



Catalogue

Milk and meat processing industry
of Bosnia and Herzegovina



Prepared by:
Foreign Trade Chamber of Bosnia and Herzegovina
USAID/Sweden FARMA II Project
Sarajevo, January 2019

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Preparation and development of this publication was supported by:



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FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA

Dear readers,

Catalogue of Milk and Meat processing industry of Bosnia and Herzegovina has been prepared by Foreign Trade Chamber of Bosnia and Herzegovina in cooperation with USAID Sweden FARMA II Project.

Foreign Trade Chamber of Bosnia and Herzegovina is a non-governmental association of economic subjects from Bosnia and Herzegovina. One of the Chamber's activity is connecting of B&H companies to potential partners via strategic promotion at foreign markets. Companies mainly active in milk and meat processing production are involved in the work of the Association of food processing. The Association, existing in the frame of the Foreign Trade Chamber, strongly participates in all relevant activities of the Chamber.

Milk and meat processing industry represents the most significant part of food processing industry of Bosnia and Herzegovina. Milk and meat products, made in Bosnia and Herzegovina, are being made according to the high standards and apart from Regional market, certain products can be found at EU market.

Number of producers and exporters in this branch is higher every year. The previously mentioned Association directs its activities to widening of its international business network as well as to promotion at both foreign and domestic markets.

This Catalogue provides all relevant information on the most significant producers/exporters in this industry.

We hope that this Catalogue will serve you as a valuable reference guide on the potentials of milk and meat processing industry in Bosnia and Herzegovina and will be of assistance in establishing new contacts and business arrangements with producers from Bosnia and Herzegovina.



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.



Milk
Producers



Company "EKO SIR PUĐA" was established in 2001. based on the family tradition of production of Livno cheese made of mountain milk. The seat of the company is located in traditionally cattle breeding area of Bosnia and Herzegovina, in the village Miši/ Golijenovo at the regional road Livno-Mostar, under the Mountain Tusšica along the Buško lake area.

Company's main mission is production of traditional hard cheeses made of domestic mountain cow, sheep and goat milk, or its mixtures. Using only wholemilk .Company gives to its products recognizable quality. Only milk produced at local producers, situated 100 km around diary, is being used for production of cheese. Company performs daily collection of products thus enabling for milk nutritive content to be preserved in cheeses what contributes to its special taste. Company's products have been recognized by producers both on domestic and markets in the Region. Company's aim is to become the regional leader in production of hard cheeses made of wholemilk. Currently, Company is producing around 400 tons of cheese at annual level.

Hundreds years long tradition, top quality mountain milk, tradition of Puđa Family and skillfulness transform the best from the Nature into the Gold. In the Company's Dairy cow, sheep and goat milk is being processed. This milk is being collected from the local farmers at the area of Livno and Tomislavgrad. Those farmers have a long tradition on cattle breeding. Cattle grazing is usually during the spring, summer and autumn depending on weather conditions. During the winter the cattle is being fed by the hay from mountain pastures and by the domestic crops. All cheeses are being produced based on whole pasteurized milk.

From the mere beginning of the production, quality of Puđa cheese has become a recognizable characteristic of all products. People usually say that cheese is a great gentleman, so based on this saying Company performs a high hygiene level at all production stages. Company introduced quality system ISO 9001 and HACCP self-control system. Increase in presence of Company's products at Bosnia and Herzegovinian market led to introduction of HALAL standard in the production.

Company's cheeses are suitable for consumption of all generations. However, Company's focus groups are gourmets, people who know how to enjoy in delicious food. For such, following cheeses are being recommended: Livanjski cheese as well as all other kinds of cheese made of sheep and goat milk. The youngest population likes cheese Trapist and Livanjac. For everyday meals, it is recommended to take fresh and soft cheeses because they are suitable for all kinds of food mixtures of hot and cold dishes, salads and domestic pies. Company represents the only one cheese producer whose cheese is being made out of all three types of milk. Due to the fact that goat and sheep milk is being collected during the season, fresh and soft cheeses made of seasonable milk are available only in the buying out season. However, hard and semi-hard cheeses made of goat and sheep milk are available throughout the year.

Majority of the production is being placed at the domestic market, but Company's products can also be found at markets of Serbia, Croatia and Montenegro.



KUPRES-MILCH Ltd.

Kupres



KUPRES-MILCH Ltd Dairy was established in September 2014 at Kupres Plateau. Company produces premium delicatessen cheeses which have enchanted consumers in Bosnia and Herzegovina and the Region. Today, this small Dairy is successful at B&H market where its products can be found in all significant trade chains and restaurants. Company exports its products to Turkey. Mountain climate, pasture at Kupres Plateau at 1.200 meters altitude as well as fantastic biodiversity offers the unique taste of Kupres cheese.

Annual production is relatively small-23 tons of delicatessen cheese. However, company has invested significant means and recorded sales growth thus enabling it to plan to double its production

in the course of the next year. Excellent quality of the cheese has been confirmed at numerous fairs in Bosnia and Herzegovina and Serbia, including Golden medals for quality won in Belgrade (Balkan Cheese Fest, Taste Fest) and Novi Sad (Novi Sad Fair). Company has introduced HACCP system, owns the export license to Turkey and is planning to gain export license to EU market.

Product range of Dairy KUPRES-MILCH encompasses following six basic types of hard whole cheese:

- Kupres hard whole cheese made of cow buttermilk (classic),
- Kupres smoked cheese,
- Kupres cheese with spices,
- BAŠKA cheese,
- Kupres goat cheese (mixture of goat and cow milk) and
- Kupres mountain cheese (mixture of sheep and cow milk).

Based on order and demand cheeses with nuts, lemon, cranberry, blueberry and truffles are also being made.

MEGGLE Ltd.

Bihać



In Bosnia-Herzegovina, the story of the company began in 1996, whereas in Germany, more specifically Bavaria near Munich, as far back as 1889. At that time, Josef Anton Meggle, the grandfather of today's owner Toni Meggle, founded a small cheese-making factory which as it turned out, had great potential.

In 1996, Meggle entered the market in Bosnia-Herzegovina via distributors, and two years later Meggle Bosnia-Herzegovina was established utilizing the services of the local dairy Sapit Posušje. At the very beginning, Meggle was known for its high-quality butter, dairy spreads and milk.

Meggle's leading position was consolidated after starting its own dairy in Bihać in 2002.

Today, production takes place at the site covering a total area of over 25,000 m², within which more than 4,000 m² of production and warehouse space is located along with the appropriate equipment and facilities for milk processing, production and control of dairy products, as well as its proper storage and distribution to the market.

Thanks to the capacity of the dairy, and to a smaller extent to assortment imported from sister companies across Europe, Meggle has successfully retained its product scope of over 150 different products. The most famous domestic products are certainly milk, yogurt, sour cream, kefir cream, kajmak cream, vajkrem and cooking cream...

The quality of our domestic products has been recognized by countries in the region, hence today, Meggle Bosnia-Herzegovina exports to markets in Albania, Kosovo, Serbia, Montenegro, Macedonia, and since 2015 to the markets in European Union countries, primarily Croatia.

MEGGLE Bosnia-Herzegovina is constantly investing into expansion of its production and logistics capacities, as well as into introducing and investing in new technologies, training and development of their staff. The company provides significant assistance to agricultural producers in their efforts to significantly improve and increase their production with the aim of increasing the level of their competitiveness.

Today, Meggle Bosnia-Herzegovina employs 205 workers and collaborates with approximately 3,000 farmers whose farms are spread across the entire territory of Bosnia and Herzegovina, and where annually approximately 50 million litres of fresh cow milk is being purchased. The annual milk processing capacity is around 130 million litres.

When it comes to milk and milk products, Meggle has been recognized as a leader in the B&H market for many years.

During the 20 years of doing business in Bosnia and Herzegovina, Company has been successful in attracting a large number of customers, which in turn led to an increase in Company's responsibility, but also satisfaction.

Research has shown that in Bosnia and Herzegovina Meggle has become synonymous with trust, safety and quality. The opinions and the views of our citizens is shared by different agencies, associations and organizations from which Company has been receiving recognition and awards over the years.

Certainly, we would like to emphasize the implementation of ISO standards (International Organization for Standardization), HACCP standards (The Hazard Analysis and Critical Control Points System which is a system that ensures the safety of products), including Halal and IFS (International Food standard) certificates.

Apart from internationally recognized standards and certificates, what is also important for the market is constant innovation resulting from listening to market needs and various trends.

Inspiration for new products usually comes from local cuisines and dietary habits. Furthermore, Company also creates products that follow new lifestyles where typically there is a lack of time to prepare complicated dishes.

Every day Company tries to respond to all the needs of our society.



MILKOS Sarajevo



Sarajevo Dairy Company Milkos was established in 1953. By applying top knowledge and experience with top modern technology Company produces unique products. Company's mission is responsible usage of all resources, conducting of procedures that will have minimal impact of the environment as well as constant harmonization of all its operations with national procedures on environmental protection.

Company possesses export licence to EU, CEFTA and Turkey.

The aim of the company is to enhance its presence at existing markets and to introduce new export markets.



Implementing the norms of FSC 22000 Company strives to improve and modernize food management system. Company possesses HALAL Certificate too.

Out of the product scope, following products are significant ones: fermented milk products (yogurt, kefir, Ayran, cream, cheese, white cheese type „Feta“, fresh cheese, cream cheese), long life (UHT) milk, cooking cream and whipped cream. Company's products can be found at markets of all CEFTA countries where Company wishes to strengthen its position. In future, Company strives to enter new markets.



MLIJEČNA INDUSTRIJA 99

Gradačac



Milk Industry 99 Ltd. was founded in 2015, by acquisition of strategic share from Zott International GmbH, Mertingen, Germany. Core business of our company is processing and sales of milk and milk products. The company itself is located in Gradačac, northeastern part of Bosnia and Herzegovina, with strategic position in nearness of state border with Republic of Croatia and with appropriate road communications. Currently Company employs 75 young and energetic employees, out of which 15 is highly educated, with continued growth of employees' number. Besides that, over 1500 satisfied farmers comes as a result of serious and systematic work and approach to process of raw milk purchase. Furthermore company is proud owner of several certificates on quality and control of management, traceability of production, quality control and Halal certificate. As a result of above mentioned competencies, Company is a proud owner of EU license for export of its products to the

countries of the European Union. This license proves that company's products and production process are in accordance with strict European Union regulations.

Management of the company pays great importance to the quality of production. As a result of that, Company is proud to have the most modern machines applying the latest achievements in field of milk technologies. Through application of standard of "complete sterile environment", standard by which milk is processed and filled in complete sterile and controlled environment, Company is able to offer consumers longest shelf lives of its products, with retention of supreme quality of products brands "Natura" and "Milkland".

Aforementioned comes as a result of implementation of several international certificates. Certification process was conducted by authorized international institutes for certification.

Company owns following certificates: HACCP, ISO 9001:2015, ISO 14001, IFS Food version 6, HALAL Standard

Milk Industry 99 Ltd. exports its products to the neighbouring countries, to the EU markets, and recently we proudly opened the markets of the Gulf countries (Saudi Arabia, UAE, Qatar and others) through our distributional channels. Our product portfolio consist itself from the fresh yoghurts, sour creams, UHT milk and twist mozzarella cheese.





Company Mlijekoprodukt was established on 01.03.1997. In Municipality Kozarska Dubica as a small local dairy with starting daily processing of only 300 litres of milk.

Today Company is the biggest dairy in Bosnia and Herzegovina with a mission to provide quality, tasty and healthy dairy products in accordance with the highest world standards. Company cooperates with more than 1500 large and small family farms throughout Bosnia and Herzegovina, from which it daily collects around 200 000 liters of fresh, homemade milk of top quality.

Company's mission: Providing healthy, tasty and nutritive products to consumers in order to arise level of consciousness on necessity to have healthy and balanced diet.

Company strives to expand to a company possessing strong and recognizable regional brands. Company is not only driven by needs and demands of consumers but also by high quality food and healthy way of living. Having in mind that today market factor is the most important factor in the scope of competitiveness, the Company has a goal to continuously improve marketing strategy. Being company registered for collection and transport of raw milk, milk production

and production of milk products as well as for distribution of its products, constant improvement of business quality is being performed in order to reach world top class product quality.

Company owns following certificates:

IFS food (high level), HALAL standard, HACCP sistem, ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2007

Basic tasks and quality control activities regarding providing and improvement of the standard quality of finished products:

- Organized laboratory control, starting from in taking of milk, production, warehouse and distribution to the end users
- Investing and purchasing of top modern laboratory equipment in order to perform more precise and faster analyses, to improve reliability of analyses and safety of the results.
- Constant education and trainings for workers.
- Following up of standards and modern trends in milk production.

Besides the market orientation, Mlijekoprodukt, as socially responsible company perpetually takes care of the society and environment in which it operates.



Humanitarian activities carried out over the years have through constant donations to associations and deprived members of the society become an essential part of our company's business. Particularly noteworthy is the cooperation with the Children's home "Rada Vranješević" from Banja Luka, where since 2012 humanitarian activity has been launched- Company provides to the home all the necessary free dairy products on daily basis.

As a great recognition for humanitarian work, Company won a silver mark for the development, improvement of the organization, popularization of membership and involvement in the realization of program tasks, raising and strengthening the reputation and recognition of the Red Cross of the Republic of Srpska.

Besides humanitarian activities, Company actively and constantly takes part in different activities with main goal of promoting domestic production as well as raising citizens' awareness on importance of milk and milk products for the healthy lifestyle. For example, Company has very active role in celebrating World Milk Day and World School Milk day.

MLJEKARA LIVNO Ltd. Livno



Mljekara Livno was established in 1970. Company is the largest cheese producer in Bosnia and Herzegovina famous of its Livno cheese. Company has around 500 cooperatives and employs 45 employees. It annually purchases around 10 million of liters of milk and produces over 1.000. Tons of cheese.

Organized production of cheese started in 1885. based on technology for making of French cheese "grojer". Thanks to decades of work and constant improvement, Livno cheese has become broadly known trade mark that is being exported to the European Union and to all countries in the Region. At domestic market, Company's products are present in all significant trade chains and are available to customers throughout Bosnia and Herzegovina.



Diary Livno owns following certificates:

- 1509001:2015,
- HACCP and
- Halal.

IFS Standard will be soon fully implemented.

Livno cheese is whole hard cheese that rips under the rind in natural way. It has golden yellow colour, tasty and picante taste given by nut core. It is being produced in rings of 2,3 kg weight and contains vitamins: A,D, E,K, 81,82, and C, mineral, milk acids and carotene. Due to the fact it is picante it is being consummated as appetizer, main meal and dessert.

Meat
Producers

AKOVA IMPEX

Sarajevo



Akova impex has been existing since 1999.

AKOVA GROUP is made of three complementary companies located in three separate business buildings: Akova Impex, Meat industry "Ovako" and "Brovis".

The AKOVA GROUP is comprised of three complementary companies seated in three different buildings: Akova Impex, Meat Industry Ovako and Brovis. The Akova Impex deals with sales and distribution and places more than one hundred different Ovako products (meat processing production) and Brovis (chicken meat production) products at the market. All the products, including the chicken are sold under the renowned Ovako brand.

From its establishment onwards, the group has continuously worked on developing and expanding the production line, satisfying customer needs and expanding the market outside the state boundaries. During its 20 years of existence, the group has achieved significant results and proved that it deserves to hold the leader position in the meat processing industry in B&H.



The carefully designed infrastructure enables the organization of production in line with the EU requirements and standards. Modern technology and top equipment are a guarantee of high quality and hygienic and sanitary soundness.

Product scope of Ovako Company is made of over 120 different bar codes. Production is based on chicken, beef and turkey meat. Production of fresh and frozen chicken is being performed under the highest standards according to the system from egg to table. Meat processed products of Ovako brand are being made from the same raw material.

Nowadays Company exports to the following markets: Macedonia, Montenegro, Kosovo, Albania, Serbia, Australia, New Zealand, UAE, Qatar, Vietnam, Hong Kong, Syria with tendency to enter new markets.



MADI Ltd. Tešanj



Beginning of the Company Madi, Tešanj is linked to the 1988 when current owner Mr. Ishak Jabandžić opened the shop for consumer good. Following the market trend in food industry and also in line with entrepreneurial spirit of Tešanj people, significant financial means were invested in production of chicken products in 2000. Looking from today's perspective, this investing made a turning point in company's business, making its position at the market. Today, Madi represents recognizable brand at Bosnia and Herzegovina market where it is represented by more than 80 various chicken meat products.

Madi products are: Fresh and frozen chicken, meat processed products and tailor made products.

Madi has completely surrounded production process what is very important considering traceability as one of the most important factors related to the product quality. Production process starts and ends in Madi and every step is strictly controlled. Company's procedure guarantees traceability

that leads from used raw material via numerous production processes till the finished products. Subcontractor/cooperative, production date and other traceability data are controlled in appropriate manner and documented in internal documents. Mixture for chicken feeding does not contain GMO. Constant control by its own service and by cantonal veterinary inspectors represent the reason why Company guarantees top product quality. For many years MADI products are considered as top ones. The crown of dedicated work represents the implementation of the following standards: HACCP, HALAL, ISO 9001:2015.

More than 80 various chicken meat products are categorized into following categories: fresh and quickly frozen chicken meat, semi-durable sausage chicken products and smoked products, tailor made products made of crushed chicken meat (meat dumplings/hamburger steak).



In March 2018, MADI has begun building of completely new plant for production of breaded chicken. Factory is being built in line with top modern techniques and technologies for this type of products. When finished, it would represent the only such factory in B&H. Up till today, total investment in new plant is 6 million BAM. Beside from this investment and new products, Madi plans to conduct additional investing in improvement of plant for production of chicken dumplings and hamburger steaks.



MI TRIVAS Ltd. Prnjavor



Meat industry “MI-TRIVAS” d.o.o. Prnjavor, was founded at the end of 2001 with headquarters in Prnjavor (Republika Srpska - BiH). The “MI-TRIVAS” industry is located in Prnjavor in the industrial zone of Vijaka on a total area of 13,000m².

Vision of MI-TRIVAS – to become the leader in the region in the framework of meat industry with the continuous development of knowledge and the production of high-quality, healthy and safe products.

Mission of MI-TRIVAS - Our mission is to manufacture safe and quality products with reasonable prices with an environmental impact control. Within the production process, processing of pork, beef and chicken is carried out, followed by constant strict supervision and control by the competent veterinary authorities and authorized laboratories for testing and quality control in accordance with accredited methods.

“MI TRIVAS” has the necessary infrastructure, equipment, capacities and professionally trained personnel for the production of the following product groups:

- Durable sausages and durable meat products
- Semi-durable sausages and semi-durable meat products

- Canned products (pate, canned meat lunches, ready-made dishes and sauces)

The meat processing industry “MI TRIVAS” counts more than 60 different products within the framework of a semi-permanent, durable and canned production program, that are produced with the expertise of experienced technologists, in accordance with traditional recipes and the highest hygienic and health standards in production. Implementation of ISO 9001: 2015, ISO 22000: 2005, FSSC 22000 and HACCP systems (Codex Alimentarius CAC / RCP, 1-1969, Rev.4, 2003) have provided the conditions for quality management of all business processes, quality and safe production, all for the sake of sustainable development, protection of our customers and consumers, better competitive position and entry into the markets outside the borders of B&H.

Constantly checking the satisfaction of consumers and customers, respecting deadlines and contracts, “MI TRIVAS” creates long-term partnership relations. The users of our products can enjoy the tastes of already known products such are: Čajna, Kulen, Beef Goulash, Canned meat lunches, various pâtés and many other products. The existing capacities of

“MI TRIVAS” and the adaptability to market requirements, the application of high standards for quality management, trained labor force and modern technology applied in the framework of production processes, the flexibility and accessibility of our managers, favorable price and quality of service and products, gave us a large competitive advantage which, besides the production under our own brand, opened another important segment of our business - service branding for domestic and foreign companies. We expand this segment further. The sales of the company “MI TRIVAS” takes care of the distribution of products from its own wholesale warehouses located in the same location where the production facilities are. “MI TRIVAS” possesses its own distribution vehicles equipped with cooling systems, which ensures an uninterrupted cooling chain to the storehouse of our customers. “MI TRIVAS” Ltd. offers its products on the B&H market and in most of CEFTA countries.

Currently, besides the production under own brand Trivas, one of the important segments of MI TRIVAS business is also a service (Outsourcing) production of other Trade marks for domestic and foreign companies with whom long-term cooperation agreements have been signed.



MENPROM Ltd.

Gornja Tuzla



The company Menprom was established in 1998 with a clear vision - to produce a top quality domestic product.

Top meat delicacies from high quality chicken and beef meat of this family company are already popular both on tables across Bosnia and Herzegovina and also at the foreign markets.

Following the ever-increasing demands for food safety, Menprom is the first food industry in Bosnia and Herzegovina that introduced the ISO 22000-2005 International Standard in 2007. In this way, the process of production of meat products takes place in a planned manner, in order and under planned and supervised conditions, applying HACCP principles. At the end of 2008 Menprom successfully implemented the HALAL certification in its production. In addition to the certificate, the control of the health safety and quality of the products is also carried out on a daily

basis in an internal laboratory equipped with the latest equipment.

The vision of the meat industry Menprom is to be a standard and a measure of quality, and especially to represent idea of innovation, to be different and to provide our consumers with something new that will satisfy their needs. The combination of natural traditional flavors and proven top quality with continuous investment in new knowledge and technology, and the expansion and modernization of production capacities are the result of growing demand and interest for Menprom products. The confirmation of the said is a number of medals and certificates in the possession of this family company, as a recognition for everything they have been producing for years. Yet what Company is particularly proud of is the fact that they have gained customers' confidence and become a recognizable name and brand in Bosnia and Herzegovina.



Pavić Ltd. Livno



Company Pavić Ltd. Livno was founded on August 19, 1993 under the name of Combi-Commerce under which we operated until March 1, 2000, when we changed the name. The company's activities include wholesale and retail trade, catering, production of meat products and sour cabbage and transport.

The company has developed over the years starting with one store, then the other, until the construction of the large Commercial Center PAVIĆ on 5000sqm, which opened its doors in 2000. In PTC PAVIC there is a wholesale of mixed goods, shopping center, restaurant, wedding salon and motel Panorama, and the agro- shop Brižine. The activity of production and processing of meat products dates from 2005. The production facility was officially launched in 2009 on the occasion of gaining of the quality management system certificate - in accordance with the requirements of ISO 9001: 2000 standards and food safety management systems according to the requirements of the HACCP system. On the same day, the production facility also received the export number for the purpose of expanding the market to the countries of the region.

The policy of The Company Pavić Ltd. - Meat Industry is: To continuously produce top quality and healthy-safe products.

Maintain fair business relations with customers and suppliers for the purpose of long-term partnership and mutual successful cooperation, and to maintain satisfaction of end users by its products and services.

Continuous increase in production and sales of brand products Pavić is a direct result of production of high quality products in a traditional way. Growth of production and sales results in a change in the main activity in production in the middle of 2016. The production facility at **Žabljak** in Livno has become insufficient to enable the further growth of the brand Pavić, and in 2013 the management decided to purchase real estate and land of the former Fabric Livtex. The purchase of this facility has enabled expansion of the company Pavić. By opening of new plant, the production capacity is increased from 3 tons / day to 8.5 tons / daily production of meat products. At the same time, the technology and production process is being improved, new production lines are being introduced, product range

is being extended and the quality of existing products is being increased while production costs are being reduced. With the opening of the new plant Pavić, the product range is being expanded by introducing new products that have not been offered so far, which primarily refers to canned products (pate, cold cut meat) and chicken program.

The products are intended for people of all ages. Although we started with modest production and capacities, and we did not expect today's results, ie one hundred percent growth of sales from year to year, the results show that B&H market lacks good quality producers of meat products. Pavić's cold cuts products are available to buyers in all retail company's facilities as well as in better-equipped shops and shopping centers in B&H (more than 2,000 retail stores across the country). With the launch of new production lines and the creation of new capacities, we see the expansion of sales in the neighboring countries. At the same time, by changing the location, the organizational unit changed its name to Meat Industry Pavić.

Any modernization of production and production facilities should represent a pride and an opportunity for progress, because only then quality of the product itself is being improved. Openness to new markets, as well as to new business successes, represent a motive for further growth of Meat Industry Pavić.



Agricultural Cooperative GVOZNO



Agricultural Cooperative "Gvožno" from Kalinovik was established in January 2014 within the framework of the Czech project for the improvement of cattle breeding in the cow-calf system in B&H. We are breeder of Aberdeen Angus cattle breed, both red and black. Founders of the Cooperative are agricultural producers from the municipality and representatives of the academic community. The cooperative has employed professionals (skilled labor force, agricultural engineers and a doctor of agricultural science). The cooperative is managed by a cooperative director, who answers to the Board of directors and the Assembly of the Cooperative.

The vision of the Cooperative is to become the main motor for the development of agricultural production on the territory of the municipality of Kalinovik, but also to become a key factor in the development of cattle breeding in the mountainous region of northern Herzegovina and the Sarajevo-Romanija region.

The cooperative currently employs 5 people. Our farm is the first cattle breeder in B&H that fulfilled the conditions for organizing the breeding of cattle according to the EU principles (especially with

the Commission Decision: 84/247 / EEC). By this we ensured the possibility of verifying production through the issuance of documents of origin (certificate of origin and pedigrees), and the control of productivity is regularly carried out on our farm in accordance with ICAR rules. Our goal is to become a regional recruiter for Aberdeen Angus breed of cattle. Currently, we have about 145 animals in production, out of which 80 are breeding cows, while our goal is to have at least 120 cows. In addition, we want to equip a training center in mountain farming, as well as to develop tourist capacities for adrenaline tourism. One of the goals, since our production is already in this system, but not officially, is the obtaining of organic producers' certificates. Our cooperative offers as basic products cattle for further breeding or for slaughter. Livestock for further breeding is a quality breeding cattle of known origin and established production characteristics. Additionally the Cooperative provides heifers and bulls of different ages. When it comes to cattle for slaughtering, this implies a properly bred cattle of excellent slaughtering properties with a well-distributed meat parts within the animal's body.

Generally speaking, beef production has a prospect. Our Cooperative is already recognized in a close and wider environment and we do not have significant difficulties in placing our products. Certainly, with an organic label, we expect an additional increase in demand for our products. In the future, with the increase in herds, we are planning to have a slaughterhouse with the possibility of cutting meat.

Our buyers are restaurants, retailers (specialized suppliers of organic products) and others who have an interest, but also the so-called «Threshold buyers» who would buy directly at the farm.

In addition to production facilities, if you come to visit our farm you can also get acquainted with the history of B&H. Namely, on the slopes of the massif surrounding our meadows there are also historical findings under the protection of UNESCO, and more information can be found on: <http://whc.unesco.org/en/documents/141955> [https:// www.steccih.org/gvožno-kalinovik-rs/](https://www.steccih.org/gvožno-kalinovik-rs/) In addition to the aforementioned in the surroundings of our property you can find some other interests, i.e. active walk to the Gvožno Lake which is located at over 1,300 altitudes (approximately 10 kilometers). The space offers opportunities for adrenaline sports and cycling.



VIZION Ltd. Rogatica



The company Vizion Ltd. was founded in 1966. Our goal is to produce and deliver high quality products. With a long-term orientation to ethics and success, the Company builds a business culture in which our customers will receive first-class products and services, our partners will gain increasing trust and business security. The company has implemented HACCP and ISO 9001: 2015.

Quality and hygienically correct products are intended for wide consumption throughout the entire Bosnia and Herzegovina. The advantages in relation to the competition are reflected in the fact that we own our own slaughterhouse, a production facility for meat processed products with the size of approximately 2000 m² -built according to EU standards, as well as vehicles for distribution of products to end customers.





The meat industry “ZP KOMERC” has been present in the business world since 1996, with the main activity in the field of meat industry since 2000. The company’s location is in Vrsani (Bijeljina Municipality), next to the Sava River, on the main road Bijeljina-Brcko. Nowadays, in the field of selection, breeding, production and processing of meat, it is one of the leading companies in Bosnia and Herzegovina and has an outstanding role in the region of Southeast Europe in this field. Administrative buildings and production facilities of the company have been modernly built and have over 3,000 square meters of useful space. The company employs over 160 skilled young workers, and through cooperative relationships in the field, a large number of rural farmers are engaged. In the business development company ZP KOMERC Vrsani has a steady upward development, so in 2017 it was classified as a large business entity with an annual total income of over twenty million BAM. The Company’s owner is Mr. Ljubisa Rosic, who built ZP KOMERC on the basis of a family business, with a mission of stable,

scientifically funded and long-term engagement in this business.

Company ZP Komerč Vrsani has recorded successful business results. Due to such results the Company constructed its own farms for fattening and completed the modern production and processing plant for meat and meat products, which, together with over 200 hectares of agricultural land, represents a complete process of agricultural



production. The products of the meat industry “ZP Komerč” Vrsani are destined for the wider market, and currently with 11 retail stores and several buyers in wholesale, they cover the entire B&H. Along with this, Company expanded its product portfolio with trade of live stock at following export markets: Serbia, Turkey and Lebanon.

In the process of rounding up of its production cycle, Meat industry ZP KOMERC is oriented towards domestic production from own fattening and domestic cooperative production. High-quality raw materials, from its own domestic production, are processed using traditional recipes. As the ultimate result of its production, the palette of 90 dry-processed products are distributed throughout the territory of Bosnia and Herzegovina. We have the HACCP quality standard certificate, and company is at the final stage of preparation to obtain the HALAL quality standard.



Some more facts:

- Primary production of livestock is carried out in its own modern farms, namely cattle farms at four locations with a capacity of 6000 cattle in fattening and three farms with an annual capacity of 40 000 pigs in fattening.
- Completely new, top modern slaughterhouses and processing plant.
- Plant for the production of meat and finished meat products.
- Own transport.
- Own 11 retail stores.
- Company processes over 200 hectares of agricultural land based on the concession.





**Fostering Agricultural
Markets Activity II (FARMA II)**

This assistance is from the American and Swedish people



**FOREIGN TRADE CHAMBER
OF BOSNIA AND HERZEGOVINA**

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