

**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**ARGENTINA**

**Goodies SA**

Contact Information			
Title	Name / Email / Phone		
CEO	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	http://goodies@ba.net
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2001
<b>Company Description:</b>	Goodies SA is an importer of fine food and beverages. We were established in 1989 and we are today one of the 3 top importers and distributors of gourmet foods.		
<b>Type of Business:</b>	Importer, Retailer	<b>Customer(s):</b>	FoodService/HORECA,Retail - Specialty/Gourmet
<b>Facilities:</b>		<b>Geographic Region(s) Served:</b>	Argentina
<b>Industry Segment(s):</b>			
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>		<b>Consolidator(s) in the US:</b>	None
<b>Preferred Port(s) of Import:</b>	FOB Miami or FOB New Jersey	<b>Preferred Port(s) of Export from US:</b>	None
Product Information			
<b>Attributes of Interest:</b>	Gluten Free,Natural,Vegetarian		
<b>Capacity to Import:</b>	Chilled Products	<b>Cannot Import:</b>	Frozen
Products of Interest at this Event:			
Beverages	Liqueur & Spirits	Cocktail Mix & Base	
Dairy & Related Products	Dairy	Cheese & Curd	
Sauces, Dressings, Spreads & Condiments	Condiments		
Sweet/Savory Snacks	Chips/Crisps		
	Pretzels		
Additional Information			
Sponsored by NASDA			



**T: 312.334.9200 or 215.829.9111**

**E: info@foodexport.org | www.foodexport.org**

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**BUYER PROFILES**

**BARBADOS**

**Atlantic Marketing Company Limited**

Contact Information			
Title	Name / Email / Phone		
	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	<a href="https://www.atlanticfreshbds.com/">https://www.atlanticfreshbds.com/</a>
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	1989
<b>Company Description:</b>	Founded in 2018, Atlantic Fresh is committed to providing their consumers with premium quality food products with competitive pricing. They import from the USA, Caribbean, Brazil, Chile, Costa Rica, Turkey, and Thailand. Atlantic Marketing is the third-biggest food and beverage distributor in Barbados, selling to supermarkets, hotels, and restaurants.		
<b>Type of Business:</b>	Importer/Distributor, Retailer	<b>Customer(s):</b>	Retail - Convenience, Retail - Department Store, Retail - Drugstore, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
<b>Facilities:</b>	50,000 sqr. feet warehouse, inclusive of refrigerated storage, 18 trucks, 7 sales persons, 65 employees in total.	<b>Geographic Region(s) Served:</b>	Barbados
<b>Industry Segment(s):</b>	Bakery, Beverages, Frozen, Natural/Organic, Private Label, Retail, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	EXW	<b>Consolidator(s) in the US:</b>	Miami, Florida
<b>Preferred Port(s) of Import:</b>	Port of Everglades	<b>Preferred Port(s) of Export from US:</b>	Port Everglades, FL
Product Information			
<b>Attributes of Interest:</b>	100% Organic, All Natural, Chilled, Dairy, Dried/Dehydrated, Frozen, Gluten Free, Halal, Hormone Free, Kosher, Low Calorie, Low Fat, Natural, No Antibiotics, No Artificial Ingredients, No Monosodium Glutamate (MSG), No Preservatives, No Sugar Added, Non - GMO - EU Certified, Non - GMO - US Certified, Non-Dairy, Organic, Sugar Free, Vegan, Vegetarian		



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**BUYER PROFILES**

<b>Capacity to Import:</b>	Alcoholic Beverages, Biotech/GMO, Chilled Products, Dairy Products, Frozen Products, Meat Products	<b>Cannot Import:</b>	N/A	
<b>Products of Interest at this Event:</b>				
Bakery Products	Biscuits, Crackers, & Wafers			
	Bread			
	Breakfast Products		Breakfast Cereal Flakes	
			Muesli	
			Oats & Oatmeal	
	Cookies		Ready-to-Eat Cookies	
	Granola			
	Milled Products (Flours, Starches)		Bran	
			Cereal Grains	
			Corn (Maize) Flour	
			Corn Meal	
			Malt	
			Potato Flour	
			Rice Flour	
		Rye Flour		
		Starch		
		Wheat Gluten		
	Wheat/Meslin Flour			
Mixes		Dessert Mixes		
Pastries/Tarts/Pies				
Tortillas				
Beverages	Beer/Cider	Malt Beverages		
		Non-Alcoholic Beer		
	Juices	Fruit Juice		
		Other Juices		
	Vegetable Juice			

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**BUYER PROFILES**

Beverages	Liqueur & Spirits	Cocktail Mix & Base
	Sweetened/Soft-Drinks	
	Tea	
	Water	
Confectionery	Chocolate Confectionery	Boxed Assortment Chocolates
		Seasonal Chocolate
	Sugar Confectionery	Fudge
		Lollipops
		Marshmallows
		Pastilles, Jellies, & Chews
	Toffees, Caramels, & Nougats	
Dairy & Related Products	Dairy	Butter
		Cheese & Curd
		Cream
		Cream Cheese
		Dairy Other
		Whey & Whey Products
		Yogurt Products & Sour Milk Drinks
	Ice Cream & Related Products	Frozen Yogurt
		Fruit Based Sorbet/Sherbet
		Ice Cream Novelty
	Non-Dairy	Almond Milk
		Ice Cream/Frozen Yogurt Substitute
		Non-Dairy Creamer
		Non-Dairy Yogurt Products
		Other Non-Dairy Drinking Product
		Rice Milk
Soy Milk		
Fish & Seafood	Finfish	Atlantic Salmon
		Cods

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Fish & Seafood	Finfish	Haddock
		Pacific Salmon
		Swordfish
		Trout
		Tuna
	Shellfish	Boston/Longfin Squid ( <i>Loligo pealeii</i> /Doryteuthis (Amerigo) pealeii)
		California Squid ( <i>Loligo opalescens</i> )
		Clams
		Coldwater Shrimp ( <i>Pandalus borealis</i> )
		Crab
Food Ingredients	Bakery & Confectionary Ingredients	Bakery & Confectionary Bases
		Bakery Fillings
		Bakery Mixes
		Dessert Mixes
		Icing, Glazes, Gels
		Pancake and Waffles mixes
	Enhancers (flavor, color)	Gravy Granules
	Meat Substitutes	Seitan (Wheat Gluten)
		Tempeh
		Textured Vegetable Protein
Tofu		
Fruits & Nuts	Fruits, General	Currants/Figs
		Mixed Fruits
		Raisins
	Fruits, Stone	Plums
		Prunes
	Nuts	
Meats & Related Products	Beef/Bovine	Loin
	Meat, Other	Lamb
		Mutton

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Meats & Related Products	Pork	Belly
		Ribs
Oils, Fats & Seeds	Liquid Oils	Canola Oil
		Corn Oil
		Olive Oil
		Palm Oil
		Sesame
		Soybean Oil
		Sunflower Oil
	Seeds	
	Spreadable Oils & Fats	Cooking Fat (vegetable based)
		Margarine
		Other Spreadable Oil/Fat
Other Agricultural Products (excluding food and wood)	Candles	Wax
	Health & Beauty Products	Bath Products
		Hand Soap
Pasta, Rice, & Grains	Grains	
	Pasta & Noodles	Couscous
		Egg Noodles
		Instant Noodles
		Other Pasta/Noodle
		Plain/Flour Noodle
		Rice Noodle
	Rice	Brown Rice
		Rice Blends
		White Rice
		Wild Rice
Pet Food & Pet Care Products	Pet Food	Bird Food
		Cat Food
		Dog Food

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Pet Food & Pet Care Products	Pet Food	Fish Food
Pulses & Legumes	Beans	Black Beans
		Garbanzo/Chickpea
		Kidney Beans
		Pinto Beans
		Red Beans
Other Pulses & Legumes	Other Pulses & Legumes	Other Pulses & Legumes
		Green Peas
		Lentils
Peas & Lentils	Peas & Lentils	Green Peas
		Lentils
		Yellow Peas
Ready Meals	Dinner Mixes	Dinner mixes
	Lunch Kits	Lunch kits
	Pizza	Pizza
	Prepared Appetizers	Prepared Appetizers
	Prepared Meals	Prepared meals
	Prepared Salads	Prepared salads
	Processed Meat Substitutes	Processed Meat Substitutes
	Seafood	
	Soup	
Sauces, Dressings, Spreads & Condiments	Condiments	
	Dips	
	Dressings	
	Sauces/Purees	Barbeque (BBQ) Sauce
		Cocktail/Tartar Sauce
		Dry Sauce/Powder Mix
		Gravy
		Horseradish
		Liquid Cooking Sauce
		Pasta Sauce
Soy Sauce		

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Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Table Sauce
		Tomato Puree
		Tomato Sauce
		Worcestershire Sauce
	Spreads	Cheese Spread
		Jams & Preserves
Nut-based Spread/Nut Butter		
Spices & Seasonings	Herbs	Dried/Ground Herb
Supplements & Sweeteners	American Ginseng	Ginseng Extract
		Ginseng Root
	Sugars & Sweeteners	Agave
		Brown Rice Syrup
		Brown Sugar
		Corn Syrup
		Flavored Syrup
		Fructose
		Glucose
		Honey
		Maple Sugar
		Maple Syrup
		Molasses
		White Sugar
Xylitol		
Sweet/Savory Snacks	Chips/Crisps	Potato Chips
		Tortilla/Corn Chips
		Vegetable Chips
	Extruded Snacks	Extruded Snacks
	Fruit Snacks	Fruit Snacks
	Popcorn	Microwave Popcorn
		Popcorn - Popped

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Sweet/Savory Snacks	Popcorn	Popcorn - Unpopped
	Pretzels	Hard Pretzels
	Seed Snacks	
	Snack Bars	
<b>Additional Information</b>		
Sponsored by SUSTA		

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**BARBADOS**

**Western Wholesale Inc.**

Contact Information			
Title	Name / Email / Phone		
Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	www.western-wholesale.com
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	1985
<b>Company Description:</b>	Business Development/Purchasing Director at Western Wholesale Inc. is a well-established wholesale and distribution company, dealing in basic food commodities and other consumer goods in Barbados.		
<b>Type of Business:</b>	Importer/Distributor, Wholesaler	<b>Customer(s):</b>	Food Manufacturing, Food Service/HORECA, Retail - Club Store/Warehouse, Retail - Convenience, Retail - Discount Store, Retail - Drugstore, Retail - Natural/Organic/Healthy, Retail - Other (Non-Food), Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
<b>Facilities:</b>	Warehousing, Cold Storage & Meat Processing Facilities	<b>Geographic Region(s) Served:</b>	Barbados, West Indies
<b>Industry Segment(s):</b>	Bakery, Beverages, Food Ingredients, Foodservice/HRI, Frozen, Health and Beauty, Private Label, Retail, Seafood, Snacks		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	N/A	<b>Consolidator(s) in the US:</b>	Miami, Florida
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	None
Product Information			
<b>Attributes of Interest:</b>	Chilled, Dairy, Frozen, Gluten Free, Halal, Vegetarian		
<b>Capacity to Import:</b>	Chilled Products, Dairy Products, Frozen Products, Meat Products	<b>Cannot Import:</b>	N/A
Products of Interest at this Event:			
Bakery Products	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers	



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Bakery Products	Biscuits, Crackers, & Wafers	Sweet Biscuits
	Breakfast Products	Breakfast Cereal Flakes
		Hot Cereal
		Muesli
		Oats & Oatmeal
		Other Breakfast Cereal
		Sweetened Cereal
Beverages	Beer/Cider	Lager
	Juices	Fruit Juice
	Sweetened/Soft-Drinks	Energy Drink
	Tea	Black Tea
		Green Tea
		Herbal Tea
		White Tea
Water		
Dairy & Related Products	Dairy	Butter
		Cheese & Curd
		Milk Powder & NFDM
Fish & Seafood	Other Fish & Seafood	Cured/Smoked Fish
Food Ingredients	Additives & Agents	Amino Acid
		Vinegar
		Yeast and Yeast Extract
	Bakery & Confectionary Ingredients	Icing, Glazes, Gels
Fruits & Nuts	Fruits, Citrus	Lemons
		Limes
		Mandarins
		Oranges
		Other Citrus Fruits
		Tangerines
	Fruits, General	Apples

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**BUYER PROFILES**

Fruits & Nuts	Fruits, General	Raisins
Meats & Related Products	Beef/Bovine	Brisket
		Flank Steak
		Rib
		Round
		Sirloin
	Meat, Other	Lamb
		Mutton
Oils, Fats & Seeds	Animal Fats	Beef/Bovine Fat
	Liquid Oils	Canola Oil
		Corn Oil
		Olive Oil
		Palm Oil
		Sunflower Oil
		Vegetable Oil
Other Agricultural Products (excluding food and wood)	Cleaning Solvents/Products	Cleaning Solvents/Products
	Health & Beauty Products	Hand Soap
	Wax	
Pasta, Rice, & Grains	Pasta & Noodles	Vegetable Based Pasta
		Wheat Pasta
Pulses & Legumes	Beans	Black Beans
		Garbanzo/Chickpea
		Kidney Beans
	Peas & Lentils	Green Peas
		Lentils
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup
		Mayonnaise
		Mustard
		Pickled Products
		Vinegar

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**BUYER PROFILES**

Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Barbeque (BBQ) Sauce
	Spreads	Jams & Preserves
		Nut-based Spread/Nut Butter
Spices & Seasonings	Salt & Salt Mixtures	Ground Salt
		Sea Salt
Supplements & Sweeteners	Sugars & Sweeteners	White Sugar
Sweet/Savory Snacks	Chips/Crisps	Potato Chips
		Tortilla/Corn Chips
	Pretzels	Hard Pretzels
	Snack Bars	Breakfast Bars
		Energy & Nutrition Bars
		Granola/Muesli Bars
Other Snack Bars		
Vegetables	Mixed Vegetables	Mixed vegetables
	Onion	Garlic
		Onion
	Potatoes	
Tomatoes		
<b>Additional Information</b>		
Sponsored by SUSTA		

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**BUYER PROFILES**

**BERMUDA**

**BGA Wholesale Distributors**

Contact Information			
Title	Name / Email / Phone		
Senior Buyer	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	http://www.bga.bm
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	
<b>Company Description:</b>	<p>Bermuda General Agency (BGA) was founded in 1922, and today supplies a full range of wholesale services to virtually every supermarket, drug store, hotel, and guesthouse in Bermuda. Their product mix is diverse and includes some of the most reputable brands in the world, including Bristol-Meyers Squibb, Cadbury, Clorox, Gillette, Heinz, Johnson &amp; Johnson, Kellogg's, Procter &amp; Gamble, Revlon, GlaxoSmithKline, Schering Plough, S.C. Johnson, and Pfizer, to name a few.</p> <p>BGA's large, modern warehouse facility stands on 3.5 acres and is located a short distance from Hamilton's bustling Front Street. It offers over 2,130,000 cubic feet of storage space, a 76,000 cubic-foot confectionery room (60° F), and a small freezer.</p>		
<b>Type of Business:</b>	Distributor, FoodService/HORECA, Importer, Importer/Distributor, Retailer, Wholesaler	<b>Customer(s):</b>	Animal Feed Industry, FoodService/HORECA, Retail - Club Store/Warehouse, Retail - Convenience, Retail - Department Store, Retail - Discount Store, Retail - Drugstore, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
<b>Facilities:</b>	Dry chill frozen and full transportation and delivery	<b>Geographic Region(s) Served:</b>	Islands of Bermuda ( can offer services in Caribbean region and Latin America also )
<b>Industry Segment(s):</b>	Animal Feed Ingredients, Bakery, Beverages, Confectionery, Ethnic, Foodservice/HRI, Frozen, Health and Beauty, Natural/Organic, Pet Food, Private Label, Retail, Seafood, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>		<b>Consolidator(s) in the US:</b>	New Jersey , Florida
<b>Preferred Port(s) of Import:</b>	New Jersey	<b>Preferred Port(s) of Export from US:</b>	Newark, NY



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## BUYER PROFILES

Product Information			
<b>Attributes of Interest:</b>	100% Organic, All Natural, Chilled, Dairy, Dietary, Dried/Dehydrated, Ethnic, Fat Free, Frozen, Gluten Free, Gluten Free Uncertified, Halal, Halal Uncertified, Hormone Free, Kosher, Low Calorie, Low Fat, Low Sodium, Natural, No Antibiotics, No Artificial Ingredients, No Fat, No Monosodium Glutamate (MSG), No Preservatives, No Sugar Added, Non - GMO - EU Certified, Non - GMO - US Certified, Non-Dairy, Organic, Reduced Fat		
<b>Capacity to Import:</b>	Alcoholic Beverages, Biotech/GMO, Chilled Products, Frozen Products, Meat Products	<b>Cannot Import:</b>	n/a
Products of Interest at this Event:			
Baby Food	Baby Snacks	Baby Snacks	
	Baby Supplements	Baby Supplements	
	Dried Baby Food	Dried Baby Food	
	Milk Formula	Follow-On/Infant Milk Formula	
		Specialty Baby Milk Formula	
		Standard Milk Formula	
	Toddler Milk Formula		
	Prepared Baby Food	Prepared Baby Food	
Bakery Products	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers	
		Sweet Biscuits	
	Bread	Bagels	
		Bread Crumbs/Croutons	
		Loaf Bread	
		Muffins	
		Pita/Flat Bread	
		Pizza Crust	
	Breakfast Products	Breakfast Cereal Flakes	
		Hot Cereal	
		Muesli	
		Oats & Oatmeal	
		Other Breakfast Cereal	
		Sweetened Cereal	
		Waffles	

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Bakery Products	Cookies	Ready-to-Bake Cookies
		Ready-to-Eat Cookies
	Granola	Mixed/Trail Mix
		Plain Granola
		Sweetened/Flavored Granola
	Milled Products (Flours, Starches)	Bran
		Cereal Flour
		Cereal Grains
		Cereal Groats
		Corn (Maize) Flour
		Corn Meal
		Flour Meal
		Malt
		Potato Flakes
		Potato Flour
		Rice Flour
		Rye Flour
		Soy Flour
		Soy Meal
		Starch
		Wheat Gluten
		White Flour
	Mixes	Dessert Mixes
	Pastries/Tarts/Pies	Cheesecake
		Cream Pies
		Fruit Pies
		Pie Crust/Pastry Shells
Ready-to-Eat Pastries & Tarts		
Tortillas	Corn Tortillas	
	Flour Tortillas	

**BERMUDA**

**BGA Wholesale Distributors**



**T: 312.334.9200 or 215.829.9111**

**E: [info@foodexport.org](mailto:info@foodexport.org) | [www.foodexport.org](http://www.foodexport.org)**

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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Bakery Products	Tortillas	Other Tortillas	
Beverages	Beer/Cider	Ale	
		Cider/Perry	
		Lager	
		Malt Beverages	
		Non-Alcoholic Beer	
		Ready to drink/High-Strength Malt Beverage Premixes	
		Stout	
	Coffee	Not Roasted Coffee, Decaffeinated	Ready Drink Coffee Beverage
			Roasted Coffee
			Roasted Coffee, Decaffeinated
	Juices	Fruit Juice	Juice Concentrate
			Other Juices
			Vegetable Juice
	Liqueur & Spirits	Cocktail Mix & Base	Distilled Spirit
			Gin & Geneva
			Liqueur, Other
			Liqueur/Cordial
			Other Distilled Spirits
			Rum & Tafia
			Vodka
			Whiskey
	Sweetened/Soft-Drinks	Energy Drink	Functional Drink
			Hot Chocolate/Cocoa Mix
Soda/Pop			
Soft Drink Concentrate			

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**BUYER PROFILES**

Beverages	Sweetened/Soft-Drinks	Sport Drink
		Tea
	Tea	Black Tea
		Green Tea
		Herbal Tea
		Kombucha
		White Tea
	Water	Carbonated Water
		Flavored Water
		Mineral Water
		Water
	Wine	Alcoholic Wine
		Non-Alcoholic Wine
Sparkling Wine		
Unfermented Wine		
Confectionery	Chocolate Confectionery	Boxed Assortment Chocolates
		Chocolate Tablets/Squares
		Chocolate with Toys
		Countlines
		Seasonal Chocolate
	Gum	Bubble Gum
		Chewing Gum
	Sugar Confectionery	Boiled Sweets
		Fudge
		Licorice
		Lollipops
		Marshmallows
		Mints
		Pastilles, Jellies, & Chews
		Spun Sugar
	Toffees, Caramels, & Nougats	

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**BUYER PROFILES**

Dairy & Related Products	Dairy	Butter
		Buttermilk
		Casein
		Cheese & Curd
		Cheese Powder
		Cheese Sauce/Liquid
		Cream Cheese
		Dairy Other
		Eggnog
		Evaporated & Condensed Milk
		Fluid Milk
		Milk Powder & NFDM
		Whey & Whey Products
		Yogurt Products & Sour Milk Drinks
	Non-Dairy	Almond Milk
		Dried/Powder Milk Substitute
		Ice Cream/Frozen Yogurt Substitute
		Non-Dairy Creamer
		Non-Dairy Yogurt Products
		Other Dairy Substitute
Other Non-Dairy Drinking Product		
Rice Milk		
Soy Milk		
Eggs & Egg Products	Egg Replacer	Egg Replacer
	Eggs, In-Shell	Brown Eggs
		White Eggs
	Liquid Eggs	Liquid Egg Whites
		Liquid Eggs - Whole
Powdered Eggs	Powdered Eggs	
Fish & Seafood	Finfish	American Eel ( <i>Anguilla rostrata</i> )

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**BUYER PROFILES**

Fish & Seafood	Finfish	Atlantic Herring ( <i>Clupea harengus</i> )
		Atlantic Mackerel ( <i>Scomber scombrus</i> )
		Atlantic Salmon
		Catfish
		Haddock
		Hake
		Halibut
		Monkfish ( <i>Lophius americanus</i> )
		Pollack/Whiting
		Sea Bass ( <i>Centropristis striata</i> )
		Swordfish
		Tilapia
		Trout
		Tuna
	Other Fish & Seafood	Caviar
		Cured/Smoked Fish
		Other fish & seafood
		Roe
	Shellfish	American Lobster ( <i>Homarus americanus</i> )
		California Squid ( <i>Loligo opalescens</i> )
		Clams
		Coldwater Shrimp ( <i>Pandalus borealis</i> )
		Conch/Whelk
		Crab
		Crayfish/Crawfish
		Cuttlefish
		Octopus
		Oyster
		Sea Urchin
		Snail

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**BUYER PROFILES**

Food Ingredients	Additives & Agents	Texturizer
		Thickening Agent
		Vinegar
		Yeast and Yeast Extract
	Bakery & Confectionary Ingredients	Bakery Coatings
		Bakery Fillings
		Bakery Mixes
		Baking Decorations/Toppings
		Batter
		Dessert Mixes
	Pancake and Waffles mixes	
Fruits & Nuts	Fruits, Berry	
	Fruits, Citrus	
	Fruits, General	
	Fruits, Stone	
	Nuts	
Meats & Related Products	Beef/Bovine	
	Duck	
	Meat, Other	
Oils, Fats & Seeds	Animal Fats	
	Liquid Oils	Olive Oil
	Seeds	
	Spreadable Oils & Fats	
Other Agricultural Products (excluding food and wood)	Health & Beauty Products	Bath Products
		Hair Products
		Hand Soap
Pet Food & Pet Care Products	Pet Care	
	Pet Food	
	Pet Treats & Mixes	Cat Treats
		Dog Treats

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**BUYER PROFILES**

Pulses & Legumes	Beans	Black Beans
		Fava Beans
		Garbanzo/Chickpea
		Great Northern Beans
		Kidney Beans
	Red Beans	
Ready Meals	Other Pulses & Legumes	
	Peas & Lentils	
	Dinner Mixes	Dinner mixes
	Lunch Kits	Lunch kits
	Pizza	Pizza
	Prepared Appetizers	Prepared Appetizers
	Prepared Meals	Prepared meals
	Prepared Salads	Prepared salads
	Processed Meat Substitutes	
Sauces, Dressings, Spreads & Condiments	Seafood	
	Soup	
	Condiments	
	Dips	
	Dressings	
Spices & Seasonings	Sauces/Purees	
	Spreads	
	Herbs	
	Pepper	
	Salt & Salt Mixtures	
Supplements & Sweeteners	Seed	
	Spice	
	American Ginseng	
	Dietary Supplement	
	Sugars & Sweeteners	

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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Supplements & Sweeteners	Vitamins		
Sweet/Savory Snacks	Cheesecake		
	Chips/Crisps		
	Fruit Snacks	Fruit Snacks	
	Meat Snacks		
	Popcorn		
	Pretzels		
	Pudding/Custard	Pudding/Custard	
	Seed Snacks		
	Snack Bars		Breakfast Bars
			Energy & Nutrition Bars
		Fruit Bars	
Trail Mix	Trail Mix		
Vegetables	Artichokes	Artichokes	
	Asparagus	Asparagus	
	Bean Sprouts	Bean Sprouts	
	Beet	Beet	
	Broccoli	Broccoli	
	Brussel Sprouts	Brussel Sprouts	
	Cabbage, Cauliflower	Cabbage, Cauliflower	
	Capers	Capers	
	Celery	Celery	
	Chicory	Chicory	
	Corn		
	Cucumbers, Gherkins	Cucumbers, Gherkins	
	Eggplant		
	Green Beans	Green Beans	
	Kale	Kale	
	Mixed Vegetables	Mixed vegetables	
	Mushrooms	Mushrooms	

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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Vegetables	Olives	
	Onion	Onion
	Peppers	Peppers
	Potatoes	Potatoes
	Pumpkin	Pumpkin
	Radishes	Radishes
	Rhubarb	Rhubarb
	Spinach	Spinach
	Squash	Squash
	Sweet Potatoes/Yams	Sweet Potatoes/Yams
	Tomatoes	Tomatoes
	Truffles	Truffles
	Turnips	Turnips
	Zucchini	

**Additional Information**

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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**BERMUDA**

**Dunkley's Limited**

Contact Information			
Title	Name / Email / Phone		
CFO	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	http://www.dunkleysdairy.com
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	1930
<b>Company Description:</b>	Dunkley's is the largest dairy products distributor and one of the largest food and beverage wholesalers/distributors in Bermuda. They represent and distribute a wide range of international products and brands and sell to both the retail and food service segments of the market. They are actively searching for new products in the food sector, including the frozen food category. The company aims to expand in a "controlled manner" to ensure that any new lines that they add are fully (exclusively) represented and without conflict with their existing lines.		
<b>Type of Business:</b>	Importer/Distributor, Wholesaler	<b>Customer(s):</b>	Animal Feed Industry, Food Service/HORECA, Retail - Club Store/Warehouse, Retail - Convenience, Retail - Discount Store, Retail - Drugstore, Retail - Natural/Organic/Healthy, Retail - Other (Non-Food), Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
<b>Facilities:</b>	Extensive Dry chill and Frozen Warehouse space	<b>Geographic Region(s) Served:</b>	All Bermuda
<b>Industry Segment(s):</b>	Animal Feed Ingredients, Bakery, Beverages, Confectionery, Ethnic, Food Ingredients, Foodservice/HRI, Frozen, Natural/Organic, Pet Food, Retail, Seafood, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	FOB	<b>Consolidator(s) in the US:</b>	Salem, NJ, BRONX NY
<b>Preferred Port(s) of Import:</b>	Hamilton, Bermuda	<b>Preferred Port(s) of Export from US:</b>	Newark, NJ; Newark, NJ; Philadelphia, PA
Product Information			
<b>Attributes of Interest:</b>	All Natural, Chilled, Dried/Dehydrated, Frozen, Natural		



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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

<b>Capacity to Import:</b>	Biotech/GMO, Chilled Products, Frozen Products, Meat Products	<b>Cannot Import:</b>	N/A
<b>Products of Interest at this Event:</b>			
Animal Feed Ingredients & Additives	Additives	Acidifiers	
		Antioxidants	
Baby Food	Baby Snacks		
Bakery Products	Biscuits, Crackers, & Wafers		
	Bread		
	Breakfast Products		
	Cakes		
	Cookies		
	Granola		
	Milled Products (Flours, Starches)		
	Mixes		
	Pastries/Tarts/Pies		
Beverages	Coffee		
	Juices		
	Sweetened/Soft-Drinks		
	Tea		
	Water		
Confectionery	Chocolate Confectionery		
	Gum		
	Sugar Confectionery		
Dairy & Related Products	Dairy		
	Non-Dairy		
Eggs & Egg Products	Egg Replacer		
	Eggs, In-Shell		
	Liquid Eggs		
	Powdered Eggs		

**BERMUDA**

**Dunkley's Limited**



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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Fish & Seafood	Finfish	
	Other Fish & Seafood	
	Shellfish	
Food Ingredients	Bakery & Confectionary Ingredients	
	Enhancers (flavor, color)	
	Meat Substitutes	
Fruits & Nuts	Fruits, Berry	
	Fruits, General	
	Fruits, Stone	
Meats & Related Products	Beef/Bovine	
	Duck	
	Meat, Other	
	Pork	
	Poultry (Chicken)	
	Poultry (Turkey)	
	Processed Meats	
Oils, Fats & Seeds	Liquid Oils	
	Seeds	
	Spreadable Oils & Fats	
Pasta, Rice, & Grains	Pasta & Noodles	
	Rice	
Pet Food & Pet Care Products	Pet Food	
	Pet Treats & Mixes	
Pulses & Legumes	Beans	
	Other Pulses & Legumes	
	Peas & Lentils	
Ready Meals	Dinner Mixes	
	Lunch Kits	
	Pizza	
	Prepared Appetizers	

**BERMUDA**

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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Ready Meals	Prepared Meals	
	Prepared Salads	
	Processed Meat Substitutes	
	Seafood	
	Soup	
Sauces, Dressings, Spreads & Condiments	Condiments	
	Dips	
	Dressings	
	Sauces/Purees	
	Spreads	
Spices & Seasonings	Herbs	
	Pepper	
	Salt & Salt Mixtures	
	Seed	
	Spice	
Supplements & Sweeteners	American Ginseng	
	Dietary Fiber, Prebiotic & Probiotic	
	Dietary Supplement	
	Sugars & Sweeteners	
	Vitamins	
Sweet/Savory Snacks	Cheesecake	
	Chips/Crisps	
	Extruded Snacks	
	Fruit Snacks	
	Gelatin	
	Meat Snacks	
	Popcorn	
	Pretzels	
	Pudding/Custard	
	Seed Snacks	

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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Sweet/Savory Snacks	Snack Bars		
	Trail Mix		
Vegetables	Artichokes		
	Asparagus		
	Bean Sprouts		
	Beet		
	Broccoli		
	Brussel Sprouts		
	Cabbage, Cauliflower		
	Capers		
	Carrots		
	Celery		
	Chicory		
	Corn		Blue Corn
			White Corn
			Yellow Corn
	Cucumbers, Gherkins		
	Eggplant	Eggplant/Aubergine/Brinjal	
	Green Beans		
	Kale		
	Lettuce		
	Mixed Vegetables		
	Mushrooms		
	Olives		Black Olives
			Green Olives
	Onion		Garlic
		Leeks	
		Onion	
		Shallots	
Peppers			

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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Vegetables	Potatoes	
	Pumpkin	
	Radishes	
	Rhubarb	
	Spinach	
	Squash	
	Sweet Potatoes/Yams	
	Tomatoes	
	Turnips	
	Zucchini	
<b>Additional Information</b>		
N/A		

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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**CHILE**

**Bidfood Chile SA**

Contact Information			
Title	Name / Email / Phone		
National Account Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	<a href="http://www.bidfood.cl/">http://www.bidfood.cl/</a>
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2007
<b>Company Description:</b>	<p>Bidfood is a great team made up of very diverse people, with different interests and responsibilities that allow us to finally cover all the business needs. Drivers, chefs, warehouse operators, finance teams, salespeople, account executives, brand managers, telesales executives, buyers and branch managers are part of Bidfood; the list continues with more than 300 workers and day after day it continues to grow throughout our country.</p> <p>As a leading distributor to the foodservice industry, Bidfood has come to understand this particular recipe intimately. It involves maintaining a balance between leading edge innovation and a consistent, reliable delivery of "the classics". We offer a wide selection of local and internationally sourced products that have been tailored to suit all customer types – large and small</p>		
<b>Type of Business:</b>	FoodService/HORECA, Importer	<b>Customer(s):</b>	FoodService/HORECA
<b>Facilities:</b>		<b>Geographic Region(s) Served:</b>	Chile
<b>Industry Segment(s):</b>			
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	CIF	<b>Consolidator(s) in the US:</b>	Sysco - Houston TX
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	
Product Information			
<b>Attributes of Interest:</b>	Dairy,Frozen,Vegetarian		
<b>Capacity to Import:</b>	Chilled Products,Frozen Products	<b>Cannot Import:</b>	n/a
Products of Interest at this Event:			
Animal Feed Ingredients & Additives	Additives	Fats & Oils	
	Feed Grains	Feed Grains	



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Animal Feed Ingredients & Additives	Ingredients	Flavoring Ingredients
		Flavors
		Sweeteners
Bakery Products	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers
		Sweet Biscuits
	Bread	Bagels
	Breakfast Products	Breakfast Cereal Flakes
	Cakes	Cakes
	Granola	
	Mixes	
	Pastries/Tarts/Pies	Cheesecake
Beverages	Juices	Juice Concentrate
Dairy & Related Products	Dairy	Butter
		Cheese & Curd
	Ice Cream & Related Products	Ice Cream Novelty
	Non-Dairy	Other Dairy Substitute
Fish & Seafood	Other Fish & Seafood	
Food Ingredients	Bakery & Confectionary Ingredients	Pancake and Waffles mixes
	Enhancers (flavor, color)	Cooking Wine
Meats & Related Products	Beef/Bovine	Processed products
	Pork	
	Poultry (Chicken)	
	Poultry (Turkey)	
	Processed Meats	Bacon
		Hot Dogs
		Sausage
Oils, Fats & Seeds	Liquid Oils	Canola Oil
		Corn Oil
		Olive Oil
		Soybean Oil

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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Oils, Fats & Seeds	Liquid Oils	Vegetable Oil
	Spreadable Oils & Fats	Margarine
Pasta, Rice, & Grains	Grains	Oats
		Wheat
	Pasta & Noodles	
	Rice	Wild Rice
Pulses & Legumes	Beans	Soybeans
Ready Meals	Pizza	Pizza
	Prepared Appetizers	Prepared Appetizers
	Soup	Soup, Canned
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup
		Mayonnaise
		Mustard
		Salsa
		Vinegar
	Dips	
	Dressings	
	Sauces/Purees	Marinade
	Spreads	Jams & Preserves
Nut-based Spread/Nut Butter		
Spices & Seasonings	Spice	
Supplements & Sweeteners	Sugars & Sweeteners	Brown Rice Syrup
		Corn Syrup
		Flavored Syrup
		Honey
		Maple Syrup
Sweet/Savory Snacks	Chips/Crisps	
	Popcorn	
	Pretzels	
	Snack Bars	Energy & Nutrition Bars

**CHILE**

**Bidfood Chile SA**



**T: 312.334.9200 or 215.829.9111**

**E: [info@foodexport.org](mailto:info@foodexport.org) | [www.foodexport.org](http://www.foodexport.org)**

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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**Additional Information**

Sponsored By NASDA

[WWW.bidfood.cl](http://WWW.bidfood.cl)

[WWW.Bidfood.com](http://WWW.Bidfood.com)

**CHILE**

**Bidfood Chile SA**



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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**CHILE**

**Distribuidoras Arenillas Tostani**

Contact Information			
Title	Name / Email / Phone		
General Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	http://www.arenillas.cl
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2006
<b>Company Description:</b>	Company with more than 45 years of experience in importing and distributing food products to Chile. Distribute to all of Chile. Import directly from Spain, Italy, France, United States, East, Peru, Argentina. Main clients, hotels, restaurants, casinos, supermarkets, convenience stores.		
<b>Type of Business:</b>	FoodService/HORECA, Importer, Manufacturer	<b>Customer(s):</b>	FoodService/HORECA, Retail - Supermarket/Grocery
<b>Facilities:</b>		<b>Geographic Region(s) Served:</b>	Chile
<b>Industry Segment(s):</b>	Bakery, Beverages, Ethnic, Natural/Organic, Retail, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>		<b>Consolidator(s) in the US:</b>	None
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	None
Product Information			
<b>Attributes of Interest:</b>	Dietary, Gluten Free, Low Sodium, Natural, Organic, Vegetarian		
<b>Capacity to Import:</b>	Chilled Products	<b>Cannot Import:</b>	Frozen
Products of Interest at this Event:			
Animal Feed Ingredients & Additives	Feed Grains		
Bakery Products	Biscuits, Crackers, & Wafers		
	Breakfast Products		Breakfast Cereal Flakes
	Cakes		Cakes



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Bakery Products	Granola	
	Milled Products (Flours, Starches)	
	Mixes	
	Pastries/Tarts/Pies	Cheesecake
Beverages	Beer/Cider	Ale
		Lager
	Juices	Fruit Juice
		Vegetable Juice
	Liqueur & Spirits	Cocktail Mix & Base
	Sweetened/Soft-Drinks	Soda/Pop
	Tea	
Water		
Dairy & Related Products	Dairy	Butter
		Cheese & Curd
		Fluid Milk
	Non-Dairy	
Food Ingredients	Bakery & Confectionary Ingredients	Pancake and Waffles mixes
Fruits & Nuts	Nuts	Almonds
		Cashews
		Hazelnuts
		Peanuts
		Pecans
		Pistachios
		Walnuts, Black
		Walnuts, English
Oils, Fats & Seeds	Liquid Oils	Canola Oil
		Vegetable Oil
	Spreadable Oils & Fats	Margarine
Pasta, Rice, & Grains	Grains	
	Pasta & Noodles	

**CHILE**

**Distribuidoras Arenillas Tostani**



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Pasta, Rice, & Grains	Rice	Wild Rice
Pulses & Legumes	Beans	Soybeans
Ready Meals	Pizza	Pizza
	Prepared Appetizers	Prepared Appetizers
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup
		Mayonnaise
		Mustard
		Salsa
	Dressings	
	Sauces/Purees	Marinade
	Spreads	Nut-based Spread/Nut Butter
Spices & Seasonings	Herbs	
	Spice	
Supplements & Sweeteners	Sugars & Sweeteners	Brown Rice Syrup
		Corn Syrup
		Flavored Syrup
		Maple Sugar
		Maple Syrup
Sweet/Savory Snacks	Chips/Crisps	
	Popcorn	
	Pretzels	
	Seed Snacks	Sunflower seeds

**Additional Information**

Sponsored by NASDA

website: [www.arenillas.cl](http://www.arenillas.cl) – [www.tostani.cl](http://www.tostani.cl)

**CHILE**

**Distribuidoras Arenillas Tostani**



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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**COLOMBIA**

**Tiendas Ara**

Contact Information			
Title	Name / Email / Phone		
Chief Consumer Officer	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	<a href="https://aratiendas.com/">https://aratiendas.com/</a>
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2013
<b>Company Description:</b>	<p>Tiendas Ara is a hard discount chain with operation in Colombia since 2013 and it is part of the Portuguese group Jeronimo Martins (founded in 1792). The group itself is based in Portugal and reaches also Poland and Colombia, is also well recognized as a food specialist company operating in two areas: food distribution and specialized retail. One of the banners within their food distribution strategies is Tiendas Ara, which operates in Colombia through +8,000 employees, 6 distribution centers, and +700 stores offering a wide variety of products and brands, including over 700 private label brands that account for 45% of their total sales. By mid-2021, Tiendas Ara became the top fifth retailer in Colombia and top second hard discount chain and is aligning all its strategies and resources into expanding further its store presence in the country and become the market leader in the years ahead.</p>		
<b>Type of Business:</b>	Distributor, Retailer	<b>Customer(s):</b>	Retail - Discount Store
<b>Facilities:</b>	Main office in Bogota, 6 distribution centers, and +700 hard discount stores	<b>Geographic Region(s) Served:</b>	Countrywide Colombia
<b>Industry Segment(s):</b>	Bakery, Beverages, Confectionery, Frozen, Natural/Organic, Other - Non Food and Wood, Pet Food, Private Label, Retail, Seafood, Snacks		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	FOB, EXW	<b>Consolidator(s) in the US:</b>	None
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	None
Product Information			
<b>Attributes of Interest:</b>	All Natural,Dairy,Frozen,Low Fat,Natural,No Artificial Ingredients,No Preservatives,No Sugar Added,Sugar Free		
<b>Capacity to Import:</b>	Alcoholic Beverages,Frozen Products,Meat Products	<b>Cannot Import:</b>	None.
Products of Interest at this Event:			
Baby Food	Baby Snacks		



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**BUYER PROFILES**

Baby Food	Dried Baby Food	Dried Baby Food
	Prepared Baby Food	Prepared Baby Food
Bakery Products	Biscuits, Crackers, & Wafers	Sweet Biscuits
	Breakfast Products	Muesli
		Other Breakfast Cereal
	Cakes	Cakes
	Cookies	Ready-to-Bake Cookies
		Ready-to-Eat Cookies
Granola	Mixed/Trail Mix	
	Plain Granola	
	Sweetened/Flavored Granola	
Beverages	Coffee	Ready Drink Coffee Beverage
	Juices	Fruit Juice
		Vegetable Juice
	Sweetened/Soft-Drinks	Energy Drink
Functional Drink		
Sport Drink		
Confectionery	Chocolate Confectionery	Chocolate Tablets/Squares
	Gum	Bubble Gum
		Chewing Gum
Sugar Confectionery	Marshmallows	
Dairy & Related Products	Dairy	Butter
		Buttermilk
		Milk Powder & NFDM
	Ice Cream & Related Products	Frozen Yogurt
		Fruit Based Sorbet/Sherbet
		Ice Cream
Non-Dairy	Ice Cream Novelty	
	Rice Milk	
Fish & Seafood	Finfish	Atlantic Salmon

**COLOMBIA**

**Tiendas Ara**



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**BUYER PROFILES**

Fish & Seafood	Finfish	Tilapia
Fruits & Nuts	Fruits, Berry	Blueberries
	Fruits, Citrus	Grapefruits
		Lemons
		Limes
		Mandarins
		Oranges
		Other Citrus Fruits
		Pineapples
		Tangerines
	Fruits, General	Apples
		Bananas
		Currants/Figs
		Grapes
		Kiwifruits
		Mixed Fruits
		Other Fruits (General)
		Pears/Quinces
		Persimmons
		Raisins
	Watermelons	
	Fruits, Stone	Apricots
		Avocado
		Cherries
Mangos		
Nectarines		
Other Stone Fruits		
Peaches		
Plums		
Prunes		

**COLOMBIA**

**Tiendas Ara**



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Fruits & Nuts	Nuts	Almonds
		Cashews
		Mixed Nuts
		Pistachios
Meats & Related Products	Beef/Bovine	Brisket
		Chuck
		Ground
		Processed products
		Round
		Sirloin
	Pork	Belly
		Bones
		Ground
		Leg
		Loin
		Offals
		Other Products/Parts
		Pig Fat/Lard
		Processed meats
		Ribs
	Poultry (Chicken)	Shoulder
		Chicken Breast
		Chicken Legs
Pasta, Rice, & Grains	Pasta & Noodles	Whole Chicken
		Couscous
		Egg Noodles
		Instant Noodles
		Other Pasta/Noodle
		Plain/Flour Noodle
		Rice Noodle

**COLOMBIA**

**Tiendas Ara**



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**BUYER PROFILES**

Pasta, Rice, & Grains	Pasta & Noodles	Spelt Pasta
		Vegetable Based Pasta
		Wheat Pasta
		White Pasta
Pet Food & Pet Care Products	Pet Care	Pet Bath/Skin Care
	Pet Food	Cat Food
		Dog Food
Pulses & Legumes	Peas & Lentils	Lentils
Ready Meals	Pizza	Pizza
	Prepared Appetizers	Prepared Appetizers
	Prepared Meals	Prepared meals
	Soup	Soup, Canned
Soup, Instant		
Sauces, Dressings, Spreads & Condiments	Dips	Hummus
	Dressings	Salad Dressing
		Vinaigrette
	Sauces/Purees	Barbeque (BBQ) Sauce
		Chocolate
		Cocktail/Tartar Sauce
		Dry Sauce/Powder Mix
		Gravy
		Horseradish
		Hot Sauce
		Liquid Cooking Sauce
		Marinade
		Pasta Sauce
		Soy Sauce
Table Sauce		
Tomato Puree		
Tomato Sauce		

**COLOMBIA**

**Tiendas Ara**



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Worcestershire Sauce
	Spreads	Cheese Spread
		Chocolate spread
		Jams & Preserves
		Nut-based Spread/Nut Butter
		Other Spreads
		Yeast-based Spread
Supplements & Sweeteners	Vitamins	Adult/Senior Vitamin
		Children Vitamin
Sweet/Savory Snacks	Popcorn	Popcorn - Popped
	Snack Bars	Granola/Muesli Bars

**Additional Information**

Tiendas Ara is a hard discount chain with operation in Colombia since 2013 and it is part of the Portuguese group Jeronimo Martins (founded in 1792). The group itself is based in Portugal and reaches also Poland and Colombia, is also well recognized as a food specialist company operating in two areas: food distribution and specialized retail. One of the banners within their food distribution strategies is Tiendas Ara, which operates in Colombia through +8,000 employees, 6 distribution centers, and +700 stores offering a wide variety of products and brands, including over 700 private label brands that account for 45% of their total sales. By mid-2021, Tiendas Ara became the top fifth retailer in Colombia and top second hard discount chain and is aligning all its strategies and resources into expanding further its store presence in the country and become the market leader in the years ahead.

**COLOMBIA**

**Tiendas Ara**



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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**EL SALVADOR**

**JFM, S.A. DE C.V.**



Contact Information			
Title	Name / Email / Phone		
Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	http://www.justformouth.com
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2000
<b>Company Description:</b>	JFM imports 100% of their products from the U.S. The company has been recognized from 2010 – 2013 as a distinguished partner for their business with U.S. firms. In 2013, they added two new U.S. companies to the group of companies for whom they serve as representative and distributor. The company's customers include retailers such as Walmart, PriceSmart, and Super Selectos.		
<b>Type of Business:</b>	Importer/Distributor, Wholesaler	<b>Customer(s):</b>	Retail - Club Store/Warehouse, Retail - Convenience, Retail - Department Store, Retail - Discount Store, Retail - Drugstore, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
<b>Facilities:</b>	Warehouse, distribution center and fleet of vehicles	<b>Geographic Region(s) Served:</b>	El Salvador
<b>Industry Segment(s):</b>	Beverages, Confectionery, Frozen, Health and Beauty, Natural/Organic, Pet Food, Retail, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	FOB Miami	<b>Consolidator(s) in the US:</b>	Miami, FL
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	Miami, FL
Product Information			
<b>Attributes of Interest:</b>	All Natural, Fat Free, Gluten Free, Low Calorie, Low Fat, No Fat, No Sugar Added, Non-Dairy, Organic, Reduced Fat, Smart, Sugar Free, Vegan, Vegetarian, Zero Calories		
<b>Capacity to Import:</b>	Alcoholic Beverages, Chilled Products, Dairy Products	<b>Cannot Import:</b>	n/a
Products of Interest at this Event:			



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**BUYER PROFILES**

Bakery Products	Breakfast Products	Pancakes
		Waffles
	Cakes	
	Cookies	Ready-to-Eat Cookies
	Granola	Plain Granola
	Milled Products (Flours, Starches)	
Beverages	Tortillas	
	Tea	Green Tea
		White Tea
Water		
Confectionery	Chocolate Confectionery	Alfajores
		Chocolate Tablets/Squares
	Gum	Bubble Gum
	Sugar Confectionery	Mints
Dairy & Related Products	Non-Dairy	Almond Milk
		Rice Milk
		Soy Milk
Fruits & Nuts	Nuts	Almonds
		Cashews
		Chestnuts
		Hazelnuts
Meats & Related Products	Pork	Ribs
Oils, Fats & Seeds	Liquid Oils	
Pasta, Rice, & Grains	Grains	
	Pasta & Noodles	Instant Noodles
		Rice Noodle
Sauces, Dressings, Spreads & Condiments	Condiments	
Spices & Seasonings	Pepper	
Supplements & Sweeteners	Dietary Supplement	
	Sugars & Sweeteners	Honey

**EL SALVADOR**

**JFM, S.A. DE C.V.**



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Sweet/Savory Snacks	Chips/Crisps	Potato Chips
		Tortilla/Corn Chips
		Vegetable Chips
	Fruit Snacks	Fruit Snacks
	Popcorn	
	Pretzels	Hard Pretzels
		Soft Pretzels
	Snack Bars	Breakfast Bars
Trail Mix		
<b>Additional Information</b>		
Website: <a href="http://jfmsv.com/">http://jfmsv.com/</a>		

**EL SALVADOR**

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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**GUATEMALA**

**Interdia - Distribuidora Internacional de Alimentos**



Contact Information			
Title	Name / Email / Phone		
General Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	<a href="http://www.interdiafoodservice.com">http://www.interdiafoodservice.com</a>
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2005
<b>Company Description:</b>	<p>Interdia is one of the fastest-growing companies in the industry. They started as a small family-owned company importing frozen potatoes (from Lamb Weston) in 2005. After two years they started distributing frozen products from Hormel, Jenny O, and Simplot US. Today, they have 14 employees, 4 refrigerated trucks, cold storages, offices in Guatemala and El Salvador, as well as sales /distribution in Honduras too. Among the brands they represent: Panifique (frozen bread for Walmart), Galaxy Foods, Ferra Coffee, Aunt Jemina, Performance Food Service (seafood), and McNight Salmon, among others.</p> <p>Interdia is one of Guatemala's main supplier of products for international franchises such as Dunkin' Donuts, Hard Rock Cafe, Pizza Hut Guatemala, and Pizza Hut El Salvador.</p> <p>Snacks is a fast-growing category in Guatemala and Interdia is looking for suppliers of sweets and snacks so they can offer new options in the local retail market. Interdia has solid distribution channels all over Guatemala and El Salvador in both the retail and foodservice industry. They would like to supply their customs in both sectors with American sweets and snacks.</p>		
<b>Type of Business:</b>	Distributor, Importer, Importer/Distributor	<b>Customer(s):</b>	FoodService/HORECA, Retail - Club Store/Warehouse, Retail - Convenience, Retail - Supermarket/Grocery
<b>Facilities:</b>	offices in Guatemala, El Salvador, cold warehouse in Guatemala	<b>Geographic Region(s) Served:</b>	Guatemala and El Salvador
<b>Industry Segment(s):</b>	Bakery, Beverages, Foodservice/HRI, Frozen, Private Label, Retail, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	FOB	<b>Consolidator(s) in the US:</b>	Miami
<b>Preferred Port(s) of Import:</b>	Santo Tomas	<b>Preferred Port(s) of Export from US:</b>	Miami, FL
Product Information			



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

<b>Attributes of Interest:</b>	100% Organic,Chilled,Fat Free,Frozen,Natural,Reduced Fat		
<b>Capacity to Import:</b>	Alcoholic Beverages,Chilled Products,Dairy Products,Frozen Products,Meat Products	<b>Cannot Import:</b>	they can import all kind of products
<b>Products of Interest at this Event:</b>			
Confectionery	Chocolate Confectionery	Chocolate Tablets/Squares	
		Seasonal Chocolate	
	Gum		
Dairy & Related Products	Dairy	Butter	
Eggs & Egg Products	Liquid Eggs		
Fish & Seafood	Finfish	Atlantic Salmon	
		Pacific Salmon	
		Tuna	
	Other Fish & Seafood		
	Shellfish	Abalone	
		American Lobster (Homarus americanus)	
		Crab	
Fruits & Nuts	Nuts	Almonds	
Meats & Related Products	Meat, Other		
	Pork		
	Poultry (Chicken)	Chicken Breast	
	Poultry (Turkey)		
	Processed Meats	Bacon	
Sausage			
Oils, Fats & Seeds	Liquid Oils		
Pasta, Rice, & Grains	Pasta & Noodles	Rice Noodle	
	Rice		
Ready Meals	Prepared Meals		
	Soup		
Sauces, Dressings, Spreads & Condiments	Condiments		

**GUATEMALA**

**Interdia - Distribuidora Internacional de Alimentos**



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Sauces, Dressings, Spreads & Dips	Dips	
Sweet/Savory Snacks	Trail Mix	Trail Mix
Vegetables	Olives	
<b>Additional Information</b>		
<a href="https://www.interdiafoodservice.com/">https://www.interdiafoodservice.com/</a> facebook: <a href="https://www.facebook.com/InterdiaFoodService/">https://www.facebook.com/InterdiaFoodService/</a>		

**GUATEMALA**

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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**NICARAGUA**

**Cafe Soluble S.A.**

Contact Information			
Title	Name / Email / Phone		
New Projects Analysis	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	www.cafesoluble.com
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	1960
<b>Company Description:</b>	<p>CSSA it is one of the largest enterprises at Nicaragua, importer and distributor for foodservice and retail sectors.</p> <p>Nowadays they have the largest Coffee-Restaurant chain in this country. There are approximately 700 employees collaborating with them.</p>		
<b>Type of Business:</b>	Distributor, FoodService/HORECA, Importer, Importer/Distributor	<b>Customer(s):</b>	FoodService/HORECA, Retail - Club Store/Warehouse, Retail - Convenience, Retail - Department Store, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
<b>Facilities:</b>	Administrative offices and warehouse with two types of environment (dry-cold)	<b>Geographic Region(s) Served:</b>	All the Nicaraguan territory
<b>Industry Segment(s):</b>	Bakery, Beverages, Food Ingredients, Frozen, Natural/Organic, Retail, Seafood, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	CIF, FOB AND EXW.	<b>Consolidator(s) in the US:</b>	Miami
<b>Preferred Port(s) of Import:</b>	Miami	<b>Preferred Port(s) of Export from US:</b>	Jacksonville, FL; Miami, FL; Port Everglades, FL; New Orleans, LA; Seattle, WA
Product Information			
<b>Attributes of Interest:</b>	All Natural, Chilled, Dairy, Dried/Dehydrated, Frozen, Zero Calories		
<b>Capacity to Import:</b>	Alcoholic Beverages, Chilled Products, Dairy Products, Frozen Products, Meat Products	<b>Cannot Import:</b>	N/A
Products of Interest at this Event:			



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Animal Feed Ingredients & Additives	Additives	
Bakery Products	Bread	
	Breakfast Products	
	Cakes	
	Cookies	
	Milled Products (Flours, Starches)	
	Tortillas	
Beverages	Juices	
	Tea	
Confectionery	Chocolate Confectionery	
Dairy & Related Products	Dairy	
	Ice Cream & Related Products	
Fish & Seafood	Finfish	
	Other Fish & Seafood	
	Shellfish	
Food Ingredients	Bakery & Confectionary Ingredients	
	Meat Substitutes	
Fruits & Nuts	Fruits, Berry	
Meats & Related Products	Beef/Bovine	
	Duck	Duck
	Pork	Processed meats
	Poultry (Turkey)	
Oils, Fats & Seeds	Liquid Oils	
Pasta, Rice, & Grains	Pasta & Noodles	
Ready Meals	Dinner Mixes	Dinner mixes
	Prepared Appetizers	
	Soup	
Sauces, Dressings, Spreads & Condiments	Dips	
	Sauces/Purees	
	Spreads	

**NICARAGUA**

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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Spices & Seasonings	Pepper	Ground Pepper
	Salt & Salt Mixtures	
Vegetables	Olives	
	Potatoes	
<b>Additional Information</b>		
N/A		

**NICARAGUA**

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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**PANAMA**

**FON PANAMA S.A.**

Contact Information			
Title	Name / Email / Phone		
Imports Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	https://fonpanama.com
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2010
<b>Company Description:</b>	We are a company established in 2010. We import and distribute retail or wholesale. We import: Food, canned goods, beverages, fruits and vegetables, disposables, etc.		
<b>Type of Business:</b>	FoodService/HORECA, Importer/Distributor, Retailer, Wholesaler	<b>Customer(s):</b>	FoodService/HORECA, Retail - Convenience, Retail - Supermarket/Grocery
<b>Facilities:</b>	headquarter office and warehouse	<b>Geographic Region(s) Served:</b>	Panama
<b>Industry Segment(s):</b>	Beverages, Foodservice/HRI, Retail		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	CIF, FOB	<b>Consolidator(s) in the US:</b>	None
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	None
Product Information			
<b>Attributes of Interest:</b>	Ethnic, Frozen, Natural		
<b>Capacity to Import:</b>	Chilled Products, Frozen Products, Meat Products	<b>Cannot Import:</b>	N/A
Products of Interest at this Event:			
Beverages	Sweetened/Soft-Drinks		
	Water		
Dairy & Related Products	Dairy	Evaporated & Condensed Milk	
Fruits & Nuts	Fruits, Berry		
	Fruits, Citrus		
	Fruits, General		
	Fruits, Stone		



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Meats & Related Products	Beef/Bovine	
	Pork	Processed meats
	Poultry (Chicken)	
Oils, Fats & Seeds	Liquid Oils	
Pulses & Legumes	Beans	Kidney Beans
	Peas & Lentils	Yellow Peas
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup
		Mayonnaise
		Mustard
		Pickled Products
	Dressings	Salad Dressing
	Sauces/Purees	Barbeque (BBQ) Sauce
Hot Sauce		
Soy Sauce		
Spices & Seasonings	Pepper	Ground Pepper
	Salt & Salt Mixtures	Flavored Salt
	Seed	Ground Seed
		Whole Seed
Spice	Dry Spice	
Supplements & Sweeteners	Sugars & Sweeteners	White Sugar
Vegetables	Asparagus	
	Broccoli	Broccoli
	Brussel Sprouts	
	Cabbage, Cauliflower	Cabbage, Cauliflower
	Mixed Vegetables	Mixed vegetables
	Sweet Potatoes/Yams	Sweet Potatoes/Yams
<b>Additional Information</b>		
N/A		

**PANAMA**

**FON PANAMA S.A.**



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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**PERU**

**Hipermercados Tottus**

Contact Information			
Title	Name / Email / Phone		
Purchasing Manager	Available upon registration (go to "My Activities" if you already registered)		
Head of Fruits & Vegetables	Available upon registration (go to "My Activities" if you already registered)		
New Business Manager	Available upon registration (go to "My Activities" if you already registered)		
Head of Perishables	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	http://www.tottus.com.pe
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2002
<b>Company Description:</b>	Tottus is part of the Falabella group, which operates different businesses in Peru, such as department stores, supermarkets and banks. Tottus is the third largest supermarket chain in Peru, with more than 70 stores nationwide, offering all categories of food and beverage to consumers.		
<b>Type of Business:</b>	Importer, Manufacturer, Retailer	<b>Customer(s):</b>	Food Manufacturing, Retail - Supermarket/Grocery
<b>Facilities:</b>	More than 70 stores nationwide, warehouse and manufacturing plant	<b>Geographic Region(s) Served:</b>	Peru nationwide
<b>Industry Segment(s):</b>	Retail		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	CIF, FOB, EXW	<b>Consolidator(s) in the US:</b>	None
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	None
Product Information			
<b>Attributes of Interest:</b>	100% Organic, All Natural, Chilled, Dairy, Dietary, Dried/Dehydrated, Ethnic, Fat Free, Frozen, Gluten Free, Gluten Free Uncertified, Halal, Halal Uncertified, Hormone Free, Kosher, Low Calorie, Low Fat, Low Sodium, Natural, No Antibiotics, No Artificial Ingredients, No Fat, No Monosodium Glutamate (MSG), No Preservatives, No Sugar Added, Non - GMO - EU Certified, Non - GMO - US Certified, Non-Dairy, Organic, Reduced Fat, Smart, Sugar Free, Trans-fat Free, Vegan, Vegetarian, Zero Calories		



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

<b>Capacity to Import:</b>	Alcoholic Beverages, Biotech/GMO, Chilled Products, Dairy Products, Frozen Products, Meat Products	<b>Cannot Import:</b>	N/A
<b>Products of Interest at this Event:</b>			
Animal Feed Ingredients & Additives	Additives	Vitamins	
	Supplements		
Bakery Products	Bread	Bread Crumbs/Croutons	
	Milled Products (Flours, Starches)	Potato Flour	
		Rice Flour	
		Rye Flour	
		Soy Flour	
		Soy Meal	
		Starch	
		Wheat Gluten	
		Wheat/Meslin Flour	
White Flour			
Beverages	Beer/Cider	Ale	
		Lager	
	Juices	Fruit Juice	
		Juice Concentrate	
		Other Juices	
		Vegetable Juice	
	Liqueur & Spirits	Cocktail Mix & Base	
		Distilled Spirit	
		Gin & Geneva	
	Sweetened/Soft-Drinks	Energy Drink	
		Functional Drink	
	Water	Carbonated Water	
		Flavored Water	
	Fish & Seafood	Finfish	Atlantic Mackerel ( <i>Scomber scombrus</i> )

**PERU**

**Hipermercados Tottus**



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Fish & Seafood	Finfish	Atlantic Salmon
		Pacific Salmon
		Swordfish
		Tilapia
		Trout
		Tuna
	Invertebrates	
	Shellfish	American Lobster ( <i>Homarus americanus</i> )
		Coldwater Shrimp ( <i>Pandalus borealis</i> )
		Crab
Octopus		
Fruits & Nuts	Fruits, Berry	
	Fruits, Citrus	
	Fruits, General	
	Fruits, Stone	
	Nuts	
Meats & Related Products	Beef/Bovine	
	Duck	
	Meat, Other	
	Pork	
	Poultry (Chicken)	
	Poultry (Turkey)	
	Processed Meats	
Oils, Fats & Seeds	Liquid Oils	
	Seeds	
Pasta, Rice, & Grains	Pasta & Noodles	
	Rice	
Pulses & Legumes	Beans	
Sauces, Dressings, Spreads & Condiments	Condiments	
	Dips	

**PERU**

**Hipermercados Tottus**



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Sauces, Dressings, Spreads & Condiments	Dressings	
	Sauces/Purees	
Spices & Seasonings	Salt & Salt Mixtures	
Vegetables	Artichokes	
	Asparagus	
	Bean Sprouts	
	Beet	
	Broccoli	
	Brussel Sprouts	
	Cabbage, Cauliflower	
	Capers	
	Carrots	
	Celery	
	Chicory	
	Corn	
	Cucumbers, Gherkins	
	Eggplant	
	Green Beans	
	Kale	
	Lettuce	
	Mixed Vegetables	
	Mushrooms	
	Olives	
	Onion	
	Peppers	
	Potatoes	
	Pumpkin	
Radishes		
Rhubarb		
Spinach		

**PERU**

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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Vegetables	Squash	
	Sweet Potatoes/Yams	
	Tomatoes	
	Truffles	
	Turnips	
	Zucchini	

**Additional Information**

The purchases in Tottus are divided by independent departments, according to the product category. IMR has been in contact with 3 staffs from different departments interested in participating in the mission, and Mr. Gian Carlo, who is responsible for meats & fresh produce purchases, had committed to participate in the meetings for his categories only. IMR will be in touch with the 2 other staff in order to confirm their commitment to participate in the mission, and further increase the range of products of interest.

**PERU**

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**Virtual Caribbean & Latin American Buyers Mission**  
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**BUYER PROFILES**

**PERU**

**LC Group SAC**



Contact Information			
Title	Name / Email / Phone		
Marketing Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	<a href="https://lgroup-store.myshopify.com">https://lgroup-store.myshopify.com</a>
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2000
<b>Company Description:</b>	LC Group has a thorough understanding of Peru's retail market. Their distribution channels include not only food retail but also the foodservice sector. They have a lot of experience dealing with high-value products and have over 20 years of experience importing products from the U.S. Our sales team is in charge of doing all the distribution to supermarkets, wholesalers, on trade and off trade in the whole country.		
<b>Type of Business:</b>	Distributor, Importer	<b>Customer(s):</b>	FoodService/HORECA,Retail - Convenience,Retail - Supermarket/Grocery
<b>Facilities:</b>	We own two warehouses	<b>Geographic Region(s) Served:</b>	Peru
<b>Industry Segment(s):</b>	Bakery, Beverages, Confectionery, Foodservice/HRI, Frozen, Retail, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	FOB	<b>Consolidator(s) in the US:</b>	None
<b>Preferred Port(s) of Import:</b>	Lima	<b>Preferred Port(s) of Export from US:</b>	Los Angeles, CA; Miami, FL; Newark, NJ
Product Information			
<b>Attributes of Interest:</b>	Dietary,Low Sodium,Sugar Free		
<b>Capacity to Import:</b>	Alcoholic Beverages,Dairy Products	<b>Cannot Import:</b>	Refrigerated, Frozen
Products of Interest at this Event:			
Bakery Products	Breakfast Products	Breakfast Cereal Flakes	
	Granola		
Beverages	Beer/Cider	Ale	
		Lager	



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Beverages	Coffee	Mixes, Powder or Liquid
	Juices	Fruit Juice
		Juice Concentrate
	Liqueur & Spirits	Cocktail Mix & Base
	Sweetened/Soft-Drinks	Energy Drink
		Soda/Pop
	Tea	
	Water	
Wine		
Fruits & Nuts	Nuts	Almonds
		Cashews
		Hazelnuts
		Pecans
		Pistachios
		Walnuts, Black
		Walnuts, English
Oils, Fats & Seeds	Liquid Oils	Olive Oil
Pasta, Rice, & Grains	Grains	
Ready Meals	Prepared Appetizers	Prepared Appetizers
Sauces, Dressings, Spreads & Condiments	Condiments	Salsa
		Vinegar
	Dressings	
	Sauces/Purees	
	Spreads	Nut-based Spread/Nut Butter
Sweet/Savory Snacks	Chips/Crisps	
	Pretzels	
	Seed Snacks	Sunflower seeds
	Snack Bars	Energy & Nutrition Bars
		Granola/Muesli Bars
<b>Additional Information</b>		

PERU

LC Group SAC



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**PERU**

**Vinos Del Mundo SAC**

Contact Information			
Title	Name / Email / Phone		
	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	http://www.gourmet117.com/
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2013
<b>Company Description:</b>	<p>Gourmet 117 is a company dedicated to the selection, importation and distribution of gourmet products and high quality beverages, our Wines and Spirits being medal winners inside and outside their country of origin.</p> <p>We offer a wide variety of gourmet foods and beverages imported from France, Italy, Germany, Portugal, England, Switzerland, Argentina, Chile and others.</p> <p>The excellence in the service, the quality of the products and the prestige of the commercialized brands, position Gourmet 117 as one of the main suppliers of gourmet products and high-end beverages for the local market.</p> <p>Company that imports high quality products to our demanding Peruvian market, we have more than 10 years of experience and we work with a great sales force, covering the whole extension of our country. Our main channels of distribution are Retail stores, Hotels, Restaurants, Wholesalers (specialized chain stores), Supermarkets and Mini markets.</p>		
<b>Type of Business:</b>	Distributor, FoodService/HORECA, Importer, Retailer	<b>Customer(s):</b>	FoodService/HORECA
<b>Facilities:</b>		<b>Geographic Region(s) Served:</b>	Peru
<b>Industry Segment(s):</b>			
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	FOB, CIF	<b>Consolidator(s) in the US:</b>	None
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	
Product Information			
<b>Attributes of Interest:</b>	Dietary, Gluten Free		
<b>Capacity to Import:</b>	Chilled Products	<b>Cannot Import:</b>	Frozen



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

Products of Interest at this Event:		
Bakery Products	Milled Products (Flours, Starches)	
Beverages	Beer/Cider	Ale
		Lager
	Wine	
Dairy & Related Products	Dairy	Butter
		Cheese & Curd
Additional Information		
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**PERU**

**Vinos Del Mundo SAC**



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**SAINT LUCIA**

**Renwick & Company Ltd.**

Contact Information			
Title	Name / Email / Phone		
Sales & Marketing Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	<a href="http://www.renwickstlucia.com">http://www.renwickstlucia.com</a>
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	1958
<b>Company Description:</b>	<p>Renwick &amp; Company Limited is one of the major distribution companies in St. Lucia.</p> <p>We are one of the largest distributors on island with 50 years industry experience servicing all classes of trade. We have a full team of experienced professionals and we serve of customers in both the north and south of the island as no other distributor has a location in the south.</p> <p>The buyer serves on the executive management team. As the Sales &amp; Marketing Manager, she is responsible for the purchasing function and along with the Managing Director makes the final decision on new products which are added to the portfolio.</p>		
<b>Type of Business:</b>	Distributor	<b>Customer(s):</b>	FoodService/HORECA,Retail - Club Store/Warehouse,Retail - Convenience,Retail - Department Store,Retail - Drugstore,Retail - Other (Non-Food),Retail - Supermarket/Grocery
<b>Facilities:</b>	We are a distributor or wholesaler primarily in the dry goods business.	<b>Geographic Region(s) Served:</b>	We sells to customers island wide.
<b>Industry Segment(s):</b>	Beverages, Confectionery, Health and Beauty, Natural/Organic, Retail, Snacks		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	EXW, CIF, C&F, FOB	<b>Consolidator(s) in the US:</b>	Florida
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	None
Product Information			
<b>Attributes of Interest:</b>	100% Organic,Gluten Free,Halal Uncertified,Low Calorie,No Artificial Ingredients,No Preservatives,No Sugar Added,Non-Dairy,Organic,Reduced Fat,Smart,Sugar Free,Vegan,Vegetarian		



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**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

<b>Capacity to Import:</b>	Alcoholic Beverages, Dairy Products	<b>Cannot Import:</b>	We do not have the facilities for chilled or frozen products.
<b>Products of Interest at this Event:</b>			
Baby Food	Baby Snacks		
	Baby Supplements		
	Dried Baby Food		
	Milk Formula		
	Prepared Baby Food		
Bakery Products	Biscuits, Crackers, & Wafers		
	Breakfast Products		
Beverages	Beer/Cider		
	Juices		
	Liqueur & Spirits		
	Tea		
	Wine		
Confectionery	Chocolate Confectionery		
	Sugar Confectionery		
Fruits & Nuts	Nuts		
Oils, Fats & Seeds	Liquid Oils		
	Seeds		
	Spreadable Oils & Fats		
Other Agricultural Products (excluding food and wood)	Health & Beauty Products		
Pasta, Rice, & Grains	Pasta & Noodles		
Sweet/Savory Snacks	Chips/Crisps		
	Snack Bars		
	Trail Mix		
<b>Additional Information</b>			
Sponsored by SUSTA			

**SAINT LUCIA**

**Renwick & Company Ltd.**



**T: 312.334.9200 or 215.829.9111**

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**Virtual Caribbean & Latin American Buyers Mission**  
**Online 11/01/2021 - 11/04/2021**  
**BUYER PROFILES**

**TRINIDAD AND TOBAGO**

**Waller Distributors Ltd**

Contact Information			
Title	Name / Email / Phone		
Chief Executive Officer/ partner	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
<b>Company Address:</b>	Available Upon Registration	<b>Website:</b>	<a href="https://www.wallertt.com/about">https://www.wallertt.com/about</a>
<b>Company Phone:</b>	Available Upon Registration	<b>Year Founded:</b>	2018
<b>Company Description:</b>	Small-medium sized importer, distributor, and locally manufactured brands as well as quite a vast range of international brands based and operated in Trinidad & Tobago since 2018.		
<b>Type of Business:</b>	Distributor, Importer, Manufacturer, Wholesaler	<b>Customer(s):</b>	Animal Feed Industry, Food Manufacturing, Food Service/HO RECA, Retail - Convenience, Retail - Discount Store, Retail - Internet/TV, Retail - Other (Non-Food), Retail - Supermarket/Grocery
<b>Facilities:</b>	In house bottling and packaging, importer and distributor of many local and international brands	<b>Geographic Region(s) Served:</b>	Trinidad & Tobago
<b>Industry Segment(s):</b>	Beverages, Food Ingredients, Foodservice/HRI, Pet Food, Private Label, Retail, Snacks		
Shipping and Quotation Preferences			
<b>Preferred Incoterm(s):</b>	CIF & FOB	<b>Consolidator(s) in the US:</b>	None
<b>Preferred Port(s) of Import:</b>		<b>Preferred Port(s) of Export from US:</b>	None
Product Information			
<b>Attributes of Interest:</b>	N/A		
<b>Capacity to Import:</b>	Not Applicable	<b>Cannot Import:</b>	N/A
Products of Interest at this Event:			
Animal Feed Ingredients & Additives	Additives	Vitamins	
	Livestock Feeds and Grains	Finished Feeds	
		Specialty feed	
Baby Food	Baby Snacks		



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Baby Food	Baby Supplements	Baby Supplements
	Dried Baby Food	Dried Baby Food
	Milk Formula	Follow-On/Infant Milk Formula
		Specialty Baby Milk Formula
		Standard Milk Formula
Prepared Baby Food	Prepared Baby Food	
Bakery Products	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers
		Sweet Biscuits
	Breakfast Products	Muesli
	Cookies	Ready-to-Bake Cookies
		Ready-to-Eat Cookies
Granola	Plain Granola	
Milled Products (Flours, Starches)	Potato Flakes	
Beverages	Beer/Cider	Ale
		Cider/Perry
		Lager
	Coffee	Mixes, Powder or Liquid
		Not Roasted Coffee, Decaffeinated
		Ready Drink Coffee Beverage
	Liqueur & Spirits	Cocktail Mix & Base
		Liqueur/Cordial
		Other Distilled Spirits
	Sweetened/Soft-Drinks	Energy Drink
		Functional Drink
		Soda/Pop
		Sport Drink
	Tea	Kombucha
	Wine	Alcoholic Wine
Sparkling Wine		

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Confectionery	Sugar Confectionery	Licorice
		Lollipops
		Marshmallows
Dairy & Related Products	Non-Dairy	Other Dairy Substitute
Eggs & Egg Products	Liquid Eggs	Liquid Egg Whites
		Liquid Eggs - Whole
Food Ingredients	Enhancers (flavor, color)	Tenderizers
Other Agricultural Products (excluding food and wood)	Health & Beauty Products	Bath Products
Pet Food & Pet Care Products	Pet Care	Pet Supplements
	Pet Food	Bird Food
		Cat Food
		Dog Food
		Fish Food
		Reptile Food
		Small Animal Food
	Pet Treats & Mixes	Bird Treats
		Cat Treats
		Dog Treats
Small Animal Treats		
Ready Meals	Soup	Soup, Canned
Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Worcestershire Sauce
Supplements & Sweeteners	Sugars & Sweeteners	Maple Syrup
Sweet/Savory Snacks	Chips/Crisps	Potato Chips
		Tortilla/Corn Chips
		Vegetable Chips
	Meat Snacks	Jerky
	Pretzels	Hard Pretzels
	Snack Bars	Breakfast Bars
		Energy & Nutrition Bars

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Sweet/Savory Snacks	Snack Bars	Granola/Muesli Bars
		Other Snack Bars
	Trail Mix	Trail Mix
<b>Additional Information</b>		
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