CHILE

Company Name: Distribuidora Punto Sur S.A./Comercializadora V-Import Ltda.
Contact Person & Title: Mr. Carlos Alberto Salazar Martinez, Commercial Director
Company Founded: 2012
Website: www.grupopuntosur.cl

Company Description: Grupo Punto Sur represents three companies: “Aceros Aguilar”, a company dedicated to the construction of supermarkets in Chile and other countries in the region; “V-Import”, a company that imports and represents U.S. suppliers with products for cold storage assembly; and “Punto Sur”, a company that imports fresh, frozen, and grocery products. The Grupo Punto Sur distributes to foodservice/hotel/restaurant/catering, institutional, healthcare, and retail outlets.

Type of Business: Importer, distributor

Customers: Convenience stores, specialty/gourmet stores, HRI/foodservice, supermarkets/hypermarkets, institutional, hospitality

Market Segments Covered: Halal, gluten-free, private label, seafood, wholesale, HRI/foodservice, retail, ingredients, kosher

Works with U.S. consolidator? No
Location? n/a

Preferred U.S. Port of Export: Miami or Jacksonville, FL; New York
Preferred Pricing: C&F Valparaiso or San Antonio, Chile


Other products of Interest: Confectionery (chocolate, tablets, boxed, chocolate with toys, toffees/caramels/nougat), cake, sweet and savory snacks (fruit snacks, chips and crisps, tortilla and corn chips, nuts, other), sauces/dressings/condiments (tomato pastes and purees, stock cubes, table sauces, soy-based sauces, pasta sauces, wet and cooking sauces, dry sauces and powder mixes, ketchup, mayonnaise, mustard, salad dressings, dips, other), ready meals (canned and preserved, dried, frozen, dinner mixes, pizza, prepared salads), dried processed food (rice, dessert mixes, ready meals, dehydrated soup, pasta), chilled processed food (meats, fish and seafood), canned and preserved food (fish and seafood, beans, fruit, ready meals, other), snack bars, frozen processed food, baby food, oils and fats (cooking fats, butter), soup, fruit and vegetable juice, concentrates, dairy products (drinking milk, flavored milk drinks, cheese, processed cheese), meal replacement products.

Interest in products for: Foodservice, Retail

CHINA

Company Name: Guangzhou Wakan Trading Co., Ltd.
Contact Person & Title: Mr. Weisheng Wilson Zheng, General Manager
Company Founded: 1999
Website: www.wakanfood.com

Company Description: Guangzhou Wakan Trading is a professional importer, distributor, wholesaler, and retailer which focuses on frozen food products. Their product line includes frozen seafood, dairy products, frozen meat, frozen fruits, potato products, sausage products, frozen desserts, ice cream, etc. Through their many years in this business, they have developed a mature sales channel which includes retail stores, hotels, chain restaurants, etc., covering Southern China. They now have opened three of their own retail stores and are planning to open two more in Guangdong Province. They are currently importing potato products, drinking water, ice cream, and pancakes from the U.S.

Type of Business: Importer, distributor, retailer, HRI/foodservice, wholesaler

Customers: Supermarkets/hypermarkets

Market Segments Covered: Direct to public, seafood, HRI/foodservice, retail, ethnic, fresh

Works with U.S. consolidator? No
Location? n/a

Preferred U.S. Port of Export: FOB
Preferred Port of Import: Guangzhou Panyu

Frozen Products of Interest: Processed red meat and poultry, fish and seafood, dairy products, dessert toppings, dinners/prepared frozen meals, ethnic foods, fruits, ice cream, vegetables, meat substitutes, potatoes, bakery products, desserts, ready meals, pizza, soups and stocks, noodles, other frozen foods.

Other products of Interest: Frozen noodles, ready meals (frozen, chilled, frozen and chilled pizza), ice cream, vegetables.

Interest in products for: Foodservice, Retail
**COSTA RICA**

**Company Name:** Global Partners  
**Contact Person & Title:** Mr. Alejandro Hernandez, Sales & Marketing Manager  
**Company Founded:** 1999  
**Website:** www.gpartners.com

**Company Description:** Global Partners is a company which imports frozen appetizers (such as breaded onion petals, tempura onion rings, breaded whole mushrooms), frozen potatoes, frozen vegetables (such as green peas, carrots, broccoli, corn), and frozen fruits from the U.S., at about five containers per month. They also import potatoes from Canada and other vegetables from Mexico. Global Partners distributes to foodservice and retail sectors to many clients throughout the country. They have their own cold storage facilities and refrigerated trucks. They are growing steadily in Costa Rica and are looking for more products to continue their growth in this market.

**Type of Business:** Importer, distributor, retailer, HRI/foodservice, wholesaler  
**Customers:** Convenience stores, specialty/gourmet stores, HRI/foodservice, supermarkets/ hypermarkets  
**Market Segments Covered:** Specialty/gourmet, gluten-free, bulk, direct to public, healthy/organic, private label, wholesale, HRI/foodservice, retail, fresh  
**Preferred U.S. Port of Export:** Preferred Port of Import: Puerto Limon and Caldera  
**Preferred Pricing:** CIF or FOB  
**Frozen Products of Interest:** Appetizers, beverages, cakes/pastries/pies, desserts, dinners/prepared frozen meals, ethnic foods, healthy foods, prepared meat and poultry, noodles, pizza, potato, ready meals, retail products, seafood, snack foods, soup, other.  
**Other products of Interest:** Ready meals (frozen, dried, dinner mixes, frozen pizza), chilled processed food (ready meals, pizza, soup, pasta), snack bars (granola, breakfast, energy, fruit, other), soup (canned, frozen), functional drinks (sports, energy), ice cream desserts, toppings  
**Interest in products for:** Foodservice, Retail

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**CZECH REPUBLIC**

**Company Name:** Bidvest Czech Republic s.r.o.  
**Contact Person & Title:** Mr. Jan Valecka, Purchasing Director  
**Company Founded:** 1992  
**Website:** www.bidvest.cz

**Company Description:** Bidvest is the biggest importer and distributor of frozen foods in the Czech Republic. They deliver wholesale to the foodservice and independent retail markets in Czech Republic and Slovakia, supplying close to 6,800 items, including its own consumer brands. One-third of the company turnover is from imported products. They are unable to import chicken from the U.S.

**Type of Business:** Importer, HRI/foodservice, wholesaler, manufacturing  
**Customers:** HRI/foodservice, supermarkets/hypermarkets  
**Market Segments Covered:** Private label, seafood, wholesale, HRI/foodservice, retail  
**Preferred Pricing:** DDU

**Frozen Products of Interest:** Appetizers, processed red meat, fish, seafood, processed potatoes, dairy products, bakery products (cakes/pastries/pies), breads, beverages, breakfast items, ready meals, desserts, soup/stocks, ice cream/sorbet/frozen desserts/novelties, frozen yogurt, dessert toppings, dinners/prepared frozen meals, eggs, foodservice products, fruits (apples, tart/sweet/sour cherries, juice/concentrates, blueberries, cranberries, raspberries/blackberries), prepared meat and poultry, pizza, private label, retail products, seafood, snack foods, sauces/condiments/relishes/dips, seasoning/spices/herbs/extracts, vegetables (onions, asparagus, peas, mushrooms, corn, green beans).  
**Other products of Interest:** Bakery products/baked goods (bread, pastries, cake).  
**Interest in products for:** Foodservice, Retail
HONDURAS

Company Name: Cargill Honduras
Contact Person & Title: Mr. Mauricio Rivera, Purchases Manager
Company Founded: 1969

Description: Cargill has been operating in Honduras since 1969 and has 2,504 associates in six cities through the country. Cargill’s operations in Honduras include animal feed production and distribution, production and commercialization of processed meats with more than 10 private labels. They are importing products such as meats, pet food, seasonings, and corn from the U.S., Canada, Colombia, Central America, and Europe, among others. Their import levels are more than 2,000 containers and $40 million per year. In Honduras, they have around 12,000 clients divided in the retail and foodservice sectors. They are looking for new frozen and dairy products in general. Cargill Honduras covers Honduras, Guatemala, Nicaragua, and Costa Rica. They are one of the largest protein producing and distributing companies in Central America, with a strong focus and expertise in the retail channel. They import raw materials (poultry, pork, turkey, beef, ingredients, and packaging) for their further-processed meats business as well as import frozen third party finished products for distribution in their different sales channels.

Type of Business: Importer, distributor, retailer, HRI/foodservice, wholesaler, manufacturing

Customers: Convenience stores, specialty/gourmet stores, HRI/foodservice, supermarkets/hypermarkets, distributors

Market Segments Covered: Wholesale, HRI/foodservice, retail, fresh

Works with U.S. consolidator? No

Preferred U.S. Port of Export: West Coast

Preferred Pricing: DAP and EXW

Frozen Products of Interest: Appetizers, dairy products, eggs, foodservice products, ingredients for food processing, prepared

Other Products of Interest: Drinking milk products, cheese

Interest in products for: Foodservice, Industrial Ingredients/Manufacturing, Retail

KOREA

Company Name: Lotte Food Co., Ltd.
Contact Person & Title: Mr. Seung Yong Shin, Senior Assistant/ Food Development Dept./ Food Materials Division
Company Founded: 1958

Description: Lotte Food is one of the major food companies in Korea. They import many different finished products and ingredients from the U.S. They distribute to retail stores, foodservice, coffee shops, etc., in Korea, and are looking for new U.S. products to add to their portfolio.

Type of Business: Importer, wholesaler, distributor, manufacturing

Customers: Convenience stores, specialty/gourmet stores, HRI/foodservice, supermarkets/hypermarkets

Market Segments Covered: Specialty/gourmet, halal, gluten-free, bulk, healthy/organic, private label, gift, wholesale, HRI/foodservice, retail, ingredients

Works with U.S. consolidator? Yes

Preferred U.S. Port of Export: West Coast

Preferred Port of Import: Pusan

Frozen Products of Interest: Appetizers, breads, beverages, breakfast items, bakery products, desserts, cakes/pastries/pies, dairy products, dessert toppings, fruits (apples, tart/sour/sweet cherries, juice/concentrates, blueberries, cranberries, raspberries/blackberries, purees), healthy foods, ingredients for food processing, organic foods, potatoes, private label, ready meals, sauces/condiments/relishes/dips, seasoning/spices/ethnic/extracts, snack foods, ice cream, frozen yogurt, processed meat products, bakery items, waffles, vegetable, and potatoes.

Other Products of Interest: Confectionary (seasonal, other chocolate, boiled sweets, medicated confectionery), cake, breakfast cereal, noodles (canned, frozen), sweet and savory snacks (fruit snacks, chips and crisps, popcorn, pretzels, nuts), sauces/dressings/condiments (tomato pastes and purees, herbs and spices, soy-based sauces, pasta sauces, dry sauces and powder mixes, ketchup, mayonnaise, mustard, salad dressings, pickles products, other), ready meals (canned and preserved, dried, frozen, prepared salads), dried processed food (dressing mixes, ready meals, pasta), canned and preserved food (vegetables, beans, fruit, pasta, other), snack bars (granola, breakfast, energy, fruit, other), baby food, oils and fats (olive oil, vegetable and seed oil, cooking fats, butter, margarine, spreadable oils and fats), soup (canned, instant), energy drinks, fruit and vegetable juice (100% juice, frozen, nectars, juice drinks, fruit-flavored drinks), ready-to-drink coffee and tea (still, carbonated), Asian specialty drinks (still, juice, cereal and pulse-based), concentrates (liquid and powder), dairy products (drinking milk, flavored milk drinks, soy beverages, powdered milk, processed and unprocessed cheese, yogurt and sour milk drinks, coffee whiteners, condensed and evaporated milk, cream), meal replacement products, pasta (canned, dried, chilled, fresh), spreads (jams and preserves, honey, chocolate products, nut-based spreads, yeast-based spreads). (They cannot import fresh food-grade eggs.)

Food ingredients of interest: Acidulants, additives, amino acids, animal by-product, antioxidant, batter, beans and legumes and products, beverage base and concentrate, chemicals, chocolate/cocoa, coating, coffee, colors, corn and corn products, dairy ingredients, dietary supplements, soup conditioners, eggs and egg products, emulsifiers, encapsulated products, enzymes, essential oils, extracts, fats and oils, dietary fiber, fillings, flavors, oils, fragrances, fruit (raw, processed, dehydrated, or frozen), gelatin, gluten, grains and grain-based products, gums, herb and botanicals, honey, icing/glazes/gels, juices, lecithin, malt products, meat, meat substitutes, mixes and dough, mold inhibitor, mustard and products, nutraceuticals, nuts or nut pastes, particles, pasta, pectin, popcorn, preservatives, protein, rice or rice products, seeds, soy and soy products, spices and seasonings, stabilizers, starch, stock or broth, sugar or sweeteners, syrup, tartaric, toppings, vanilla, vinegar, vitamins, waxes, wheat and wheat products, yeast, other ingredients.

Interest in products for: Foodservice, Industrial Ingredients/Manufacturing, Retail
MACAU

Company Name: Hap Yek Frozen Products Limited  
Contact Person & Title: Mr Leong Si Iao, Managing Director  
Company Founded: 1988  Website: www.bbqhapyek.com/

Company Description: Since 1980, Hap Yek Group has established retail outlets in Macau, selling frozen food. It has gradually grown in size and expanded as one of the largest frozen food retailers, wholesalers and distributors in Macau. Hap Yek has several thousand clients from hotels, organizations, restaurants, casinos, retail sector and so on. Currently, they are the sole food ingredients provider of the hot food kiosks in all 7-Eleven chains in Macau. It has also collaborated with celebrity chefs and associations to hold events or promotional activities in Macau. Hap Yek does not currently import a lot from the U.S. directly, instead it has in the past relied on getting U.S. products from importers and distributors. They are expanding due to the solid economic boom in Macau (mostly because of the growth in the gaming industry), and would like to begin direct imports.

Type of Business: Retailer, importer, wholesaler  
Customers: Specialty/gourmet stores, supermarket/hypermarkets, HRI/foodservice  
Market Segments Covered: Wholesale, retail  
Frozen Products of Interest: Frozen food: red meat, poultry, fish and seafood, vegetables (green beans, sweet potatoes), meat substitutes, potatoes  
Other products of Interest: Chilled processed food (meats, fish and seafood, lunch kits, ready meals), meat, poultry  
Interest in products for: Foodservice, Industrial Ingredients/Manufacturing, Retail

MEXICO

Company Name: Pinsa Comercial S.A. de C.V.  
Contact Person & Title: Ms. Lilia Margarita Beltran, New Business Manager  
Company Founded: 1984  Website: www.pinsacomercial.com.mx

Company Description: PINSA is a group that owns the biggest tuna fleet in North America and it is the 8th-most important tuna company in the world. In 2014, PINSA is looking to finish their frozen food plant in Mazatlan, becoming a new business for the group. Pinsa already commercializes frozen products and is looking to expand their frozen catalog with other brands. PINSA has a great purchasing potential, a very strong infrastructure, and distribution capacity, already selling to retail and wholesale as well as specialty stores. They are not currently importing from the U.S., but do import canned products from Canada. After their new frozen food facility opens, they will start importing from other countries in addition to Canada.

Type of Business: Importer, distributor, manufacturing  
Customers: Convenience stores, specialty/gourmet stores, supermarkets/hypermarkets, wholesalers, club stores, etc.  
Market Segments Covered: Specialty/gourmet, healthy/organic, private label, seafood, wholesale, retail  
Works with U.S. consolidator? No  Location? n/a  
Preferred U.S. Port of Export: Preferred Port of Import: Manzanillo and Veracruz  
Preferred Pricing: FOB in a Mexican port  
Frozen Products of Interest: Appetizers, delicatessen products, dinners/prepared frozen meals, ethnic foods, organic foods, private label, retail products, seafood, snack foods, and specialty/gourmet foods.  
Other products of Interest: Sweet and savory snacks, ready meals, canned and preserved foods, frozen processed food, spreads.  
Interest in products for: Retail
Company Name: SC. Intertrade Distribute SRL
Contact Person & Title: Ms. Ana-Maria Florescu, Purchasing Manager
Company Founded: 2005
Website: www.intertraderomania.ro

Company Description: SC Intertrade is the number one supplier for foodservice in Romania for frozen and fresh food. They have an assortment of approximately 4,000 products, such as frozen and fresh fish and seafood, fresh and frozen meat and meat products (beef, veal, lamb), frozen fruits and vegetables, frozen pastry and bakery products, dairy products, grocery products, and beverages. Their retail partners include Metro Cash & Carry, Selgros, Kaufland, Carrefour. Their most important hotel/restaurant/catering customers include four and five-star hotels (like Marriott and Radisson) and restaurants. Intertrade has a storage capacity of 1,500 tons for food products with different temperature regimes. They own 50 motor cars with product refrigeration equipment and hold all required permits needed for supply and distribution. Intertrade imports directly from the U.S., but in small quantities. They purchase most U.S. products from EU importers and are looking to import directly.

Type of Business: Importer, distributor
Customers: Specialty/gourmet stores, supermarkets/hypermarkets
Market Segments Covered: Specialty/gourmet, halal, gluten-free, healthy/organic, seafood, HRI/foodservice, retail, fresh, ingredients

Works with U.S. consolidator? Yes
Location? Massachusetts
Preferred U.S. Port of Export
Preferred Port of Import

Frozen Products of Interest: Processed red meat, fish and seafood, bakery products, breads, beverages, cakes/pastries/pies, dairy products, delicatessen products, desserts, foodservice products, fruits (juice/concentrates, cranberries), halal foods, ice cream/sorbet/frozen desserts/novelties, prepared meat and poultry, specialty/gourmet products.

Other products of Interest: Bakery products/baked goods (bread, pastries, cake, biscuits, breakfast cereal), sauces/dressings/condiments (ketchup, mayonnaise, mustard), chilled process food (meats, fish and seafood), canned and preserved food (fish and seafood, fruit), cooking fats, alcoholic beverages/spirits, fruit and vegetable juice (100% juice, frozen), ready-to-drink coffee, high-strength ready-to-drink premixes,

Specific Products of Interest:
Interest in products for: Foodservice