSTRIES INC.**

Asagi Cobanisa  
Merkez Manisa 45060  
Turkey  
Phone: +90 236 256 59 86  
Fax: +90 236 256 59 90  
Website: www.unsoyfood.com  
Email:  
gulsumaloglu@unsoyfood.com  
Gulsum Aloglu Anginer, Sales And  
Marketing Manager

**URIMPEX S.A.**

Gral Pacheco 1123/25  
Montevideo  
Uruguay  
Phone: 59 82 92 43 249  
Fax: 59 82 92 43 275  
Email: urimpex@adinet.com.uy  
Jean-Christophe L'heritier

**USIBRAS-USINA BRASILEIRA DE OLEOS E CASTANHA LTDA**

Avenida Wilson Rosado 2580  
Mossoro Rio Grande Do Norte  
59607-041  
Brazil  
Phone: [55] 84-3318-2600  
Fax: [55] 84-3318-2399  
Email:  
adenilta.abreu@dunorte.com  
Francisco Neto, President

**V****VALENCY AGRO NIGERIA LTD**

Along Unity Estate Road, Off Lagos-  
Ibadan Express Way Ibafo, Ogun  
State, Nigeria  
Lagos Ogun 110106  
Nigeria  
Phone: +234 9070060309  
Email:  
accounts.ng@valencyinternational.  
com  
Pankaj Adhikari, Head Finance

**VALENCY INTERNATIONAL TRADING VIETNAM CO LTD**

C9 Lot, Road No. 14, Hiep Phuoc  
Industrial Park,  
Hochiminh Hochiminh 708500  
Vietnam  
Phone: +84 909111629  
Fax: +84 8 37818398  
Website:  
www.valencyinternational.com  
Email:  
tuyet@valencyinternational.com  
Tuyet Nguyen, Manager

**VALEO FOODS**

79 Broomhill Road  
Dublin 24  
Ireland  
Phone: +353 86 027 3275  
Website: www.valeofoods.ie  
Email: gary.neville@valeofoods.ie  
Gary Neville, Export Manager

**VALGOSA S.L.**

C/ Montserrat Roig, 9  
Hospitalet De Llobregat Barcelona  
08908  
Spain  
Phone: +34 932 120 422  
Fax: +34 932 120 422  
Website: www.valgosa.com  
Email: info@valgosa.com  
Isabel Gonzalez Silvestre, Managing  
Director

**VESTA TARIM URUNLERI A.S.**

Armutlu Sanayi Cad. No 88  
Izmir Izmir 35737  
Turkey  
Phone: +902328867777  
Fax: +902328867757  
Website: www.vestafruits.com  
Email: info@vestafruits.com  
Rosalie Dragonetti, Export Dirctor

**VESTKORN MILLING AS**

Kvernveien 62  
Tau 4120  
Norway  
Phone: +47 51740300  
Fax: +47 51740318  
Website: www.vestkorn.no  
Email: aslak.lie@vestkorn.no  
Aslak Lie, Owner

**VI.SA. SRL**

Via F.Lli Buscetto 46/50  
Nocera Inferiore Salerno 84014  
Italy  
Phone: 39 081 924445  
Fax: 39 081 924445  
Website: www.aromi.it  
Email: export@aromi.it  
Salvatore Vicidomini, Sole Manager

**VICROSSANO DUC**

2102, Cabot Street  
Montreal Quebec H4E 1E4  
Canada  
Phone: 514-766-5252  
Fax: 514-765-3959  
Email: info@vicrossano.com  
Andre Desmarais, President

**VIEIRA DE CASTRO PROD. ALIM., S.A.**

Rua Do Paco, 514  
V.N. Famalicao Braga 4760-212  
Portugal  
Phone: [351] 252-390691  
Fax: [351] 252-311909  
Website: www.vieiradecastro.pt  
Email: fmachado@vieiradecastro.pt  
Fatima Machado

**VIETNAM INTERSNACK CASHEW CO., LTD.**

AB Tower, Unit #03 16th Floor  
Ho Chi Minh City 70  
Vietnam  
Phone: 84 90 9026027  
Fax: 84 8 3910 2867  
Email:  
tu.nguyen@intersnackraj कुमार.co  
m.vn  
Tu Nguyen

**VINALIMEX / SACAFA**

458 B Nguyen Tat Thanh St., Dist 4  
Ho Chi Minh City Ho Chi Minh City  
70000  
Vietnam  
Phone: [84] 8428-39408120  
Fax: [84] 8428-39410073  
Website: www.vinalimex.com  
Email: dien.vinalimex@gmail.com  
Nguyen Van Anh, Director

**VINCENZO RICCIARDI & C. SRL**

Via S.P. 143 (EX 529 S.S. Ofantina)  
25 / A  
Cerignola Foggia 71042  
Italy  
Phone: 0039 885 426474  
Fax: 0039 885 426474  
Website: www.ricciardialimentari.it  
Email:  
conservericciardisc@libero.it  
Vincenzo Ricciardi, Owner

**VINCENZO SALVO S.R.L.**

Regione Gombi Della Luna 1  
Chiusavecchia Imperia 18023  
Italy  
Phone: 39-0183279286  
Fax: 39-0183779880  
Email: pierluigi.rossi@oliosalvo.it  
Rossi Pierluigi, Administrator

**VIRGINIA HEALTH FOODS LTD**

Kilnagleary Road  
Co. Cork Cork P43 PX89  
Ireland  
Phone: 00353214770033  
Website:  
www.virginiahealthfoods.net  
Email: colin@virginiafoods.net  
Colin Sheerin, Mr

**VIVEIROS MONTEROSA, LDA**

Quinta Da Cabeã§A, Apt 26  
Moncarapacho 8700-068  
Portugal  
Phone: +351289790440  
Website: www.monterosa-  
oliveoil.com  
Email: antonio@monterosa.pt  
Antã³Nio Duarte, Mr.

**VNP FOOD CO., LTD**

2 Soi Atsawaphichet 4, Chimplee  
Talingchan Bangkok 10170  
Thailand  
Phone: +6628843035  
Email: valeerat@opcofood.com  
Valeerat Pareumpan

**VOICEVALE LIMITED**

Voicevale House  
Edgware HA8 7EB  
United Kingdom  
Phone: 44 208 8713 600  
Email: roby@voicevale.com  
Roby Danon

**W****WEIFANG SUNSHINE FOOD CO., LTD.**

5166 East Dongfeng Street  
Weifang Shandong 261061  
China  
Phone: 0086 536 8583051  
Fax: 0086 536 8588266  
Website: www.ygfood.com  
Email: chenli@ygfood.com  
Kelly Chen, Export Manager

**WEISHAN CIWAY FOOD CO. LTD.**

Liqiao Town, Weishan County  
Jining City Shandong 272195  
China  
Phone: [86] 537-8681251  
Fax: [86] 537-8681604  
Email: pepeluo@ciwayfood.com  
Chris San, General Manager

**WESTERN INDIA CASHEW COMPANY PVT. LTD.**

P.B. No. 75, Beach Road  
Quilon 691 001 India  
Phone: [91] 474-274-1562  
Fax: [91] 474-274-2792  
Website: www.wenders.com  
Email: hari@wenders.com  
Harikrishnan Nair, Chief Executive

**Y****YAVUZ GIDA SANAYI VE TICARET A.S.**

Aksu Mah. Pazar Cad. No:22  
26200 Giresun Turkey  
Phone: [90] 454-2256186  
Fax: [90] 454-2253379  
Email: yavuz@yavuz.com.tr  
Bulent Yavuz, Executive Director

**YURRITA & SONS, S.A.**

Ctra. A. Ondarroa, S/N  
Mutriku Gipuzkoa 20830  
Spain  
Phone: [34] 943-603-245  
Fax: [34] 943-604-420  
Website: www.yurrita.com  
Email:  
ignacio.manes@yurritagroup.com  
Inaki Goenaga, Export Department

## AFI Presidents/Chairmen 1906 - Present

WILLIAM A. HIGGINS  
WILLIAM J. JUHRING  
LOUIS B. PARSONS  
ANDRE L. CAUSSE  
LUCIUS R. EASTMAN, JR.  
LOUIS F. BRIDGES  
WILLIAM A. CAMP  
HERMAN R. HABICHT  
JAMES W. MCGLONE  
HORACE C. MOSES  
CARL J. BRAUN  
EDMUND S. HIGGINS  
HARRY C. FAULKNER  
MARION R. ELLIS  
ISIDORE B. CATZ  
HAROLD J. LESTRADE  
WILLIAM C. MARTIN  
EDWIN SMITHSON

WALTER A. BENZ  
JOHN P. HOUCK  
MAURICE LIBBY  
FRANCIS L. WHITMARSH, JR.  
E. NORTON REUSSWIG  
MARVIN ENDER  
LEWIS NORDLINGER  
WILLIAM GEROSA  
FREDERICK S. CLUTHE  
FELIX JAGER  
BERNARD A. SMITH  
DAVID R. JAWITZ  
SEYMORE BRAUN  
HARRIET LIEBROSS  
ANTHONY J. LANESE, JR.  
NORMAN OPPENHEIMER  
EDWARD HOWARD  
JACK B. HARTOG

ERNEST MUELLER  
IRWIN TANE  
IRENE MCFADDEN  
ALAN APPLEBAUM  
HERBERT FEUERSTEIN  
JOSEPH TAORMINA  
GEORGE POWELL  
JOSEPH CHRISTOVAO, IV  
HOWARD SCHREIBER  
BARBARA HARLOE  
DAVID COTTAM  
TOM WHITE  
ANDY GELLERT  
JILL BUSH  
FRED MORTATI  
STEPHEN O'MARA  
JAMES LIBBY

# AFI Food Products Directory

Only company names are listed. Company Representatives, addresses, telephone, fax and email addresses are located in the Membership Directories beginning on Page 38. For quick reference, first check the Index to Advertisers appearing on Page 126.

<b>North American Olive Oil Association.....</b>	<b>38</b>
Importers & Packers of Olive Oil	
<b>National Honey Packers &amp; Dealers Association.....</b>	<b>48</b>
Honey & Honey Products	
<b>Nut &amp; Agricultural Products Section .....</b>	<b>55</b>
Nuts, Dried Fruit, Edible Seeds, Botanicals	
<b>Processed Foods Section.....</b>	<b>60</b>
Canned & Frozen Foods, Concentrates, Ingredients	
<b>American Associate Members. ....</b>	<b>70</b>
Companies providing services to AFI; Banks, Laboratories, Insurance Companies, Surveyors, etc.	
<b>Overseas Members.....</b>	<b>78</b>
Exporters of All Food Products, Associations	

## CODES

B	Briner
D	Distributor
DFB	Domestic Food Broker
E	Exporter
I	Importer
IA	Import Agent
L	Laboratory
M	Manufacturer
P	Packer
S	Supplier

## BAKED GOODS

Agrinotiko SA - E  
 Balconi SPA Industria Dolciaria - E  
 Bessone SA - E  
 Biscottificio Primavera S.r.l. - E  
 Bonomi S.P.A. - E  
 Cento Fine Foods, Inc. - I, D  
 Coins Foods and Spices (Pvt.) Ltd. - E  
 D. Coluccio & Sons, Inc. - I, D  
 Gourmet Brands Pty Ltd - E  
 Grissinificio Zingonia SRL - E  
 Jacobsens Bakery Ltd. - E  
 Kavli International AS - E  
 North Trading, Lda. - E  
 Profanter Backstube GmbH - E  
 Roodenrijs Kaastabletten Industrie  
 "ROKA" B.V. - E  
 Ryvita Co. Ltd. - E  
 Vieira de Castro Prod. Alim., S.A. - E  
 Vigo Importing Company - I, P  
 Vitavigor srl - E  
 World Finer Foods, Inc. - I, E, M

## BOTANICALS/CRUDE DRUGS

BMT Commodity Corp. - I  
 Finck-Jones-Libby Co., Inc. - IA

## BRINED FRUIT

Borges USA/ Star Fine Foods, Inc. - M  
 Mercantum (U.S.) Corp. - I, E, IA, DFB  
 Reliable Mercantile Co., Inc. - IA  
 World Finer Foods, Inc. - I, E, M

## CANDIED FRUITS

Bazzini Co., Inc., A.L. - S  
 Bedemco Inc. - IA  
 JFE Shoji Trade America, Inc. - I, E  
 Mercantum (U.S.) Corp. - I, E, IA, DFB  
 Sahadi Fine Foods - I, M  
 Setton International Foods, Inc. - I

## CANDY

Aran Candy Ltd.  
 t/a The Jelly Bean Factory - E  
 D. Coluccio & Sons, Inc. - I, D  
 Musco Food Corp. - I  
 Nutrexa, S.A. - E  
 Sucs. Lorenzo Estepa Aguilar - E  
 Vieira de Castro Prod. Alim., S.A. - E

## CANNED FRUITS

ALMME - Association of Agricultural  
 Cooperatives - E  
 Alexander Ltd. - E  
 Alcornia Alimentacion, S.L. - E  
 Angel Camacho, S.A. - E  
 Arlavan S.A. - E  
 Atalanta Corporation - I, IA  
 Bedemco Inc. - IA  
 BMT Commodity Corp. - I CV.  
 Keong Mas Permai - E  
 American International - I, IA, DFB  
 CONEX S.A. - E  
 Conservas de Murcia, S.L. - E  
 Conservas del Valle S.A. - E  
 Conservas y Frutas, S.A. - E

Costa de Oro Internacional - E  
 Fairteck Holding PTE Ltd. - E  
 Fenix S.A. - E  
 Filiberto Martinez, S.A. - E  
 Golden Beach, Inc. - I  
 Goya Foods, Inc. - I, M  
 Great Lakes International  
 Trading, Inc. - I, E  
 Hop Chong Trading Co., Inc. - I  
 Ibericos Canned Foods, S.A. - E  
 Inaexpo USA Ltd. - I  
 Industrias Alimenticias  
 Mendocinas S.A. - E  
 Inter-Iberia Comercio de  
 Alimentos, Ltda. - E  
 Intercomm Foods, S.A. - M  
 J.A. Kirsch Corp. - I  
 J.M.B. International, Ltd. - E  
 JFE Shoji Trade America, Inc. - I, E  
 Jorday Foods International - IA  
 Kronos S.A. - E  
 Kuiburi Fruit Canning Co., Ltd. - E  
 Luisky (Shaanxi) Food Co., Ltd. - E  
 Manuel Garcia Campoy S.L. - E  
 Marin Gimenez Hnos., S.A. - E  
 Marin Montejano, S.A. - E  
 Mateo Hidalgo, S.A. - E  
 Materne - Conflux S.A. - E  
 Mercantum (U.S.) Corp. - I, E, IA, DFB  
 Merwanjee Poonjajee & Sons Pvt. Ltd. - E  
 McLane Global - I  
 National Cortina Corp. - I  
 Odenwald Fruechte GmbH - E  
 Ongkorn Special Foods Co., Ltd - E  
 P. Pavlides S.A. - E  
 PAFCO Importing - I, E  
 Pedro Guillen Gomariz, S.L. - E  
 Port Royal Sales - I

# Foreign Supplier Verification Program Training

- Understand the purpose of the **FSVP** rule
- Identify what's needed in your **FSVP**
- Develop your **FSVP**
- Implement your **FSVP**
- Implement a compliant recordkeeping system
- Understand how **FDA** will oversee your **FSVP**

The United States requires food produced in or exported to the U.S. to meet U.S. food safety requirements. The Food Safety Modernization Act states importers are responsible to ensure the food they import meets U.S. regulations through a Foreign Supplier Verification Program.

AFI President Bob Bauer served on the task force that developed the standardized curriculum recognized by FDA. His understanding of the food import industry and experience as a lead instructor make AFI's FSVP course valuable to attendees from all sectors.

[afius.org/fsvp](http://afius.org/fsvp)



Even with government travel restrictions in place, FDA is continuing FSVP inspections and is issuing warning letters for non-compliance. These travel restrictions have also created the opportunity for AFI to offer the FSVP curriculum online!

This two-day course is the best way to ensure you know how to comply. You'll be guided through the FSVP requirements and given exercises to help you develop your company's own program. And you'll receive a certificate upon completion.



Pranburi Hotei Co. Ltd. - M, E  
 Productos Bionaturales  
 Calasparra S.A. - E  
 PT. Inni Pioneer Food Industry - E  
 Rema Foods, Inc. - I  
 Sanmenxia Luck Fruit Industry Co., Ltd. - E  
 Schreiber Foods International, Inc. - I  
 Sclafani Corp., Gus - I  
 Simco Sales - I Sinco, Inc. - I  
 SMP Foods Products Co., Ltd. - E  
 Soprimex, S.A. - I, E  
 T'boli Agro Industrial Development, Inc. - E  
 Tianshui Cangsheng Food Co., Ltd. - E  
 Tropical Food Industries Co., Ltd. - E  
 UB Global Corporation - E  
 UGS Urla Gida ve Tarim Urunleri - E  
 San. Tic. Ltd. - E  
 Vegetexco Ho Chi Minh City - E  
 Victoria Pacific Trading Corp. - I  
 Weishan Ciway Food Co. Ltd. - E  
 World Finer Foods, Inc. - I, E, M

### CANNED MEATS

Atalanta Corporation - I, IA  
 Camerican International - I, IA, DFB  
 Export Packers - E  
 Goya Foods, Inc. - I, M  
 JFE Shoji Trade America, Inc. - I, E  
 McLane Global - I  
 Musco Food Corp. - I  
 Pastene Companies, Ltd., The - I  
 Rema Foods, Inc. - I

### CANNED SEAFOOD

Acme Food Sales, Inc. - I  
 Atalanta Corporation - I, IA  
 Atlantic Sardine Anchovies Tan Tan - E  
 BMT Commodity Corp. - I  
 Barkey Importing Co., Inc. - IA  
 Bedemco Inc. - IA  
 Bluewave Peru Marine Sac - E  
 Borges USA / Star Fine Foods, Inc. - M  
 Briosa - Conservas de Pescado Lda. - E  
 Bumble Bee Seafoods, LLC - M, I  
 Camerican International - I, DFB, IA  
 Cannex, S.A. - E  
 Cento Fine Foods, Inc. - I, D  
 Chotiwat Manufacturing Co., Ltd. - E  
 Cofaco Açores - E  
 Coins Foods and Spices (Pvt.) Ltd. - E  
 Conservas Cerqueira, S.A. - E  
 Conservas Fredo, S.A. - E  
 Conservas Portugal Norte, LDA. - E  
 Crown Prince, Inc. - I  
 Dana Imports, Inc. - I  
 Euroaliment P.A.C. S.L. - E  
 Export Packers - E  
 Fabrica de Conservas da Murtosa LDA - E  
 Foodtech Co. Ltd. - E  
 Foshan Shunde Hai-Ding Aquatic Resources  
 Foodstuff Co., Ltd. - E  
 Frinsa del Noroeste, S.A. - E  
 Golden Beach, Inc. - I  
 Goya Foods, Inc. - I, M  
 Graal S.A. - E  
 Highland Dragon Enterprise - E  
 Hop Chong Trading Co., Inc. - I

Industry Moroccan Anchovies - E  
 Inter-Iberia Comercio de  
 Alimentos, Ltda. - E  
 J.A. Kirsch Corp. - I  
 J.M.B. International, Ltd. - E  
 JCS Tradecom, Inc. - I  
 JFE Shoji Trade America, Inc. - I, E  
 Jie Yang Rex Foods Co. Ltd. - E  
 John Ross Jnr. (Aberdeen) Ltd. - E  
 Joao M. Neto Pereira - E  
 M.W. Polar Foods - I, D  
 MMP International Co. Ltd. - E  
 Majestic Seafood Corporation  
 Limited - E  
 McLane Global - I  
 Musco Foods Corp. - I  
 Ongkorn Special Foods Co., Ltd - E  
 ORBE, S.A. - E  
 Orlando Food Corp. - I, IA, DFB  
 PAFCO Importing - I, E  
 Pataya Food Industries, Ltd. - E  
 Pastene Companies, Ltd., The - I  
 Permex Producer & Exporter Corp. - E  
 Port Royal Sales - I  
 PRANAS S.A. - P  
 PT. Avila Prima Intra Makmur - E  
 PT Deho Canning Co. - E  
 PT. Inni Pioneer Food Industry - E  
 PT. Juifa International Foods - E  
 PT Rex Canning - E  
 Pt. Samudra Mandiri Sentosa - E  
 PT Sinar Purefoods International - E  
 R S Cannery Co., Ltd. - E  
 Ramirez & Co (Filhos), S.A. - P, E, I, S  
 Rema Foods, Inc. - I  
 Royal Food Import Corp. - I  
 Sass Foods - I, DFB  
 Schreiber Foods International, Inc. - I  
 Sclafani Corp., Gus - I  
 Shafer-Haggart, USA - I  
 Shinjin Mooslan Co. Ltd. - E  
 Silver Food - E  
 Simco Sales - I  
 Sinco, Inc. - I  
 SOPRAL - E  
 Soprimex, S.A. - I, E  
 Strohmeier & Arpe Co., Inc. - I  
 Sulljung Foods Co. Ltd. - E  
 Unicord Company Limited - E  
 Vigo Importing Company - I, P  
 Worldly Delights, Ltd. - IA, DFB  
 World Finer Foods, Inc. - I, E, M  
 Yurrita & Sons, S.A. - E

### CANNED VEGETABLES

AGARCAM, S.A. - E  
 Aceitunas Guadalquivir S.A. - E  
 Acme Food Sales, Inc. - I  
 Agrucapers, S.A. - E  
 ALIMINTER, S.A. - E  
 Amanida, S.A. - E  
 Angel Camacho, S.A. - E  
 Arguimbau & Co. - IA, DFB  
 Atalanta Corporation - I, IA  
 Barkey Importing Co., Inc. - IA  
 Bartlett Foods International, LLC - IA  
 Bedemco Inc. - IA  
 Blue Planet Foods - I  
 Bonduelle Polska S.A. - E  
 Borges USA / Star Fine Foods, Inc. - M

C. Zafiroopoulos - A.  
 Tomaras S.A. - E  
 Camerican International - I, IA,  
 DFB Cento Fine Foods, Inc. - I, D  
 Clement Faugier - E  
 Conservas de Murcia, S.L. - E  
 Conservas del Valle S.A. - E  
 Conservas El Raal S.C.L. - E  
 Consorcio Peru-Murcia - M  
 Costa de Oro Internacional - E  
 Dana Imports, Inc. - I  
 Euroaliment P.A.C. S.L. - E  
 EUROPI S.r.l. - E  
 F.J. Sanchez Sucesores, S.A. - E  
 Fenix S.A. - E  
 Filiberto Martinez, S.A. - E  
 Food Match - I  
 Golden Beach, Inc. - I  
 Golden Foods S.A. - E  
 Gonzalez Garcia Hnos. S.L. - E  
 Goya Foods, Inc. - I, M  
 Guangxi Hengyong Industrial  
 Commercial Dev - E  
 Guangxi Jisheng Foods Inc. - E  
 Ibericos Canned Foods, S.A. - E  
 Inaexpo USA Ltd. - I  
 Inter-Iberia Comercio de Alimentos,  
 Ltda - E  
 Italfoods, Inc. - I  
 J.A. Kirsch Corp. - I  
 J.M.B. International, Ltd. - E  
 JFE Shoji Trade America, Inc. - I, E  
 Jorday Foods International - IA  
 John H. Elton, Inc. - I  
 Konstantopoulos S.A. - E  
 Luisky (Shaanxi) Food Co., Ltd. - E  
 Lutece B.V. - E  
 M.W. Polar Foods - I, D  
 Macarico S.A. - E  
 Manuel Garcia Campoy S.L. - E  
 Manuel Mateo Candel S.L. - E  
 Marin Montejano, S.A. - E  
 Marocapres - E  
 Mateo Hidalgo, S.A. - E  
 McLane Global - I Menu SRL - E  
 Mercantum (U.S.) Corp. - I, E, IA, DFB  
 Merwanjee Poonjiajee & Sons Pvt. Ltd. - E  
 MJ Rosenmayer - I  
 Musco Food Corp. - I  
 Nagajati Food Sdn Bhd - E  
 National Cortina - I  
 Omega Foods - I  
 Ongkorn Special Foods Co., Ltd - E  
 Orlando Food Corp. - I, IA, DFB  
 Pastene Companies Ltd., The - I  
 Pedro Guillen Gomariz, S.L. - E  
 Port Royal Sales - I  
 Prochamp BV - E Productos  
 Bionaturales  
 Calasparra S.A. - E  
 PT. Inni Pioneer Food Industry - E  
 RDA S.r.l. - E  
 Reliable Mercantile Co., Inc. - I, IA  
 Rema Foods, Inc. - I  
 Ron-Son Foods, Inc. - P, I  
 Royal Food Import Corp. - I  
 Safe Food Corporation - I  
 Sclata - Champimer BV - E  
 Schreiber Foods International, Inc. - I  
 Sclafani Corp., Gus - I  
 Segev Foods International - I  
 Setton International Foods, Inc. - I

J.W. HAMPTON JR. & CO., INC.



*A custom house brokerage and foreign freight forwarding firm where personal service still counts.*



161-15 Rockaway Boulevard, Suite 109  
Jamaica, NY 11434  
Tel 718-276-0301 • Fax 718-525-0569  
bobbys@jwhampton.com • jwhampton.com

**PINENUT KERNELS**  
**GOJI BERRIES**  
**DRIED APRICOT**  
**SUN-DRIED TOMATO**

E-mail: yangkun@jinyufood.com,  
Tel: +86 (0)411-82644863

**DALIAN JINYU  
FOODS CO., LTD.**

Shafer-Haggart, USA - I  
Shandong International Service  
Trade Corp. - E  
Simco Sales - I  
Siouras A.S. - E  
Sinco, Inc. - I  
SOPRAL - E  
Strohmeier & Arpe Co., Inc. - I  
Vegetexco Ho Chi Minh City - E  
Victoria Pacific Trading Corp. - I  
Vigo Importing Company - I, P  
Weishan Ciway Food Co. Ltd. - E  
World Finer Foods, Inc. - I, E, M

## CHEESE

Agriform SCA - E  
Atalanta Corporation - I, IA  
Azienda Agricola La Bottera S.S. - E  
Camerican International - I, IA, DFB  
Caseificio Olanda Michele - E  
Cento Fine Foods, Inc. - I, D  
D. Coluccio & Sons, Inc. - I, D  
Cooperativa Agricola IL FORTETO - E  
Goya Foods, Inc. - I, M  
Italformaggi S.R.L. - E  
Italfoods, Inc. - I  
Kavli International AS - E  
Lopez & C Srl - E  
Musco Food Corp. - I  
Orlando Food Corp. - I, IA, DFB  
Pastene Companies, Ltd., The - I  
Roodenrijs Kaastabletten  
Industrie "ROKA" B.V. - E  
Setton International Foods, Inc. - I  
Sclafani Corp., Gus - I  
Societa Agricola La Bruna Di Fiandino  
Da- vide & C. S.S. - E  
Tianshui Cangsheng Food Co., Ltd. - E  
Trucco, Inc., A.J. - I  
UGS Urla Gida ve Tarim Urunleri San.  
Tic. Ltd. - E  
Vigo Importing Company - I, P  
World Finer Foods, Inc. - I, E, M

## CHOCOLATE, COCOA PRODUCTS, CAROB

Bazzini Co., Inc., A.L. - M  
Bedemco Inc. - IA  
Braun & Sons, Inc., J.F. - I  
Brauner International Corp - I  
Elizabeth Shaw Ltd. - E  
Goya Foods, Inc. - I, M  
Ludwig Weinrich GmbH & Co. KG - E  
Nutrexp, S.A. - E  
Persnam Corporation - E  
Rema Foods, Inc. - I  
Setton International Foods, Inc. - I  
Trucco, Inc., A.J. - I

## COCONUT

CC-Creamed Coconut DC-Dessicated  
Coconut CM-Coconut Milk  
4Care Co., Ltd. - I, D  
Bazzini Co., Inc., A.L. (DC) - E, I, M  
Braun & Sons, Inc., J.F. - I  
Fairteck Holding PTE Ltd. - E

Goya Foods, Inc. (CC,CM) - I, M  
Great Lakes International  
Trading, Inc. (DC)  
McLane Global - I  
Red River Foods - I  
Sahadi Fine Foods (DC) - I, M  
Sari Segar Husada, PT (DC) - E  
Schreiber Foods International, Inc. - I  
Setton International Foods, Inc. (DC) - I  
Superstar Coconut Products Co., Inc. - E  
Trucco, Inc., A.J. - I  
Unity Food Co., Ltd. - E

## COFFEE, ESPRESSO & TEA

Amazon Trading  
(Pvt.) Ltd. - E Biancaffè - E  
Blair Shipping Services (Pty) Ltd. - E  
Brauner International Corp - I  
D. Coluccio & Sons, Inc. - I, D  
Emilpack Isca SRL - E  
J. Wolff & Company B.V. - E  
McLane Global - I  
Musco Food Corp. - I  
Vegetexco Ho Chi Minh City - E  
Vigo Importing Company - I, P  
VINALIMEX - E

## CONDIMENTS

Angel Camacho, S.A. - E  
Arguimbau & Co. - IA, DFB  
Charbonneaux-Brabant - E  
Delouis SA - E  
Goya Foods, Inc. - I  
Herbarum Veroniceae Srl - E  
Madama Oliva s.r.l. - E  
Menu SRL - E  
Santini Foods, Inc. - M, D  
Sclafani Corp., Gus - I

## DRIED FRUIT

AKC Commodities, Inc. - I, IA Agrovim  
S.A. - E  
Andes Quality SA - E  
Arslanturk Tarim Urunleri Ihracat  
Ithalat A. S. - E  
Atlantix Commodities - I  
BMT Commodity Corp. - I  
Balsu USA, Inc. - I, E  
Barkey Importing Co., Inc. - IA  
Bazzini Co., Inc., A.L. - E, I, M  
Bedemco Inc. - IA  
Bellafrut S.A. - E  
Belmar Dis Ticaret AS - E  
Boyrazoglu Tarim Tic. San. Ltd. Sti. - E  
Braun & Sons, Inc., J.F. - I  
Cevdet Aksut ve Ogul. Koll. Sti - E  
Dalian Jinyu Foods Co., Ltd. - E  
EBI France Sarl - E  
Finck-Jones-Libby Co., Inc. - IA  
Foreign Trade Service Corp. - L  
Four Seasons Fruits Corporation - E  
Franco Agency, Inc., The Richard - IA  
Gigi & Associates Corp. - I  
Gocmez Tarim Urunleri Ve Gida Sanayi  
A.S. - E

Gold Harbor Commodities - I  
Great Lakes International  
Trading, Inc. - I, E  
GSL Foods Enterprises - E  
Helmont Srl - E  
Hopewell International Corp. - E  
Ibericos Canned Foods, S.A. - E  
IFS Tarim Urunleri Ltd.Sti. - E  
International Nut Alliance LLC - I  
ISIK Organik Gida Tarim Ur.Hayvancilik  
San. Ve Tic. A.S. - E  
JCS Tradecom, Inc. - I  
John H. Elton, Inc. - I  
Jorge E. Gallardo F.S.A.C. - E  
Kalustyan Corp. - I  
Kenkko Commodities PLC - E  
KFC Gida San. A.S. - E  
Leading Star Trading Company - E  
MEM Fairway, Inc. - B, S  
McLane Global - I  
Mercantum (U.S.) Corp. - I, E, IA, DFB  
National Cortina - I  
Oguzcan Tarim Ve Gida Ur.  
San Tic.A.S. - E  
Olam Americas, Inc. - I  
PT. Inni Pioneer Food Industry - E  
Quality Control Inspections - L  
Red River Foods - I  
Reliable Mercantile Co., Inc. - IA  
Safe Food Corporation - I  
Sahadi Fine Foods - I, M  
Sass Foods - DFB, I  
Setton International Foods, Inc. - I  
Shandong International Service  
Trade Corp. - E  
Shunda Food Company Ltd. - E  
SMP Foods Products Co., Ltd. - E  
Somercor - S  
Star Snacks Company - I  
Sucs. Lorenzo Estepa Aguilar - E  
Summit Import Corp. - I  
Sunrise Commodities - I, E, M  
Tagum Commodities - E  
Taris Union of Agricultural  
Coops for Figs - E  
Tem Ngun Food Corp. - E  
The Hemisphere Group - I  
Totally Nuts & More - DFB, I  
Tropical Synergy International - E  
Trucco, Inc., A.J. - I  
Ultra Trading - I  
Unity Food Co., Ltd. - E  
Vieira de Castro Prod. Alim., S.A. - E  
Waymouth Farms, Inc. - P  
Worldly Delights, Ltd. - IA, DFB  
Ziba Nut, Inc. - I, E

## DRIED VEGETABLES

BMT Commodity Corp. - I  
Bedemco Inc. - IA  
Franco Agency, Inc., The Richard - IA  
Gold Harbor Commodities - I  
Ibericos Canned Foods, S.A. - E  
National Cortina - I  
Red River Foods, Inc. - I  
Sclafani Corp., Gus - I  
Star Snacks Company - I  
Wuxi Shiner Food Co., Ltd. - E



# Producers Must Comply with Intentional Adulteration Regulation

*continued from page 22*

- Ability of an attacker to contaminate the product

Even though it's uncomfortable for family-owned and employee-friendly specialty food businesses, FSMA stresses that the food defense plan must address the possibility of an insider attack and protect against that threat. Insiders are more dangerous because they have access to the facility and understand how it operates.

FDA put together a worksheet that can assist manufacturers in determining the potential public health impact. Element 1 uses aspects of production such as batch size, amount of product in final servings, and servings per batch.

FDA created a template to help calculate vulnerability. For instance, a 10 represents more than 10,000 people and/or servings at risk; a 5 means between 100 and 1,000 people and/or servings at risk. Element 1 also considers information on contaminants that could be used to adulterate the product.

Element 2 addresses the degree of physical access to the product. Again, a score is assigned. A 10 would mean that the product is easily accessible, such as:

- Inside attacker can easily touch the product
- There are no inherent characteristics that make access to the product difficult
- Product is open and unsecured by packaging, equipment, or other physical barriers
- Product is handled, staged, or moved in easily accessible manner

Element 3 relates to the ability of an attacker to contaminate the product. Bulk liquid receiving and breeding score high in that a contaminant could easily spread in these steps.

After scoring the 3 Elements, manufacturers can determine their vulnerability to an attack. FDA also accepts a Hybrid Approach, which combines the 3 Fundamental Elements and Key Activity Types. The agency stresses there's flexibility in each facility's approach and that the person making the food understands where and how a product can be adulterated better than anybody.

## Mitigation Strategies

The mitigation strategies requirement states that manufacturers must identify and implement mitigation strategies at each actionable process step to provide assurances the vulnerability at each step will be significantly minimized or prevented. FDA defines mitigation strategies as "risk-based, reasonably appropriate measures a person knowledgeable about food defense would employ to significantly minimize or prevent significant vulnerabilities identified at actionable process steps and that are consistent with the current scientific understanding of food defense at the time of the analysis."

Minimizing accessibility is the primary goal of the mitigation strategies. These can start as facility-wide security measures to protect personnel, property or product. Security can serve as a foundation for a mitigation strategy but, by itself, is not a mitigation strategy. It needs to be supplemented with other strategies, which can be personnel, operations or technology-based. Examples in the guidance include techniques such as using tamper-evident tapes or seals for partially used ingredient containers and installing locking mechanisms on equipment access points. Other examples include requiring workers at actionable process steps to wear uniforms or clothing without pockets or other means to conceal items and increased observation of highly vulnerable areas. Placing cameras in the facility is not a mitigation strategy unless the cameras are monitored regularly.

In the food defense plan, each mitigation strategy must include an explanation of how it significantly minimizes or prevents the vulnerabilities associated with the actionable process step.

## Food Defense Monitoring

Food defense monitoring consists of observations or measurements that assess whether mitigation strategies are operating as intended. The monitoring must be written or recorded. FDA recommends monitoring be periodic but is more effective at irregular intervals, so a potential attacker cannot determine when the monitoring is taking place. The guidance states that facilities must:

Document monitoring in records that are subject to verification

Record information at time of observation, and capture observations and actual values, along with the time and date observation was made, and the signature or initials of the person who made the observation.

## FDA's Food Defense Plan Builder

FSMA requires many people involved in the production of food be made aware of the Intentional Adulteration Rule. The Food Safety Preventive Controls Alliance developed several programs which meet the regulation's training requirements. The Food Defense Awareness Program is required of all frontline food workers and supervisors of frontline food workers. It's an online course that takes about 30 minutes to complete and is free. FSPCA also offers a course entitled Overview of the IA Rule, which will inform employees of the regulation but is not required. An in-person training program launched this spring for those interested in in-depth training. AFI strongly recommends all suppliers and importers take FSPCA courses related to their sector and perhaps even for their suppliers or customers. The FSPCA is a public-private partnership funded by FDA. The FSPCA's mission is to create educational programming regarding the various FSMA rules.

As noted earlier, the food defense plan must be overseen by a food defense qualified individual. Their responsibilities include:

- Preparation of the Food Defense Plan
- Conducting the Vulnerability Assessment
- Identifying and explaining the Mitigation Strategies, and
- Performing the reanalysis

FDA created an online tool called the Food Defense Plan Builder that can be accessed at [www.afius.org/fooddefensebuilder](http://www.afius.org/fooddefensebuilder)

## **DYES - FOOD, DRUG, COSMETIC - INDUSTRIAL**

Finck-Jones-Libby Co., Inc. - IA

## **EDIBLE SEEDS**

AKC Commodities, Inc. - I, IA  
Barkey Importing Co., Inc. - IA  
Bazzini Co., Inc., A.L. - E, I, M  
Bedemco Inc. - IA  
Braun & Sons, Inc., J.F. - I  
Dalian Jinyu Foods Co., Ltd. - E  
Finck-Jones-Libby Co., Inc. - IA  
Franco Agency, Inc., The Richard - IA  
Gigi & Associates Corp. - I  
Great Lakes International  
Trading, Inc. - I, E  
Interagro Ltd - E Kalustyan Corp. - I  
Leading Star Trading Company - E  
Leavitt Corporation, The - I, E, M  
Mercantum (U.S.) Corp. - I, E, IA, DFB  
Occidental International Foods, LLC - I  
Red River Foods, Inc. - I  
Reliable Mercantile Co., Inc. - I, IA  
Sahadi Fine Foods - I, M  
Sass Foods - DFB, I  
Segev Foods International - I  
Setton International Foods, Inc. - I  
Shandong International Service  
Trade Corp. - E  
Shunda Food Company Ltd. - E  
Star Snacks Company - I  
Sunder Deri Sanayi Gida Turizm Ve Dis  
Tic. Ltd. Sti. - E  
The Hemisphere Group - I  
Totally Nuts & More - DFB, I  
Trucco, Inc., A.J. - I  
Ultra Trading - I

## **ESCARGOT**

Bourgogne Escargots - E

## **FROZEN FRUIT**

Arguimbau & Co. - IA, DFB  
Bedemco Inc. - IA  
Camerican International - I, IA  
Compañía Frutera La Paz - E  
Congelados de Tecoman,  
S.A. de C.V. - E  
Costa de Oro Internacional - E  
CROP'S N.A. - E  
Freezitt - E  
Fruticola Olmue S.A. - E  
Fruveco S.A. - E  
Golden Beach, Inc. - I  
Goya Foods, Inc. - I, M  
Grandfond International Ltd. - E  
Great Lakes International  
Trading, Inc. - I, E  
Ibericos Canned Foods, S.A. - E  
JBH Intertrade LLC - I  
JFE Shoji Trade America, Inc. - I, E  
Mondi Polska Sp. z o.o. - E  
National Cortina - I  
Sinco, Inc. - I

## **FROZEN MEAT**

JFE Shoji Trade America, Inc. - I, E  
Sinco, Inc. - I

## **FROZEN SEAFOOD**

Acme Food Sales, Inc. - I  
Atalanta Corporation - I, IA  
Bangkok Dehydrated Marine  
Product Co. - E  
Camerican International - I, IA, DFB  
Consorcio Industrial El Pacifico SAC - E  
Goya Foods, Inc. - I, M  
Inter-Iberia Comercio de  
Alimentos, Ltda. - E  
J.M.B. International, Ltd. - E  
JFE Shoji Trade America, Inc. - I, E  
Jie Yang Rex Foods Co. Ltd. - E  
Kerala Nut Food Co. - S  
PT Rex Canning - E  
Pesquera Veraz S.A. - E  
Shinjin Moolsan Co. Ltd. - E  
Sinco, Inc. - I

## **FROZEN VEGETABLES**

Arguimbau & Co. - IA, DFB  
Bedemco, Inc. Inc. - IA  
Camerican International - I, IA, DFB  
Compañía Frutera La Paz - E  
Costa de Oro Internacional - E  
CROP'S N.A., Inc. - E  
Fruticola Olmue S.A. - E  
Fruveco S.A. - E  
Golden Beach, Inc. - I  
Goya Foods, Inc. - I, M  
Ibericos Canned Foods, S.A. - E  
Inter-Iberia Comercio de  
Alimentos Ltda. - E  
JFE Shoji Trade America, Inc. - I, E  
Mondi Polska Sp. z o.o. - E  
National Cortina - I  
Rema Foods, Inc. - I  
Sinco, Inc. - I

## **GARLIC**

Agrupapers, S.A. - E  
Alminter S.A. - M, S  
Amanida, S.A. - E  
Bedemco, Inc. - IA  
F.J. Sanchez Sucesores, S.A. - E  
Mercantum (U.S.) Corp. - I  
Shandong International Service  
Trade Corp. - E  
Star Snacks Company - I  
Summit Import Corp. - I  
Trucco, Inc., A.J. - I

## **GIARDINIERA/ PEPPERONCINI**

Alminter S.A. - M, S  
Arguimbau & Co. - IA, DFB  
Borges USA / Star Fine Foods, Inc. - M

C. Zafiroopoulos - A.  
Tomaras S.A. - E  
Cento Fine Foods, Inc. - I, D  
Gaea Products S.A. - E  
KFC Gida San. A.S. - E  
Madama Oliva s.r.l. - E  
Musco Food Corp. - I  
Orleans Packing Co. - P  
Safe Food Corporation - I  
Sclafani Corp., Gus - D, I  
Panayiotis N. Kipriotis - E  
Pastene Companies, Ltd., The - I  
Tee Pee Olives, Inc. - I, IA, M  
Vigo Importing Company - I, P  
World Finer Foods, Inc. - I, E, M  
Worldly Delights, Ltd. - IA, DFB

## **GLACE FRUIT**

Arguimbau & Co. - IA, DFB  
Bazzini Co., Inc., A.L. - E, I, M  
Bedemco, Inc. - IA  
Braun & Sons, Inc., J.F. - I  
Kuiburi Fruit Cup Co. Ltd. - E  
Sahadi Fine Foods - I, M  
Trucco, Inc., A.J. - I

## **GRAINS**

Bedemco, Inc. - IA  
Cento Fine Foods, Inc. - I, D  
P.P.H. Elpol Lukasz Łuzniak - E  
Export Packers - E  
Kalustyan Corp. - I Polselli S.P.A. - E  
McLane Global - I  
Sahadi Fine Foods - I, M  
Setton International Foods, Inc. - I  
World Finer Foods, Inc. - I, E, M

## **HONEY**

Apiario Diamante Comercial  
Exportadora Ltda - E  
Apicola Gianoni Seylinco S.A. - E  
Apimiel GmbH - E  
Ashurst's American Honey - P, S  
Bedemco, Inc. - IA  
Bee Maid Honey - P  
Bee Products Industry Co. Ltd. - E  
Bees Brothers, LLC - P  
Best Food Supplies Corp. - S  
Bezpeka Medu LLC - E  
Burluson's Inc. - P  
Capilano Honey Limited - E  
Deer Creek Honey Farms - P, M  
Dutch Gold Honey - I  
Esperança Agropecuária e  
Indústria Ltda. - E  
Fischer Honey Co., Inc. - P  
Forwind Inc - P  
Glorybee Foods, Inc. - P  
Goya Foods, Inc. - I, M  
Great Lakes International  
Trading, Inc. - I, E  
Honeymax S.A. - E  
HoneyTree, Inc. - P  
Hoyts Honey Farm / Honey Holding - P  
Impex Group, Inc., The - I



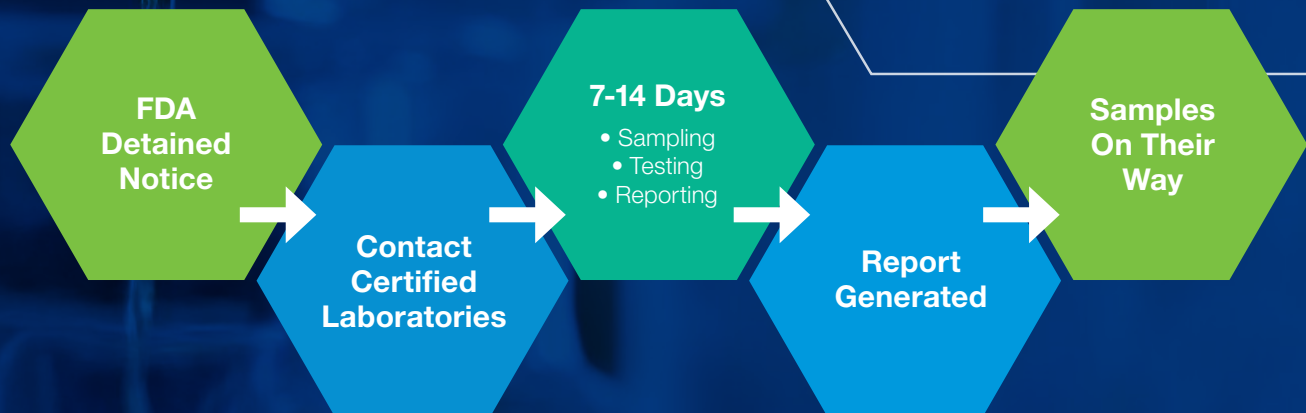
# Certified Laboratories

A Certified Group Company

# Rapid Results to Keep Your Products Moving

Save **800-CERT-LAB**  
in your phone today!

## Import Made Easy



### FDA Detention

- ✓ FDA APPROVED LABORATORIES
- ✓ Fastest Detention to Release Turn Around
- ✓ Full Service – From Sampling to ITACS Reporting
- ✓ Industry Best Team of Experienced Experts
- ✓ Import Alert Requirements Expertise
- ✓ Nationwide Certified Samplers – All US Ports

### Consulting Services

- ✓ US Agent and Import Assistance
- ✓ FDA, USDA, FSMA Compliance
- ✓ Refusal Assistance
- ✓ Labeling and Claims Support
- ✓ Expert Witness Services

### Full Lab Services

- ✓ ISO 17025 Accredited Laboratories
- ✓ All Testing for Spices, Ingredients & Seafood
- ✓ Broad Microbiological, Chemical Testing Menu
- ✓ Antibiotic Residues, Forensic Analysis, etc.
- ✓ Multiple U.S. Laboratories to Serve You

**Bridging Science with Service Since 1926**

Certified-Laboratories.com | 800-CERT-LAB | corp@certified-laboratories.com

© 2021 Certified Laboratories. The Certified Laboratories logo is a registered trademark of Certified Laboratories.

Jorge E. Gallardo F.S.A.C. - E  
Lamex Foods, Inc. - P, I  
McLane Global - I  
MIELSO, S.A. - E  
Miller's American Honey Company - P  
Miller's Honey Company, Inc. - P  
Minamel Agroindustria Ltda. - E  
NEXCO S.A. - E  
Nutrexpa, S.A. - E  
Odem International - E  
Quality Services International - L  
Sweet Harvest Foods Company - P  
Seylinco S.A./Nimelcor S.A. - E  
Smitty Bee Honey - P  
Sunland Trading LLC - I  
Suzanne's Specialties - P  
Tropical Blossom Honey Co., Inc. - P  
Trucco, Inc., A.J. - I  
Ukrainian Honey Ltd. - E  
World Finer Foods, Inc. - I, E, M

## INGREDIENTS

BMT Commodity Corp. - I  
Bedemco, Inc. - IA  
Braun & Sons, Inc., J.F. - I  
Camerican International - I, IA,  
DFB Gerber Ingredients - E  
Global Ingredients Sourcing - I  
SOPRAL - E  
Soprimex S.A. - E  
World Finer Foods, Inc. - I, E, M

## JAMS, JELLIES, MARMALADES & PRESERVES

Arguimbau & Co., - IA, DFB  
Atalanta Corporation - I, IA  
Bedemco, Inc. - IA  
Conservas y Frutas, S.A. - E  
Goya Foods, Inc. - I, M  
Intercomm Foods, S.A. - M  
McLane Global - I  
Sanmenxia Luck Fruit Industry Co., Ltd. - E  
Schreiber Foods International, Inc. - I  
UGS Urla Gida ve Tarim Urunleri San.  
Tic. Ltd. - E  
World Finer Foods, Inc. - I, E, M

## JUICE CONCENTRATE

Atalanta Corporation - I, IA  
BMT Commodity Corp. - I  
Barkey Importing Co., Inc. - IA  
Bedemco Co. - IA  
Camerican International - I, IA, DFB  
Elgin Fruit Juices (Pty) Ltd. - E  
Export Packers - E  
Goya Foods, Inc. - I, M  
Great Lakes International  
Trading, Inc. - I, E  
Haraka Kitri Endah, PT - E  
Ibericos Canned Foods, S.A. - E  
Inter-Iberia Comercio de  
Alimentos, Ltda. - E  
JBH Intertrade LLC - I  
Kuiburi Fruit Canning Co., Ltd. - E  
Mercantum (U.S.) Corp. - I, E, IA, DFB  
National Cortina - I

Pranburi Hotei Co. Ltd. - M, E  
Rema Foods, Inc. - I  
Salix Fruits LLC - IA  
Sinco, Inc. - I  
Vefa Bozacisi A.S. - E

## MARASCHINO CHERRIES

Alminter S.A. - M, S  
Bedemco, Inc. - IA  
Borges USA / Star Fine Foods, Inc. - M  
Espagry Iberica S.L. - E  
Pastene Companies, Ltd., The - I  
Schreiber Foods International, Inc. - I

## OLIVE OIL

AMD Oil Sales LLC - I  
Aceites Borges Pont, S.A. - E  
Aceites del Sur, S.A. - E  
Aceitunas Guadalquivir S.A. - E  
Ace Endico - D  
Acesur De Prado North America - I, E  
Acesur North America, Inc. - I  
Acorsa USA Inc. - I  
Agrofood Srl - E  
Agropecuaria Riojana Srl - E  
Aldi Inc. US - D  
Alminter S.A. - M, S  
Amore Trade - M, I  
Ana Gida Ihtiyac Mad. San. Tic. A.S. - E  
Agricola i Caixa Agraria SC  
Agritalia s.r.l. - E  
Agro Sevilla U.S.A., Inc. - P, M  
Agrovim S.A. - I, E, M  
Angel Camacho, S.A. - E  
Arguimbau & Co. - IA, DFB  
ASSITOL (Italy) - Assn.  
Atalanta Corporation - I, IA  
Balsari Yag Sanayi Ve Tic. Ltd. Sti. - E  
Barkey Importing Co., Inc. - IA  
Bedemco, Inc. - IA  
BLM Prod.-und Vertriebsges mbH  
& Co. KG - E  
Borges Tunisie - E  
Borges USA / Star Fine Foods, Inc. - I  
California Olive Ranch - P  
Cambrils SCCL - E  
Camerican International - I, IA, DFB  
Catania-Spagna Corp. - M, I  
Cento Fine Foods, Inc. - I, D  
CH. Giannoulis S.A. - E  
Colavita, USA - I  
Columbus Foods Company - P  
Coricelli Pietro SPA - E  
Cosmopolitan Food Group - I  
D. Coluccio & Sons, Inc. - I, D  
Del Ponte Srl - E  
Drogheria Alimentari S.p.A. - E  
Drua, S.A. - E  
Eli-Ad - E  
Euroaliment P.A.C. S.L. - E  
F.J. Sanchez Sucesores, S.A. - E  
Filippo Berio Brand, A Div. of SALOV  
North America Corp. - I, D  
Finex Trade - I  
Food Match - I  
Food Specialties Trading LLC - I  
Frantoio Oleario Bartolini Emilio SNC - E  
Gaea Products S.A. - E  
Gallo Worldwide, Lda. - E  
Goya Foods, Inc. - I

Gruppo Caro S.R.L.  
Henry Lamotte Oils GmBH - IA  
I.M.E.T. SRL - E  
Ibericos Canned Foods, S.A. - E  
International Bazaar - I  
INTRAMARK SRL - E  
Italfoods, Inc. - I  
J. Ballester Roses, Sucesores, S.A. - E  
JCS Tradecom, Inc. - I, E  
JFE Shoji Trade America, Inc. - I, E  
Joaquim Santos Lima - E  
John J. Stamos U.S.A. - I  
KraftHeinz Company - I, D  
Lesieur Cristal - E  
LOUED - E  
Maeva USA - I  
McLane Global - I  
Minerva S.A. Edible Oil Enterprises - E  
Musco Food Corp. - I  
NKM Dis Ticaret Ve  
Gida San. Ve Tic. A.S. - E  
National Cortina - I  
Oesse Foods, Inc. - I  
Office National de L'Huile Export - E  
Oilerie USA, Inc. - D  
Oleificio Coppini Angelo - E  
Oleificio Fabbri SPA - E  
Oleificio R.M. s.p.a - E  
Oleificio Sardelli S.P.A. - E  
Oleo-Moron, S.L. - E  
Olitalia S.r.l. - E  
Olivias Selecciones, SLU - E  
Open Country S.L. - E  
Orlando Food Corp. - I, D  
Overseas Food - I  
Ozaltin Tarim Isl. San. Ve Tic A.S. - E  
Oz Olive gida San.Ve Ticaret A.S. - E  
Palazzo Varignana Inc. - M, E  
Pastene Companies, Ltd., The - I  
Pastificio Attilio Mastromauro Pasta  
Granoro S.r.l - E  
Pietro Isnardi Alimentari Spa - E  
Pompeian, Inc. - I  
Port Jersey Logistics - IA  
Rema Foods, Inc. - I  
Ron-Son Foods, Inc. - I  
SGS Control Services, Inc. - L  
Salix Fruits LLC - IA  
San Giuliano North America, Inc. - I  
Santini Foods, Inc. - M, D  
Sapori d'Italia - I  
Sclafani Corp., Gus - I  
Schiralli SRL - E  
Societe Generale de Surveillance - L  
Somercor - E  
Sovena Iberica de Aceites, S.A. - E  
Spruce Foods - D  
Stonewall Kitchen LLC - D  
Sunset Olive Oil LLC - M  
Tee Pee Olives, Inc. - I, IA, M  
Torres y Ribelles S.A. - E  
Trucco, Inc., A.J. - I  
Umbria Olii S.R.L. - E  
US Foods, Inc. - D  
Verde Yag Besin Maddeleri San. Tic.  
A.S. - E  
Vigo Importing Company - I, P  
Vincenzo Salvo S.P.A. - E  
World Finer Foods, Inc. - I, E, M  
Zucchi 1810, Inc. - I

## OLIVES

A. Camacho, Inc. - I  
B. Aceitunas de Mesa S.L. - E  
Aceitunas Guadalquivir S.A. - E  
Aceitunas Rumarin S.A. - E  
Aceitunas Sevillanas, S.A. - E  
Acorsa USA Inc. - I  
Agricola i Caixa Agraria SC Cambrils  
SCCL - E  
Agrofood Srl - E  
Agropecuaria Riojana Srl - E  
Arguimbau & Co. - IA, DFB  
Artestilo Art y Regalo S.L. - E  
Agro Sevilla U.S.A., Inc. - P, M  
Agrosparta - P, M  
Agrovim S.A. - E  
Agrucapers, S.A. - E  
ALIMINTER, S.A. - E  
Amanida, S.A. - E  
ASEMESA (Spain) - Assn.  
Barkey Importing Co., Inc. - IA  
Barnier Production - E  
Bell-Carter Foods, Inc. - I  
Blue Planet Foods - I  
Borges USA / Star Fine Foods, Inc. - M  
Braun & Sons, Inc., J.F. - I  
Camerican International - I, IA, DFB  
Cento Fine Foods, Inc. - I, D  
COPERMA - E  
Dana Imports, Inc. - I  
Dotta Foods LLC - I  
Euroalim P.A.C. S.L. - E  
EXOLIVA S.A. - E  
F.J. Sanchez Sucesores, S.A. - E  
Food Match - I  
Gaea Products S.A. - E  
Gallo Worldwide, Lda. - E  
Georgoudis Co. S.A. - E  
Goya Foods, Inc. - I, M  
Ibericos Canned Foods, S.A. - E  
IDEAL SA - E  
Industria Aceitunera Marciense, S.A. - E  
Industrias Alimentarias de  
Navarra S.A. - E  
Intercomm Foods, S.A. - M  
Internacional Olivarera, S.A. - E  
Italfoods, Inc. - I  
JCS Tradecom, Inc. - I  
JOLCA, S.A. - E  
Konstantopoulos S.A. - E  
La Bella Di Cerignola S.C.A. - E  
Macarico S.A. - E  
Madama Oliva s.r.l. - E  
McLane Global - I  
Minerva S.A. Edible Oil Enterprises - E  
Musco Food Corp. - I  
Oleo-Moron, S.L. - E  
Omega Foods - I  
Panayiotis N. Kipriotis - E  
Pastene Companies, Ltd. - I  
Rema Foods, Inc. - I  
Ron-Son Foods, Inc. - I  
Salix Fruits LLC - IA  
Schreiber Foods International, Inc. - I  
Sclafani Corp., Gus - I  
Sinco, Inc. - I, DM  
Siouras A.S. - E  
Tee Pee Olives, Inc. - I, IA, M  
Transmed Foods - I  
UGS Urla Gıda ve Tarım Ürünleri San.  
Tic. Ltd. - E

Uniteks Tekstil Gıda Motorlu Araçlar San.  
ve Tic. A.Ş. - E  
Vigo Importing Company - I, P  
World Finer Foods, Inc. - I, E, M  
Worldly Delights, Ltd. - IA, DFB

## PASTA

Agritalia S.R.L. - E  
Camerican International - I, IA, DFB  
Cento Fine Foods, Inc. - I, D  
Colavita, USA - I  
COREX S.p.A. - E  
D. Coluccio & Sons, Inc. - I, D  
De Matteis Agroalimentare SPA - E  
Favellato Srl - E  
Golden Beach, Inc. - I  
Grandi Pastai Italiani Spa - E  
Ind. Alimentare Ferraro - E  
McLane Global - I  
Meridionale Alimenti SRL - M  
Musco Food Corp. - I  
Oesse Foods, Inc. - I, M  
Orlando Food Corp. - IA  
Pagani Industrie Alimentari SPA - E  
Pastene Companies, Ltd., The - I  
Pastificio Attilio Mastromauro  
Pasta Granoro S.r.l. - E  
Pastificio Bolognese SRL - E  
Pastificio de Sortis S.r.l. - E  
Port Royal Sales - I  
Rema Foods, Inc. - I  
Ron-Son Foods, Inc. - C, I  
Schreiber Foods International, Inc. - I  
Sclafani Corp., Gus - I  
Sinco, Inc. - I  
Tee Pee Olives, Inc. - I, IA, M  
Transmed Foods - I  
Vigo Importing Company - I, P  
World Finer Foods, Inc. - I, E, M

## PEANUTS

AKC Commodities, Inc. - I, IA  
Bazzini Co., Inc., A.L. - E, I, M  
Bedemco, Inc. - IA  
Leavitt Corporation, The - I, M, E  
McLane Global - I  
Red River Foods, Inc. - I  
Sass Foods - DFB, I  
Setton International Foods, Inc. - I  
Somercor - E  
Totally Nuts & More - DFB, I  
Trucco, Inc., A.J. - I

## PEAS, BEANS & LENTILS

AKC Commodities, Inc. - I, IA  
BMT Commodity Corp. - I  
Bedemco, Inc. - IA  
Boyrazoglu Tarım Tic. San. Ltd. Sti. - E  
Camerican International - I, IA, DFB  
Finck-Jones-Libby Co., Inc. - IA  
Franco Agency, Inc., The Richard - IA  
Goya Foods, Inc. - I, M  
Great Lakes International Trading, Inc. -  
I, E  
Jorge E. Gallardo F.S.A.C. - E  
Kalustyan Corp. - I  
McLane Global - I  
Mercantum (U.S.) Corp - I, IA, DFB, E  
Meridionale Alimenti SRL - M  
Pastene Companies, Ltd., The - I

R. Muelle S.A. - E  
Red River Foods, Inc. - I  
Reliable Mercantile Co., Inc. - IA  
Sahadi Fine Foods - I, M  
Sclafani Corp., Gus - I  
Setton International Foods, Inc. - I  
Somercor - E  
Trucco, A.J. - I  
Vestkorn Milling AS - E  
World Finer Foods, Inc. - I, E, M  
Ziba Nut, Inc. - E, I

## PET SUPPLIES

MMP International Co. Ltd. - E

## PREPARED FOODS

(Cereals, Mixes, Pizza, Sauces, Soups,  
Ready-to-eat meals)  
ALIMINTER, S.A. - E  
Arisi Giacomo & Figli, s.r.l. - E  
bio-familia AG - E  
Buildmore Enterprise Co., Ltd. - E  
Euroalim P.A.C. S.L. - E  
Goya Foods, Inc. - I  
Macarico S.A. - E  
MAFIN SPA - E  
Materne - Conflux S.A. - E  
McLane Global - I  
Menu SRL - E  
Preparados Alimenticios S.A. - E  
RDA S.r.l. - E  
SAOR Srl - E  
Vigo Importing Company - I, P  
World Finer Foods, Inc. - I, E, M

## PRODUCE

Camerican International - I, IA, DFB  
Trucco, Inc., A.J. - I

## RICE & GRAINS

Agritalia s.r.l. - E  
AKC Commodities, Inc. - DFB  
Alinsesa - E  
Ascot Commodities S.A. - E  
Bedemco, Inc. - IA  
Cento Fine Foods, Inc. - I, D  
Euroalim P.A.C. S.L. - E  
Gold Harbor Commodities - I  
Goya Foods, Inc. - I, M  
JFE Shoji Trade America, Inc. - I, E  
Kalustyan Corp. - I  
M/S. Al-Riaz Rice Mills - E  
McLane Global - I  
Ongkorn Special Foods Co., Ltd - E  
Riseria Vignola Giovanni SPA - E  
Sclafani Corp., Gus - I  
Simco Sales - I  
Somercor - E  
Tuska S.A.C - E  
Vigo Importing Company - I, P  
World Finer Foods, Inc. - I, E, M

## SNACKS

Balconi SPA Industria Dolciaria - E  
Biscuterie Jules Destrooper - E  
Coins Foods and Spices (Pvt.) Ltd. - E  
Leading Star Trading Company - E  
Madama Oliva s.r.l. - E  
Materne - Conflux S.A. - E

McLane Global - I  
Ryvita Co. Ltd. - E

## SPICES

Agritrader Commodities (India) Pvt. Ltd. (2) - E  
AKC Commodities, Inc. - I, IA  
Alminter S.A. - M, S  
Bedemco, Inc. - IA  
Belmar Dis Ticaret AS - E  
Camerican International - I, IA, DFB  
Coins Foods and Spices (Pvt.) Ltd. - E  
Condimentos Dona Tonita SL - E  
Conservas de Murcia, S.L. - E  
Drogheria Alimentari S.p.A. - E  
Euroalim P.A.C. S.L. - E  
Global Ingredients Sourcing - I  
Goya Foods, Inc. - I, M  
Great Lakes Int'l Trading, Inc. - I, E  
Herbs N Spices International - E  
John H. Elton, Inc. - DFB  
Jorge E. Gallardo F.S.A.C. - E  
Kalustyan Corp. - I  
Leading Star Trading Company - E  
Madama Oliva s.r.l. - E  
McLane Global - I  
Menu SRL - E  
Mercantum (U.S.) Corp. - I, E, IA, DFB  
Merwanjee Poonjiajee & Sons Pvt. Ltd. - E  
Millar Importação E Exportação - E  
Morris J. Golombek, Inc. - I  
Occidental International Foods, LLC - I  
Pt Matahari Food Ingredients - E  
Red River Foods, Inc. - I  
Reliable Mercantile Co., Inc. - I  
SIDI Marketing 90 - E  
SLD Commodities, Inc. - IA  
Sabirlar Findik Ihracat Ltd. - S, E  
Schreiber Foods International, Inc. - I  
Second House Products - E  
Setton International Foods, Inc. - I  
Shandong Int'l Service Trade Corp. - E  
Somercor - E  
Star Snacks Company - I  
Sunder Deri Sanayi Gida Turizm Ve Dis Tic. Ltd. Sti. - E  
Trucco, Inc., A.J. - I  
UB Global Corporation - E  
Unity Food Co., Ltd. - E  
Vegetexco Ho Chi Minh City - E  
Vigo Importing Company - I, P  
Worldly Delights, Ltd. - IA, DFB

## SYRUP

Alminter S.A. - M, S  
Bedemco, Inc. - IA  
Intercomm Foods, S.A. - M  
Santini Foods, Inc. - M, D  
World Finer Foods - I, E, M

## TOMATO PRODUCTS

Agritalia s.r.l. - E  
Alminter S.A. - M, S  
Atalanta Corporation - I, IA  
BMT Commodity Corp. - I  
Barkey Importing Co., Inc. - IA

Bedemco, Inc. - IA  
Camerican International - I, IA, DFB  
Cento Fine Foods, Inc. - I, D  
Coluccio & Sons, Inc. - I, D  
Filiberto Martinez, S.A. - E  
Finex Trade - I  
Food Specialties Trading LLC - I  
Goya Foods, Inc. - I, M  
Great Lakes International Trading, Inc. - I, E  
Industrias Alimentarias de Navarra S.A. - E  
Inter-Iberia Comercio de Alimentos, Ltda. - E  
Italfoods, Inc. - I  
J.M.B. International, Ltd. - E  
JFE Shoji Trade America, Inc. - I, E  
La Formica SRL - E  
Madama Oliva s.r.l. - E  
Manuel Mateo Candel S.L. - E  
McLane Global - I  
Meridionale Alimenti SRL - E  
Mercantum (U.S.) Corp. - I, E, IA, DFB  
Musco Food Corp. - I  
National Cortina - I  
Oesse Foods, Inc. - I, M  
Oguzcan Tarim Ve Gida Ur. San Tic.A.S. - E  
PAFCO Importing - I, E  
Pastene Companies, Ltd., The - I  
Pastificio Attilio Mastromauro Pasta Granoro S.r.l. - E  
Port Royal Sales, Ltd. - I  
Productos Bionaturales Calasparra S.A. - E  
RDA S.r.l. - E  
Rema Foods, Inc. - I  
Rispoli Luigi & C. SRL - E  
Ron-Son Foods, Inc. - I  
Safe Food Corporation - I  
Schreiber Foods International, Inc. - I  
Sclafani Corp., Gus - I  
Sinco, Inc. - I  
Somercor - E  
Sunrise Commodities - I  
Trucco, Inc., A.J. - I  
Unsoy Food Industries Inc. - E  
World Finer Foods, Inc. - I, E, M  
Ziba Nut, Inc. - E, I

## TREE NUTS

1. S-Brazilnuts Inshell & Shelled
  2. S-Cashew Kernels
  3. S-Cashew Nut Shell Liquid
  4. S-Filberts Inshell & Shelled
  5. Macadamia Nuts
- Abod Success Investment Limited (2) - E  
African Cashew Alliance (2) - E  
Alin Cashews (2) - E  
Apex Ventures Pvt. Ltd. (2) - E  
Arslanturk Tarim Urunleri Ihracat Ithalat A. S. - (4) E  
AFICEL-A.Ferreira Industriai Com. Exp (2) - E  
AFRUSE, S.L. - E  
Agritrader Commodities (India) Pvt. Ltd. (2) - E  
Ajanta Industries (2) - E  
AKC Commodities, Inc. - I, IA

Almendras "BOLITAL" S.R.L. (1) - E  
Amberwood Trading Ltd. - E  
Amendoas do Brasil Ltda (2). - E  
Angel Camacho, S.A. - E  
Assorted Food Packers Pvt. Ltd. (2) - E  
Balcop Limited - E  
Balsu USA, Inc. (4) - I, E  
Bazzini Co., Inc., A.L. - E, I, M  
Bedemco, Inc. - IA  
Bellafrut S.A. - E  
Beneficiadora de Almendra Urkupina S.R.L. (1) - E  
Beneficiadora de Almendras "INGAMA" (1) - E  
Beneficiadora de Almendras Lourdes (1) - E  
Beneficiadora de Almendras Rolando Bowles Rivero (1) - E  
Beneficiadora Puerto Rico (1) - E  
Beneficiadora San Agustin SRL (1) - E  
Bismi Cashew Company (2) - E  
Blair Shipping Services (Pty) Ltd. - E  
Braun & Sons, Inc., J.F. - I, E  
Cashew Export Promotion Council of India - Assn.  
Chandra Cashew Factory (2) - E  
Chandra Cashew Imports & Exports PVT LTD (2) - E  
Cia. Brasileira de Resinas - RESIBRAS (2) - E  
Clement Faugier - E  
Coins Foods and Spices (Pvt.) Ltd. (2) - E  
Commodity Trading Agency (2) - E  
Companhia Industrial de Oleos do Nordeste - CIONE (2) - E  
Dalian Jinyu Foods Co., Ltd. - E  
Ecofruit LTDA (1) - E  
Empresa Industrial Forestal Cabrera Taval- ara S.R.L. (1) - E  
Exportadora Florenzano Ltda. (1) - E  
Finck-Jones-Libby Co., Inc. (1,2) - IA  
Foreign Trade Service Corp. - L  
Franco Agency, Inc., The Richard - IA  
Gigi & Associates Corp. - I  
Global Nut Company - I  
Golden Macadamias (Pty)/Ltd (5) - E  
Great Lakes International Trading Inc. - I, E  
Gursoy Tarimsal Urunler Gida San. Ve Tic. A.S. (4) - E  
Halomex (2) - E  
Harold Claude Lens (1) - E  
Hermanos Cardenas S.R.L. (1) - E  
Hopewell International Corp. (1,2,3,4) - E  
Hnos. S.R.L. (1) - E  
Import & Export Almendras S.J. (1) - E  
India Food Exports (2) - E  
Indian Resins and Polymers (2) - E  
International Nut Alliance LLC (1,2,4) - I  
IRACEMA Industrias de Caju, Ltda (2) - E  
JCS Tradecom, Inc. (2, 4) - I  
Jaya Cashews (2) - E  
Jayalakshmi Cashew Exports (2) - E  
Jinnah Shajahan Exports (2) - E  
Jorge E. Gallardo F.S.A.C. - E  
K Subraya Anatha Kamath and Sons (2) - E  
Kalustyan Corp. - I  
Kailas Cashew Exporters(2) - E  
Kairali Exports (2) - E



NORTH AMERICA'S BIGGEST  
**FOOD-INNOVATION  
TRADESHOW**



**INSPIRE  
FOOD  
BUSINESS**

Food Images by  [www.istockphoto.com](http://www.istockphoto.com)

Toronto



**COMEXPOSIUM**

SIAL, a subsidiary of Comexposium Group

[SIALCANADA.COM](http://SIALCANADA.COM)  
[#SIALCANADA](https://twitter.com/SIALCANADA)



Kerala Nut Food Co. (2) - E Kerala State Cashew Development Corp., Ltd. (2,3) - S Kerala State Cashew Workers Apex Ind. Co-op. (2) - E Krishnan Food Processors (2) - E Kumbukattu Cashews (2) - E Lakshman & Company (2,3) - S Leading Star Trading Company - E Leavitt Corp., The (1,2,4) - DFB, M, I LongAn Food Processing Export Joint Stock Co. (2) - E Long Son Joint Stock Company (2) - E MEM Fairway, Inc. - B, S M M K Exports (2) - E Mahavishnu Cashew Factory (2) - E Mangala Cashew Industries (2) - E Maximacs (5) - E Mercantum (U.S.) Corp. - I, E, IA, DFB Mitra Agro Lestari Bersama PT (2) - E Mount Carmel Cashews (2) - E Mundial Exportadora Comercial LTDA (1) - E Nila Exports (2) - E Olam Americas, Inc. - I Olam International Ltd. - E Paratini Comercio E Beneficiamento De Fru- tas Ltda (1) - E Prasad Cashew (Ptc) (2) - E Pratipa Cashews (2) - E Procesadora Boliviana de Alimentos- PROBAL (1) - E Procesadora de Alimentos Santa Isabel (1) - E Progida Tarim Urunleri San. Ve Tic. A.S. (4) - E P.T. Comextra Majora (2) - E Quality Control Inspections - L Quilon Export Enterprises (2) - E R.S. Tinsley (Liverpool) Ltd. (1,2,4) - IA Rajan Cashew Company (2) - E Red River Foods (1,2,4) - I Regional Comercial Importacao E Exportacao Ltda (1) - E

Reliable Mercantile Co., Inc. - IA River Green Exports (2) - E SLD Commodities, Inc. - IA Sabirlar Findik Ihracat Ltd. (4) - S, E Sahadi Fine Foods (1,2,4) - I, M Saida Trading Company (2) - E Samsons Trading Co. Pvt. Ltd. (2) - E Sass Foods (2,4) - I, IA Satas Foods (2) - E Setton International Foods, Inc. - I Shandong International Service Trade Corp. - E Shunda Food Company Ltd. - E SINDICAJU (2) - Assn. Sociedad Agricola Industrial Blacutt Hnos. SRL (1) - E Sociedad Comercial Import Export Los Alimendros Srl (1) - E Somercom (2,4) - E Southern Cashew Exporters (2) - E Sree Durga Cashew Factory (2) - E Sreelekshmi Cashew Company (2) - E Star Snacks Company (2) - I Sunrise Commodities (1,2,4) - I Synergy Systems (2) - L Terra Nova Trading, Inc. (2) - IA The Hemisphere Group - I Totally Nuts & More (2,4) - I, IA Tropical Fruit Delights Agroinbo SRL (1) - E Trucco, Inc., A.J. - I U.D. Mandiri Jaya (2) - E Ultra Trading - I Vegetexco Ho Chi Minh City (2) - E Vijayalaxmi Cashew Company (2,3) - S VINALIMEX (2) - E Vizag Exports (2) - E Waymouth Farms, Inc. - P Western India Cashew Co. (2) - E Worldly Delights, Ltd. - IA, DFB Yavuz Gida Sanayi Ve Ticaret Ltd. (4) - E Ziba Nut, Inc. - E, I

## VINEGAR

Acetificio Carandini Emilio SRL - E Agritalia s.r.l. - E Borges USA / Star Fine Foods, Inc. - M Cellers Avgvstvs Forvm S.A. - E Charbonneaux-Brabant - E Colavita, USA - I Drogheria Alimentari S.p.A. - E Emiliani SRL - E Euroalimnt P.A.C. S.L. - E Filippo Berio Brand - I Food Specialties Trading LLC - I JCS Tradecom, Inc. - I John H. Elton, Inc. - I Jose Paez Lobato - E Malagoli SRL - E Modenaceti Srl - E Monari Federzoni SPA - E Pastene Companies, Ltd., The - I Ponti S.P.A. - E Pompeian, Inc. - I Rema Foods, Inc. - I SAS Fuchs Vinaigrerie - E Schreiber Foods International, Inc. - I Sclafani Corp., Gus - I Sinco, Inc. - I Toschi Vignola - E Vefa Bozacisi A.S. - E Vigo Importing Company - I, P World Finer Foods, Inc. - I, E, M

## WINES & SPIRITS

Acorsa USA Inc. - I Bodegas Navarro Lopez, S.L. - E Bosco Nestore - E Cellers Avgvstvs Forvm S.A. - E Sangeris I Vaque, S.L. - E Tenuta Fernanda Cappello - E Toschi Vignola - E

## AFI Salutes Arbitrators

AFI is grateful to the following members who volunteered their time and expertise to serve as arbitrators during the past year:

**Joseph Christovao, IV**  
Mercantum Int'l Corp.

**Robert Feuerstein**  
Rema Foods

**Scott Hall**  
Occidental International Foods

**Douglas Lynch**  
SLD Commodities

**Stephen O'Mara**  
J.F. Braun & Sons

**Patrick Whelan**  
Sahadi Fine Foods





## AFI Members Save up to 34% With UPS®

The Association of Food Industries is proud to bring its members valuable discounts on the products and services you need. Make the most out of your membership and take advantage of some of the most competitive rates available on shipping services. Whether you need your documents or packages to arrive the next day or are looking for the most affordable shipping option, UPS understands the importance of reliability, speed and cost.

### Your AFI Discounts

UPS Service	UPS Member Discount
UPS Next Day Air®	Up to 34%
UPS 2nd Day Air A.M.®	Up to 34%
UPS Ground	Up to 16%
UPS Worldwide Express®	Up to 33%
UPS Freight®	At Least 70%

To save on your UPS shipments, simply:

Call: 1-800-MEMBERS (636-2377)

Visit: [savewithups.com/afi](http://savewithups.com/afi)



# Legal Resources

## OFW Law

### Washington, D.C.

Represents clients before federal agencies, courts and the Congress with primary attention to the United States Department of Agriculture, the Food and Drug Administration, and the Federal Trade Commission.

**Richard Frank** is a Phi Beta Kappa graduate from the University of Michigan. His Juris Doctor degree was granted by the Michigan Law School where he was a member of the Law Review. He has authored numerous articles, published regulatory guides, and lectured extensively before food trade groups. He has devoted a major part of his legal practice to food trade matters, especially insofar as they have been impacted by legislation and regulation, or have been threatened by proposed legislation and regulation. He is a specialist in USDA and FDA food regulations.



**Arthur Y. Tsien** served as FDA's Associate Chief Counsel for Veterinary Medicine and Enforcement before he joined the firm in 1986. He concentrates his practice in FDA regulatory issues and litigation. Mr. Tsien received his B.S. magna cum laude, from Tufts University and his J.D. from the University of Washington. Following law school, Mr. Tsien clerked for Chief Judge Frank James of the Washington State Court of Appeals.



**Michael J. O'Flaherty** concentrates his practice and counsels clients extensively in food and dietary supplement regulatory matters, especially labeling and advertising, formulation, compliance and enforcement risk, and administrative procedures. He has spoken to audiences and authored numerous books and articles about his areas of expertise, including "U.S. Food Labeling Guide" and "The Ongoing Epidemic of Class Action Lawsuits Challenging Food Claims." He was the Law Clerk for The Quaker Oats Company (now part of PepsiCo) while he studied and received his law degree from Loyola University of Chicago School of Law.



**David L. Durkin** has assisted clients and addressed groups in North and South America, as well as the European Union, on trade and federal regulatory and compliance matters, including



food importation into the United States, compliance with the Food Safety Modernization Act, dispute resolution before the World Trade Organization (WTO), country-of-origin issues, fair trade in perishable agricultural commodities, and food safety equivalency for growers, manufacturers, and processors, with special emphasis on fresh produce and seafood. He received his law degree from the Catholic University of America, where he was the

Publication Editor of the Law Review, and his bachelor's degree in Philosophy from John Carroll University. Prior to joining the firm in 1988, he served as Law Clerk to the Honorable Jaime Pieras, Jr., in the United States District Court for the District of Puerto Rico.



**Jolyda O. Swaim**, before becoming an attorney, served as the Corporate Food Safety Director for Sara Lee Corporation, with oversight of its meat and poultry operations in the United States and Mexico, and before that worked for ConAgra Foods, Inc. and The Campbell Soup Company. She has experience in all matters relating to food production, gained from direct control of departments governing Food Safety, Sanitation, Quality Assurance, Consumer Affairs,

and Production. Her current practice focuses on FSIS/USDA and FDA food regulatory matters. She assists clients with inspections and regulatory actions; provides onsite risk assessments; and counsels on import and export issues.



**J. Mason Weeda** began his career in sales and marketing at a biologics manufacturer, which lends to his ability to counsel clients on the requirements surrounding the promotion, manufacture, and import of FDA-regulated products. He counsels clients on various food and dietary supplement regulatory matters, including formulation, labeling, advertising, and food safety issues (e.g., FSMA requirements, recalls, allergen requirements). His is a frequent speaker

at industry events, and provides training to FDA staff. Mr. Weeda has also authored a number of articles and blogs, and is a contributor to the "U.S. Food Labeling Guide."



## U.S. Customs Brokers & International Freight Forwarders

*SERVICING*

*IMPORTERS AND EXPORTERS SINCE 1931*

66 York Street / Jersey City, NJ 07302, USA  
Tel: +1 201 333 5400 / Fax: +1 201 333 4030  
email: mbrauner@braunerintl.com

[www.braunerintl.com](http://www.braunerintl.com)

# Get the Most of Your Firm's AFI Membership

AFI membership is a company membership, so update your membership profile to add all key employees.

**Questions?**  
**Contact [info@afius.org](mailto:info@afius.org)**

## Americas Food & Beverage Show



WORLD TRADE CENTER  
MIAMI



**September 22-23, 2021**  
**Miami Beach Convention Center**



**REGISTER NOW FOR FREE TO ATTEND THE CONFERENCE**

*(limited time offer)*

- Network with over 3,000 food and beverage professionals
- Attend a broad range of seminars on industry trends, markets of opportunity and get up to date on the latest regulatory updates.
- Meet with more than 200 global exhibitors

To register and find out more about the show, please visit  
[www.americasfoodandbeverage.com](http://www.americasfoodandbeverage.com)

Inquires at: Emy Garcia | [egarcia@worldtrade.org](mailto:egarcia@worldtrade.org) | 305-871-7910

The Americas Food & Beverage Show is expected to have more than 300 exhibitors with over 3,000 visitors from more than 30 countries. The show is sponsored by the National Association of State Departments of Agriculture (NASDA), the U.S. Department of Agriculture and the World Trade Center Miami.

In partnership with:



## Legal Resources, cont.

### **Sandler, Travis & Rosenberg P.A.**

Sandler, Travis & Rosenberg, P.A. (ST&R) has been providing legal representation to food and beverage importers, exporters, manufacturers, distributors, retailers, advertisers and trade and logistics service providers since 1977. Our attorneys and trade professionals regularly assist foreign and domestic businesses, manufacturers, distributors, importers, exporters, and research institutions with regulatory compliance, trade and enforcement matters involving the Food and Drug Administration, U.S. Customs and Border Protection, the Federal Trade Commission, the Consumer Product Safety Commission, the Department of Justice, the Alcohol and Tobacco Tax and Trade Bureau, the Environmental Protection Agency, and other federal, state and local authorities.

The firm possesses extensive industry and government experience in all aspects of the regulation and conduct of domestic and international trade in goods and services associated with the food and beverage industry. Along with representing clients before regulatory, legislative and judicial bodies throughout the world, we provide innovative solutions to assist our clients with strategic planning and with designing and implementing cost-saving and compliant business techniques to increase their competitive advantage in the global marketplace.

Our staff includes former senior CBP and FDA attorneys; former officials from U.S. Customs and Border Protection and the Commerce department; import specialists and regulatory auditors; former officials from the Office of the United States Trade Representative; licensed customs brokers; freight forwarders; and foreign-trade zone and warehouse operation specialists.

With employees in nine offices across the United States and Asia and strategic alliances around the globe, ST&R is the largest dedicated international trade, customs and export law firm in the world. The firm hosts more than 100 seminars and webinars each year and publishes a free daily Trade Report to keep clients up-to-date on the latest news in global trade.

**Gerald B. Horn** is a member of the firm, resident in its New York office. Mr. Horn specializes in U.S. Customs, International Trade and Transportation Law with particular emphasis on cross-border transactions between the United States and Canada. This has included the establishment of numerous related party and three-tiered sales transactions,



Customs audits, including those of numerous food importers, seizure and penalty cases, classification determinations, NAFTA verifications and origin determinations. Mr. Horn has been widely recognized for his presentations and lectures on international trade matters before the Canadian Apparel Federation, the American Management Association and the Canadian Importers Association and for his in-house audit program for members of the AFI. Mr. Horn graduated from American University Washington College of Law in 1974. He is a member of the Bar of the State of New York and the District of Columbia Bar. E-mail address: [ghorn@strtrade.com](mailto:ghorn@strtrade.com).

**Lenny Feldman** is a Senior Member of Sandler, Travis & Rosenberg, P.A., and serves on the firm's Operating Committee. He served as a senior attorney at U.S. Customs' Office of Regulations and Rulings from 1991 to 2000, where he issued hundreds of decisions and trained agency officials on customs laws and regulations relating to classification, origin, trade preference, valuation, and enforcement. Today he serves as counsel to numerous corporate officials on global compliance and enforcement issues and serves as co-chair of the Commercial Customs Operations Advisory Committee. E-mail address: [lfeldman@strtrade.com](mailto:lfeldman@strtrade.com)



**AFI Members Get  
Discounts with UPS**

Visit:  
**[savewithups.com/afi](http://savewithups.com/afi)**

# AFI TRADE INTELLIGENCE REPORTS

FIND OUT WHO YOUR COMPETITORS ARE PURCHASING FROM, NEW OUTLETS AND SUPPLIERS FOR YOUR PRODUCTS, EXPLORE SIMILAR PRODUCTS FROM OTHER COUNTRIES, COMPARE PRICING AND MORE

The AFI Trade Intelligence reports provide detailed entry data on imports of food items from bills of lading, including the consignee (the importer, in most cases), country of origin, foreign shipper, arrival date, ship line, point of origin, port of discharge, specific commodity, quantity in a declared unit of measure, total pounds and calculated value.

These reports are provided to subscribers on a monthly basis, with round-the-clock online access. Though the fees for the AFI Trade Intelligence reports are not included in the membership dues, the reports make this information available to you at a fraction of the cost of what you would pay to get it directly. Plus, the program developed by AFI's IT staff gives you the specific products you request, with the ability to customize your searches and reports in a myriad of ways.

Using our reports to accumulate information about the products you import, you'll be able to scout out new business opportunities and outlets, get a quick summary of the global marketplace, monitor your competition's import activities, obtain substantial insight into market and import trends, gauge supply and demand of similar products, uncover growing new markets and more.

**TO LEARN MORE, please visit [www.afiimportreports.com](http://www.afiimportreports.com)**

To schedule a free trial subscription, please contact Ed Spader at 732-922-3008 or email [espader@afius.org](mailto:espader@afius.org)

**AFI TRADE INTELLIGENCE**

Sort by: Commodity [VIEW DETAILS] [VIEW ALL]

Search reports for...

MONTHS: Jan 2018 [VIEW MONTH] [VIEW ALL]

COMMODITIES: Anchovies [VIEW COMMODITY] [VIEW ALL]

COUNTRIES: [VIEW COUNTRY] [VIEW ALL]

ACTIVE TOTALS: Pounds: 948,838 Value: \$1,022,085.00

Search reports for...

MONTHS: Jan 2018 [VIEW MONTH] [VIEW ALL]

COMMODITIES: Anchovies [VIEW COMMODITY] [VIEW ALL]

COUNTRIES: [VIEW COUNTRY] [VIEW ALL]

ACTIVE TOTALS: Pounds: 9 Value: \$4.00

EXPORTS BY COUNTRY

1,928 247,357

TOP 10 SUPPLIERS

Top 10 Suppliers

- DELFINO BATTISTA
- ISOLA VERDE I
- ORDER
- OCEANBEST M
- FOOD ONE

TOP 10 IMPORTERS

Top 10 Importers

- SAVRETT
- NFI GLOBAL
- ORDER
- ROXY TRADING
- SUN GEORGIA OCEAN BLUE

# *NAOOA Seal Program*



**Stand Out From the Competition**

[naooa.org](http://naooa.org)  
[aboutliveoil.org](http://aboutliveoil.org)

**2021**  
**Food Import  
Industry**   
**Convention**

**JUNE 8-9**

**1-5PM (EST) VIA ZOOM**

Supply Chain, Post-COVID Employment  
Laws, Cybersecurity, Storage & Cargo,  
Ports, Shipping, FDA Traceability Rule,  
Disruption and Foreign Suppliers!

**REGISTER NOW!**

**[afius.org/convention](https://afius.org/convention)**

# AFI Service Directory

## *Companies and Organizations Providing Services to the International Food Trade*

### **ASSOCIATIONS/TRADE CONSULATES**

ASEMESA—Asoc. Exportadorese Industriales de Aceitunas de Mesa.....	82
ASOLIVA - Olive Oil Exporters Association of Spain.....	43
Casa do Azeite - Associação do Azeite (Portugal).....	40
FEDEROLIO - National Federation for Oil Trade, Italy.....	40
SINDICAJU (Brazil).....	102

### **ACCOUNTANTS/TAX CONSULTANTS**

Sax Macy Fromm & Co., PC.....	74
Marcum LLP.....	74
Mazars USA LLP.....	47

### **ATTORNEYS**

Cowan, Liebowitz & Latman, P.C. ....	73
OFW Law.....	74
Sandler, Travis & Rosenberg, P.A. ....	41
Scarinci & Hollenbeck.....	76

### **BANKS/INVESTMENT SERVICES**

Brown Brothers Harriman.....	70
------------------------------	----

### **BUSINESS CONSULTANTS**

B. Harloe Consulting.....	70
FFF Associates.....	73
Kompass North America.....	101
Quality Services International.....	51

### **CUSTOM HOUSE BROKERS**

Alba Wheels Up.....	54
All-Ways Freight Forwarding.....	125
Brauner International Corporation. ....	121
Engineering & Trade, Inc.....	73
JAF Global Logistics.....	73
J W Hampton Jr. & Co., Inc.....	109
Lehat & Associates, Inc., Ken.....	3
V. Alexander & Co., Inc.....	76

### **FDA CONSULTANTS**

FSMA International.....	73
HACCP Consulting Group.....	73

Lehat & Associates, Inc., Ken.....	3
------------------------------------	---

### **FSVP CONSULTANTS**

FSMA International.....	73
Lehat & Associates, Inc., Ken.....	3
Safe Food En Route LLC.....	74
United Safety Agents.....	18

### **FACTORING**

Express Trade Capital.....	73
----------------------------	----

### **FOREIGN FREIGHT FORWARDERS TRUCKING & LOGISTICS**

Alba Wheels Up.....	54
All-Ways Forwarding Int'l., Inc.....	125
Brauner International Corporation. ....	121
Freighters LLC.....	51
JAF Global Logistics.....	73
J W Hampton Jr. & Co., Inc.....	109
Laufer Group International.....	74
Lehat & Associates, Inc., Ken.....	3
Romark Logistics.....	74
Sunteck Transport Group.....	81
UPS.....	119
V. Alexander & Co., Inc.....	76
Wannemacher Total Logistics.....	52

### **INFORMATION & PROMOTION**

ICEX - Foods From Spain/ Trade Commission of Spain.....	42
--	----

### **INSPECTION/CERTIFICATION**

Foreign Trade Service Corp.....	73
Quality Control Inspections.....	74

### **INSURANCE**

Coface North America Insurance Co. ....	70
Coughlin Insurance Services.....	89
Foa & Son.....	52

### **LABORATORIES/TESTING**

Certified Laboratories.....	113
Eurofins.....	48
Foreign Trade Service Corp.....	73

Horiba Instruments.....	42
INDLAB.....	42
Laboratorio Tello S.L.U.....	42
Quality Control Inspections.....	74
Quality Services International.....	52
SGS Agri Division.....	74
Synergy Systems.....	103

### **MARKETING SERVICES**

Kompass North America.....	101
----------------------------	-----

### **PRINTERS/ PROMOTIONAL PRODUCTS**

White Eagle Printing.....	76
---------------------------	----

### **QUALITY ASSURANCE/ STABILITY STUDIES**

Foreign Trade Service Corp.....	73
Quality Control Inspections.....	74
Quality Services International.....	52

### **RESTAURANT & FOODSERVICE**

Restaurant Depot.....	74
-----------------------	----

### **SAMPLERS**

Foreign Trade Service Corp.....	73
Quality Control Inspections.....	74

### **TRADE DEVELOPMENT**

ICEX - Foods From Spain/ Trade Commission of Spain.....	42
--	----

### **WAREHOUSE AND DISTRIBUTION**

Accem Warehouse.....	70
Continental Logistics.....	70
East Coast Warehouse & Distribution Corp.....	73
Federation Distribution Services.....	77
McLane Global.....	7
Port Jersey Logistics.....	42
V. Alexander & Co., Inc.....	76

### **WAX MANUFACTURERS**

Strahl & Pitsch, Inc.....	76
---------------------------	----



# U.S. Customs Brokers & FDA Clearing Specialist

Let us help you meet the tough FDA Food Safety Modernization Act challenges.

- Ocean and Airfreight Services
- Complete On-Line Cargo Tracking
- Automated US Customs and FDA Release Notification
- Gourmet and Specialty Food Clearing
- Importer Security Filings
- FDA Consulting
- USDA Clearing
- FSVP Importer Audit Compliance Support
- US Customs Binding Ruling and Advisory Classification Services
- US FDA Labeling Compliance Review Services
- LACF Experts
- US FDA Import Alert Removal Services
- Complete Product Line Review Classification Services
- Fish And Wildlife Clearing Experts
- NOAA Certificate filing Services
- VQIP Application Services



Our organization is unique as we have assembled the most talented and experienced staff in the industry. At All-Ways, we consistently provide prompt, professional service and answer all of your regulatory questions.

**all-ways**  WE'LL TAKE IT FROM THERE

📞 908.353.4000 [www.shipallways.com](http://www.shipallways.com)  
☎ 908.354.2000 @ paul.jeka@shipallways.com

# Index to Advertisers

<b>A</b>	de Alimentos ..... 93	<b>O</b>
AMD Oil Sales ..... 21		Orlando Food Sales..... 39
ANUGA..... 97		Orleans..... 31
Acme Food Sales ..... 61	<b>F</b>	
AGRUSA Inc..... 47	FTS Laboratories..... 65	
Alba Wheels Up..... 54	Federation Distribution	
Aliminter ..... 93	Services..... 77	<b>R</b>
All-Ways Forwarding ..... 127	Filippo Berio / SALOV N.A..... 33	Ramirez & Ca.
Americas Food & Beverage..... 30	Finck Jones Libby ..... 13	(Filhos), S.A..... 85
Americas Food & Beverage..... 121	FOA & Son..... 52	Rema Foods..... 35
Atalanta ..... 25	Food Specialties Trading..... 43	Richard Franco..... 23
Atlantix..... 36	FoodMatch ..... 71	Ron-Son Foods ..... 31
Azorfisk Unipessoal Lda ..... 93	Freighters ..... 51	
	Four Seasons Fruits Corp. .... 72	<b>S</b>
<b>B</b>		SIAL Canada ..... 117
Borges National..... 61	<b>G</b>	Sahadi Fine Foods ..... 57
Borges USA/Star Fine Foods .... 11	Gellert Global Group..... BC	Sandler Travis & Rosenberg..... 41
Brauner Int'l ..... 121	Georgoudis S.A. .... 20	Setton Int'l Foods..... 15
	Great Lakes Int'l Trading ..... 57	Siouras ..... 69
<b>C</b>	Gus Sclafani Corp ..... 53	Sosega Nigeria FZE ..... 17
Camerican ..... IFC		Sovena ..... 43
Cento Fine Foods ..... 9	<b>J</b>	Sunteck Transport ..... 81
Certified Laboratories ..... 113	J.F. Braun ..... IBC	
Cibaria International ..... 47	J.W. Hampton Jr. & Co., Inc. ... 109	<b>U</b>
Commodity Trading Agency..... 31		United Safety Agents ..... 18
Coughlin Insurance Services..... 89	<b>K</b>	
	Ken Lehat ..... 3	<b>V</b>
<b>D</b>	Kompass ..... 101	Vigo Alessi ..... 13
Dalian Jinyu Foods Co., Ltd. ... 109		
Dana Imports..... 23	<b>M</b>	
	Mazars..... 47	
<b>E</b>	McLane Global ..... 7	
Empresa Boliviana	Mercantum ..... 29	