

INBOUND BUSINESS DEVELOPMENT TRIP

On August 22nd, 23rd and 24th, nine **Colombian** companies will visit us, along with an **Argentinian, French** and **Spanish** companies.

The companies that will attend are the following:

Argentina

Alba, Wine Distribution.

This company imports and distributes wines and gourmet products, from Argentina and Italy, is interested in addressing the entire Florida market, and is currently distributing in some points of Tampa and Orlando.

Interested in: getting distributors, gourmet store chains and supermarkets.

Needs: Logistical support, transportation within Florida and storage.



Colombia

DC Frozen Fruits

This company will import and distribute frozen products of Colombian origin, mainly Frozen Fruit Pulps, Frozen Fruit Sauce for the restaurants, hotels and caterings, and Chopped Frozen Fruit.

Interested in: getting distributors of food products, SYSCO type, Delmonte, Altex and supermarket chains Publix type, Sedano's, Bravo, Tropical, etc in addition to distributors of frozen products media. Its main objective is the Florida market, from where it intends to expand its reach to the US domestic market.

Needs: Logistic support, commercial staff, advertising and packaging transport re-packaging companies within Florida and storage.



Bunland Coffee

Colombian coffee grower and export of Colombian Specialty Coffee.

Company with own farm of production of high quality coffee (Specialties Coffee)

Located in the coffee axis of Colombia.

They are currently distributing their product in Sarasota and Manatee area and aims to expand their distribution network to the whole country.

Interested in: National distributors of retail and bulk products, coffee roasters, supermarkets, gourmet stores, and coffee shops.

Needs: Commercial Staff, packaging, suppliers of coffee machinery.



Are'Pa Gourmet

Is a Colombian company that makes arepas that is a genuine product of the country that is present in all meals. Are'pa Gourmet has innovated on the concept of the traditional arepa turning it into an alternative dish with a typical touch. The company has decided to venture into the domestic market of the United States, developing in the country a product of mass sale.

Interested in: Distributors of prepared meals, coffee shops, bakeries, hotels, restaurants and ethnic stores.

Needs: suppliers of food products, packaging, logistics and financial companies.



Moltos Coffee, Specialty coffee

Colombian coffee grower, roaster and exporter of Colombian Specialty Coffee.

Company with own farm of production of high quality coffee (Specialties Coffee)

Located in the coffee axis of Colombia.

Interested in: National distributors of retail and bulk products, coffee roasters, supermarkets, gourmet stores, and coffee shops.

Needs: Commercial Staff, packaging, suppliers of coffee machinery.



Kaliche Snacks, plantain chips

Producers of dehydrated food products.

High quality banana chips, which are usually eaten as snacks, or to accompany meals and drinks.

Florida market presents an attractive demand which is a good market opportunity, because the supply of this product is not too wide for now.

Interested in: Distributors of food products, stores, supermarkets, gas stations, bakeries, restaurants and ethnic stores.

Needs: Commercial staff, packaging and logistics companies.



Sondeli, Sausage

The company produce meat products that are characterized by their high quality and their elaboration based on old traditional Colombian recipes.

The objective of Sondeli is to identify and evaluate potential in Florida market in order to manufacture and distribute the product from South Florida to local market and the domestic market of United States.

Interested in: Distributors of food products, stores, supermarkets, restaurants, and ethnic stores.

Needs: suppliers of food products, packaging, logistics and financial companies.



Janna MIA Coffee, Specialty Organic and Kosher Coffee

Mía coffee is an Arabiga coffee born in Finca La Quebradita, La Mesa, Cundinamarca.

Mia Coffee is made under the highest quality standards, completely Organic, with a grain which have been perfected and standardized.

Mia Coffee has Rain Forest Certificate and Kosher Parve – Kosher Passover certificate.

Interested in: National distributors of retail products, Organic and Kosher shops and stores, supermarkets, gourmet stores, and coffee shops.

Needs: Commercial Staff, packaging, suppliers of coffee machinery



Data Farm

E-Farming and E-Trading specialized software.

Customized development for systems in the AGRO sector (Soil Analysis, Offline data capture, Dynamic graphics), Batch distribution, Project monitoring and control, employee performance, for ease of cross-sectional view of the organization's processes.

Interested in: Farm owners, Farm operators, companies with industrial and production processes, etc.

Needs: CPA assistant, commercial staff.



Artesanias Caña Flechas, Artisanry, Cocoa & Coffee

Typical craftsmanship of Colombia made in an herb similar to sugarcane, typical of the banks of water courses in tropical climate.

Bags, wallets and various accessories for ladies.

Very sophisticated craftsmanship

This company is also specialized in the commercialization of Cacao from Colombia. What

Interested in: Clothing accessories stores for ladies, jewelry stores, souvenirs shops, etc. for craft products and distributors of food products, bakeries, and patisseries, etc.

Needs: commercial staff, logistics.

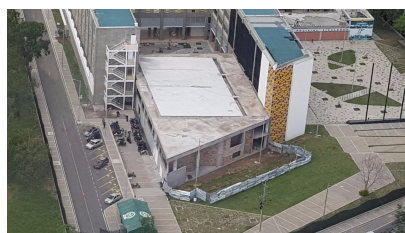


ESFUERZO VERTICAL SAS

It is a construction company, focused on the public sector currently working with the Colombian government.

Interested in: Undertake construction works with both, public and private sectors, either at the level of construction and/or maintenance of public or private buildings, urban planning, roads, schools, restaurants, shopping centers, etc; and expand to the US market.

Needs: Logistic support, strategic partners capable to provide experience and capital; financing within the American market to undertake works on a larger scale; Contractors and suppliers of goods and services are also sought in order to be included in the market.



France

Aromed, Aromes et Fragrances mediterranees.

Manufacturer and exporter of Environmental aromatics whose fragrance is incorporated into a shape with different designs.

This company, in addition to having a product with a wide variety of fragrances, is also specialized in corporate aromas, often embedded in figures representative of the company's logos.

Due to the success in the demanding French market and in the Mediterranean countries the company has decided to venture into the American market.

Interested in: Parfums shops, Department stores, Hotels, Cruises, Souvenirs stores....Distributors.

Needs: Packaging companies, logistics, Freight Forwarders.



Spain

Techos Tec, Hoods and Ventilated Ceiling Systems

Manufacturer kitchen hoods for industrial and commercial kitchens.

Wide experience in the European and Latin American market.

The company is evaluating to manufacturing his product in Florida with the purpose to serve the American market.

High quality and design.

TechTec will also introduce a new equipment that allows cooking in closed spaces without generating smoke or odors.

Interested in: Dealers and suppliers of Commercial Kitchen

Needs: Commercial Staff, Welders. Warehouse....

