

PRIVATE LABEL BUYERS MISSION

INTERNATIONAL BUYER PROFILES

INTERNATIONAL BUYERS

Sponsored by Food Export Midwest & Food Export USA – Northeast

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CANADA

Company Name: JIVA MANUFACTURING & DISTRIBUTING INC.

Company Founded: 1998

Website: www.jivaorganics.ca

Company Description: **Jiva Manufacturing & Distributing** is a very well established business in Vancouver, Canada. The Company is an importer/distributor serving retailers across Canada. Its 34,000 square foot facility in the Greater Vancouver area offers over 2,000 domestic and imported products in bulk and packaged sizes specializing in all natural and organic lines. The company also manufactures around 200 natural and organic products under the company name Everland Foods. Jiva Organics' sales force services major retail, independents, natural/organic stores, grocery stores, restaurants, bakeries, delicatessens, institutions & manufacturers. The Company has 25 years' experience purchasing for manufacturing & distribution and currently imports from 50 U.S. vendors. The Company is interested in Vegetarian and Vegan products.

Customers: Convenience Stores, Supermarkets/Hypermarkets, Specialty/ Gourmet & HRI/foodservice

Market Segments Covered: Specialty/Gourmet, Healthy/Organic, Ingredients, Kosher, Retail, Gluten-Free, Private Label, Online Sales & Ethnic

Interest in Refrigerated Products: **Frozen Products:**

Works with a U.S. Consolidator: No

Preferred U.S. Port of Export: Yes –Oakland, Ca.

Preferred Port of Import: Yes- Vancouver BC

Preferred Pricing: FOB

Categories of Interest for this Mission: All Grocery – Confectionery (Chocolate, Mints, Boiled Sweets, Lollipops Chewing gum), Sweet and Savory Snacks (Fruit Snacks, Tortilla and Corn Chips, Popcorn, Nuts, Other), Sauces Dressings and Condiments (Tomato Pastes and Purees, Herbs & Spices, Table Sauces, Soy based sauces, Pasta Sauces, Wet and Cooking Sauces, Ketchup), Ready to Eat Cereals, Instant Noodles, Ready Meals (Canned and preserved, Dinner Mixes), Dried Processed Food (Rice, Dried ready meals, Dehydrated soup, Dried Pasta), Canned and Preserved (Vegetables, Tomatoes, Beans, Fruit, Ready Meals, Soup, Pasta and Other), Olive Oil, Snack Bars (Granola, Breakfast, Energy, Fruit and Other bars), Soup (Canned, dehydrated, instant shelf stable UHT soups), Concentrates, Fruit and Vegetable Juice (100%, Not from Concentrate 100%, and Reconstituted 100% juice), Dried Pasta, Food Ingredients (Beans & Legumes and products, Chocolate & cocoa, essential oils, flavors, flours, fruit-raw, processed, dehydrated or frozen, grains and grain based products, gums, herbs and botanicals, honey, juices, meat substitutes, nut pastes,

Oats and oat products, pectin, popcorn, protein, rice or rice product, spices and seasonings, stock of broth, sugar or sweetener, sunflower and products, syrup, tea, vanilla vegetables, vinegar, wheat and wheat products, yeast and other food ingredients), Spreads (jams and preserves, honey, Chocolate spreads, nut-based spreads, and yeast based spreads).

Specific Notes of Interest: The Company is actively trying to expand their private label product lines. **They are not interested in products with any meat ingredients.**

CHILE

Company Name: TOTTUS HIPERMERCADO

Company Founded: 2004

Website: www.tottus.cl

Company Description: **Tottus Hipermercado** is one of the largest retailers in Chile. The Company operates the supermarket chain Falabella. The Company is turning toward imports from North America due to the close proximity and favorable shipping arrangements. Senior executives are focusing efforts to obtain a higher percent of private label products for all categories. The Company covers all of Chile and Peru. The Company is currently importing a range of private label biscuits from a US company and exports through a forwarder company in Philadelphia.

Customers: Supermarkets/Hypermarkets

Market Segments Covered: Wholesale, Fresh, Halal, HRI/Foodservice, Mail Order, Private Label, Retail and Pet Food.

Interest in Refrigerated Products: Yes **Frozen Products:** Yes

Works with a U.S. Consolidator: Yes

Preferred U.S. Port of Export: Indifferent

Preferred Port of Import: Yes - San Antonio

Preferred Pricing: FOB

Categories of Interest for this Mission: Bakery Products (All Types), Sauces, Dressings and Condiments (All types), Noodles (plain, instant, chilled, frozen and snack), Ready Meals (Canned, frozen, dried, chilled, dinners, frozen, chilled and prepared salads), Dried and Processed (Rice, dessert mixes, dehydrated soup, dried pasta plain and noodles, cups and bowl instant noodles, pouch instant noodles), Chilled Processed Food (Chilled processed meats, chilled processed fish and seafood, chilled coated fish and seafood, chilled smoked fish and seafood, chilled lunch kit, chilled ready meals, chilled pizza, prepared salads, chilled soup, chilled and fresh pasta, chilled noodles), Frozen Processed Food (red

meat, poultry, fish and seafood, vegetables, oven potatoes, oven potato chips, baked potato products, frozen potatoes, bakery products, desserts, ready meals, pizza), Baby Food (Milk formula, standard milk formula, follow-on milk formula, toddler milk formula, special or hypoallergenic milk formula, prepared baby food, dried baby food and other baby food), Oils and Fats (Olive Oil, Vegetable and seed oil, cooking fats, butter, margarine, spreadable oils and fats – regular and functional), Snack Bars, Soup, Functional Drinks, Fruit and Vegetable Juice- Nectars, Carbonates, Dairy Products (Cheese, Yoghurt and sour milk drinks, Other dairy, Ice Cream), High-Strength Ready to drink Premixes, Ready to Drink Tea, Asian Specialty Drinks, Meal Replacements, and Pasta.

The Company has the capacity to import Frozen, chilled, meat and alcoholic products.

Specific Notes of Interest: The Company's main focus is toward chilled products, but are open to other private label options for frozen foods, meats and alcohol. Outside of these categories, the focus is long-life private label.

CHINA

Company Name: SHANGHAI GREENLAND GROUP

Company Founded: 1992

Website: www.glcp.com.cn

Company Description: Shanghai Greenland Group, is one of the largest real estate developers in China, ranks No. 268 in the Fortune Global 500. Headquartered in Shanghai, the Group reached the revenue of USD 64.3 billion in 2014. G-Super owned by Greenland Group is a high-end chain supermarket. It is planned that about 50 stores will be opened throughout the mainland China in the following five years. Greenland Group cooperated with Shanghai Waigaoqiao D.I.G Group, running the imported food supermarkets in Shanghai Free Trade Zone and another in Xuhui District. Both stores reached over USD 164 thousand revenue.

The Company is an importer, wholesaler and owns and operates supermarkets. The chain is G-Super. The Company covers all Eastern and Northern China.

Customers: Their customers are supermarkets and hypermarkets.

Market Segments Covered: The market segments of interest are Specialty/Gourmet, Wholesale, Fresh, Private Label, Retail and Seafood

Interest in Refrigerated Products: Yes **Frozen Products:** Yes

Works with a U.S. Consolidator: Yes **Location:** Seattle

Preferred U.S. Port of Export: Yes, Los Angles

Preferred Port of Import: Shanghai

Preferred Pricing: CIF/ FOB

Categories of Interest for this Mission: Frozen Foods: Confectionery (chocolate, chocolate with toys, sugar confectionary, pastilles, gum, jellies and chews, toffees, caramels, nougat, bubble gum), Bakery (Cake, Biscuits & breakfast cereals) Noodles (instants, cups and snack noodles), Sweet and Savory Snacks, Sauces Dressings and Condiments (tomato pastes and purees, Soy based sauces, pasta sauces, ketchup, salad dressings & pickled products), Frozen processed fish and seafood, Baby Food, Canned and Preserved Food, Oils and Fats, Snack Bars, Alcoholic Beverages, Functional Drinks, Concentrates, Dairy Products (Milk, Flavored Milk, Yoghurt and sour milk drinks, Other Dairy Products & Ice Cream), Carbonates, Coffee Ready to Drink, Tea Ready to Drink, Asian Specialty Drinks, and Spreads.

Specific Note of Interest: Meat and energy drinks are products that the Company cannot import. The Company is interested in Alcoholic products and has the necessary permits for import. The Company also has the capacity to import Frozen and Dairy. There are a wide range of U.S. products available in their retail stores like seafood, fruit, tree nut, dried fruit, beverage etc. But most of the items are now supplied by a local importer. The group is looking for direct importation now, as they have their own import rights.

HONG KONG

Company Name: GETZ BROS. & CO. (HONG KONG) LTD

Company Founded: 1960

Website: www.getz.com.hk

Company Description: Getz Bros. & Co. (Hong Kong) Ltd is a member of Getz Group and one of the leading distributors in Hong Kong. The Company diversifies the business into a few major platforms; Food and Beverage, Personal Care and Fashion Accessories. For the food platform, the Company handles major renown brands for Hong Kong and Macau markets, such as Mauna Loa, Ice-Breaker and Healthfarm (Healthfarm is the Company's own private label brand originating from US private label products). With company expansion of private label brand projects, the Company would like to source good food products from USA targeting healthy snacking and healthy food and beverages.

Getz Bros. & Co. is an importer and distributor that covers all of Hong Kong and Macau Markets. The company offers strong support to the operation by offering dry and frozen warehouses, delivery trucks and office support to organize the distribution.

Customers: Convenience Stores, Supermarkets/Hypermarkets, Specialty/Gourmet Stores, HRI/Foodservice and drug and personal care stores.

Market Segments Covered: Specialty/Gourmet, Halal, Healthy/Organic, HRI/Foodservice, Private Label, Retail, Pet Food and Bulk.

Interest in Refrigerated Products: NO **Frozen Products:** YES (Processed food-no meat or seafood)

Works with a U.S. Consolidator: No **Location:**

Preferred U.S. Port of Export: None **Preferred Port of Import:** Hong Kong

Preferred Pricing: FOB USD

Categories of Interest: Alcoholic Beverages (must contain **only** 3-5% alcohol), Fruit and Vegetable Juice, Dairy Products, Ready to Drink Coffee and Teas, Asian Specialty drinks, Pasta, Sauces, Dressings and Condiments, Bakery Products, Noodles, Ready Meals and Spreads.

The company is capable of importing Frozen Products (processed food only- no meat or seafood), Alcoholic Beverages (must be 3-5% alcohol content only) and Dairy Products (UTH milk only).

Specific Note of Interest: Getz Bros. & Co Ltd. Serves supermarkets such as ParknShop, Wellcome, CRVanguard and DCH Foodmart and Convenience Stores such as 7-11, Circle-K and Vango.

JAPAN

Company Name: CGC JAPAN, CO. LTD

Company Founded: 1973

Website: www.cgcjapan.co.jp/english/

Company Description: CGC Japan, Co. LTD is an importer, distributor, wholesaler and retailer with sales and distribution throughout Japan. The Company has 15 distribution centers and warehouses in Japan. The Company operates 223 retail chains with 3876 outlets located throughout Japan. Mr. Harrington is based in Seattle, WA and is responsible for \$20 Million in U.S. products currently being exported to Japan. The amounts of U.S. products being sourced will be expanding due to the need to supply the retail chains with U.S. goods. CGC Japan recently launched 2 new U.S. products and import American East Coast Lobsters for Christmas sales.

Customers: Supermarkets/Hypermarkets

Market Segments Covered: Specialty/Gourmet, Wholesale, Fresh, Healthy/Organic, HRI/Foodservice, Private Label, Retail, Seafood, Bulk and Ethnic.

Interest in Refrigerated Products: Yes **Frozen Products:** Yes

Works with a U.S. Consolidator: No

Preferred U.S. Port of Export: Yes, West Coast Ports

Preferred Port of Import: Tokyo / Yokohama

Preferred Pricing: CRF Tokyo / Yokohama

Categories of Interest: Confectionery, Sweet and Savory Snacks, Sauces, Dressings & Condiments, Bakery, Noodles, Ready Meals, dried Processed Food, Frozen Processed, Chilled Process, Baby Food, Canned and Preserved Food, Oils and Fats, Snack Bars, Alcoholic Beverages, Functional Drinks, Fruit and Vegetable Juice, Concentrates, Dairy Products, Ready to drink Coffee, Pasta, Spreads and Pet Food.

The Company is capable of importing Frozen and Chilled products, meats, alcoholic beverages and dairy products.

Specific Note of Interest: CGC Japan is not able to import GMO products. The company has permits to import alcoholic beverages.

KOREA

Company Name: MEGA MART

Company Founded: 1975

Website: www.megamart.com

Company Description: MEGA MART is one of the largest retail companies in South Korea, and it is also well-known for a subsidiary company of the world famous noodle company, Nongshim. The Company would like to import directly from the U.S. for all goods and are interested in meeting directly with US suppliers. Recently, MEGA MART has been communicating with several U.S. companies. MEGA Mart is a retailer, with a large array of food products and is very interested in Private Label products and this PLMA Buyers Mission.

Mega Mart owns retail stores and hypermarkets in South Korea nationwide. In addition, the Company owns 3 warehouses and a fresh produce processing facility.

Customers: Supermarket/Hypermarkets and Drug and Clothing Stores.

Market Segments Covered: Private Label, and Retail

Interest in Refrigerated Products: No **Frozen Products:** Yes

Works with a U.S. Consolidator: No

Preferred U.S. Port of Export: No

Preferred Port of Import: Yes, Busan

Preferred Pricing: CIF USD

Categories of Interest: All Confectionary, All Sweets and Savory Snacks, Bakery Products (Biscuits- sweet, savory, crackers, bread substitutes), Sauces, Dressings and Condiments (Pasta sauces, dips), Ready Meals (Canned and preserved, frozen & dried), Canned and Preserved Food (fish and seafood, preserved fruit, preserved ready meals, soup, pasta and other preserved) Soup (canned and preserved, dehydrated soup, instant, shelf stable UHT, and frozen soup), Fruit and Vegetable Juice (All types), Carbonates (All Types), Functional Drinks (sports, energy & elixirs), Alcoholic Beverages (wine, spirits, beer, cider and perry), Concentrates, Pasta (All types), Coffee Ready to Drink, Tea (Ready to drink and carbonated), Ice Cream, Spreads (jams, preserves, honey, chocolate spreads, nut-based spreads, yeast based) and Pet Food.

Specific Note of Interest: The Company is interested in importing Alcoholic Beverages. They will hire an agent with the necessary permits. Products must be able to pass Korean custom and food regulations. US Suppliers must be able to produce necessary documents such as; QC Process Flow, Ingredients by percentage and standard export documents.

MALAYSIA

Company Name: SHYAN TRADING (M) SDN BHD

Company Founded: 1986

Website: www.pristinecereals.com

Company Description: Shyan Trading is an importer and distributor company with warehouses and direct distribution to retailers. The Company covers all of Malaysia and private label products are also exported to Singapore, Thailand, Vietnam, Philippines, Sri Lanka, China, Japan and South Korea.

The managing director of Shyan Trading and is responsible for identifying new products. Currently, they are importing private label peanut butter and grains from the USA. Due to expansion of their business, they are looking for more suppliers that would be able to supply them with products under their private label. The Company cannot import alcohol

and meat based products or products with any meat substance. In addition to private label products, they also market and distribute branded products by the manufacturers.

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

Market Segments Covered: Specialty/Gourmet, Halal, Healthy/Organic, HRI/Foodservice, , Retail and Private Label

Interest in Refrigerated Products: Yes **Frozen Products:** Yes

Works with a U.S. Consolidator: No **Location:**

Preferred U.S. Port of Export: No

Preferred Port of Import: Port Klang

Preferred Pricing: CIF FOB

Categories of Interest: Confectionery (Chocolate, tablets, Sugar confection, mints, boiled sweets, pastilles, gums, jellies), Sweet and Savory (fruit snacks, crisps, nuts), Bakery Products (Biscuits-sweet, savory, bread substitutes and crackers, breakfast cereals-ready to eat and hot), Baby Food (Prepared Baby Food, dried and other), Snack Bars (granola, breakfast, energy, fruit and other), Spreads (jams and preserves, honey, chocolate spread, nut-based), Dairy (suitable products will be considered as the company imports).

The Company is capable of importing Chilled products.

Specific Note of Interest: Halal is not mandatory, as long as the product is not HARAM, and the product is suitable. Take the current peanut butter we are importing from the USA for example, it is not Halal certified, but the manufacturer gives a guarantee that the factory does not process any meat and alcohol products. Of course if the manufacturer is willing to be Halal certified, this would

MEXICO

Company Name: OCHOA COMERCIAL S.A. de C.V.

Company Founded: 1980 Website: www.ochoacomercial.com

Company Description: Ochoa Comercial is a large Mexican company in the north of Mexico that is an importer, distributor and wholesaler. The Company serves not only in their region but nationwide through the supermarket chains and their strong private label. They are active participants in Food Export's activities and have yielded several success stories, developing private label sweeteners and cheese sauce for Walmart with Food Export companies.

Ochoa Comercial is currently looking for an array of food products for private label from most categories.

Customers: Convenience Stores, Supermarkets/Hypermarkets and HRI/Foodservice

Market Segments Covered: Wholesale, HRI/Foodservice, Private Label, Retail and Pet Food.

Interest in Refrigerated Products: Yes Frozen Products: Yes

Works with a U.S. Consolidator: Yes Location: El Paso, Tx

Preferred U.S. Port of Export: El Paso, Laredo, Tx or Otay, Ca.

Preferred Port of Import: Ciudad Juarez

Preferred Pricing: FOB USD

Categories of Interest: Bakery (Ready to eat cereals), Noodles (instant, cups and bowls of instant, pouch instant noodles), Sauces, Dressings and Condiments (Ketchup, Mayonnaise – Regular and Low fat, Mustard, Salad Dressing –regular and low fat), Canned and Preserved Foods (vegetables, tomatoes, beans, fruit), Frozen Processed (poultry & potatoes), Oils and Fats (Olive oil, butter & margarine), Soup (instant), Snack Bars (Granola, breakfast, energy & fruit), Pasta (dried), Fruit and Vegetable Juice (Juice drinks 24% juice & fruit flavored drinks no juice), Carbonates (cola, regular and low calorie, non-cola, lemonade and limeade, orange), Dairy Products (processed cheese, condensed and evaporated milk), Tea ready to drink, Food Ingredients (corn and corn products) and Pet Food.

The Company is capable of importing Frozen and Chilled Products and has permits for Alcoholic products.

Specific Note of Interest: The Company is a large egg producer in Mexico.

SAUDI ARABIA

Company Name: ORIENT PROVISION & TRADING CO. LTD

Company Founded: 1965

Website: www.optvl.net

Company Description: Orient Provision & Trading Co. Ltd is a large importer and distributor of dry food products in Saudi Arabia. The Company is actively expanding its range of food product imports from the US and covers the entire Kingdom of Saudi Arabia. The Company maintains 15 regional offices and 5 distribution centers with a central

warehouse in Jeddah containing 15,000 sqm. Other warehouses contain a total capacity of 41,000 sqm.

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

Market Segments Covered: Wholesale, Halal, Healthy/Organic, HRI/Foodservice, Private label, Retail, Gluten Free, Seafood, Pet Food and Ethnic.

Interest in Refrigerated Products: NO **Frozen Products:** NO

Works with a U.S. Consolidator: Yes **Location:** Los Angeles, Ca.

Preferred U.S. Port of Export: NONE **Preferred Port of Import:** Yes, Jeddah, Saudi Arabia

Preferred Pricing: C & F Jeddah

Categories of Interest: Confectionary (Sugar Confectionery, Mints, Chewing gums & Bubble gum), Sweet and Savory Snacks (Fruit snacks), Bakery, Soup, Baby Food, Fruit and vegetable Juice, Spreads and Pet Food.

Specific Note of Interest: They do scores of private label food products, particularly from the United States under their own "Freshly" and "Orient Gardens" brands. These include canned vegetables and pulses, lemon and lime juice concentrates grape leaves, pepper and vinegar, tomato paste, spices, sauces and marinates peanut butter mayonnaise, mustard, bread crumbs, mashed potatoes, table salt, maraschino cherries, grated cheese alternatives, salad dressings, pie fillings, pancake mixers, corn and pancake syrups and other products. The company also imports, cat food and Tabasco sauces from the United States under the supplier brands. About 40 % of the Company's imports are directed to the retail sector, 30% to the food service sector, 20% to the wholesale market and 10% to institutional users such as hospitals, military, etc.

TRINIDAD

Company Name: MASSY STORES

Company Founded: 1950

Website: www.massystorett.com

Company Description: Massy Stores formerly Hi-Lo Food Store Chain is the largest supermarket chain in Trinidad & Tobago. Massy Stores is a member of the Massy Group of companies and their sister company Massy Distribution, is probably the largest food distributor in the Trinidad & Tobago market. The Massy Group of Companies is a conglomerate operating in the majority of the English-speaking countries of the Caribbean for over 80 years. The Senior Purchasing Manager has been with Hi-Lo Food Stores (and now Massy Stores) for many years. In terms of new product interests she identified private label jams, condiments and frozen products as areas of interest.

They are looking for these types of products to expand their own “Massy Cuisine” food line. The Company is also an importer and will handle importing products of interest. The Company serves all of Trinidad.

Customers: Supermarkets/Hypermarkets, Specialty/Gourmet Stores

Market Segments Covered: Specialty/Gourmet, Fresh, Halal, Healthy/Organic, Private Label, Retail, Gluten-Free, Seafood, Pet Food, Bulk and Ethnic.

Interest in Refrigerated Products: NO

Frozen Products: YES

Works with a U.S. Consolidator: YES

Location: Miami, FL

Preferred U.S. Port of Export: Miami

Preferred Port of Import: Trinidad

Preferred Pricing: FOB Miami / CIF Trinidad

Categories of Interest: Sweet and Savory Snacks (crisps and nuts), Sauces Dressings and Condiments (Tomato pastes and purees, Pasta sauces, wet sauces and cooking sauces, Regular Mayonnaise, Salad dressings {reg and low fat}, Vinaigrettes, Dips & Pickled), Noodles- Plain, Ready Meals (canned and preserved ready meals, frozen ready meals, dinner mixes & frozen pizza), Dried Processed Food (Rice, Dessert Mixes & dried plain pasta), Frozen Processed Food (processed fish and seafood, meat substitutes, bakery products, desserts, pizza & noodles), Oils and Fats (Olive oil & Cooking fats), Canned and Preserved Foods (preserved fish and seafood, vegetables, tomatoes, beans, fruit, ready meals, soup & pasta), Snack Bars (granola, energy & fruit bars), Soup (canned and preserved), Dairy Products (Chilled and shelf stable desserts, Ice Cream, single portion dairy ice cream, multi-pack dairy ice cream, ice cream desserts), Fruit and Vegetable Juice (100% juice, Not from concentrate 100% juice, reconstituted 100% juice & Frozen 100% juice) and Spreads (jams and preserves, chocolate spreads, nut-based spreads and Yeast-based spreads).

Specific Note of Interest: Massy Stores has the ability to import Frozen Products, Meat Products and Alcoholic Beverages.