Fruit and vegetables sector in Bosnia and Herzegovina

Catalogue of 29 major exporters
Fruit and vegetables sector in Bosnia and Herzegovina
Catalogue of 29 major exporters

Prepared by:
Foreign Trade Chamber of Bosnia and Herzegovina
USAID/Sweden FARMA II Project
SIPPO - Swiss Import Promotion Programme

Sarajevo, February 2017

Links for download:
http://komoraibh.ba/en/home/publications/
http://farmabih.ba/enlibrary/documents
CONTENT

- Foreword: Foreign Trade Chamber of Bosnia and Herzegovina
- Fruits and vegetables sector in Bosnia and Herzegovina
- About USAID/Sweden FARMA II Project
- About SIPPO Project
- Catalogue of producers and processors of fruits and vegetables in Bosnia and Herzegovina

PRODUCERS AND PROCESSORS OF FRUITS AND VEGETABLES:

AGROFRUIT, BRČKO
AGRNERETVA, MOSTAR
BIOFRUCTUS, DERVENTA
BOSNAPLOD, BRČKO
BRKA, BRČKO
DELTA FROST, ZENICA
EKO-BEL, LAKTAŠI
ESOF, DONJI VAKUF
GRAČANKA, GRAČANICA
HALLOVIĆ, ILLAŠ
HEKO, BUGOJNO
HERBOS NATURE, SARAJEVO
JAFFA KOMERC, MOSTAR
KLAS, SARAJEVO
LATE, GRADAČAC

MAOČANKA-COMMERCE, BRČKO
MEDITERAN-INOX, ĆELINAC
MREŽA ŽENA, GRADAČAC
PLANT, TUZLA
PLODOV ZEMLJE, LJUBUŠKI
PMG VIP, GRADAČAC
POPOVO POLJE, TREBINJE
REVITA PLANT, MOSTAR
SOLANUM PRODUKT, ROGATICA
SREBRENČANKA, SREBRENICA
STARNET, BUGOJNO
TAPEVOI MODRIĆA
UVAC, RUDO
VITAMINKA, BANJA LUKA
Dear reader and catalogue user,

This publication brings you the information about the fruit and vegetable sector and export oriented companies from Bosnia and Herzegovina (BiH). It is to be used as a starting point for potential distributors and buyers to learn more about the main types of fruit and vegetables in Bosnia and Herzegovina and the leading producers and processors. The BiH Foreign Trade Chamber is the association of entrepreneurs throughout Bosnia and Herzegovina. One of its activities is to represent its members to potential partners abroad, as well as to provide services of strategic promotion at the foreign markets.
Production growth to satisfy your orders. Production of fruits and vegetables is one of the most important sectors in agriculture in Bosnia and Herzegovina. In the last couple of years, this sector has recorded a large increase in production, especially in the subsector of berry fruits. The increase in production of fruits and vegetables during the last couple of years is a direct result of significant investments across the entire Bosnia and Herzegovina.

From premium quality fruits (plums, apples, pears, grapes, raspberries, strawberries, cherries and forest fruits) and vegetables (potatoes, cabbage, cucumbers, tomatoes and peppers), the TOP INTERNATIONAL PICKS are fresh plums, frozen and fresh raspberries, forest fruits, cherries, gherkins, tomatoes and potatoes!

Standardized quality to satisfy your buyers. Most of the producers follow the latest trends, as well as technologies used today in this type of production and obtained standards which are required from the EU member states consumers, such as GlobalGAP. Furthermore, this sector can boast of the use of highly sophisticated equipment, especially in the processing of fruits, where individual companies have the most advanced equipment available today.

Moving forward in line with the new trends. What is very positive and encouraging is that during the last couple of years there has been an introduction of new cultivars and varieties in primary production across the whole Bosnia and Herzegovina, such as the primocane raspberry, chokeberry, American high-bush blueberry, new strawberry varieties, Kamchatka berries, cherries, etc. The advantage of new varieties and fruit species is reflected in the extension of the season in which the fresh fruits and vegetables are available, and in the fact that with the quality storages most products are available all year around. Bosnia and Herzegovina can also boast about the developed production of fruit planting materials, as well as the vegetable seedlings and largely meets its own needs for expansion of production. The sub sector of berry fruits and tree fruits really stands out here. Some of the local entities are exporting planting materials to the regional countries for the first time, which has not been the case thus far.
About USAID/Sweden FARMA II Project

Launched in January 2016, the Fostering Agricultural Markets Activity II is a five-year activity jointly funded by USAID and the Swedish Government. The purpose of the activity is to create agricultural and agri-business economic opportunities by assisting agricultural producer organizations (POs) in adopting European Union (EU) and international agricultural and food standards and new production techniques, producing higher quality products, and expanding domestic and international market access of producers and processors. The activity also aims to assist BiH government and public bodies to develop and implement relevant regulations, systems, services and capacities aimed at improving food and agricultural market and trade standards to meet EU and international requirements. The USAID/Sweden FARMA II Activity will use a facilitative approach to support various market intermediaries, local business service providers and public sector service providers to encourage sustainable and inclusive growth of targeted sub-sectors and the wider agriculture and food sector of BiH. The sub-sectors being targeted include: fruits and vegetables, medicinal and aromatic plants, dairy and poultry. Other sub-sectors may be targeted over the life of the activity, as support services are expanded.

Specific support to sub-sectors will include:

a) Technical assistance, training, capacity building and promotional activities aimed at improving cooperation, collaboration and development of support services amongst key actors in the sector to achieve critical mass;

b) Supporting these actors in improving the quality and competitiveness of food and agricultural products and expanding value-added environmentally sustainable production and processing through adoption of improved management techniques and new technologies;

c) Improving the policy and regulatory environment in the sector and strengthening the corresponding public and private capacities to assist in effective and sustainable implementation.

Success in these areas will contribute greatly to advancing the integration process, promoting inclusive economic growth in the agriculture and food sector and reducing the incidence of rural poverty.

For more information please visit: http://farmabih.ba/en
Swiss Import Promotion Programme (managed by Switzerland Global Enterprise) Switzerland Global Enterprise (S-GE) works on behalf of the Swiss State Secretariat for Economic Affairs SECO to connect importers in Switzerland and Europe with reliable suppliers in selected partner countries. Through the Swiss Import Promotion Programme SIPPO, importers have access to numerous markets in Africa, Asia, Europe (including Bosnia Herzegovina) and South America. SIPPO’s vast industry expertise and extensive partner network provides importers with access to new market sources. The carefully selected suppliers fulfil Swiss and EU standards and their products are of high quality. Through SIPPO’s matchmaking services at trade fairs, buyer missions or study tours, importers can get in direct touch with potential business partners.

For more information please visit: www.s-ge.com
Producers
AGROFRUIT, BRČKO

The modest business activity of our company Agrofruit d.o.o. started in February 2002. In a relatively short period of time we positioned the company as one of the biggest leaders in the production, purchase, sale and export of fresh plums in Northeast Bosnia.

PRODUCT: plum

Our mission is to help farmers in Northeast Bosnia and Herzegovina to present their products and place them on supermarket shelves.

It is our daily activity to manage contacts between buyers and agricultural producers of fresh plums. The most important goal of our company is to adjust the needs of the market using fair prices to cover the costs of our business and generate profit.

We export fresh plums to the European Union, Scandinavian countries and the Russian Federation.

Our plums are certified in accordance with Global GAP standards and we are thus able to guarantee their quality.
AGRONERETVA, MOSTAR

Agroneretva Ltd. was established in 2002 as a result of years of agricultural tradition as a cluster of 5 farmers cooperatives operating throughout Bosnia and Herzegovina. The cooperatives produce fruits and vegetables including apples, grapes, nectarines, sweet cherries, early potatoes, onions, grains, pumpkin and sunflower oil, etc.

PRODUCTS: apples, grapes, nectarines, sweet cherries, early potatoes, onions, grains, pumpkin and sunflower oil, etc.

Agroneretva’s mission is to find markets to sell the products of its cooperatives and their cooperants and provide assistance in planning, organizing and contracting their production. Owing to its modern infrastructure, Agroneretva offers and provides its cooperatives with a proper storage and packaging of their products. The production is tailored to the needs of buyers and markets.

The cluster has been successfully cooperating with COOP, a large retailer, for 12 years now, and exporting early potatoes, apples and nectarines to Norwegian market.

Agroneretva and its cooperatives have HACCP certificate since 2006.
BioFructus Ltd. was established as a sister company of Dans Voće Ltd. Its main line of business is production of superior quality in-vitro virus-free planting material of berries, mainly raspberry and blueberry seedlings. Its business and technical cooperation with Agriculture Faculty of Josip Juraj Strossmayer University in Osijek is a guarantee of quality. The company offers virus-free seedlings of top-quality genetic characteristics and expert support in developing and maintaining a plantation of berries. In-vitro technology enables production of healthy and virus-free transplants and seedlings, making them competitive on the market.

PRODUCTS: in-vitro virus-free planting material of berries, mainly raspberry and blueberry seedlings.

Company’s secondary line of business is production, trade and purchase of berry fruits.

Currently the company exports to Turkish, Swiss and German market.

Certificate: Global GAP
Bosnaplod Ltd. Brčko has a decade-long tradition of fruit production and processing. Its upgraded production capacities and modernized plantations cover the area of more than 140 ha. The company is located in fruit growing region which provides bigger quantities of raw material for its production.

The company’s mission is to offer consumers in local and foreign markets a wide variety of quality products produced by using the latest fruit processing technologies under the highest international standards while meeting the needs, wishes and expectations of consumers.

PRODUCTS: semi-processed products from deep-frozen plums, sour cherries, raspberries and strawberries, natural jams without sugar, jams and marmalades, fresh squeezed juices and dried plum, sour cherries and grape products.

Bosnaplod products are intended for both further industrial processing (deep-frozen products) and end consumers (juices, jams, natural jams without sugar, marmalades and dried fruits).
Brka agricultural cooperative was established in 2002 based on the rich tradition of cooperatives in the region dating back to 1946. The cooperative is present in 11 municipalities in northeast part of Bosnia and Herzegovina, and one of its activities includes production of fresh fruits and vegetables.

PRODUCTS: strawberries, raspberries, blackberries, sour cherries, sweet cherries, pears, plums and apples.

In addition to fruit and vegetable production the cooperative is also engaged in purchasing medicinal herbs and other forest products, farming, and production of milk and milk products.

Brka Brčko exports fresh, frozen and dried fruits and vegetables, grains and milk products primarily to Turkish and EU markets.

Its annual export of agricultural products amounts to BAM 500,000 and is growing.

All our products sold on markets are of verified quality and BiH origin. The products are intended for food processing industry as well as end consumers using our products either fresh or processed.

The contracted products have GreenLink technology which provides full traceability of our products farm-to-table.
Delta Frost – a business unit of Delta Trade Ltd. – was established in late 2015. In June 2016 it started its production of frozen fruits, using the latest technology – IQF tunnel, freezing raspberries in 5 to 10 minutes. Owing to the very quick freezing process the products preserve their premium quality.

In addition to quality products, Delta Frost gives special weight to hygiene and traceability.

The company’s mission is to create a network of cooperants - fruit and vegetable producers, develop local agriculture through support to individual producers and strengthen competitiveness of local production on European market.

PRODUCTS: frozen berries, including the availability of IQF freezing of vegetables.

The main advantages offered by the company include professionalism, provision of expert support and advices to producers, modern production facility, and stringent hygiene requirements.

Target export markets include EU countries, Turkey, Switzerland, and CEFTA.

Certificates: ISO 9001/2008, HACCP
EKO-BEL, LAKTAŠI

EKO-BEL Ltd. Laktaši is a family company founded in 1997 in Banja Luka.

PRODUCTS: fresh and dried fruits and vegetables, forest fruits, mushrooms and medicinal wild herbs products.

EKO-BEL owns a modern processing plant and highly motivated and trained staff, guaranteeing quality and continuity of production. During the first year of production the company became a leader in exporting dried fruits (mainly plums) from Bosnia and Herzegovina. The markets were our products could be found include EU, Turkey and Israel, as well as countries in the region. The company has Kosher certificate and is under the process of certification for organic collection and production of forest berries, medicinal herbs and mushrooms. We are able to offer products in bulk packaging as well as in ready-made packages for the needs of large retailers.

Esof Ltd. started its operations in January 2013. Its main line of business is production of organic vegetables in specialized greenhouses, production of soft fruits and buyout of forest fruits and mushrooms. The total surface of greenhouses is 10 ha. The company has a logistics and distribution center, the size of 12,000m², with a 1,200 ton cooling facility (-18°C) and an Individual Quick Freezing (IQF) technology. The freezing capacity is 24 ton/day while the capacity of vegetable processing and freezing is 10 ton/day. The size of packaging facility is 2,000m² (capacity for 1,500 tons of fresh fruits and vegetables).

PRODUCTS: organic vegetables in specialized greenhouses, soft fruits. The company purchases forest fruits and mushrooms.

The entire production process is under stringent control, beginning to end, observing the manners and procedures of producing pure organic food in line with the latest EU directives and standards in this area.

Esof Ltd. business unit is focused on exporting its products to international market.

Certificates: Organic certificate, Global GAP and IFS.
GRAČANKA, GRAČANICA

Gračanka agricultural cooperative was established in 1954. In addition to other lines of business, the cooperative is also engaged in the production of fruits and vegetables.

PRODUCTS: pickles, peppers, tomatoes, cabbage, onions, carrots, beetroot, plums, sour cherries and raspberries.

The export is focused on the EU market and products the Cooperative exports include cucumbers, plums and raspberries.

Gračanka agricultural cooperative produces and sells over 1500 tons of fruits and vegetables annually.

The Cooperative has tradition, is well staffed with experts that continually work to introduce new technologies in agricultural production. The team of experts also continuously works to improve the product quality and safety. The Cooperative offers farmers a full-range of raw material for production of the mentioned fruits and vegetables. Large quantities of its products are exported to the EU. It cooperates with around 1300 cooperants out of which 1005 are its members.

Certificates: ISO 9001, Global GAP and HACCP.
Halilović Ltd. was established in 1983 as a family company. It is engaged in organic production of medicinal and aromatic herbs, essential oils, vegetables and grains. The production is located near Sarajevo on plantations covering the area of around 150 ha.

PRODUCTS: organic medicinal and aromatic herbs, essential oils, vegetables, grains.

The company’s mission is to offer its buyers quality products completely safe to their health, respecting the rules and principals of organic production so its agricultural production would have no detrimental environmental impact and so that its buyers would be absolutely confident of products not being treated by artificial agents which can have negative effects on people’s health.

The company’s target group includes buyers aware of the importance of environmental protection and those leading a healthy life and taking care of their health.

Halilović company exports to Western European countries and U.S.

Our products are in the system of controlled production which is testified by the IMO certificate for European market and USA NOP for North American market. All products are Kosher certified.

Certificates: IMO Organic, Kosher, USA NOP.
HEKO, BUGOJNO

Heko Ltd. was established in 1995 in Bugojno.

PRODUCTS: seedlings (soft fruits and berries), fresh, frozen and dried fruits, herbs and forest mushrooms.

Heko company owns around 110 ha of berry nursery, modern container field, a number of greenhouses, its own plantations covering the area of over 30 ha, as well as cooling facilities, one in Bugojno and one in Begov Han of thousand tons (4,500 and 2,500 tons).

The company has modern equipment, including infrastructure and storage facilities and a number of machines for processing soft fruits. We successfully distribute our products to the markets of the EU member states (90%) and CEFTA parties.

The company has certificates of origin, quality, purity and authenticity, as well as health safety certificates issued by the competent institutions for the entire assortment of planting material produced. Global GAP system was implemented for the entire process. The company has OK organic certificate for all purchased forest fruits while the HACCP and ISO 22000 quality systems have been implemented to provide for food safety.
Herbos Nature Ltd. company was established in 2012. It purchases, processes and sells forest and soft fruits.

The company cooperates with over 400 cooperants (raspberry producers) and three collection centers. The total capacity of deep freezing is 18t/24h. The storage/cooling facility capacity is around 600t with the option, if needed, for expansion according to the increase in the number of producers and to the requests from buyers with which the company is developing successful cooperation. Herbos Nature has three drying facilities for mushrooms and wild garlic, and other required machinery and work equipment. The company is growing and its young team of experts has been recognized by the EU buyers.

PRODUCTS: deep-frozen soft fruit products (raspberries, forest and cultivated blackberries, blueberries, strawberries) and deep-frozen and dried mushrooms (porcini, morels, golden chanterelle, black trumpet), dried wild garlic, Norway spruce berries, etc.

The entire production chain, from field collection to the end product, and its sales and export is in line with the HACCP standard. Successful cooperation in 2015 and visits/audits of buyers from Switzerland, Germany and Austria confirmed our business and secured the buyout for all our cooperants.

The company exports raspberry to Switzerland, Austria, Germany, France and Serbia. Wild garlic and mushrooms are exported to Germany, Poland and Serbia.

Certificate: HACCP
JAFFA KOMERC, MOSTAR

Jaffa-Komerc Ltd. was established in 1990 and specializes in production of early fruits and vegetables. The company is located in Herzegovina, close to Mostar which has Mediterranean climate.

PRODUCTS: sweet cherries, peaches, nectarines, apples and table grapes

The products are of superior quality.

On top of modern fruit plantation, the company owns a fruit nursery as well as cooling facilities for storing fruits and vegetables. We also have modern equipment for sorting and calibration of products. The biggest part of vegetable production is conducted in greenhouses and we are able to offer green beans, tomatoes, peppers and cucumbers early in the market.

We are successful in exporting our products to the EU, Russian Federation and countries of the region, as well as locally.

The company has Global GAP certificate.
KLAS, SARAJEVO

KLAS, Paromlinska 43, 71000 Sarajevo  T+387 33 727 103  F+387 33 727 124
info@klas.ba, www.klas.ba

KLAS, SARAJEVO

Klas d.d. Sarajevo was established in 1902 and is one of the leaders in food processing industry in Bosnia and Herzegovina. Its production portfolio includes around 1000 products in 5 different categories: bakery, frozen products and fresh fruit production, sweets, pasta, flour.

Since February 2014 Klas Sarajevo has been operating as part of AS GROUP. This created conditions to accelerate development of food production sector in BiH, from primary agricultural production to processing industry and brands on retailer’s shelves. In 2016 Klas successfully purchased, processed and stored more than 2000 tons of raspberries. The company bases its strength on long tradition of food production and brands based on rich Bosnian cuisine heritage.

PRODUCTS: raspberries, soft fruits, frozen fruits

Today Klas Sarajevo has a comprehensive know-how for plantation growing of raspberries and other soft fruits, and modern processing and cooling facilities. In January 2016 Klas launched its own frozen fruit brand in the market. The company successfully exports its products to 28 countries around the world. Over the past three years Klas’ raspberries have been exported to Japan, Turkey, Germany, France, and other countries. Owing to their superior quality, Klas’ raspberries found their way into the baby food of one of the largest producers in Europe.

Certificates: ISO, HACCP, Halal
The agriculture cooperative “Late” was established for the purpose of bringing together a larger number of fruit producers, setting production standards and ensuring quality and a more efficient joint market appearance in both the domestic market and foreign markets. We have been present in the EU market since 2010 and together with our 300 producers we have adopted all necessary EU-standards applicable to fresh fruit production (Global GAP standard).

PRODUCTS: plum, strawberry, sweet cherry, blueberry, raspberry, pear.

In order for our members to achieve the required quality of fruit production, they were provided expert advisory services by agricultural engineers. The cooperative owns more than 12 hectares of arable land, mostly covered by plum trees. In addition to plums, the cooperative also cultivates strawberries, sweet cherries, blueberries, raspberries and pears. The cooperative also possesses its own storage building with a surface of 1000 m2, equipped with state-of-art cooling chambers for the storage of freshly picked fruit.

Certificates: HACCP, Global GAP, GRASPP
Maočanka-Commerce Ltd. was established in 1991 in a small place of Maoča near Brčko. Company’s main line of business is trade, buyout and processing of medicinal and aromatic herbs, forest and other fruits. During its operation to date, Maočanka-Commerce became a recognizable trademark for product quality with several of its products, primarily products from local natural herbs and fresh Bosnian plum.

PRODUCTS: fresh fruits (plum, apple, pear), medicinal herbs, fruit distillates (plum, apple, pear, sour cherries, juniper berry, cornelian cherry, etc.)

The company sells its products mainly on the European market. Using a proven strategy, it intends to maintain the continuous growth in the coming years and thus confirm its influence in the region in buyout and processing of fresh fruits and medicinal herbs.

Certificates: IFS, Global GAP

MAOČANKA-COMMERCE, BRČKO
MEDITERAN-INOX, ČELINAC

Mediterran-inox Ltd. operates since 2006. Love and nature came together in healthy berries, naturally and organically grown in pristine nature – the experience Business Unit Aronija sprang from as part of Mediteran-inox company. The first larger plantation of Aronia melanocarpa-nero, widely known as Siberian Aronia, in Bosnia and Herzegovina was grown in Celinac on 4 hectares area and with total of 6500 seedlings. The plantation was developed 2011 and for couple of years now we are picking tasty fruits in mid-August when black chokeberries are fully ripe. Black chokeberry is easy to grow; however, in organic farming it requires regular hilling and use of organic compost for which we are certified by the Banja Luka Agricultural Faculty. Black chokeberries are grown in full environmental compliance and as such are being processed into high quality concentrate of pure black chokeberry juice.

PRODUCTS: Black chokeberry, concentrate of pure black chokeberry juice
The Women’s Association ‘Big Heart Women’s Network in Bosnia and Herzegovina’ is a non-governmental organization from Gradačac. It began its operations in 2006. The Association is focused on production and processing of organic fruits and vegetables.

PRODUCTS: fresh products (apple, plum, strawberry, pumpkin, okra), fruit and vegetable products (apple and plum natural jam without sugar), processing of forest and wild herbs.

Currently, the Association is exporting mostly to Australia.

The Association’s mission is to create jobs and restore rural area. The advantage our products have over the competitors is controlled production with no use of chemical agents. Our products are intended for hospitals, kindergartens, schools and hotels as well as all those fans of healthy food. The fresh products are available during their season while processed products are available throughout the year.

Certificate: BH Bio Cert
Plant Ltd. was established in 2006 and it produces fruit and vegetable transplants. Production is based on experience the company gained over the past ten years of its operations. Mechanized production of seedlings is used along with contemporary, top-notch technology while respecting the main environmental principles of production.

PRODUCTS: vegetable container transplants: tomatoes, peppers, cucumbers, lettuce, aborigine, cantaloupe, watermelon, etc., container transplants of strawberries, pickles, Frigo strawberry seedlings, farm production of soya and wheat.

These products are based on modern production with product quality as the main determinant.

Plant company also provides services regarding farm production monitoring, training and consulting.
The agriculture cooperative «Plodovi zemlje Ljubuški» was established in 2011 and it gathers 180 agricultural producers from Ljubuški municipality. We engage in vegetable production on an area exceeding 300 hectares. Early potatoes constitute the main product, the production of which exceeds 7000 tons. In addition to potatoes, we also cultivate other vegetables: tomatoes, bell peppers, onions and cabbage.

PRODUCTS: early potatoes, tomatoes, bell peppers, onion, cabbage.

The agriculture cooperative “Plodovi zemlje Ljubuški” produces early potatoes with a recognized certificate of geographic origin. The long-term experience in potato production, high-quality soil and water and favorable climate result in top-notch quality products. If we add the fact that the harvest starts in the first half of May, it is unnecessary to mention that we have an advantage over the competitors in terms of quality and early harvest. The whole production was entered into a plant register and it is supervised by experts. A 100% traceability of the production is ensured.
The agriculture cooperative PMG VIP was established in Gradačac by agricultural producers from Northeastern Bosnia in October 2002. Agricultural producers from Northeastern Bosnia have a long tradition and experience in producing fruit and vegetables, so that they successfully organized themselves into a unique form of a cooperative engaging in integral production.

PRODUCTS: apples, plums, pears, sweet corn, okra, onions, potatoes and other seasonal fruit and vegetables.

The agriculture cooperative “PMG VIP – Proizvodno marketinška grupa voće i povrće” is different from other cooperatives, which is also visible in its name. It sells primarily fresh fruit and vegetables in the market under the same brand name, its own label and well-known packaging.

The agriculture cooperative PMG VIP engages in production organization, purchase, packaging, sale and distribution of fruit and vegetables. The largest part of the fruit assortment consists of plums, apples and pears.

The activities of the agriculture cooperative PMG VIP also include the production of vacuum-packed sweet corn.

Our production is monitored and controlled by production experts, so that it is suitable for consumption by both children and adults.

Certificate: Global GAP
POPOVO POLJE, TREBINJE

Popovo Polje is a stock company engaged in with agricultural production.

PRODUCTS: apple, grapes (wine and table) and sweet cherries

Our products are sold in the EU markets, primarily in the Netherlands and Italy, followed by Russian Federation, countries of the region, and locally. Currently, the production is being conducted on over 250 ha, and company’s vision is to continually invest in new plantations and expand its production and product variety.

Global Gap system, on which standards the entire production process is based, guarantees safe and sound end product. The traditional seasonality of sale which is usually related to agricultural companies Popovo Polje eliminated by constructing fruit storage facilities while employing the latest technologies (ULO cooling storage) which provides continuous market availability of products.

Certificate: Global GAP system
Revita Plant Buna Ltd. was established in 2006 and is focused on modern intensive production of table grapes on the area of 10 ha. The capacity is over 2500 tons of table grapes. The company offers different varieties of white and red grapes, produced according to the Global Gap standard, from end July to end September. The packaging is tailored to the needs of markets and buyers in the country and abroad. Exporting markets include Germany, Croatia, Slovenia, Austria, Russia as well as Scandinavian countries.

PRODUCTS: table grapes, blue and/or white, seedless and grapes with seeds for final consumption.

The company offers various packaging – bulk in crates, 1kg packaging and other as required by the buyers. We always offer fresh and quality products and our own infrastructure and favorable position of the plantation enable us to always supply our buyers with fresh and most of all quality grapes.

Certificate: Global GAP
SOLANUM PRODUKT, ROGATICA

Solanum Product Rogatica Farmers Association was established and registered in late 1999 with the aim of organizing certified production of seed potatoes in Boracki plateau, Rogatica municipality, which has very favorable agro-ecological conditions for seed potatoes growing. The Association has 15 producers and annual production of around 400 tons of seed potatoes. It has modern storage for storing, processing and packaging of seed potatoes, capacity of 400 tons. The production exclusively includes Dutch varieties of potatoes which proved to be extremely good for this climate and are well accepted in the local market. It is based on import of selected potato seed from the Netherlands and production of seed category Original (A) for local market.

PRODUCT: seed potato

Seed potato production is intended for B-H market. Given that Bosnia and Herzegovina has a small percentage of local production (majority of it is imported) our priority is to produce high quality seeds enabling us to meet the needs of our existing buyers and get new clients.
Srebreničanka Ltd. was established in 2013. Its main line of business is processing potatoes based on the latest technology of production of frozen potato products.

**PRODUCTS:** French-fries, potato slices and croquettes, etc.

The plant covers the area of 4300 m³ and the designed capacity is 2 tons of French-fries per hour and 30t of French-fries per day in two shifts. In the future it is expected to reach the annual production capacity of 7500 tons of French-fries, and sell its products to the ex-Yugoslav, Western Balkans, EU and Arabian countries. In addition to frozen potato products, the company is working to expand its product variety by introducing production of frozen fruits (raspberries and blackberries) and vegetables (green peas, green beans, etc.).

The potato production in local fields will provide for continuous and recognizable top quality of autochthone Srebreničanka products.

The latest international technological developments are employed in the company’s production, the products are designed carefully and are a proper response to the market needs.

Certificates: ISO 9001 and HACCP
STARNET, BUGOJNO

In 2015 the Starnet Ltd. Bugojno company embarked on the process of expanding its capacities and opened Frozen Berries, Best of Nature, 1500t cooling storage, which could be further expanded to 3000 tons. Our main line of business is production, processing and storage of fruits and vegetables, forest berries, herbs and mushrooms, and buyout of these products. The company has over 90 acres of own plantation of organic production of raspberries and Loch Ness blackberries. It plans to expand the plantations of organic production of raspberries and forest strawberries; to include cooperants in organic production of raspberries; and to expand the capacity of cooling storage to accommodate additional 2000 tons in 2017. Given the large interest of company’s cooperants for specific raw materials, the company is in the process of opening an agricultural pharmacy on the cooling storage grounds.

PRODUCTS: forest berries, herbs and mushrooms, raspberries, Loch Ness blackberries

Export markets include EU and non-EU Member States (Germany, Austria, Switzerland, Belgium, Sweden, Poland, Turkey, etc.).

The company is in the process of certification of organic production of raspberries and blackberries by a certification body as well as obtaining the Global Gap certificate. The organic production of raspberries and blackberries is intended exclusively for our regular buyers in the EU and beyond.

Certificates: HACCP system ISO Standard 9001 and ISO Standard 22:000
TAREVCI, MODRIČA

Several affirmative sentences about the company:

Tarevcı agricultural cooperative was registered in 2004. At the outset, keeping in mind the conditions and situation in Bosnia and Herzegovina, it designed a completely new concept of agricultural development, cooperative system and rural development as a whole together with the prominent experts from Banja Luka Faculty of Agriculture and Sarajevo Faculty of Agriculture and Food Science. It is owing to this that it embarked on a fast-track development, primarily regarding training of farmers and their production specialization to become market producers; and development of manufacturing and industrial processing facilities for production of traditional, autochthone food products based on processing of fruits, vegetables, medicinal herbs and secondary forest products for export to the EU markets.

Tarevcı’s primary production is focused on fruits and vegetables, medicinal and aromatic herbs and collection of organic secondary forest products.

PRODUCTS: dried plum and other autochthone food products based on processing of fruits, vegetables, medicinal herbs and secondary forest products

Autochthone food products, the production of which is being continuously developed, are mainly intended for export to the EU, Near and Middle East markets. Thus we have planned gradual restructuring of primary towards organic production. All processing facilities have been designed and are implemented according to HACCP standard.
UVAC, RUDO

Uvac – Rudo agricultural cooperative was established in 2013. The cooperative has a 350t cooling storage, drying facility for fruits and medicinal herbs, and 0.2ha nursery plantation for producing quality seedlings of Willamette raspberry. Uvac-Rudo also owns an agricultural pharmacy which supplies cooperative members and other farmers with quality raw material and also offers advisory services regarding agricultural production. The cooperative’s main line of business is purchase and processing of fresh raspberries which are exported to Serbia.

PRODUCT: raspberry

The cooperative has over 160 members and is one of the leaders in raspberry production both in Rudo and the neighboring municipalities.
VITAMINKA, BANJA LUKA

Vitaminka was established in 1947 and its main line of business is fruit and vegetable processing.

PRODUCTS: fruits (jams, marmalades and natural jams without sugar), vegetables (pickled vegetables and red pepper relish) and juices (100% juices, nectars, syrups)

The main products in the pickled product program are red pepper relish and pickles; rosehip and cornelian cherry marmalade and plum natural jam without sugar lead the sweets program, while blueberry nectar is a leader of juice products.

Given the abundant experience in fruit and vegetable processing, we offer premium quality of our products. We take pride in combining old recipes and modern production technologies to produce products which comprise century-long tradition and experience of our ancestors as well as a distinctive Vitaminka quality mark.

Export markets include EU, Montenegro, Switzerland, U.S., Australia and Canada.

Certificates: HACCP and ISO 9001:2008
THANK YOU

for taking the time to read this catalogue. We hope you found it useful.

To view more companies:  http://komorabih.ba/en/home/publications/

For additional information please feel free to contact the staff of BiH Foreign Trade Chamber and the BiH Export Promotion Agency (cis@komorabih.ba, www.komorabih.ba/en).
The views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development (USAID), the United States Government and the Government of the Kingdom of Sweden.