



Summer Fancy Food Show Buyers Mission

Buyer Profiles

Saturday, June 27, 2009

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CANADA (ONTARIO)

New Port Marketing Inc
 3289 Lenworth Drive Unit H
 Mississauga, ON L4X 2H1 P.O. Box N712
 Ontario, Canada
www.newportmarketing.ca
 Contact: Mr. Greg Porteous, Owner

Annual Sales: \$1 Million **Total Imports:** \$500,000 **US Imports:** \$500,000

Type of Business: Import, Wholesale

Customers: Supermarkets, Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice, Other Farmers market, butcher shops

Geographic Region: Ontario

Products Handled:

Products currently imported from US: Sauces, Condiments

Products of Interest:

Candy – chocolates, non-chocolates, novelties, sugar-free, Condiments/Relishes, Cookies/Crackers/Biscuits, Fruits (shelf stable, dried, freeze dried), Health/Natural/Organic Foods, Honey/Syrups, Jams/Jellies/Preserves, Non-alcoholic Beverages, Oil/Vinegar/Salad Dressing, Salsa/Dips, Sauces/Bases/Mixes, Snack Foods, Vegetables

Specific Products of Interest:

Crackers, snack, drink, candy, shelf stable pate, anything unique shelf stable

Comments:

Newport is a distributor in Ontario with coverage to independents, delis, butchers, specialty shops and some foodservice. It also has a cash and carry outlet. Product lines include shelf stable, condiments, beverages, snack food and specialty items. Coverage includes independents, delis, butchers, specialty stores, and small grocery in Ontario.

CANADA (QUEBEC)

R.L. Solutions Vente Marketing Inc
 1801, rue Nobel, Suite 2, Ste-Julie,
 Quebec J3E 1Z6
www.rlsolutions.com
 Contact: Mr. Manuel Barreira, Vice President, Sales

Annual Sales: \$2.8 Million **Total Imports:** \$300,000 **US Imports:** \$0

Type of Business: Import, Wholesale

Customers: Supermarkets, Specialty/Gourmet Stores, Convenience Stores

Geographic Region: Ontario and Quebec (65% of the Canadian population)

Products Handled:

Products currently imported from US: None

Products of Interest:

Candy – chocolates, non-chocolates, Condiments/Relishes, Health/Natural/Organic Foods, Jams/Jellies/Preserves, Pasta/Grains/Rice, Snack Foods, Cookies/Crackers/Biscuits, Non-alcoholic Beverages, Oil/Vinegar/Salad Dressing, Salsa/Dips

Specific Products of Interest:

Natural and gluten-free products, unique specialty items for specialty stores

Comments:

RL Solutions offers coverage at major and independent retail, drug store, convenience, specialty and ethnic shops in Ontario and Quebec. The company is currently growing at a rate of 28%. Categories covered include upscale specialty products in snacks, candy, condiments, natural/organic products, cookies, dressings, dips and non-alcoholic beverages. RL Solutions has two divisions. One division handles imports, logistics and DSD delivery with a fleet of six trucks. The other division offers distribution in Ontario and Quebec along with brokerages services for several companies. The company has 13 representatives on the road.

CHILE (SANTIAGO)

Valtor Ltda. (Cardamomo Delikatessen Store)

Av. Padre Hurtado Norte 1647 – Vitacura

Santiago - Chile

www.cardamomo.cl

Contact: Mr. Sergio Valech, Owner and General Manager

Annual Sales: N/A

Total Imports: \$200,000

US Imports: None

Type of Business: Import, Wholesale, Retail

Customers: Supermarkets, Specialty/Gourmet Stores

Geographic Region: Their delicatessen store, other food stores and supermarkets along Chile.

Products Handled:

Dry/General, Meats, Beverages, Wine, Spirits, Kosher, Ethnic, Seafood, Snacks/Confectionery, Frozen, Specialty/Gourmet, Ingredients, Condiments, and Organic

Products currently imported from US:

They import goods manufactured by different companies of the world, leaders in their market, like Europe and Japan. From the U.S. they have imported goods from General Mills (like cereals, granolas, Nature Valley line etc.), Success Rices and others.

Products of Interest:

Snack Foods, Health/Natural/Organic Foods, Condiments/Relishes, Seasoning/Spices/Herbs/Extracts, Cookies/Crackers/Biscuits, Cheese, Kosher Products, Salsa/Dips, Candy – chocolates, non-chocolates, novelties, sugar-free

Specific Products of Interest:

Fine Chocolates, Organic Foods, Dressings, Caviar, Fine Cookies, Specialty Mustards, Kosher Items, High Quality Cheese, Novelties, Sugar Free Items and Condiments.

Comments:

Importer Company specialized in food items, owner of more prestigious store in Santiago. Chilean Chefs recommend are the main customers of the store.

CHINA (HANGZHOU)

Hangzhou Lianhua Huashang Group Co., Ltd

86# Qingchun Road,

Hangzhou, China

www.zjlh.com.cn

Contact: Mr. Xuanhua Feng, Manager, Imported goods department

Annual Sales: \$1.5 billion

Total Imports: \$40 Million

US Imports: \$5 Million

Type of Business: Wholesale, Retail

Customers: Convenience Stores, HRI/Foodservice, Other: End consumers

Geographic Region: Zhengjiang province

Products Handled:

Products currently imported from US: Beverage, wine and snacks

Products of Interest:

Alcoholic Beverages (wines, spirits, beer), Appetizers, Snack Foods, Health/Natural/Organic Foods, Condiments/Relishes, Cookies/Crackers/Biscuits, Candy – chocolates, non-chocolates, novelties, sugar-free, Cakes/Pastries, Coffee, Honey/Syrups, Non-alcoholic Beverages, Nuts, Oil/Vinegar/Salad Dressing

Comments:

Lianhua is one of the largest domestic retailers in China. It has thousands of stores throughout the country including supercenters, supermarkets, convenience stores, etc. Hangzhou Lianhua Group has about 170 stores in Zhejiang province, and is the largest chain-store retailer in the province for 9 consecutive years.

CHINA (SHANGHAI)

Shanghai Kui Chun Industry Co., Ltd
Room.318, No.100,
Ye Jia Zhai Road, Shanghai
www.kuichun.com

Contact: Mr. Baigeng Wu, General Manager

Annual Sales: \$13 million **Total Imports:** \$13 Million **US Imports:** \$1 Million

Type of Business: Wholesale, Import

Customers: Supermarkets, HRI/Foodservice

Geographic Region: Nationwide

Products Handled:

Products currently imported from US: Candies

Products of Interest:

Alcoholic Beverages (wines, spirits, beer), Appetizers, Snack Foods, Health/Natural/Organic Foods, Condiments/Relishes, Cookies/Crackers/Biscuits, Candy – chocolates, non-chocolates, novelties, sugar-free, Cakes/Pastries, Honey/Syrups, Non-alcoholic Beverages, Nuts

Comments:

Founded in 1996, Shanghai Kuichun Co., Ltd is a professional distributor of imported products in Mainland China. Over the last 10 years, Kuichun has established a nationwide sales network. Products Kuichun imports worldwide from countries such as Italy, Germany, Spain, France, the USA, Thailand and S. Korea. Products include snack foods, seasonings and sauces, beverage and canned food. The company not only focuses on retail, but also food service. Customers include Metro, Walmart, RT-mart, Lianhuan, Auchan and Lotus.

COLOMBIA (BOGOTA)

Premium Choice Ltda.
Av. Calle 116 # 71 de – 78
Bogota Colombia
Contact: Mr. Raul Vallejo

Type of Business: Importer, HRI Foodservice

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

Geographic Region: Colombia Market

Products Handled:

Dairy Products

Products currently imported from US: Dairy Products

Products of Interest:

Milk/Dairy, Breads/Baking Mixes/Flours/Meals, Ice Cream/Sorbet/Frozen Desserts, Cheese, Oil/Vinegar/Salad Dressing, Kosher Products, Healthy/Organic Products

Comments:

Retail and Foodservice recent growth 15%
Handle Soya Products

JAPAN (HYOGO)

Inabco Trading Co., Ltd.
12-40, Kamei-cho, Takarazuka-city,
Hyogo 665-0047, Japan
Contact: Mr. Toshiaki Mori, Director

Annual Sales: \$5 million **Total Imports:** \$3 Million **US Imports:** \$500,000

Type of Business: Import, Wholesale

Customers: Supermarkets, Specialty/Gourmet Stores

Geographic Region: Supermarket Chains, And Other Retailers

Products Handled:

Dry/General, Fresh, Frozen, Meats, Beverages, Wines, Spirits, Snacks/Confectionery, Specialty/Gourmet, Organic, Bakery/Products

Products currently imported from US: Groceries, Popcorns, Potato chips, Frozen Juices, Jams, and Nuts

Products of Interest:

Alcoholic Beverages (wines, spirits, beer), Snack Foods, Health/Natural/Organic Foods, Cookies/Crackers/Biscuits, Candy – chocolates, non-chocolates, novelties, sugar-free, Honey/Syrups, Non-alcoholic Beverages, Nuts, Fruits, Jams/Jellies/Preserves, Coffee, Sauces/Bases/Mixes, Soups/Stocks, Salsa/Dips

Specific Products of Interest:

Steak Sauce, BBQ Sauce, Fruit Jams, Nuts, Potato Chips, Snacks, Wines, Non Alcoholic Beverages

Comments:

Currently Inabco is the importer for the high-end regional supermarket chain, named Ikari Supermarket, and they have been working to expand their sales of imported products to other high-end supermarket chains in other regions throughout Japan.

KUWAIT (SAFAT)

Food Choice Gen. Trdg. & Cont. Co.
Ardiya Industrial Area P.O. Box 4097
Safat 13041 Kuwait
<http://www.foodchoiceq8.com/>
Contact: Mr. Marwan Fares

Annual Sales: \$10 Million**Total Imports:** \$750,000 Monthly**US Imports:** \$200,000 Monthly**Type of Business:** Importer**Customers:** Supermarkets, Specialty/Gourmet Stores, HRI/Foodservice**Geographic Region:** Kuwait Market**Products Handled:**

Dry/General, Meats, Beverages,, Seafood, Bakery, Halal, Frozen, Fruits/Vegetables, Private Label, Condiments, Milk/Dairy, Organic, Foodservice

Products currently imported from US: Beef, Veal, Sea Foods, Seasonings, Carbonated Drinks, Cans, Shortening Oil, and Frozen Cakes.**Products of Interest:**

Dry/General, Wines, Spirits, Seafood, Bakery, Halal, Frozen, Private Label, Milk/Dairy, Breads/Baking Mixes/Flours/Meals, Dessert Toppings, Ice Cream/Sorbet/Frozen Desserts, Jams/Jellies/Preserves, Meat/Game/Pates, Non-alcoholic Beverages, Oil/Vinegar/Salad Dressing, Pasta/Grains/Rice, Sauces/Bases/Mixes, Seasoning/Spices/Herbs/Extracts, Soups/Stocks, Vegetables

Specific Products of Interest:

Sea food frozen, Cans

Comments:

Retail: Co- Operative, Supermarkets, Hypermarkets.

Food Service: Hotels, Catering Co., Restaurants, Coffee Shops, Health Clubs.

TAIWAN (TAIPEI)

Falken International Inc.
11F, NO 19-2, SAN-CHONG RD,
NAN-GANG 115, TAIPEI, TAIWAN
www.falken.com.tw

Contact: Ms. Melody Chen, Senior Product Manager

Annual Sales: \$25.9 Million**Total Imports:** \$15 Million**US Imports:** \$8 Million**Type of Business:** Import, Wholesale**Customers:** Supermarkets, Convenience Stores**Geographic Region:** As a major importer and distributor in Taiwan, we are proud of not only importing foreign products to Taiwan but also of our success in marketing them countrywide via our strong sales network. Also, we have one large merchandising team to get the best benefits for our products at points of sale.**Products Handled:** Wines, Snacks/Confectionery, Fruits, Private Label**Products currently imported from US:** Hershey's Chocolates & Mariani's California Prunes**Products of Interest:**

Alcoholic Beverages (wines, spirits, beer), Candy – chocolates, non-chocolates, Novelties, sugar-free, Nuts, Snack Foods, Cookies/Crackers/Biscuits, Fruit, Health/Natural/Organic Foods

Specific Products of Interest:

Prunes, Cranberries, Cherries and Nuts, Snacks, Biscuits and Wine

Comments:

Falken mainly imports the well-known products from foreign countries, but partially develops our own brand, ARITA, for rice cracker products, and now we are the second largest rice cracker supplier in Taiwan, according to "Economic Daily News". Our main products include rice crackers, biscuits and snacks, candies and chewing gums, alcoholic beverages, chocolates, and dried fruits. Our goods are supplied to more than 20,000 retailers in Taiwan through wholesalers and directly to key Accounts (CVS, Supermarkets, Cash & Carry and Personal Care Store). In 2009, we will keep expanding the existing business by searching more sweet and snack products to fulfill our customers' demand, and to introduce more "Healthy Concept" products to expand the market share.

TAIWAN (TAIPEI)

Uni-globe Trading Ltd

No 24, Lane 74, Sec. 3,
Bade Rd, Taipei, Taiwan
www.omniworld.com.tw (under construction)
Contact: Mr. Chih Jen Wen, Sales Manager

Annual Sales: \$1.2 Million **Total Imports:** \$1 Million **US Imports:** \$0.8 Million

Type of Business: Import, Wholesale

Customers: Supermarkets, Specialty Gourmet

Geographic Region: Throughout Taiwan, mostly in northern part of Taiwan

Products Handled: Dry/General, Condiments, Beverages, Wines, Spirits, Snacks/Confectionery, Organic

Products currently imported from US: Herrs (PA), Black Forest Gummy (IL), Kraft Foods (CA) and Sugar Foods (CA)

Products of Interest:

Candy – chocolates, non-chocolates, Novelties, sugar-free, Snack Foods, Cookies/Crackers/Biscuits, Health/Natural/Organic Foods, Condiments/Relishes, Honey/Syrups

Specific Products of Interest:

Snack products – pretzels/chips/crackers/popcorn, confectioneries – nutrient gummies or general gummies with distinct varieties, and bulk - raw materials to be processed as snack products

Comments:

Uni-globe Trading Ltd. has increased imported items from various countries, such as Herrs Kettle chips (US). Lorenz (DE) and Tetley (UK), is very anxious to expand food products from U.S.

THAILAND (NONTABURI)

GOURMET ONE FOOD SERVICE
69/119 Kor, Tiwanon Road, Bangkrasor,
Muang, Nonthaburi 11000 Thailand
www.Gourmet-One.Com (Under construction)
Contact: Mrs. Sirikul Thirasuntrakul, Sales Manager

Annual Sales: \$5.1 Million **Total Imports:** \$4.46 Million **US Imports:** \$0.39 Million

Type of Business: Food importer and distributor

Customers: Supermarkets/Hypermarkets, HRI/Foodservice

Geographic Region: Food service and retail markets nationwide.

The company's head office in Bangkok covers Bangkok, Pattaya, Hua Hin and other provinces in northern part of Thailand such as Chiang Mai and Chiang Rai. Phuket office covers Phuket, Krabi and other provinces in southern part of Thailand

Products Handled:

Foie gras from France "Rougie", Cavier "Kavairi", Chocolate from France and Belgium "Valrhona Chocolate and Fruibel", Bakery products, Australian chilled beef "Kobe Cuisine, 1824", Australian chilled lamb "Ambassador lamb", Lobster and oyster from America and Canada, Frozen seafood, Oyster from France, Perishable products from France (fruits, vegetables, seafood, cheese, etc.), Perishable products from Australia (fruits, vegetables, seafood, cheese, etc.), Perishable products from Netherlands (fruits, vegetables, seafood, cheese, etc.), Italian Olive Oil, Truffle products from Italy and France (truffle oil, truffle cream, truffle juice, and truffle paste)

Products currently imported from US: Lobster and oyster

Products of Interest:

U.S. beef, U.S. seafood: Scallop, Alaska King Crab, Lobsters, Oyster, Wild Salmon (Company is seriously looking for the U.S. suppliers on these products and ready to place the orders), Fruits: all berries including cherries, strawberries, etc., Fresh and frozen potatoes, Yogurts, Cheese, Other gourmet food and beverage items

Specific Products of Interest:

Meat, Fresh Seafood

Comments:

- Gourmet One Food Service Co., Ltd. is recognized by the five stars hotel as a premium quality food distributor in Thailand with the following focuses: brand building, quality, services and innovation.

- The company's strengths are as follow:
 - o Professional sales and marketing team
 - o Recognized HACCP warehouses
 - o Wide channel of distribution
 - o Well established professional relationship with five-star hotels
 - o Strong supplier network and sourcing ability
- The company's capacities:
 - o Their own warehouses (in-door warehouses)
 - o Five temperature control trucks
 - o Five cold rooms with temperature control: frozen room (-18c), meat room (0c), chocolate room (14-16c), perishable room (4-8c), and loading area (12-16c)

UNITED ARAB EMIRATES (DUBAI)

Chetna Trading LLC
 Plot No 1300, Al Quoz - Near Jotun Paints, Dubai.
 Mailing Address: P.O.Box 74522, Dubai, United Arab Emirates
www.chetna.ae
 Contact: Jainendra Hardasani, Food Division Manager

Annual Sales: \$14.5 Million

Total Imports: \$10 Million

US Imports: \$3 Million

Type of Business: Import, Wholesale, Retail, HRI/Foodservice

Customers: Supermarkets, Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice, Petrol Stations

Geographic Region: UAE, Oman and Qatar

Products Handled: Dry/General, Beverages, Wines, Spirits, Snacks/Confectionery, Halal, Frozen, Specialty Gourmet, Condiments, Organic,

Products currently imported from US: Frito-Lays Snacks (USA), Casa Fiesta Mexican Foods (USA), Nutra Gold Pet Products (USA), and other assorted food and beverages like Dr. Pepper beverages, General Mills cereals, Bluebell ice creams, Popcorn, etc.

Products of Interest:

Breads/Baking Mixes/Flours/Meals, Cakes/Pastries, Candy – chocolates, non-chocolates, novelties, sugar-free, Condiments/Relishes, Cookies/Crackers/Biscuits, Dessert Toppings, Health/Natural/Organic Foods, Honey/Syrups, Ice Cream/Sorbet/Frozen Desserts, Jams/Jellies/Preserves, Kosher Products, Non-alcoholic Beverages, Oil/Vinegar/Salad Dressing, Salsa/Dips, Sauces/Bases/Mixes, Seasoning/Spices/Herbs/Extracts, Snack Foods, Soups/Stocks

Specific Products of Interest:

Non Alcoholic Beverages

Comments:

Chetna Trading LLC is the trading division of Park N Shop Supermarkets group. Chetna currently distributes brands like Frito-Lays (USA), Kettle Chips (UK), Casa Fiesta Mexican Foods (USA), Nutra Gold Pet Products (USA), Holle Baby Foods (Switzerland),

Bottle Green Drinks (UK), Unilever Foods (UK), Birds Eye Frozen Foods (UK), Kean Juice (Cyprus), etc., in the UAE, Oman and Qatar.

UNITED KINGDOM (KENT)

D&D Snackfoods (UK) Ltd
Orchard Business Park, Badsell road,
Five oak green, Tonbridge,
Kent TN12 6QU
<http://www.ddsacks.com/>
Contact: Adrian Plant, Managing Director

Annual Sales: \$8.5 Million

Total Imports: \$8.5 Million

US Imports: \$6 Million

Type of Business: Import, Wholesale, Importer & Distributor

Customers: Supermarkets, Convenience Stores, Specialty/Gourmet Stores, HRI/Foodservice, Drug Stores/Pharmacies

Geographic Region: Full UK distribution covering Modern, Traditional, Cash & Carry, Wholesale, Vending, Food Service and e-commerce.

Products Handled:

Beverages, Snacks/Confectionery, Specialty/Gourmet

Products currently imported from US: Hershey's, Kenny's Candy, Pop Rocks, X8 Energy shots

Products of Interest:

Candy – chocolates, non-chocolates, novelties, sugar-free, Health/Natural/Organic Foods, Snack Foods, Cookies/Crackers/Biscuits, Non-alcoholic Beverages

Comments:

Markets covered as above. Growth YOY of 25% achieved through new product lines from current suppliers and new brand representations.