Frozen Food Buyers Mission

BUYER PROFILES

1. BRAZIL

Company Name: Multicarnes Comercial Ltda.
Contact Person: Mr. Carlos Eduardo Galgaro
Company Founded: 1983
Est. Total Imports: US$10 million
Type of Business: Importer

Description: Multicarnes is an importer/distribution company that serves all segments of the food industry: from bars to fine gourmet restaurants, from grocery stores to hypermarkets keeping in mind to serve needs its customers at national level. They have their own infrastructure for storage with three cold rooms for frozen products and a fleet of 30 new trucks. The company is equipped to store and transport the food with a qualified staff to ensure a timely delivery of frozen products. The Port of Itajai is the preferred port of import, and the buyer prefers to have export prices quoted F.O.B.

Customers: Supermarkets, restaurants/foodservice/institutions, and specialty/gourmet stores
Categories of Interest: Appetizers, dairy products (such as cheese – processed and unprocessed), foodservice products, food ingredients (such as eggs and egg products, fish and seafood, meat, poultry, vegetables), prepared meat and poultry, retail products, sauces/condiments/relishes/dips (such as ketchup, mustard, and salad dressings), seafood, specialty/gourmet foods, and vegetables for the foodservice and retail industries. This company is not able to import meat or poultry from the U.S. at this time.

Specific Products of Interest: Frozen vegetables, French fries, fish and seafood.

2. CHILE

Company Name: Sociedad Comercializadora del Sur Ltda. (SOCOSUR Ltda.)
Contact Person: Mr. Jose Miguel Ramirez
Company Founded: 1986
Est. Total Imports: US$40 million
Type of Business: Importer, wholesaler, distributor, manufacturer

Description: SOCOSUR supplies to supermarkets, butchers, social institutions, hotels, restaurants, and catering customers throughout Chile. They have branches covering the extreme north to the southern continental part of the country, including one central distribution warehouse in Santiago and seven warehouses throughout Chile. They are part of a meat holding company that processes in their own two slaughterhouses and also imports beef. They want to expand their line to other items, such as French fries and frozen meals. They are interested in both refrigerated and frozen products. Their preferred port of import is Valparaiso or San Antonio. They prefer export pricing to be per kilogram in US$ CIF Valparaiso or San Antonio.

Customers: Supermarkets, restaurants/foodservice/institutions, convenience stores, food manufacturers, and specialty/gourmet stores
Categories of Interest: Appetizers, dairy products (cheese), deli products, dinner/prepared frozen or chilled meals, food ingredients (additives, antioxidants, fats and oils, meats, meat substitutes, poultry, protein, soy/soy products), foodservice products, fruits, healthy foods, ice cream/sorbet/frozen desserts/novelties, prepared (chilled or frozen) meat and poultry, frozen potatoes, retail products, seafood, snack food, specialty/gourmet foods, frozen vegetables, and frozen beef offal (livers and tripe) for the foodservice and retail industries.

Specific Products of Interest: Any frozen or chilled products related to protein and vegetables for retail, foodservice, and wholesale.

3. ITALY

Company Name: Menz & Gasser
Contact Person: Mr. Luca Pante
Company Founded: 1935
Est. Total Imports: 80%
Type of Business: Importer, wholesaler, manufacturer

Description: Menz & Gasser is a major Italian importer and manufacturer of fruit products, like jams and jellies, fruit syrups, and semi products (fruit fillings, bakery jams, etc.) for the bakery/confectionery/ice cream/dairy industries. Their preferred port of imports is Livorno, Italy.

Customers: Supermarkets, food manufacturers.
Categories of Interest: Conventional frozen fruit and organic frozen fruit, cheese, yogurt, tomato pastes and purees, herbs and spices, mustard, food ingredients (acidulants, additive, amino acid, antioxidant, colors, honey, nuts or nut pastes, pectin, starch, sugar or other sweeteners, syrup, vegetables), jams and preserves, honey, chocolate spreads, nut-based spreads, dessert toppings.

Specific Products of Interest: Aseptic purees and frozen fruits like apricots (halves, cubes), sweet cherries, plums, peaches, blueberries and other frozen fruit in general for industrial/manufacturing use.
4. KOREA

Company Name: Koriz Co., Ltd.
Contact Person: Mr. Wang-Sub "Andy" Oh
Title: General Manager
Company Founded: 2002
Annual Sales: US$1.7 million
Est. Total Imports: US$1 million
Est. U.S. Imports: US$900,000
Type of Business: Importer, wholesaler

This company imports frozen foods and distributes to the major department stores (including Shinsegae, Gallia), discount stores (Emart, Samsung Tesco Homeplus), COSTCO Korea, and convenience stores (including Family Mart) nationwide. They specialize in importing and supplying products like frozen desserts, including non-dairy ice cream, gelato, cream puffs, frozen fruits, waffles, etc. Most of their imports are from the U.S. They have a cold warehouse and an ambient warehouse. This company would like to expand its items through this buyers mission. They prefer Western U.S. ports, such as Tacoma, their preferred port of import is Busan, and would like ex-works pricing.

Customers: Supermarkets, convenience stores, specialty/gourmet stores, department stores
Categories of Interest: Appetizers, beverages (sports drinks, energy drinks, elixirs, non-cola carbonates, mixers, ready-to-drink premixes, cereal and pulse-based drinks, Asian specialty drinks), frozen cakes/pastries/pies, canned foods, dinners/prepared frozen meals, fruits (canned, preserved, frozen), ice cream/sorbet/frozen desserts/novelties/frozen yogurt, meal replacement products (slimming products, convalescence products), frozen meat substitutes, non-food items (such as health and beauty products), oil (vegetable and seed oil), organic food, pasta (chilled, frozen, canned), pizza, retail products, snack foods (chips and crisps, tortilla and corn chips, pretzels), ready meals (canned and preserved, frozen, chilled, dinner mixes, prepared salads), seafood (canned, chilled, frozen, processed, coated, smoked, ready to cook/eat), specialty/gourmet foods, spreads (jams and preserves, dessert toppings), and frozen vegetables (potatoes) for retail.
Specific Products of Interest: Specifically interested in non-dairy ice cream, desserts, coconut snack bar, frozen appetizers, cakes, pastries, pies, bakery products, prepared frozen meals, frozen fruits, pizza, snack, processed seafood (ready to cook/eat), kosher products, and other retail products.

5. MALAYSIA

Company Name: Finlux Sdn Bhd
Contact Person: Mr. Cheong Kin Chew
Title: Executive Director
Company Founded: 2000
Annual Sales: US$1 million
Est. Total Imports: US$300,000
Est. U.S. Imports: US$300,000
Type of Business: Importer, wholesaler, distributor

Finlux imports nearly exclusively from the U.S. and currently supplies to Malaysia. They plan to expand to Singapore and Indonesia by 2010. Current imports include hash browns, potato wedges, assorted frozen potato products, dehydrated potatoes, vegetables, and wine from the U.S. Their preferred port of import is Port Klang, Malaysia.

Customers: Supermarkets, restaurants/foodservice/institutions, and hotels and airlines.
Categories of Interest: Beverages, frozen desserts, dinners/prepared frozen meals, foodservice products, halal foods, ice cream/sorbet/frozen desserts/novelties/frozen yogurt, prepared meat, organic food, frozen potato products, private label, seafood, snack foods, specialty/gourmet foods, and vegetables for foodservice and retail.
Specific Products of Interest: Specifically interested in frozen or dehydrated potatoes, ice cream/yogurt, vegetables, meat, seafood, frozen meals, wine, and cranberry sauce.

6. MEXICO

Company Name: Aladinos
Contact Person: Mr. Gerardo Enriquez
Title: Owner
Company Founded: 1997
Annual Sales: US$10 million
Est. Total Imports: US$9 million
Est. U.S. Imports: US$7 million
Type of Business: Importer, retailer

Aladinos is a company dedicated to the import and sale of groceries to the general public at supermarkets, and to restaurants located in different parts of Mexico through its five stores located at Mexico City, Torreón, Monterrey, Guadalajara and Queretaro. Currently Aladinos has over 8,000 different items in their product line.

Customers: Consumers (high-end)
Categories of Interest: Breads, beverages, dinners/prepared frozen meals, healthy foods, kosher products, sauces/condiments/ dressings, and specialty/gourmet products.
Specific Products of Interest: Regional products and specialized sauces
7. MEXICO
Company Name: Alimentos Congelados
Contact Person: Mr. Javier Reyes
Title: Director
Company Founded: 1998
Annual Sales: US$5 million
Est. Total Imports: US$4 million
Est. U.S. Imports: US$3.5 million
Type of Business: Frozen foodservice importer and distributor
Company Description: This Mexican company has ten years’ of experience. They started as frozen potato distributing company, rapidly increasing their portfolio. They currently cover all the Northwest region of Mexico and handle frozen foods like potatoes, appetizers, ice creams and frozen produce among others.
Customer Categories: Restaurants and Consumption centers (bars, nightclubs) in Monterrey and Torreon area.
Specific Products of Interest: Jalapeño poppers, chicken wings, potato skins and fries

8. MEXICO
Company Name: APYS (Alimentos Prácticos y Selectos)
Contact Person: Mr. Miguel Ollivier
Title: Managing Director
Company Founded: 1987
Annual Sales: US$12 million
Est. Total Imports: US$7 million
Est. U.S. Imports: US$4 million
Type of Business: Frozen foodservice importer and distributor
Company Description: APYS is a company with more than 20 years’ experience marketing and promoting all forms of value-added food products for the institutional sector in the country. Their main clients include both HRI and retail. They currently handle frozen produce such as strawberries, mangoes and beans, frozen fish, chicken and red meat, ready to eat frozen meals, delicatessen and bakery products.
Customer Categories: Hotels and restaurants in Central Mexico, from international hotel chains to local high-end restaurants.
Specific Products of Interest: Pastries and bakery products.

9. MEXICO
Company Name: HEB
Contact Person: Mr. Roberto Salazar
Title: Frozen Foods Buying Manager
Company Founded: 1997
Annual Sales: US$600 million
Est. Total Imports: US$110 million
Est. U.S. Imports: US$90 million
Type of Business: High-end retailer in Monterrey (Northern Mexico)
Company Description: This is a sister company of the U.S. retailer, and opened its first Mexican store in 1997 in Monterrey. They expanded to 33 stores by 2008 and maintain U.S. format and standards. Their focus is the high-end population of Monterrey. HEB Mexico intends to maintain competitive advantage by introducing new-to-market products that are innovative and add value to customers. They are the first to introduce an aisle exclusively for gluten free and organic products.
Customer Categories: High-end consumers
Specific Products of Interest: Organic foods, retail products, and specialty/gourmet food.

10. MEXICO
Company Name: Grupo Almos, S.A. de C.V.
Contact Person: Mr. Daniel Shamosh
Title: Commercial Director
Company Founded: 1992
Annual Sales: US$40 million
Est. Total Imports: US$25 million
Est. U.S. Imports: US$5 million
Type of Business: Importer, distributor
Company Description: They are the largest most solid importer of frozen prepared foods in Mexico. This company distributes frozen imported foods to all the Mexican supermarket chains, including Wal-Mart (all formats), Sam’s Club, Soriana, City Club, Comercial Mexicana, COSTCO, and Chedraui. They also service several national restaurant chains. With over 100 employees, they have two warehouses for frozen products. They deliver to the Mexico City-area distribution centers of supermarket chains, from where the merchandise is sent to the rest of the country. The currently work with such brands as Fisher Boy, Oreida, McCain, Qualifrozen, and Tyson.
Customer Categories: Supermarkets, convenience stores, restaurants/foodservice/institutions
Specific Products of Interest: Frozen cakes/pastries/pies, dinners/prepared frozen meals, foodservice products, ice cream/sorbet/frozen desserts/novelties, kosher products, prepared meats, pizza, prepared poultry, seafood, snack foods, and vegetables for the foodservice and retail industries.
11. MEXICO

Company Name: Soriana  
Contact Person: Lic. Abigail Guzmán Cosío  
Title: Imports Manager

Soriana is a Mexican retail chain founded in 1968. As of June 2009, Soriana had 465 stores in 138 cities covering all the Mexican republic. Its stores are divided into five formats: Price Club, City Club, Soriana, Mercado Soriana, Soriana Super and convenience store chain Super City. Soriana has more than 1,000 private label products covering almost all of the categories.

Company Description:

Customers: Consumers

Categories of Interest: meals, healthy foods, ice cream/sorbet/frozen desserts/novelties, kosher products, pizza, prepared poultry, private label, retail products, and snack food.

Specific Products of Interest: Private label products, ready to eat meals, ice cream

12. MEXICO

Company Name: Mexicana de Exportaciones (Mexpo) SA de CV  
Contact Person: Mr. Mauricio Martinez  
Title: President

Mexpo is a distributor with 20 years of experience as restaurant supplier of Frozen Foods. They distribute frozen potatoes, jalapeño poppers, hamburger patties, pizzas, and frozen vegetables.

Company Description:

Customers: Foodservice

Categories of Interest: appetizers, cakes/pastries/pies, dairy products, delicatessen products, dinners/prepared frozen meals, foodservice, frozen desserts/novelties, kosher products, prepared meat, prepared poultry, private label, seafood, snack food, soups/stocks, specialty/gourmet foods, and vegetables.

Specific Products of Interest:

13. TRINIDAD & TOBAGO

Company Name: Alstons Marketing Company Limited (AMCO)  
Contact Person: Mrs. Elizabeth Harford Rooks  
Title: Divisional Director

AMCO is a distribution and marketing company, and a wholly-owned member of the ANSA McAl Group of Companies. They employ over 200 persons and its operations are strategically located in both Trinidad & Tobago. AMCO is also one of the largest and oldest distribution companies in Trinidad & Tobago. They recently expanded and upgraded their cold storage facilities and are actively seeking new frozen food products. They currently import food, household lines, and wines from the U.S. AMCO works closely with their sister distribution companies in Barbados and Guyana and share product and supplier leads. AMCO owns its own cold storage warehousing in both islands. The facility in Trinidad includes refrigerated space as well. ANSA McAl Limited is a diversified public conglomerate and is one of the largest conglomerates in the Caribbean, with an asset base of over US$1.5 billion. To date, its business operations span the manufacturing, brewing, insurance, finance, real estate, media, shipping, trading/distribution, automotive, and industrial equipment retailing sectors. The ANSA McAl subsidiaries operate throughout the Caribbean. Their preferred port of import is the Port of Spain or Point Lisas. They would like prices quoted CIF Trinidad port or FOB U.S. port.

Company Description:

Customers: Supermarkets, convenience stores, food manufacturers, restaurants/foodservice/institutions, specialty/gourmet stores, and pharmacies

Categories of Interest: Frozen appetizers, bakery products (biscuits, cakes, pastries, pies), beverages (wine, beer), canned/preserved food (fish, seafood, vegetables, beans, fruit, meats), confectionery (chocolate, boxed, seasonal, sugar, mints, caramels, medicated confectionery, lollipops, gum), dairy products, dietary supplements, foodservice products, halal foods, health and beauty products, healthy foods, ice cream/sorbet/frozen desserts/novelties, frozen prepared meat and poultry, oils and fats (margarine, spreadable oils and fats), organic foods, pizza, retail products, rice, sauces/dressings/condiments (ketchup, mustard, salad dressings), frozen processed fish and seafood, and vegetables (frozen potatoes), for foodservice and retail.

Specific Products of Interest: Frozen foods, including: vegetables, breakfast foods, foodservice items, retail products, organic/healthy foods, pizza, halal foods, prepared meats, ready-to-eat meals.
14. VIETNAM

Company Name: Annam Finefood Ltd

Contact Person: Ms. Vuong Tran

Title: Regional Sales Manager - Horeca

Company Founded: Annual Sales: US$18 million

Est. Total Imports: Est. U.S. Imports:

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

Company Description: This company covers Vietnam nationwide, growing at 25% per year. They handle U.S. brands, such as Pepperidge Farms, Barilla, McCormick, and Tabasco. Prefers to use Los Angeles, CA, as the U.S. port of export. Prefers Phuoc Long Port in Ho Chi Minh City, Vietnam, for the port of import. Would like FOS prices from U.S. suppliers.

Customers: Supermarkets, convenience stores, food manufacturers, restaurants/foodservice/institutions, specialty/gourmet stores.

Categories of Interest: Beverages (wine, spirits, beer, cider and perry, juice drinks, ready-to-drink tea), frozen bakery products and desserts (cakes/pastries/pies), confectionery (chocolate, sugar, pastilles/gums/jellies/chews), sweet or savoury biscuits and crackers, ready-to-eat breakfast cereals, canned products (fish and seafood, vegetables, tomatoes, beans), dairy products, dessert toppings, foodservice products, healthy foods, ice cream/sorbet/frozen desserts/novelties, ingredients for food processing, jams and preserves, frozen processed red meat, pasta (plain, dried), oil (olive oil, vegetable and seed oil), prepared poultry, private label, retail products, sauces/condiments/relishes/dips (tomato pastes and purees, herbs and spices, soy-based sauces, pasta sauces, dry sauces and powder mixes, mustard, vinaigrettes), seasoning/spices/herbs/extracts, and snack food (chips and crisps) for foodservice, industrial ingredients/manufacturing, and retail.