



Fruit and vegetables sector in Bosnia and Herzegovina

Catalogue of 38 major exporters



Prepared by:

Foreign Trade Chamber of Bosnia and Herzegovina

USAID/Sweden FARMA II Project

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**FOREIGN TRADE CHAMBER
OF BOSNIA AND HERZEGOVINA**

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.



Fostering Agricultural Markets Activity II (FARMA II)

This assistance is from the American and Swedish people

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.

Specific support to sub-sectors 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; and

- 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.



FRUITS AND VEGETABLES SECTOR IN BOSNIA AND HERZEGOVINA

Production growth to satisfy your orders. Production of fruit 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.



Producers

ADRIA-HISHTIL RASADNIK, GABELA

Company Adria Hishtil Rasadnik was founded in 2007 by four partners from Slovenia, Italy, Croatia and Israel.

Primary production is the production of vegetables seedlings intended for sale at the domestic and foreign markets. In the production process we use modern technologies, high hygiene standards and branded seed material and other raw materials.

Annual production is about 6 million of grafted and standard seedlings.

Company produces seedlings of tomato, pepper, cucumber, watermelon, melon, eggplant, zucchini and cabbage.

Company exports to EU countries as well as other markets in the region.

Target customer groups are professional hydroponic customers as well as semi-manufacturers in protected areas such as greenhouses. Key benefits include high level of hygiene, expert seeds, sterile raw materials and accuracy in time delivery of high-quality seedlings. Existing markets are Italy, Croatia, Hungary, Bulgaria, Romania, Austria, Slovenia, Macedonia, Montenegro, Moldova, Greece, Albania and Bosnia and Herzegovina.

The seedlings offer is active almost all year round.

Certificates: GLOBAL GAP, ELITE PROTOCOL





AGRARIJA CENTAR, KOZARSKA DUBICA

Agrarija Centar Ltd. Kozarska Dubica is a family company founded in 2012 in Kozarska Dubica.

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

Agrarija Centar 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 where our products could be found include EU, Turkey and Israel, as well as countries in the region. The company has a 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.

Certificates: IFS, HACCP, Kosher, Organic certificate





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, DERVENTA

Biofructus Ltd. was established as a sister company of Dars 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. The company offers virus-free seedlings of topquality 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





BOLETUS RS

BOLETUS RS, FOČA

The company "BOLETUS RS" Ltd was established in 2001 and primarily deals with the purchase, processing and export of forest products, herbs, medicinal herbs, organic soft fruit and the production of organic food products made from these assortments.

The company owns its own plants for processing, preserving, thermal processing and production of food products, fruit jams, marmalades, compotes and juices.

In the territory of Southeast Bosnia and Herzegovina, the company holds a leading position in this branch.

Purchase of conventional organic products, as well as forest fruits and mushrooms is being performed all over B&H at numerous purchase stations where heat treatment plants are installed according to state-of-the-art technology standards.



The central stations are located in Foca, on three locations with a newly built showroom for presentation and tasting of our products located within fruit and jam production plant. All production facilities are standardized by a quality management system as well as international HACCP standard.

Complete organic production is controlled by the international certification company ECOCERT SA France.

The unique offer of our natural wealth, cultivated and picked up from the intact nature of the Bosnian-Herzegovinian landscapes will satisfy the most profound gourmets' taste.

Approximately 90% of production is being exported, mainly to the EU market.

Certificates: HACCP, ISO 9001:2015; Organic NOP and EOS – Ecocert Organic standard;



BOSNAPLOD, BRČKO

Bosnaplod Ltd. Brčko has decades-old tradition in the production and processing of fruit. In 2015, modernization of the factory was conducted. Today, factory owns storage capacity of 7,300 tons for deep frozen products, 150ha plantation, cold processing plant, dry processing plant and hot processing plant. The company's goal is to provide its subcontractors a secure opportunity to sell their products, and to provide customers with a quality products.

Products by Bosnaplod Ltd. are intended both for further industrial processing in the form of deep-frozen products, as well as for final consumers in the form of products from the range of juices, jams, marmalades, and dried fruits.

Products: semi products made of deep-frozen plum, cherries, raspberries and strawberries, jam, marmalades, natural juices and dried plum, cherry and grape products.

In 2017 KULIN juices and jams were presented at the market, made of quality raw materials without preservatives, aroma etc. The juices contain 100% fruit share, while the jams contain over 60% of fruit. KULIN low calorie jams contain a reduced sugar content and are the ideal choice for those who prefer healthy treats.

Certificates: ISO, HACCP, HALAL, IFS, ORGANIC, ECOCERT





BRKA, BRČKO

The Brka Agricultural Cooperative was established in 2002 and is based on a rich cooperative tradition dating back to 1946. The cooperative operates in the area of 11 municipalities in the northeast of Bosnia and Herzegovina. The cooperative offers fresh, frozen and dried fruits and vegetables, spices, cereals, flour, milk and dairy products in accordance with high quality control. More than 1300 producers co-organize their production in the frame of the Cooperative.

Products: Fruits, vegetables, nuts, spices are sold under the Cooperative Registered Brand COOP.

Fresh products: strawberries, raspberries, blackberries, cherries, pears, plums, apples, potatoes, tomatoes, peppers, medicinal herbs, forest products, etc.

Frozen IQF products: strawberries, raspberries, blackberries, cherries, plums



Dried products: apple chips, pear chips, dried plums, nuts products with additives

Cereals and flour: wheat, corn, soy and wheat flour

Cooperative Brka exports fresh, frozen and dried fruits and vegetables, cereals primarily to the markets of Turkey and the EU. The annual export of agricultural products is 500,000 BAM and is growing. All our products sold on the market are of verified quality and of B&H origin.

Our product uses our GreenLink Traceability Technology that enables the complete traceability of our products from farm to table by using QR Codes.

Certificates: ISO 9001-2015;
GlobalGap, Green Link



DELTA FROST, ZENICA

Delta Frost - business unit of Delta Trade Ltd. was founded in late 2015. Since June 2016, production of frozen fruit has been started, using state-of-the-art technology - the IQF tunnel which freezes raspberries within 5-10 minutes. Because of this very fast freezing, the product maximizes its quality.

In addition to quality products, Delta Frost pays great importance to hygiene and traceability.

The mission of the company is to create a network of subcontractors of fruits and vegetables producers, to develop local agriculture through providing of support to individual producers and to strengthen the competitiveness of domestic production in the European market.

Products: frozen berries and other fruits, and there is also the possibility of IQF for freezing vegetables.

The main advantages that the company offers are professionalism, reliability, expert assistance and advice to manufacturers, modern production facility, and strict hygiene requirements.

The target export markets are EU countries, Turkey, Switzerland, CEFTA and Australia.

Certificates: ISO 9001/2008, HACCP, IFS





Greenhouses



Pepper



Pepper (three colors)



Spinach



Spring onion



Lettuce



Pumpkin



Greenhouses



Raspberries



Blueberries



Blackberries



Prunes



Boletus



Morel



Chanterelle



Oyster mushrooms



ESOF, DONJI VAKUF

Esof Ltd. started its operations in January 2013. Its main line of business is production of 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 1,700 ton storage capacity (-18°C) and an Individual Quick Freezing (IQF) technology. The freezing capacity is 50 ton/day while the capacity of vegetable processing and freezing is 20 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 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 Co-operative was founded in 1954. In addition to other activities, the cooperative is engaged in the production of fruits and vegetables. Cooperative involves around 1005 cooperatives - members and 200 other subcontractors.

Products: cucumbers-pickles, peppers, tomatoes, cabbage, onions, carrots, beetroots, plums, cherries and raspberries.

In the production of vegetables and fruits the largest share has production of: cucumber -pickles around 1,100 t, pepper 200 t, fresh plum 500 t and other fruits and vegetables 300 t. Most of the production is intended for the EU market.

The cooperative has a tradition, a well-established professional staff who is continuously working on the introduction of new technologies in agricultural production. The professional team works to continuously improve the quality and health of the product. Cooperative offers to producers complete reproduction material for the production of aforementioned cultures.

Certificates: ISO 9001, Global GAP and HACCP.



HALILOVIĆ, ILIJAŠ

Halilović Ltd. was founded in 1983 as a family firm. The company deals with the organic production of medicinal and aromatic herbs, essential oils, vegetable production and grain production. The production is carried out near Sarajevo on plantations of about 150ha.

Products: Organic herbs and aromatic herbs, essential oils, vegetables, cereals.

The mission of the company is to offer to customers quality and healthy-safe products, respecting the rules and principles of organic production. Thus, company fulfills following preconditions: agricultural production does not have negative effect on the environment and its customers are confident that Company's products are not treated with artificial remedies that can have a negative impact on health.

Our target group are customers who have developed awareness of the importance of environmental protection, and people who run a healthy lifestyle and take care of their own health.

The company Halilović exports all over Western Europe and USA.

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 dry fruits, herbs and forest mushrooms.

Company Heko Ltd. has a repro center for soft fruits and berries of about 110 ha, a modern container field, a series of greenhouses, its own plantations over 30 ha, as well as a cold storage in Bugojno of capacity of 4 500 tons.

The firm possesses modern equipment starting from infrastructure and warehouse capacity to many machines for processing of products. We successfully distribute our products to the markets of the European Union (90%) and CEFTA member countries.



For the full range of produced seedlings, Company possesses certificates of origin, quality, sort purity and authenticity as well as health certificates issued by the appropriate competent institutions.

Heko now has a daughter company named "ORGANIC BH-FOOD" Ltd Bugojno, which was founded in May 2018. The main activity of the company is the purchase and production of exclusively organic products (soft fruits, herbs and mushrooms).

Certificates: Global GAP, ECOCERT, HACCP, ISO 22000



HERBOS NATURE, SARAJEVO

Company Herbos Nature Ltd. was founded in 2012 and is engaged in the purchase, processing and sale of forest fruits and soft/berry fruits.

The company has cooperation with more than 1000 subcontractors (raspberries producers) and more than 500 collectors of forest fruits. The headquarters of the company are in Sarajevo and buying centers are located in Ustikolina, Bratunac and Sarajevo. The total deep freezing capacity is 30t / 24h. The storage capacities / refrigerators at the mentioned 3 locations are around 800t, with the possibility to expand according to the number of manufacturers and customer requirements with whom the company builds a successful cooperation. Herbos Nature Ltd. has three dryers for drying mushrooms and allium ursinum garlic, and other machines and equipment necessary for continuous work. Since 2017, the production facility has been modernized by purchasing a sortex machine for optic fruit assortment which guarantees a safe high quality product. At present, Company is in its developing phase, and its young team of experts has already been recognized by EU buyers.



Deep freezing
30t/24h



Sortex preparation



High quality control

Products: deep-frozen products from the group of soft fruits (raspberry, forest and cultivated blackberry, blueberry, strawberry), and deep frozen and dried mushrooms (boletus edulis, morchella rotunda, cantharelluscibarius, craterelluscornucopioides), dry wild garlic, spruce berry, etc.

Successful co-operation in 2015 and visits by auditors/buyers from Switzerland, Germany and Austria confirmed our business and provided more confidence for our co-operators.

The company exports raspberries to Switzerland, Austria, Germany, France, Serbia.

Allium ursinum wild garlic and mushrooms are being exported to Germany, Poland, Serbia.

Certificates: HACCP, IFS



HIP-EX, NOVO GORAŽDE

HIP-EX Ltd. was founded in 2007 and is an integral part of the Agreks group.

We are located in the upper river basin of Drina, 90 kilometers south-east of Sarajevo.

It is a hilly mountainous area with fertile land in the belt near the river Drina, as well as a multitude of cultivable land in higher areas, where many orchards are located. This environment is characterized by exceptionally healthy, unpolluted and preserved nature.

Our core business is manufacturing, buying, freezing and processing of soft fruit-raspberry.

We have a refrigerator capacity of 2000 tons and a flow tunnel for freezing capacity of 2500 kg / h, as well as lines for selection, sorting and packaging.

HIP-EX Ltd. has contracted-cooperative production of raspberry with about 500 agricultural producers. Company offers to those producers secure buy out of their products as well as permanent professional help from our agronomists who visit the plantations and carry out the consultation, education and implementation of the agro technical measures prescribed by Company's Rulebook which is in accordance to the applicable EU regulations.

We are cooperating with numerous customers from Germany, Austria, Belgium, France, 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 Hercegovina, 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.





JUKAN, GRAČANICA

The company was established in 2000 and is engaged in the production of healthy food. The production is based on growing to the processing of fruits, medicinal herbs and cereals. Products of Jukan Eco Foods are of organic origin, based on whole, integral grains apple jam, without sugar. Also, due to its quality, natural products made from organic raw materials without additives (cereals, rose, sempervivum tectorum, apple, pear, apricot, and pumpkin) have an excellent reception in all categories of customers. One of the advantages is that we use our own raw materials.

Jukan Eco Food products are the winners of many gold medals not only at fairs in B&H but also beyond the boundaries of B&H.

Certificate: BIO CERT





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



LATE, GRADAČAC

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, GRASP, IFS.



LINIJA VOĆA, BRČKO

The "Linija voća" company has been operating since 2006. The primary activity is fruit production. The production is based on about 69 ha of orchards (of which about 10 ha of cherries, about 16 ha of pears, about 20 ha of plums and about 23 ha of apple) in a dense planting system with a total of about 100 000 trees. The firm possesses a mechanization for land treatment. Also, it has a cold storage facility of 700 t capacity for fruit storage. Company's future activities are focused on the fruit processing (cherry, plum jam, fruit coats and apple jams). The company also has a drying facility for plums drying of 5 tons per 24 hours capacity which, with the use of a refrigerator, enables company to dry 400 tons of fresh plum.





MAOČANKA-COMMERCE, BRČKO

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





MEDITERAN-INOX, ČELINAC

Mediteran-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 Čelinac 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

Certificate: ISO 9001:2008





MREŽA ŽENA, GRADAČAC

Association of Women "Women's Network Big Heart in B&H" is a non-governmental organization from Gradačac, which has been operating since 2006. The association deals with organic production and processing of fruits and vegetables.

Products: fresh program (apple, plum, strawberries, pumpkin, okra), then processed fruits and vegetables (apple and plum jams), processing of forest and wild herbs.

The association currently mostly exports to Australia.

The mission of the Association is to increase jobs and revitalize the rural environment. The advantage of our products compared to other is controlled production, without the use of chemical means. Our products are intended for hospitals, dormitories, schools and hotels as well as for all healthy food lovers. In terms of seasonality, we always have available products, and the fresh program is available in the season.

Certificate: BH Bio Cert



NATURAL FOOD, SARAJEVO

Natural food Ltd. was founded in 2014 and owner and founder is Bos agro food Ltd. and Olle Ovensson, a Swedish company. Natural food Ltd. together with Bos agro food is a member of Nordic Food Group. Natural food is a company engaged in the production of planting material, producing and purchasing of soft fruits, freezing, packing and exporting, thus closing the complete cycle from primary production to the finished product.

Natural food offers top-quality products covered by the Organic and GlobalGap standards, primarily forest organic raspberries, blackberry and strawberries, cultivated organic raspberries and strawberries, and raspberries, blackberries and strawberries from integral breeding.

The product was originally intended for the Scandinavian market and the EU market. The complete integrity of the system from production to customer helps us to produce a safe product intended for all people who are not allergic to berry fruit, and primarily to children and people who take care of health and beauty. Our processing and shipment to customers lasts throughout the year, and the harvest season lasts from May when we start with strawberries, until October when we finish with autumn varieties of raspberry and forest fruits. We distribute all the fruits with our own vehicles performing the strictest control of the transport and traceability of the goods.

Certificates: BRC 7, ISO 9001:2015, HACCP, IFS Food 6, OK, KASHER, Organic, Global GAP





PLANT, TUZLA

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.





PLODOVI ZEMLJE, LJUBUŠKI

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.





PMG VIP, GRADAČAC

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





POMO-STAR, MOSTAR

The company was founded in 1998 and is located in the south of Mostar. Our jams got five gold medals at just a few fairs.

Jams are only made from fresh fruit of optimal maturity. We practice fast cooking in small quantities in order to preserve the taste of fruit. We make 16 types of jams and marmalade of figs, mandarins, blueberries, rose hip, pomegranate, strawberries ... The fruits used for the production of jams and marmalade are produced in various parts of Bosnia and Herzegovina. Also, in 2018, we started producing ayvar. Jams are packed in 840g, 440g and 140g small pots.

The products are controlled by the Mostar Public Health Institute and do not contain preservatives.





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, MOSTAR

Revita Plant Buna Ltd. was established in 2006 and is focused on modern intensive production of table grapes on the area of 100 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.

Certificates: Global GAP, GRASP.



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

SREBRENIČANKA, SREBRENICA

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 m² 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 Bugojno company embarked on the process of expanding its capacities and opened company Frozen Berries, with 1500 t 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 11 hectare of own plantation of organic production of Raspberries and Loch Ness blackberries.

It is plan 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 2019. Given the large interest of company's cooperants for specific raw materials, the company is opening an agricultural pharmacy .

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 22:00





TAREVCI, MODRIČA

Several affirmative sentences about the company:

Tarevci agricultural cooperative was registered in 2004. At the offset, 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.

Tarevci'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, RUDO

Agricultural Cooperative "Uvac - Rudo" was founded in 2013. The Cooperative owns a 250t cold storage and drying facility for fruits and medicinal and aromatic plants, 0.8-hectare seedbed in which Willamette's quality seedlings are produced. Also, UZP-Rudo also owns an agricultural pharmacy through which cooperative members and other agricultural producers are being supplied by quality raw material. Additionally, Pharmacy provides advisory services in the field of agricultural production. The main activity of Cooperative Uvac - Rudo is the purchase and processing of fresh raspberries that is being exported to Serbia. The production of raspberry, marmalade and raspberry juice, as well as chokeberries juice, has been started.

The Cooperative has more than 160 members and is one of the leaders in the production of raspberries both in the area of Rudo Municipality and in the neighboring municipalities.

Certificates: HACCP, GLOBAL GAP





Vitaminka

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



VOĆAR PIRAMIDA, VISOKO

The firm was established in 2007 and deals with the purchase, freezing and processing of fruit (apple, pear, raspberry, blueberry, currant, cherry). Our mission is to gather as many co-operatives as possible and implement organic cultivation in fruit and vegetable production. Also, our goal is to buy raw materials from domestic production, process it and export to the foreign market.

The firm is in the process of completing production capacities for the production of dried fruit and vegetables, with a line for natural fruit juice production with no additives according to the system of Bag-in-Box packaging as well as fruit freezing programs.

The company currently gathers over 120 subcontractors and produces natural fruit juices, dried fruits and vegetables, mushrooms and medicinal herbs.

In addition to the organic production certificate, the company is in the process of obtaining the HACCP Standards for Fruit and Vegetable Processing. In addition to its own production, the firm also buys, freezes, processes and sells fresh and processed fruit. In the assortment are dried fruits (plum, apple, pear, raspberry, cherry, etc.), natural fruit juices without additives, then jam under the brand name "Our Nature".

So far, the firm has exported to EU countries (Croatia, Austria, Germany, Czech Republic), Sweden, Taiwan, Sri Lanka, Australia, Turkey.

Certificates: Organic production certificate



VOĆAR-PROMET, KALESIJA

Voćar-promet Company was registered in 2007 and has been processing fruit and vegetables since 2013. In our product range we have about 12 items. In addition to the domestic market we cover the EU market (Croatia, Austria, Germany, the Netherlands, and Sweden). We are well represented in the milk industry where for the needs of Meggle and Kuč we produce hot and sweet pepper.

The products manufactured in our plant are recognizable in terms of quality and safety, which is confirmed by highly expressed interest for our company to perform service production for other brands such are: DoOra, Rial, K plus. Voćar-promet has the FSSC 22000 standard, and we are in the process of obtaining the HALAL and IFS standards.

Certificate: FSSC 22000



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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).





**FOREIGN TRADE CHAMBER
OF BOSNIA AND HERZEGOVINA**

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