

**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

AUSTRALIA

USA Foods

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Principle/Buyer	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	http://usafoods.com.au
Company Phone:	Available Upon Registration	Year Founded:	1997
Company Description:	General groceries, confectionary, beverages, snack foods, specialty/gourmet products		
Type of Business:	Distributor, Importer, Retailer, Wholesaler	Customer(s):	FoodService/HORECA, Retail - Convenience, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Facilities:	Warehouse and retail store and online	Geographic Region(s) Served:	Australia and New Zealand
Industry Segment(s):	Beverages, Ethnic, Private Label, Retail, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	USD	Consolidator(s) in the US:	We have access to consolidators in each major city.
Preferred Port(s) of Import:	Melbourne Australia	Preferred Port(s) of Export from US:	Long Beach, CA; Los Angeles, CA; Houston, TX
Product Information			
Attributes of Interest:	Ethnic, Kosher, Non-Dairy, Sugar Free		
Capacity to Import:	Chilled Products, Frozen Products	Cannot Import:	Looking to obtain permits for frozen processed meat products. Dairy and egg ingredients over 10% by dry weight
Products of Interest at this Event:			



T: 312.334.9200 or 215.829.9111

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Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

Products of Interest		
Product Category	Product Type	Product Sub-Type
Bakery Products	Bread	
	Breakfast Products	
	Cakes	
	Cookies	
	Mixes	Dessert Mixes
	Pastries/Tarts/Pies	Ready-to-Eat Pastries & Tarts
Beverages	Beer/Cider	Non-Alcoholic Beer
	Coffee	Mixes, Powder or Liquid
	Liqueur & Spirits	Cocktail Mix & Base
	Sweetened/Soft-Drinks	
	Water	Flavored Water
Confectionery	Chocolate Confectionery	
	Gum	
	Sugar Confectionery	
Dairy & Related Products	Dairy	Cheese & Curd
Food Ingredients	Bakery & Confectionary Ingredients	Bakery Fillings
		Bakery Mixes
		Pancake and Waffles mixes
Meats & Related Products	Processed Meats	Hot Dogs
		Sausage
Other Agricultural Products (excluding food and wood)	Candles	
Pasta, Rice, & Grains	Rice	Rice Blends
Pulses & Legumes	Beans	Black Beans
		Navy Beans
		Pinto Beans
		Red Beans
Ready Meals	Dinner Mixes	Dinner mixes
	Soup	Soup, Canned
Sauces, Dressings, Spreads & Condiments	Dressings	
	Sauces/Purees	Barbeque (BBQ) Sauce
		Cocktail/Tartar Sauce

Private Label Buyers Mission at the Private Label Manufacturers Association Show

Rosemont, IL 11/12/2023 - 11/13/2023

BUYER PROFILES

Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Hot Sauce
		Liquid Cooking Sauce
	Spreads	Jams & Preserves
Spices & Seasonings	Spice	Dry Spice
Supplements & Sweeteners	Sugars & Sweeteners	Maple Syrup
Sweet/Savory Snacks	Gelatin	
	Seed Snacks	
Vegetables	Peppers	Peppers
	Pumpkin	Pumpkin

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BUYER PROFILES**

CANADA

Gia Foods Ltd.

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	New Product Development	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	www.giafoods.com
Company Phone:	Available Upon Registration	Year Founded:	2005
Company Description:	GIA Foods is an importer/distributor supplying to major retail chains and foodservice. They represent both branded and private label products. They also supply to home meal delivery services. GIA Foods carries a wide range of food products including snack food, shelf stable, frozen foods and bulk foods.		
Type of Business:	Importer/Distributor	Customer(s):	FoodService/HORECA,Retail - Club Store/Warehouse,Retail - Convenience,Retail - Drugstore,Retail - Other (Non-Food),Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Distribution with frozen capacity, Certified BRC warehouses in British Columbia, Ontario, and 3PL in certain US cities	Geographic Region(s) Served:	Canada and the U.S.
Industry Segment(s):	Beverages, Ethnic, Foodservice/HRI, Frozen, Natural/Organic, Pet Food, Private Label, Retail, Seafood, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB, CIF	Consolidator(s) in the US:	None
Preferred Port(s) of Import:	Oakland, Newark, Long Beach	Preferred Port(s) of Export from US:	Long Beach, CA; Los Angeles, CA; Oakland, CA; Baltimore, MD; Newark, NJ; Houston, TX; Seattle, WA; Tacoma, WA
Product Information			
Attributes of Interest:	100% Organic, All Natural, Chilled, Dried/Dehydrated, Ethnic, Grain Free, Low Calorie, Low Fat, No Artificial Ingredients, No Fat, No Sugar Added, Non - GMO - EU Certified, Non-Dairy, Organic, Sustainably Produced, Vegetarian		
Capacity to Import:	Chilled Products, Frozen Products	Cannot Import:	Alcohol
Products of Interest at this Event:			



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BUYER PROFILES**

Products of Interest			
Product Category	Product Type	Product Sub-Type	
Baby Food	Baby Snacks		
	Baby Supplements		
	Dried Baby Food		
	Milk Formula		
Bakery Products	Biscuits, Crackers, & Wafers		
	Bread		
	Breakfast Products		
	Cakes		
	Cookies		
	Granola		
	Milled Products (Flours, Starches)	Almond Flour	
		Bran	
		Cereal Flour	
		Cereal Grains	
		Corn Meal	
		Flour Meal	
		Potato Flakes	
	Potato Flour		
Mixes			
Pastries/Tarts/Pies	Fruit Pies		
	Pie Crust/Pastry Shells		
	Ready-to-Eat Pastries & Tarts		
Tortillas			
Beverages	Coffee	Ready Drink Coffee Beverage	
	Juices	Fruit Juice	
	Plant Based Beverages		
	Sweetened/Soft-Drinks	Energy Drink	
		Functional Drink	
	Water	Carbonated Water	
Mineral Water			
Confectionery	Chocolate Confectionery		
	Sugar Confectionery	Licorice	
		Lollipops	
	Marshmallows		
Dairy & Related Products	Ice Cream & Related Products		

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Rosemont, IL 11/12/2023 - 11/13/2023

BUYER PROFILES

Dairy & Related Products	Non-Dairy	Ice Cream/Frozen Yogurt Substitute
		Non-Dairy Creamer
		Non-Dairy Yogurt Products
Fruits & Nuts	Fruits, Berry	
	Nuts	
Oils, Fats & Seeds	Liquid Oils	Canola Oil
		Flax Seed Oil
		Olive Oil
		Safflower Oil
		Sunflower Oil
	Oil Sprays	
	Seeds	
Pasta, Rice, & Grains	Grains	
	Pasta & Noodles	
	Rice	
Pet Food & Pet Care Products	Pet Care	Pet Supplements
	Pet Food	Cat Food
		Dog Food
Pulses & Legumes	Beans	Black Beans
		Fava Beans
		Garbanzo/Chickpea
		Great Northern Beans
		Kidney Beans
		Navy Beans
		Pinto Beans
	Red Beans	
	Other Pulses & Legumes	
	Peas & Lentils	
Ready Meals	Dinner Mixes	
	Lunch Kits	
	Pizza	
	Prepared Appetizers	
	Prepared Meals	
	Prepared Salads	
	Seafood	
	Soup	Soup, Canned

Private Label Buyers Mission at the Private Label Manufacturers Association Show

Rosemont, IL 11/12/2023 - 11/13/2023

BUYER PROFILES

Sauces, Dressings, Spreads & Condiments	Dips	Dip, Other
	Sauces/Purees	Barbeque (BBQ) Sauce
		Dry Sauce/Powder Mix
		Gravy
		Hot Sauce
		Pasta Sauce
		Soy Sauce
		Tomato Puree
		Tomato Sauce
Supplements & Sweeteners	Sugars & Sweeteners	Maple Sugar
		Raw Sugar
		White Sugar
Sweet/Savory Snacks	Chips/Crisps	
	Extruded Snacks	
	Fruit Snacks	
	Popcorn	
	Pretzels	
	Seed Snacks	
	Snack Bars	
	Trail Mix	
Vegetables	Olives	

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BUYER PROFILES**

CHILE

Comercial Chilemprende LTDA.

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Business Manager	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	www.chilemprende.com
Company Phone:	Available Upon Registration	Year Founded:	2009
Company Description:	Chilemprende is a company that imports and commercializes imported products, with very good logistic performance. They have purchasing agents in the U.S., Canada, Asia, and Europe, which allow them to pick up the products from each factory, taking care of every detail to bring them to Chile for its commercialization. Today, they import products at different temperatures, from frozen products to cosmetic products, with a strict regulatory framework. Once the products are in Chile, a process of storage and local distribution begins that includes and integrated logistics management service to achieve the best service for their customers in the domestic market. They are the biggest ice cream importers and also import the largest variety of cheeses from the U.S. Their main clients are supermarket chains, wholesalers, and the food service sector, such as Walmart, Jumbo, Tottus, Santa Isabel, and Unimarc.		
Type of Business:	FoodService/HORECA,Importer/ Distributor,Wholesaler	Customer(s):	Food Manufacturing,FoodService/ HORECA,Retail - Convenience,Retail - Department Store,Retail - Supermarket/ Grocery
Facilities:	Frozen, Fresh and Dry warehouses. Fleet of 420 multi temperature trucks and 25 thousand pallet positions, via 3 logistics partners in the whole Country. Furthermore they have Sales Force in stores (representing 70% of sales).		Geographic Region(s) Served:
Industry Segment(s):	Bakery, Beverages, Foodservice/HRI, Frozen, Health and Beauty, Natural/Organic, Private Label, Retail, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	EXW or CIF	Consolidator(s) in the US:	In LA and NJ, as well as other states as they work with Lineage.
Preferred Port(s) of Import:	None	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	All Natural,Chilled,Dairy,Dried/Dehydrated,Frozen,Gluten Free,Halal,Low Calorie,Low Fat,Natural,Reduced Fat,Smart,Trans-fat Free,Vegan,Vegetarian		
Capacity to Import:	Chilled Products,Dairy Products,Frozen Products,Meat Products	Cannot Import:	Cheese with natamycin, food starch and cellulose
Products of Interest at this Event:			



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 BUYER PROFILES**

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Product Category	Product Type	Product Sub-Type
Baby Food	Baby Snacks	Baby Snacks
	Dried Baby Food	Dried Baby Food
	Milk Formula	Specialty Baby Milk Formula
		Standard Milk Formula
Prepared Baby Food	Prepared Baby Food	
Bakery Products	Bread	Bagels
		Muffins
		Pizza Crust
	Breakfast Products	Waffles
	Cakes	Cakes
	Cookies	Ready-to-Bake Cookies
		Ready-to-Eat Cookies
	Pastries/Tarts/Pies	Cheesecake
		Cream Pies
		Fruit Pies
		Pie Crust/Pastry Shells
Ready-to-Eat Pastries & Tarts		
Dairy & Related Products	Dairy	Butter
		Buttermilk

Private Label Buyers Mission at the Private Label Manufacturers Association Show

Rosemont, IL 11/12/2023 - 11/13/2023

BUYER PROFILES

Dairy & Related Products	Dairy	Cheese & Curd
		Cheese Sauce/Liquid
		Cream
		Cream Cheese
		Evaporated & Condensed Milk
		Fluid Milk
		Milk Powder & NFDM
	Ice Cream & Related Products	Frozen Yogurt
		Fruit Based Sorbet/Sherbet
		Ice Cream
		Ice Cream Novelty
	Non-Dairy	Almond Milk
		Ice Cream/Frozen Yogurt Substitute
Eggs & Egg Products	Eggs, In-Shell	Brown Eggs
		White Eggs
Meats & Related Products	Beef/Bovine	Brisket
		Flank Steak
		Rib
		Round
		Sirloin
	Poultry (Chicken)	Chicken Breast
		Chicken Legs
		Chicken Wings
		Whole Chicken
	Poultry (Turkey)	Whole Turkey
	Processed Meats	Bacon
		Meatballs
		Pattie/Hamburger
Pet Food & Pet Care Products	Pet Food	Cat Food
		Dog Food
	Pet Treats & Mixes	Cat Treats
		Dog Treats
Ready Meals	Pizza	Pizza
	Prepared Meals	Prepared meals
Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Barbeque (BBQ) Sauce
		Soy Sauce
		Tomato Puree

Private Label Buyers Mission at the Private Label Manufacturers Association Show

Rosemont, IL 11/12/2023 - 11/13/2023

BUYER PROFILES

Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Tomato Sauce
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BUYER PROFILES**

COLOMBIA

Alkosto S.A. Y/O Colombiana de Comercio S.A.

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Director of Food, Beverages and Liquors	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	http://www.alkosto.com
Company Phone:	Available Upon Registration	Year Founded:	1987
Company Description:	Alkosto is a hypermarket chain present in 9 main cities in Colombia with +8,000 employees, making it one of the main retailers in the country. Alkosto offers branded and private label products in different food and non-food categories at competitive prices accordingly to the cash & carry format, reaching direct consumers, families, and small/medium local restaurants.		
Type of Business:	Retailer	Customer(s):	FoodService/HORECA,Retail - Convenience,Retail - Department Store,Retail - Discount Store,Retail - Internet/TV,Retail - Other (Non-Food),Retail - Supermarket/Grocery
Facilities:	18 stores in Colombia (5 in Bogotá)	Geographic Region(s) Served:	Countrywide Colombia
Industry Segment(s):	Animal Feed Ingredients, Beverages, Food Ingredients, Foodservice/HRI, Frozen, Pet Food, Private Label, Retail, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB	Consolidator(s) in the US:	None
Preferred Port(s) of Import:	Cartagena	Preferred Port(s) of Export from US:	Miami, FL
Product Information			
Attributes of Interest:	All Natural,Allergen Free,Dried/Dehydrated,Fat Free,Gluten Free,Gluten Free Uncertified,Low Calorie,Low Fat,No Sugar Added,Reduced Fat,Smart,Sugar Free,Sustainably Produced,Trans-fat Free,Zero Calories		
Capacity to Import:	Alcoholic Beverages	Cannot Import:	Frozen Products
Products of Interest at this Event:			



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BUYER PROFILES**

Products of Interest		
Product Category	Product Type	Product Sub-Type
Animal Feed Ingredients & Additives	Additives	Vitamins
		Whey Products
	Ingredients	Alfalfa Meal and Pellets
		Beans/Legumes
		Corn Gluten Meal
		Flavors
		Milk Replacers
		Soy bean meal
		Sweeteners
		Vegetable protein
Wheat Gluten		
Baby Food	Baby Snacks	Baby Snacks
	Dried Baby Food	Dried Baby Food
	Milk Formula	Follow-On/Infant Milk Formula
		Specialty Baby Milk Formula
		Standard Milk Formula
Toddler Milk Formula		
Bakery Products	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers
		Sweet Biscuits
	Breakfast Products	Breakfast Cereal Flakes
		Hot Cereal
		Muesli
		Oats & Oatmeal
		Other Breakfast Cereal
		Pancakes
		Sweetened Cereal
	Waffles	
	Cookies	Ready-to-Bake Cookies
		Ready-to-Eat Cookies
	Granola	Mixed/Trail Mix

**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

Bakery Products	Granola	Plain Granola
		Sweetened/Flavored Granola
	Milled Products (Flours, Starches)	Wheat Gluten
	Mixes	Dessert Mixes
	Tortillas	Corn Tortillas
		Flour Tortillas
		Other Tortillas
Beverages	Hard Seltzer	Hard Seltzer
	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
		Sport Drink
	Tea	Black Tea
		Green Tea
		Herbal Tea
		Kombucha
		White Tea
	Water	Carbonated Water
		Flavored Water
Mineral Water		
Water		
Wine	Alcoholic Wine	

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Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

Beverages	Wine	Non-Alcoholic Wine
		Sparkling Wine
		Unfermented Wine
Confectionery	Chocolate Confectionery	Alfajores
		Bagged Selflines/Softlines
		Boxed Assortment Chocolates
		Chocolate Tablets/Squares
		Chocolate with Toys
		Countlines
		Seasonal Chocolate
		Gum
	Chewing Gum	
	Sugar Confectionery	Boiled Sweets
		Fudge
		Licorice
		Lollipops
		Marshmallows
		Medicated Confectionery
Mints		
Pastilles, Jellies, & Chews		
Spun Sugar		
Toffees, Caramels, & Nougats		
Food Ingredients	Additives & Agents	Gelatin
	Bakery & Confectionary Ingredients	Bakery Mixes
		Dessert Mixes
		Pancake and Waffles mixes
	Enhancers (flavor, color)	Chocolate & Cocoa Flavor Enhancers
		Cooking Wine
		Ingredient Bits, Chips, & Crunches
Fruits & Nuts	Nuts	Almonds
		Chestnuts
		Hazelnuts
		Macadamia
		Peanuts
		Pistachios
Oils, Fats & Seeds	Liquid Oils	Canola Oil
		Corn Oil

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Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

Oils, Fats & Seeds	Liquid Oils	Olive Oil
		Palm Oil
		Soybean Oil
		Sunflower Oil
		Vegetable Oil
	Oil Sprays	Oil Sprays
Other Agricultural Products (excluding food and wood)	Candles	Soy
		Wax
Pasta, Rice, & Grains	Pasta & Noodles	Instant Noodles
		Other Pasta/Noodle
		Rice Noodle
		Spelt Pasta
		Vegetable Based Pasta
		Wheat Pasta
Pet Food & Pet Care Products	Pet Care	Pet Bath/Skin Care
		Pet Supplements
	Pet Food	Cat Food
		Dog Food
	Pet Treats & Mixes	Cat Treats
		Dog Treats
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup
		Mustard
		Salsa
	Sauces/Purees	Barbeque (BBQ) Sauce
		Chocolate
		Cocktail/Tartar Sauce
		Soy Sauce
		Tomato Puree
Tomato Sauce		
Spices & Seasonings	Pepper	Ground Pepper
	Salt & Salt Mixtures	Flavored Salt
		Ground Salt
		Rock Salt
		Sea Salt
	Spice	Dry Spice
		Extract, Other
		Extract, Vanilla

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 BUYER PROFILES**

Supplements & Sweeteners	Sugars & Sweeteners	Agave
		Honey
		Maple Syrup
Sweet/Savory Snacks	Gelatin	Gelatin/Jello
	Popcorn	Microwave Popcorn
		Popcorn - Popped
		Popcorn - Unpopped
	Seed Snacks	Nut snacks
		Sunflower seeds
	Snack Bars	Breakfast Bars
		Energy & Nutrition Bars
		Fruit Bars
		Granola/Muesli Bars

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Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

**DOMINICAN
REPUBLIC**

Plaza Lama, S.A

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Manager	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	https://plazalama.com.do/
Company Phone:	Available Upon Registration	Year Founded:	1929
Company Description:	PLAZA LAMA,S.A Is one of the biggest Store in Dominican Republic. Interested in continuing to do business with USA. Plaza Lama is recognized as the largest representative of exclusive brands and distributor and importer of home appliances and mass consumer products, always supported by an extraordinary wholesale and retail sales force.		
Type of Business:	FoodService/ HORECA,Importer/ Distributor,Retailer,Wholesaler	Customer(s):	Retail - Department Store,Retail - Specialty/ Gourmet,Retail - Supermarket/Grocery
Facilities:	Warehouses, Supermarkets	Geographic Region(s) Served:	Dominican Republic
Industry Segment(s):	Bakery, Beverages, Foodservice/HRI, Frozen, Health and Beauty, Natural/Organic, Other - Non Food and Wood, Pet Food, Private Label, Retail, Seafood, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	EXW, FOB	Consolidator(s) in the US:	Miami, FL
Preferred Port(s) of Import:	None	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic,All Natural,Allergen Free,Dairy,Dietary,Gluten Free,Gluten Free Uncertified,Low Calorie,Low Fat, Natural, No Artificial Ingredients, No Fat, No Preservatives, No Sugar Added, Non-Dairy,Organic, Plant Based, Smart, Sugar Free,Trans-fat Free,Vegan,Vegetarian,Zero Calories		
Capacity to Import:	Alcoholic Beverages,Biotech/GMO, Chilled Products, Dairy Products, Frozen Products, Meat Products	Cannot Import:	N/A
Products of Interest at this Event:			



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Product Category	Product Type	Product Sub-Type
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	
	Milled Products (Flours, Starches)	White Flour
	Tortillas	Corn Tortillas
Flour Tortillas		
Other Tortillas		
Beverages	Juices	Fruit Juice
		Juice Concentrate
		Other Juices
Dairy & Related Products	Dairy	
	Non-Dairy	Non-Dairy Creamer
		Soy Milk
Fruits & Nuts	Fruits, Citrus	
	Fruits, General	
	Fruits, Stone	
	Nuts	
Meats & Related Products	Beef/Bovine	
	Meat, Other	
	Pork	
	Poultry (Turkey)	
	Processed Meats	
Pasta, Rice, & Grains	Rice	
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup
		Mayonnaise
	Dips	Dip, Other

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 Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES

GERMANY

Lindner Feinkost



Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Buyer	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	www.lindner-esskultur.de
Company Phone:	Available Upon Registration	Year Founded:	1950
Company Description:	Lindner Feinkost is a wholesaler / retailer running 45 food stores in Germany, mainly the Northern and Eastern region. For over 60 years they are maintaining their position in the highly competitive German food market and could register growing market share. They attended business events in the US in the past and are therefore well experienced and know what to expect.		
Type of Business:	Retailer,Wholesaler	Customer(s):	Retail - Specialty/Gourmet
Facilities:	They are running own stores and warehouses. The are taking care of the complete distribution chain themselves.	Geographic Region(s) Served:	Germany
Industry Segment(s):	Natural/Organic, Private Label, Retail, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB	Consolidator(s) in the US:	None
Preferred Port(s) of Import:	None	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Frozen,Organic		
Capacity to Import:	Chilled Products,Frozen Products	Cannot Import:	Certain GMOs
Products of Interest at this Event:			

**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

Products of Interest		
Product Category	Product Type	Product Sub-Type
Bakery Products	Pastries/Tarts/Pies	Ready-to-Eat Pastries & Tarts
Beverages	Sweetened/Soft-Drinks	Energy Drink
		Functional Drink
		Soda/Pop
		Sport Drink
	Tea	Kombucha
	Water	Flavored Water
Confectionery	Chocolate Confectionery	
	Sugar Confectionery	Fudge Lollipops
Fruits & Nuts	Nuts	Pistachios
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup
		Pickled Products
		Salsa
	Dips	
	Dressings	
	Sauces/Purees	Barbeque (BBQ) Sauce
		Chocolate
		Cocktail/Tartar Sauce
		Gravy
		Hot Sauce
	Liquid Cooking Sauce	
Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Marinade
		Pasta Sauce
		Table Sauce
	Spreads	Nut-based Spread/Nut Butter
		Other Spreads

**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

GUATEMALA

El Gran Gallo

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	General Manager	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	https://superbodegaelgrangallo.weebly.com/ubicanos.html
Company Phone:	Available Upon Registration	Year Founded:	1986
Company Description:	El Gran Gallo is one of the fastest-growing retail chains outside Guatemala City, it is expected that in the upcoming years they will be the largest retail chain in the interior of the country. They currently have 24 stores in different locations in Guatemala, their distribution fleet has 50 trucks and 50 trailers to distribute their products all over the interior of the country. Not only they operate their own retail stores but they also distribute to their customers such as : Convenience stores , other retail chains and traditional Guatemalan neighborhood stores.		
Type of Business:	Importer/Distributor, Retailer	Customer(s):	Retail - Convenience
Facilities:	Warehouse, Stores, Offices	Geographic Region(s) Served:	Guatemala
Industry Segment(s):	Retail		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	EXW	Consolidator(s) in the US:	Miami, FL
Preferred Port(s) of Import:	None	Preferred Port(s) of Export from US:	N/A
Product Information			
Attributes of Interest:	100% Organic, All Natural, Chilled, Dairy, Frozen, Low Fat, Low Sodium, No Artificial Ingredients		
Capacity to Import:	Not Applicable	Cannot Import:	N/A
Products of Interest at this Event:			



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Private Label Buyers Mission at the Private Label Manufacturers Association Show

Rosemont, IL 11/12/2023 - 11/13/2023

BUYER PROFILES

Products of Interest		
Product Category	Product Type	Product Sub-Type
Beverages	Plant Based Beverages	
	Sweetened/Soft-Drinks	
	Tea	
	Water	
Confectionery	Chocolate Confectionery	
	Gum	
Dairy & Related Products	Dairy	
Fruits & Nuts	Nuts	
Meats & Related Products	Poultry (Turkey)	
Oils, Fats & Seeds	Liquid Oils	
	Oil Sprays	
	Spreadable Oils & Fats	
Other Agricultural Products (excluding food and wood)	Health & Beauty Products	
Pasta, Rice, & Grains	Grains	
	Pasta & Noodles	
	Rice	
Pet Food & Pet Care Products	Pet Food	
Plant Based Alternatives	Dairy Alternatives	
Ready Meals	Dinner Mixes	
	Soup	Soup, Instant
Sauces, Dressings, Spreads & Condiments	Condiments	
	Dips	
	Dressings	
	Sauces/Purees	
	Spreads	
Supplements & Sweeteners	Sugars & Sweeteners	
	Vitamins	
Sweet/Savory Snacks	Chips/Crisps	Potato Chips
		Tortilla/Corn Chips
		Vegetable Chips
	Pretzels	

**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

HONDURAS

La Colonia



Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Imports Manager	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	www.lacolonia.hn
Company Phone:	Available Upon Registration	Year Founded:	1975
Company Description:	After 43 years in the local market, La Colonia now has 55 stores across the country. The company imports the majority of products sold in their stores; 80% of their product is imported from the United States and they seek to increase their product portfolio for their stores. La Colonia plans to open 5 new stores in Honduras by the end of the year. The company has more than 7,000 product codes in their stores.		
Type of Business:	Importer, Retailer	Customer(s):	Retail - Convenience
Facilities:	Warehouse, stores, and offices	Geographic Region(s) Served:	The entire Honduras Nation
Industry Segment(s):	Retail		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB and CIF	Consolidator(s) in the US:	Miami, FL
Preferred Port(s) of Import:	None	Preferred Port(s) of Export from US:	Miami, FL
Product Information			
Attributes of Interest:	Chilled,Dairy,Dietary,Frozen,Gluten Free,Low Calorie,No Sugar Added,Organic,Smart,Sugar Free,Vegan,Vegetarian,Zero Calories		
Capacity to Import:	Biotech/GMO,Dairy Products,Frozen Products,Meat Products	Cannot Import:	N/A
Products of Interest at this Event:			



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**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

Products of Interest		
Product Category	Product Type	Product Sub-Type
Bakery Products	Biscuits, Crackers, & Wafers	
	Breakfast Products	
	Cookies	
	Granola	
	Mixes	
Beverages	Juices	
	Plant Based Beverages	
	Sweetened/Soft-Drinks	
Confectionery	Sugar Confectionery	Marshmallows
		Mints
		Pastilles, Jellies, & Chews
Dairy & Related Products	Dairy	Cream Cheese
	Ice Cream & Related Products	
	Non-Dairy	Oat Milk
		Rice Milk
	Soy Milk	
Oils, Fats & Seeds	Liquid Oils	
Pasta, Rice, & Grains	Pasta & Noodles	
Pet Food & Pet Care Products	Pet Food	
Plant Based Alternatives	Dairy Alternatives	
Sauces, Dressings, Spreads & Condiments	Condiments	
Sweet/Savory Snacks	Chips/Crisps	Potato Chips
		Tortilla/Corn Chips
		Vegetable Chips

**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

HONG KONG

Boatat Trading Development (Hong Kong) Limited

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	General Manager	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	www.boatat.hk
Company Phone:	Available Upon Registration	Year Founded:	2015
Company Description:	Boatat Food Market has 20 supermarkets in Hong Kong. We are specialized in frozen and chilled food like meat and oyster from all over the world and supplying products for both of retails & food business use in Hong Kong. Boatat started to cooperate with HKTVMall, Hong Kong's largest online retailer, in 2019 enhance its delivery channel. For now, Boatat is running over 800 SKUs and has sold more than 400,000 products.		
Type of Business:	Importer/Distributor,Retailer, Wholesaler	Customer(s):	FoodService/HORECA,Retail - Convenience,Retail - Department Store,Retail - Discount Store,Retail - Supermarket/Grocery
Facilities:	Supermarkets, Logistics team	Geographic Region(s) Served:	Hong Kong, Japan, China
Industry Segment(s):	Bakery, Beverages, Confectionery, Foodservice/HRI, Frozen, Natural/Organic, Pet Food, Private Label, Retail, Seafood, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	EXW, FOB, CIF	Consolidator(s) in the US:	N/A
Preferred Port(s) of Import:	None	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Chilled,Gluten Free,Halal,No Artificial Ingredients,No Preservatives,Organic, Sustainably Produced		
Capacity to Import:	Alcoholic Beverages,Biotech/GMO,Chilled Products,Dairy Products,Frozen Products,Meat Products	Cannot Import:	CBD
Products of Interest at this Event:			



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Private Label Buyers Mission at the Private Label Manufacturers Association Show - BUYER NOMINATION REVIEW

Products of Interest		
Product Category	Product Type	Product Sub-Type
Bakery Products	Biscuits, Crackers, & Wafers	Sweet Biscuits
	Bread	Pizza Crust
	Breakfast Products	Pancakes
		Waffles
	Cakes	Cakes
Cookies	Ready-to-Bake Cookies	
Beverages	Beer/Cider	Craft Beer
		Non-Alcoholic Beer
		Ready to drink/High-Strength Malt Beverage Premixes
	Coffee	Coffee Husks
		Ready Drink Coffee Beverage
		Roasted Coffee
		Roasted Coffee, Decaffeinated
	Juices	Fruit Juice
		Juice Concentrate
		Other Juices
		Vegetable Juice
	Sweetened/Soft-Drinks	Soda/Pop
	Tea	Black Tea
		Green Tea
		Herbal Tea
		Kombucha
		White Tea
	Wine	Alcoholic Wine
		Non-Alcoholic Wine
Sparkling Wine		
Unfermented Wine		
Dairy & Related Products	Dairy	Butter
		Cheese & Curd
		Yogurt Products & Sour Milk Drinks
	Ice Cream & Related Products	Frozen Yogurt

Private Label Buyers Mission at the Private Label Manufacturers Association Show - BUYER NOMINATION REVIEW

Dairy & Related Products	Ice Cream & Related Products	Fruit Based Sorbet/Sherbet
	Non-Dairy	Cheese
Eggs & Egg Products	Eggs, In-Shell	Brown Eggs
		White Eggs
	Liquid Eggs	Liquid Egg Whites
		Liquid Eggs - Whole
Fish & Seafood	Finfish	
	Shellfish	
Fruits & Nuts	Fruits, Berry	
	Fruits, Citrus	
	Fruits, General	
	Fruits, Stone	
	Nuts	
Meats & Related Products	Beef/Bovine	
	Meat, Other	
	Pork	
	Poultry (Chicken)	
	Poultry (Turkey)	
Pet Food & Pet Care Products	Pet Food	Dog Food
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	
	Seafood	Prepared seafood
	Soup	

Private Label Buyers Mission at the Private Label Manufacturers Association Show
 Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES

JAPAN

OK Corporation.

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Global Sourcing Management Office Buyer	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	https://ok-corporation.jp/
Company Phone:	Available Upon Registration	Year Founded:	1967
Company Description:	OK Corporation is a medium-size supermarket chain with 142 outlets located in the Greater Tokyo area. It has experienced directly importing high-value products from overseas, such as maple syrup from Canada. Most of the product lineup is fresh and processed foods. However, as a discount supermarket, OK corporation focus on low-priced products.		
Type of Business:	Retailer	Customer(s):	
Facilities:		Geographic Region(s) Served:	
Industry Segment(s):			
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CFR	Consolidator(s) in the US:	None
Preferred Port(s) of Import:	Yokohama	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic,All Natural,No Artificial Ingredients,No Preservatives		
Capacity to Import:	Alcoholic Beverages,Dairy Products,Frozen Products	Cannot Import:	Fresh meat, Fresh fish and Fresh vegetables.
Products of Interest at this Event:			



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**Private Label Buyers Mission at the Private Label Manufacturers Association Show
 Rosemont, IL 11/12/2023 - 11/13/2023
 BUYER PROFILES**

Products of Interest		
Product Category	Product Type	Product Sub-Type
Bakery Products	Breakfast Products	
	Cookies	
	Pastries/Tarts/Pies	
	Tortillas	
Beverages	Beer/Cider	
	Coffee	
	Juices	
	Plant Based Beverages	
	Sweetened/Soft-Drinks	
	Water	
	Wine	
Confectionery	Chocolate Confectionery	
	Sugar Confectionery	
Dairy & Related Products	Dairy	
	Non-Dairy	
Fruits & Nuts	Nuts	
Plant Based Alternatives	Meat Alternatives	
Sweet/Savory Snacks	Cheesecake	
	Chips/Crisps	
	Popcorn	
	Trail Mix	

Private Label Buyers Mission at the Private Label Manufacturers Association Show
 Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES

MEXICO

Rodinia Internacional

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Business Development Manager	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	https://ibermir.com/
Company Phone:	Available Upon Registration	Year Founded:	2000
Company Description:	Rodinia International, is a subsidiary in Mexico, of the Spaniard IBERMIR company. They specialize in developing, importing and selling private label products for Mexican large and medium retailers, and club stores since 2007.		
Type of Business:	Importer/Distributor	Customer(s):	Retail - Club Store/Warehouse, Retail - Supermarket/Grocery
Facilities:	Headquarters and warehouse	Geographic Region(s) Served:	Mexico nationwide
Industry Segment(s):	Bakery, Beverages, Confectionery, Private Label, Retail, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	EXW & FOB	Consolidator(s) in the US:	None
Preferred Port(s) of Import:	None	Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	All Natural, Chilled, Dairy, Dried/Dehydrated, Frozen, No Artificial Ingredients		
Capacity to Import:	Chilled Products, Dairy Products, Frozen Products, Meat Products	Cannot Import:	N/A
Products of Interest at this Event:			

Private Label Buyers Mission at the Private Label Manufacturers Association Show

Rosemont, IL 11/12/2023 - 11/13/2023

BUYER PROFILES

Bakery Products	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers	
		Sweet Biscuits	
	Breakfast Products		Breakfast Cereal Flakes
			Other Breakfast Cereal
			Sweetened Cereal
			Waffles
	Cookies	Ready-to-Eat Cookies	
	Granola		Mixed/Trail Mix
			Plain Granola
			Sweetened/Flavored Granola
	Pastries/Tarts/Pies	Pie Crust/Pastry Shells	
Tortillas		Corn Tortillas	
		Flour Tortillas	
		Other Tortillas	
Dairy & Related Products	Dairy	Evaporated & Condensed Milk	
Fish & Seafood	Shellfish	Oyster	
Fruits & Nuts	Nuts	Peanuts	
Oils, Fats & Seeds	Liquid Oils	Canola Oil	
		Olive Oil	
		Vegetable Oil	
Other Agricultural Products (excluding food and wood)	Health & Beauty Products	Hand Soap	
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup	
		Mayonnaise	
		Mustard	
	Sauces/Purees	Barbeque (BBQ) Sauce	
		Tomato Puree	
		Tomato Sauce	
	Spreads	Jams & Preserves	
Sweet/Savory Snacks	Chips/Crisps	Potato Chips	
		Tortilla/Corn Chips	
		Vegetable Chips	
	Gelatin	Gelatin/Jello	
	Snack Bars	Breakfast Bars	
		Energy & Nutrition Bars	
		Fruit Bars	
		Granola/Muesli Bars	

Private Label Buyers Mission at the Private Label Manufacturers Association Show

Rosemont, IL 11/12/2023 - 11/13/2023

BUYER PROFILES

Sweet/Savory Snacks	Snack Bars	Other Snack Bars
Vegetables	Capers	Capers
	Olives	Black Olives
		Green Olives

**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

TRINIDAD AND TOBAGO

Furness Group

Contact Information			
Name:	Title:	Email:	Phone:
Available Upon Registration	Director	Available Upon Registration	Available Upon Registration
Company Information			
Company Address:	Available Upon Registration	Website:	http://furnessgroup.com/about-us/
Company Phone:	Available Upon Registration	Year Founded:	1980
Company Description:	Furness is a multi-industry company that has been operating for over 100 years in the Trinidad and Tobago market. They offered diversified services such as insurance and cold storage however, diversified their core operations even further, currently spanning manufacturing, distribution, and service industries as well. Furness Shipping & Marketing division is the one focused on food distribution and over the years has evolved into one of the leading manufacturers and distributors of products in beauty, personal care, baby, household cleaning, and industrial cleaning products in Trinidad and Tobago. They're currently looking forward to expanding their portfolio and including different categories such as pet food products.		
Type of Business:	Distributor,Importer/ Distributor	Customer(s):	FoodService/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
Facilities:	They have their own frozen storage, freezers, and chillers. Also, they have a corporate office building in the city of Port of Spain, trucks sales reps, merchandisers, promoters	Geographic Region(s) Served:	Trinidad and Tobago
Industry Segment(s):	Beverages, Food Ingredients, Frozen, Health and Beauty, Retail, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	Any	Consolidator(s) in the US:	Miami, FL
Preferred Port(s) of Import:	Miami, FL	Preferred Port(s) of Export from US:	Miami, FL
Product Information			
Attributes of Interest:	Allergen Free,Chilled,Dried/Dehydrated,Ethnic,Frozen,Gluten Free,Halal,No Sugar Added		
Capacity to Import:	Chilled Products,Dairy Products,Frozen Products,Meat Products	Cannot Import:	N/A
Products of Interest at this Event:			



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Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

Products of Interest		
Product Category	Product Type	Product Sub-Type
Bakery Products	Bread	Bread Crumbs/Croutons
		Loaf Bread
		Muffins
	Breakfast Products	Breakfast Cereal Flakes
		Hot Cereal
		Pancakes
		Waffles
	Milled Products (Flours, Starches)	Almond Flour
		Corn Meal
		Flour Meal
		Soy Meal
	Mixes	Dessert Mixes
	Beverages	Juices
Juice Concentrate		
Other Juices		
Sweetened/Soft-Drinks		Energy Drink
		Hot Chocolate/Cocoa Mix
Tea		
Water		
Confectionery	Chocolate Confectionery	
	Gum	
	Sugar Confectionery	
Dairy & Related Products	Dairy	Cream Cheese
	Non-Dairy	Non-Dairy Yogurt Products
		Oat Milk
		Other Dairy Substitute
Fish & Seafood	Finfish	
Food Ingredients	Bakery & Confectionary Ingredients	Bakery Fillings
		Bakery Mixes
		Dessert Mixes

**Private Label Buyers Mission at the Private Label Manufacturers Association Show
Rosemont, IL 11/12/2023 - 11/13/2023
BUYER PROFILES**

Food Ingredients	Meat Substitutes	
Fruits & Nuts	Fruits, Berry	
	Fruits, General	
	Fruits, Stone	
Oils, Fats & Seeds	Liquid Oils	Canola Oil
		Corn Oil
		Olive Oil
	Seeds	
Pasta, Rice, & Grains	Pasta & Noodles	Instant Noodles
		Other Pasta/Noodle
	Rice	White Rice
Pet Food & Pet Care Products	Pet Food	
Plant Based Alternatives	Dairy Alternatives	Dairy Alternatives
	Meat Alternatives	Meat Alternatives
Pulses & Legumes	Beans	
	Peas & Lentils	
Ready Meals	Soup	
Sauces, Dressings, Spreads & Condiments	Dips	
	Sauces/Purees	
Spices & Seasonings	Herbs	
Supplements & Sweeteners	Sugars & Sweeteners	
	Vitamins	
Sweet/Savory Snacks	Chips/Crisps	Potato Chips
		Tortilla/Corn Chips
	Popcorn	
	Trail Mix	Trail Mix
Vegetables	Artichokes	Artichokes
	Asparagus	Asparagus