

Bosnia and Herzegovina

Fruit and Vegetables



FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA



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CONTENT

General Information About Bosnia And Herzegovina	6
Foreign Trade Chamber Of Bosnia And Herzegovina	8
Fruit And Vegetables Sector In Bosnia And Herzegovina	10
Organic Food	12
Technology And Human Resources	14
Why To Invest In Bosnia And Herzegovina's Fruit And Vegetables Sector?	16
Investment Opportunities	19
Foreign Trade	20
5 Key Export Products	22
• Frozen Raspberries	
• Fresh Apples	
• Fresh Pears	
• Fresh Gherkins	
• Fresh Plums	
Other Autochthonous Fruit And Vegetables In Bosnia And Herzegovina	28





COMPANIES


ADRIA-HISHTIL RASADNIK, GABELA	32
AGRARIJA CENTAR, KOZARSKA DUBICA	34
AGROFRUIT, BRČKO	36
AGRONERETVA, MOSTAR	38
BIOFRUCTUS, DERVENTA	40
BOLETUS RS, FOČA	42
BOSNAPLOD, BRČKO	44
BRKA, BRČKO	46
DELTA FROST, ZENICA	48
ESOF, DONJI VAKUF	50
GRAČANKA, GRAČANICA	52
HALILOVIĆ, ILIJAŠ	54
HEKO, BUGOJNO	56
HERBOS NATURE, SARAJEVO	58
HIP-EX, NOVO GORAŽDE	60
JAFFA KOMERC, MOSTAR	62
JUKAN, GRAČANICA	64
KLAS, SARAJEVO	66
LATE, GRADAČAC	68



LINIJA VOĆA, BRČKO	70
MAOČANKA-COMMERCE, BRČKO	72
MEDITERAN-INOX, ČELINAC	74
MREŽA ŽENA, GRADAČAC	76
NATURAL FOOD, SARAJEVO	78
PLANT, TUZLA	80
PLODOVI ZEMLJE, LJUBUŠKI	82
PMG VIP, GRADAČAC	84
POMO-STAR, MOSTAR	86
POPOVO POLJE, TREBINJE	88
REVITA PLANT, BUNA	90
SOLANUM PRODUKT, ROGATICA	92
SREBRENIČANKA, SREBRENICA	94
STARNET, BUGOJNO	96
TAREVCI, MODRIČA	98
UVAC, RUDO	100
VITAMINKA, BANJA LUKA	102
VOČAR PIRAMIDA, VISOKO	104
VOČAR-PROMET, KALESIJA	106



General Information About Bosnia and Herzegovina

Official name:	Bosnia and Herzegovina (BIH)
Flag:	
Geographic location:	Bosnia and Herzegovina is located in the western part of the Balkan peninsula.
Surrounding countries:	Republic Serbia (northeast), Republic Montenegro (southeast), Republic Croatia (north, west and south)
Administrative division:	BH is administratively divided into two entities: Federation of Bosnia and Herzegovina (FBiH) and Republika Srpska (RS), and Brčko District.
Entity structure:	FBiH is divided into 10 cantons. Cantons are divided into municipalities. FBiH has 79 municipalities. Republika Srpska is divided into 62 municipalities. City of Brčko is a separate administrative unit - District.
Area:	Bosnia and Herzegovina covers a total of 51 209,2 km ² . From that land covers 51 197 km ² and sea covers 12,2 km ² .
Climate:	Mostly continental, Mediterranean at the south.
Population:	3.531.159 - Census (30 September 2013)
Population structure:	Bosniaks, Croats, Serbs and others
Capital:	Sarajevo
Official languages:	Bosnian, Croatian and Serbian with two alphabets (Latin and Cyrillic)
Official currency:	Convertible Mark (KM) (1 KM = 0.511292 Euro)



Foreign Trade Chamber of Bosnia and Herzegovina

1909 - The establishment of the Chamber

The Chamber was established by the Law on Establishment and Organization of the Chamber of Commerce and Crafts of Bosnia and Herzegovina (TOK) in Sarajevo.

1932 - Chamber of Trade and Industry and Chamber of Crafts in Sarajevo and Banja Luka

In 1932, Chamber of Trade and Industry and Chamber of Crafts in Sarajevo and Banja Luka were established by the Regulation on Chambers of Trade and Industry.

1952 - Trade Chamber of Bosnia and Herzegovina and Chamber of Catering Industry of Bosnia and Herzegovina

In 1952, Trade Chamber of Bosnia and Herzegovina and Chamber of Catering Industry of Bosnia and Herzegovina were established. In March 1954, the Assembly of

Peoples Republic of Bosnia and Herzegovina (PRB&H) established the Chamber of Agriculture, which was followed by the establishment of the Chamber of Agriculture and Forestry.

1962 - Republic Chamber of Commerce of Bosnia and Herzegovina

In May 1962, Republic Chamber of Commerce of Bosnia and Herzegovina was established by the act of merging of five following chambers: Chamber of Commerce of B&H, Chamber of Catering Industry of B&H, Chamber of Agriculture and Forestry of B&H, Chamber of Mining, Industry, Construction and Traffic of B&H, and Cooperative Association of B&H.



1972 - Chamber of Commerce of Bosnia and Herzegovina

Chamber of Commerce of Bosnia and Herzegovina and seven basic Chambers of Commerce were established by Law on Chambers of Commerce ("Official Gazette of SRBiH" Nr. 16/72 from June 20, 1972) with the Chamber of Commerce of BiH being a legal successor of the Republic Chamber of Commerce. By Law on Association into Chambers of Commerce ("Official Gazette SR BiH" Nr: 35/77, 17/80 and 32/85), the existence of Chamber of Commerce of BiH was confirmed. By Law on Chambers of Commerce ("Official Gazette of SR BiH" No. 33/90) the structure of the Chamber was harmonized for the last time.

2002 - Foreign Trade Chamber of Bosnia and Herzegovina

Foreign Trade Chamber of Bosnia and Herzegovina was established by Law on Foreign Trade Chamber of Bosnia and Herzegovina ("Official Gazette of BiH" Nr: 30/01) and is affirmed as the legal successor of Chamber of Commerce of BiH. In accordance with this law, FTC started operating on July 1, 2002. Since its establishment in 1909 until today, the grounds of establishment, goals and objectives of the Chamber have not changed much.

Foreign Trade Chamber of B&H is a modern, professional institution that represents and promotes economic interests in the country and abroad.

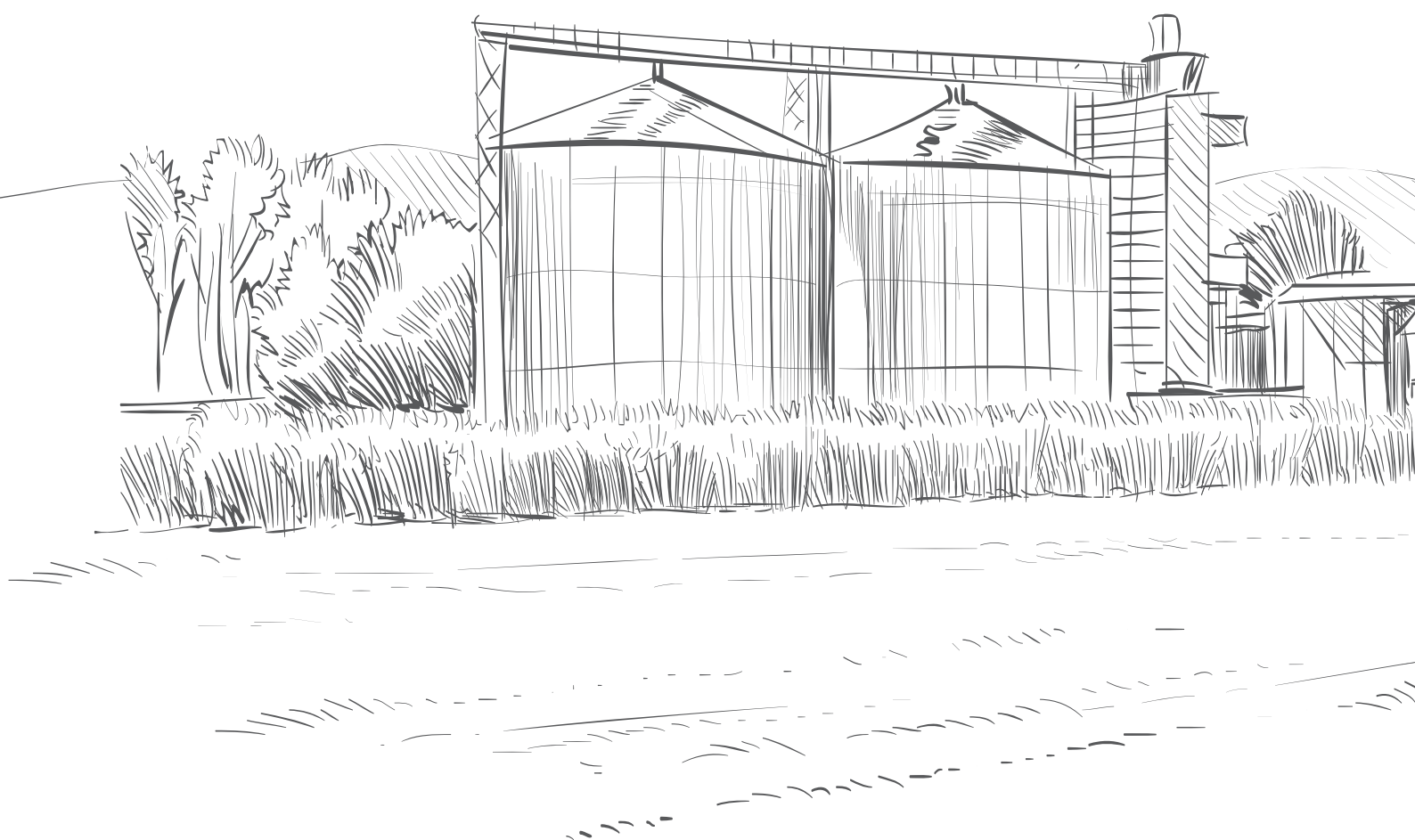
The Chamber is a reliable source of information, where a large number of services are provided in one place, for both domestic and foreign partners (business and market information, information on regulations and laws, consulting services, promotional activities, databases, etc.). FTC is a member of numerous international associations (Eurochambers, International Chamber of Commerce-ICC, ABC, FIATA, IRU, SECI) which enables it to successfully participate in various projects in order to strengthen and improve regional and international business cooperation.

2018 - Foreign Trade Chamber of B&H Istanbul Representative Office

In April 2018, Foreign Trade Chamber of B&H Representative Office was established in Istanbul. The mission of the Representative Office is to, through direct contacts, as well as by organizing meetings, presentations, round tables etc., promote the potential of Bosnia and Herzegovina in the best possible way and to attract more investors from the Republic of Turkey.

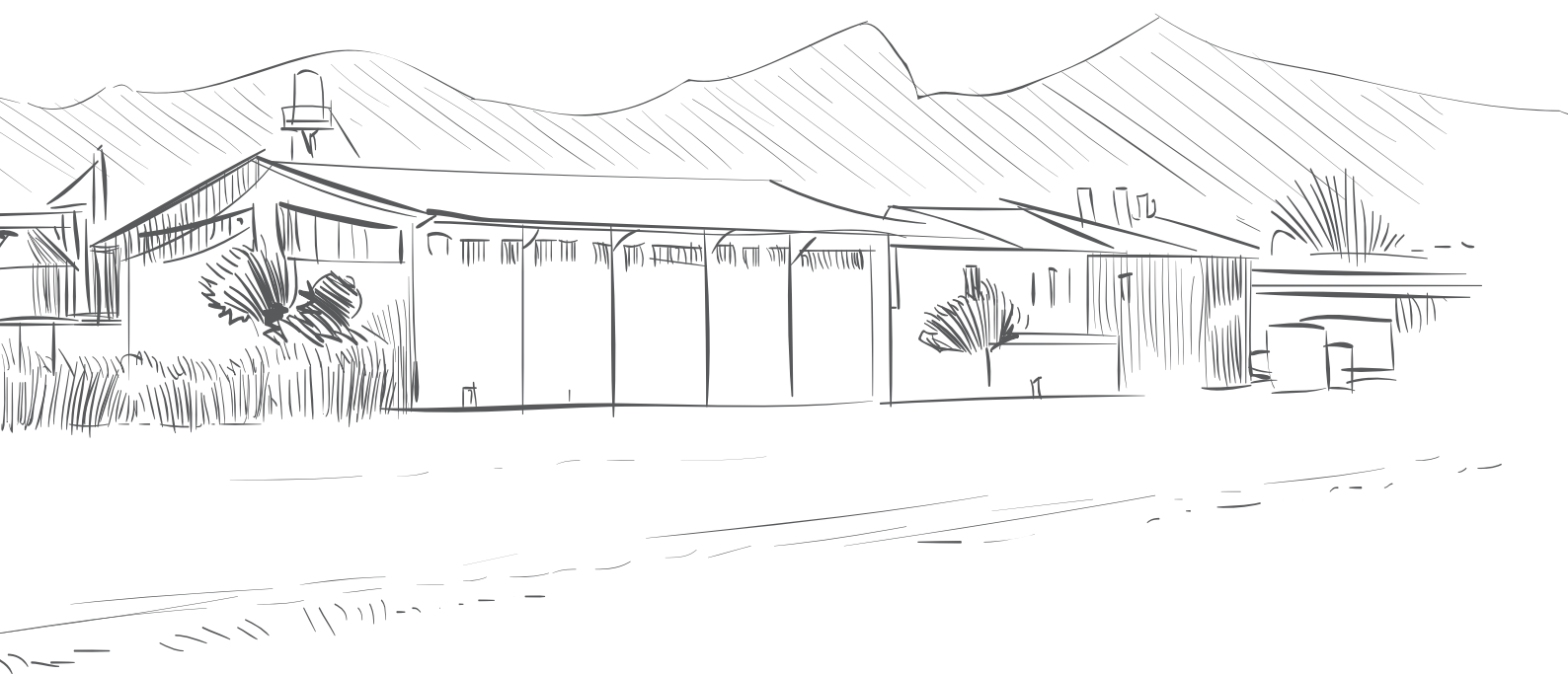
Fruit and Vegetables Sector in **B&H**

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 fruit and vegetable sector in B&H is very diversified.





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 highbush 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. B&H 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 subsector 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.



Organic Food



Bosnia and Herzegovina has large areas of ecologically sound, unpolluted and fertile land, clean water sources and clean air, which represent the optimal conditions for intensive organic farming of plant cultures and animals. Further advantages include relatively low labor costs and the rare usage of mineral fertilizers and chemicals for plant protection in BH in the last decade. Awareness about health and physical appearance has led to constant growth in demand for the so-called “light”, “healthy”, “functional” and organic food products, which, in addition to the vicinity of the world’s largest markets, make this economic sector extremely attractive for investment. At the same time, permanent reduction of the number of areas for cultivating organic food in Europe makes BH a potentially leading producer of organic foods on this continent.

All control bodies recognized by the EC are listed in Annex IV of Regulation 1235/2008, and for Bosnia and Herzegovina those are:

1. “Agreco R.F. Göderz GmbH”, Mündener Straße 19, 37218, Witzenhausen, Germany
2. “Bio.inspecta AG”, Ackerstrasse, 5070, Frick, Switzerland
3. “Ecocert SA”, BP 47, 32600, L’Isle-Jourdain, France
4. “IMOSwiss AG”, Weststrasse 1, 8570, Weinfelden, Switzerland
5. “LACON GmbH”, Moltkestrasse 4, 77654, Offenburg, Germany
6. “ORSER”, Paris Caddesi No: 6/15, 06540, Ankara, Turkey
7. “Organic Control System”, Trg cara Jovana Nenada 15, 24000, Subotica, Srbija
8. “Organska kontrola”, Džemala Bijedića br.2, 71000, Sarajevo, Bosnia and Herzegovina.

“Organic Control” (OK) Sarajevo, is the only control agency based in Bosnia and Herzegovina and it can control not only the territory of BiH, but also the production of organic products in Serbia and Montenegro. It is recognized by the European Commission as an authorized control body for the certification of organic products intended for export to the European Union market and for the control of unprocessed plant products and processed agri-food products.



Technology and Human Resources

Most of the producers follow the latest trends, as well as technologies used today in this type of production and have obtained standards which are required from the EU member states consumers, such as GlobalGAP, ISO, IFS and HACCP. Furthermore, this sector can boast of the use of highly sophisticated equipment, especially in the processing of fruits, where individual companies have the equipment which meets all European standards. In terms of achieved production quality and knowledge application, almost all the companies are in favorable conditions, readily available to move forward and advance the production.

The fruit and vegetable sector is the most significant sector for agricultural production in Bosnia and Herzegovina. Agriculture is the backbone of the region's rural sector and functions as an important aspect of the economy of Bosnia and Herzegovina. Agriculture constitutes about 20 percent of the total employment.





However, agricultural labor is abundant and competitive particularly when compared to the EU. In addition, all categories of the experienced workforce (engineers, technicians, skilled workers) required in fruits and vegetables sector, are available under competitive prices. Human resources with technical skills and expertise is the most favorable advantage for investing in fruit and vegetables sector in Bosnia and Herzegovina. Another advantage of B&H is its developed education system, R&D institutions and agronomic support which are the base for effective cooperation with the companies and meeting their development needs.



Why to Invest in Bosnia and Herzegovina's Fruit and Vegetables Sector?

The main reasons why Fruit and vegetables sector of Bosnia and Herzegovina represents a great opportunity for potential investors are as follows:

- Agriculture is defined as strategic interest of Bosnia and Herzegovina
- Abundance of agricultural arable land, 50 % uncultivated
- Unutilized natural grasslands
- Favorable climate conditions
- Good availability of skilled low cost labour
- Developed education system, R & D institutions and agronomic support
- B&H is a considerable net importer of agricultural and food product
- Privatization of state owned companies
- Possibility of ecological production
- Competitive price of fruit and vegetables
- Development of traditional products and productions (autochthonous products)
- Existence of natural conditions for implementing integrated projects (agriculture-tourism)
- Existence of natural conditions for raising additional income.
- Strategic location: Geographical proximity to countries such as Germany, Italy and other big European markets allows foreign investors low distribution costs and quick delivery from Bosnia and Herzegovina
- Quality production – GlobalGAP, ISO and other industry certificates







Investment Opportunities

Opportunities for investment in fruit and vegetable production sectors in B&H are characterized by the possibility of investment in primary production as well as the processing sector. Bosnia and Herzegovina is characterized by high-quality fruit and vegetables that can be used as a final product, fresh, but also as raw material for the final product. Years of experience in processing with highly trained personnel and experienced professionals in primary production create broad range of opportunities for potential investors.



Growing fruit and vegetables has a long tradition in B&H and is an important branch of the B&H economy. Before the war B&H has had a developed sector for processing of fruits and vegetables. Many of these facilities need new and modern technologies. This may be a chance for potential investors to invest in this sector in B&H through privatization of existing facilities or simply an investment in the land.

Investment in B&H opens up access to the markets of neighboring countries with which B&H has signed the Central European Free Trade Agreement (CEFTA). Historically, B&H represented a crossroads of civilizations, religions and cultures. Positioned in the

heart of the Balkan Peninsula, with a solid infrastructure of roads and railways, B&H has the capacity to become the manufacturing and processing center from which the potential investors can easily reach all the CEFTA members as well as the EU countries.

With its nearly untouched nature and high quality water, B&H has the potential to become a leading producer of both organic and conventional food in the region. Thanks to its natural wealth and variety of climate types within the country, some of the agricultural crops can be grown several times during the same calendar year, which gives the investor a possibility to repay the investment faster and continuously supply the markets with raw materials.

When investing in B&H, foreign investors have the following benefits at their disposal:

- Tax system favorable for foreign investors;
- investment capital is not subject to taxation (exempted from payment of the customs and the customs investment costs),
- Free employment of foreign nationals, in line with the Labor and the Immigration Law of B&H,
- Free transfer of income abroad, as result of investment in B&H,
- Protection against nationalization, expropriation, confiscation of property or measures of similar effect.

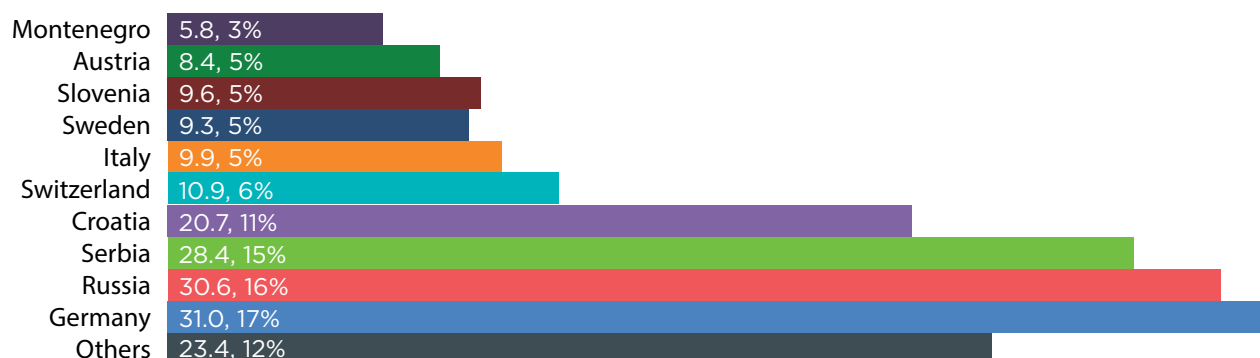
Foreign Trade

The total foreign trade of fruits and vegetables in 2019 amounted to 590 million BAM, of which the share of imports in total turnover was 69% (402 million BAM), and the share of exports was about 31% (188 million BAM). Exports of fruits and vegetables in 2019 recorded a growth of 4% (7.4 million BAM), while imports recorded a significantly higher growth of 16% (54.8 million BAM) compared to the previous year. The cold spring affected the poorer yields of most crops, which was reflected on both the export and import side. The most important trade partners of Bosnia and Herzegovina in the foreign trade of fruits and vegetables are the European Union (Germany, Croatia, Switzerland, Italy, Sweden, Slovenia, Austria), Russia and CEFTA (Serbia and Montenegro). About 57% of fruits and vegetables from Bosnia and Herzegovina are placed in EU countries, 16% to Russia while 20.8% is exported to Serbia and Montenegro.

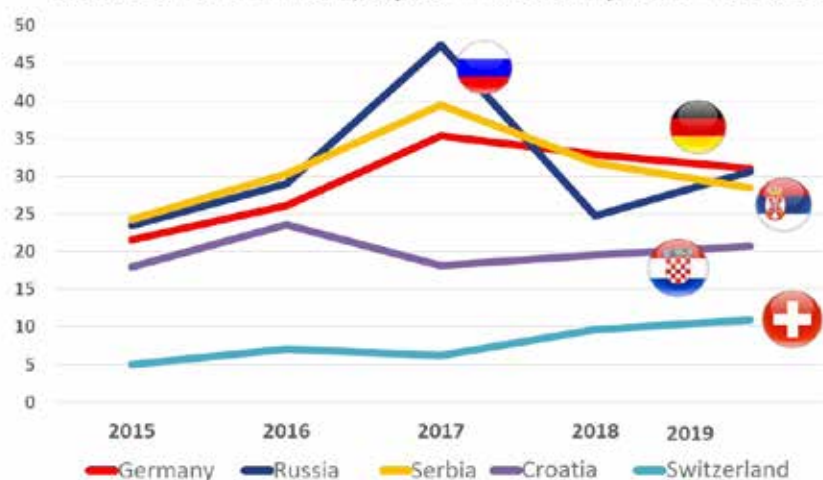




Value of exports by markets
(2019; in mill. BAM and by percentage):
Germany is the leading export market!



Trends for TOP 5 markets, export in mill. BAM (1 BAM = 0.511 EUR)



Despite the fall in exports of about 2 million BAM, Germany remained the first export market (17%) with a total export of 31 million BAM, and a surplus of 23 million BAM. Increase in exports of almost 6 million BAM was recorded in Russia, which makes it the second largest exporting market (16%), while in Serbia there was a decline of about 3 million BAM and it is the third largest market (15%).

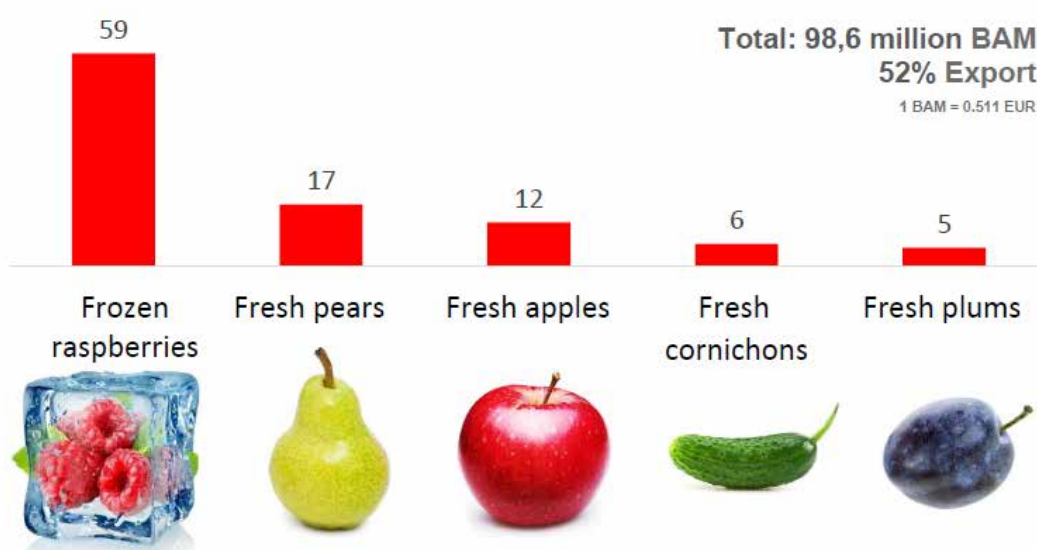
Top 10 partners by volume of exchange (2019; in mill. BAM)



5 Key Export Products

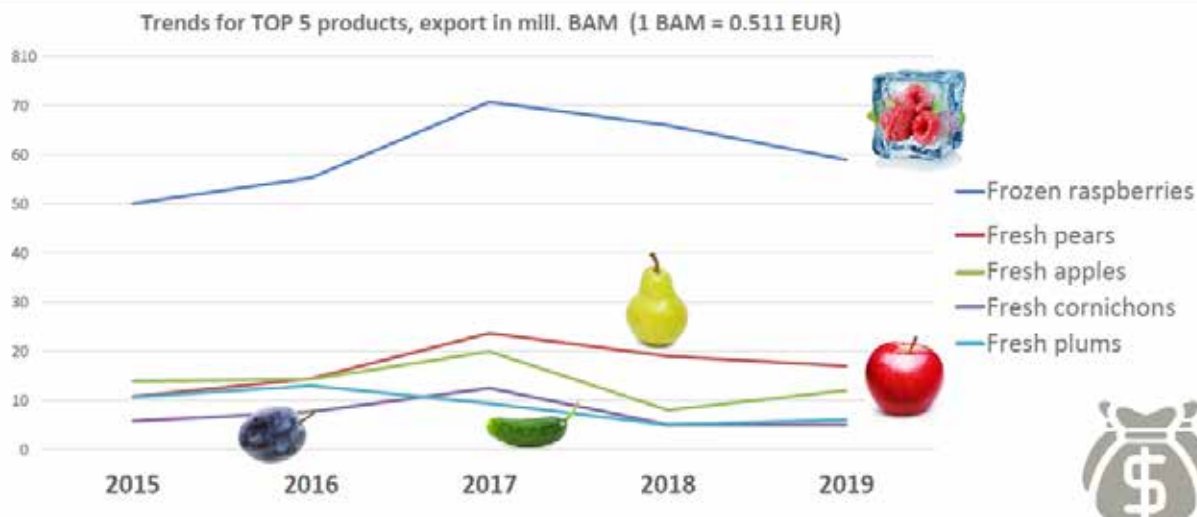
The five most competitive products have 52% share in the value of total exports (99 million BAM). These products include frozen raspberries, fresh pears, apples, gherkins and plums.

5 Key Export Products (2018; in mill. BAM)



Raspberry exports are dominant compared to other products, but recorded a decline and amounted to 59 million BAM, while apples and gherkins whose export values amounted to 12 and 6 million BAM, respectively, recorded an increase.

2019: Despite slightly declining raspberry still dominates while apples and cornichons record an increase in export!



Frozen Raspberries

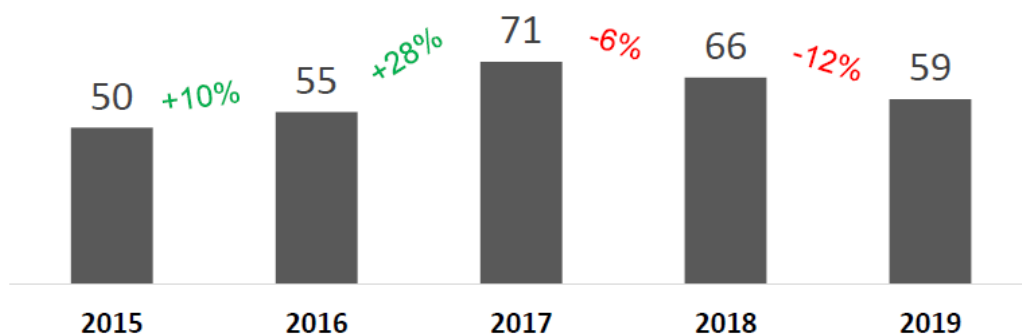
Production of raspberries saw strong expansion in the postwar period, and a large number of unemployed found jobs and an additional source of income in the production of these fruits on their farms. Out of a number of raspberry varieties grown in our country, the highest percentage of about 90%, goes to the Willamette variety, then Meeker variety, with about 5-6%, and the rest are two-yield varieties Polana, Otom blis and Heritage. Almost 95% of raspberries are sold frozen on the global and domestic markets. Successful implementation of production of berry fruit sorts requires a good production organization, assurance of purchase, permanent customers and solid processing capacities. These capacities must be able to, in a short time period, receive, process, refrigerate and transport strawberries, raspberries and blackberries in order for these to be exported.



#1 Frozen raspberries

EXPORT TREND (2015-2019, in mill. BAM):

1 BAM = 0.511 EUR



2019: 58.620.854 BAM (-12%); 19.804.210 kg (-16%)

Fresh Pears

Compared to plum and apple, pear is somewhat less prevalent but still a very important fruit species in Bosnia and Herzegovina. It is placed on the market in the form of fresh fruit. Pear and apple are produced on the same surfaces given the similar natural conditions in which these two cultures are grown. Also, as with apple, a large number of old indigenous varieties of pears are present, and the population uses it for various types of products.

The following varieties of pears are grown on the territory of Bosnia and Herzegovina: Williams, Kaluđerka, Butiro, Santa Maria, Junsko Zlato, Champion, General Leclerc, Kleržo, Pakams triumph, etc. Pear products are mainly sold on domestic and foreign markets in the form of fresh and processed fruits, and the famous Williams pear brandy.

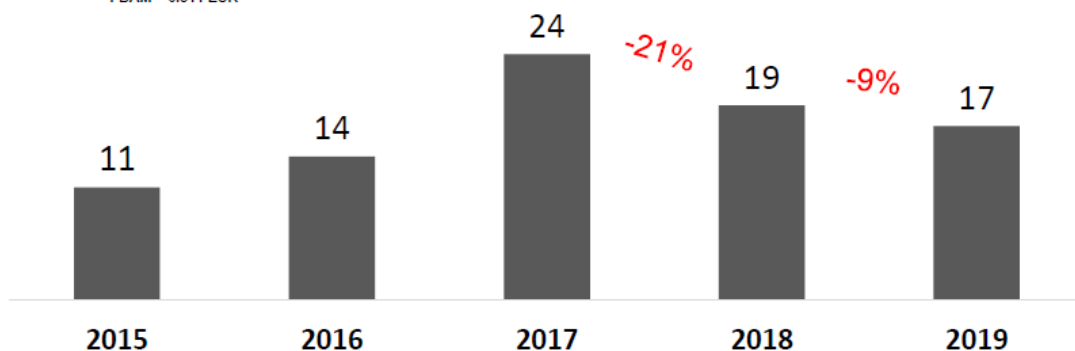


#2

Fresh pears

EXPORT TREND (2015-2019, in mill. BAM):

1 BAM = 0.511 EUR



2019: 17.015.001 BAM (-9%); 7.818.278 kg (-16%)



Fresh Apples

Apple is the second most widespread fruit crop, right after plum, and plays an important role in the total fruit production in Bosnia and Herzegovina. Production of this fruit is being modernized, new plantations are raised and new varieties are planted, where modern agricultural practices, conservation and irrigation are being applied. Apples are grown throughout Bosnia and Herzegovina without the specifics related to a certain region.

Of the varieties grown in Bosnia and Herzegovina the following should be noted: Golden and Red Delicious, Melrose, Jonathan, Jonagold, Idared, Granny Smith, Gala, Fuji, Breaburn, Akane, Boskop, Elstar, etc. To mention but a few of the indigenous varieties: Budimka, Kolačara, Staklara, Bukovija, Senabija, Đulabija, Šarenika, Šećerlama, Elifana, etc. A significant number of indigenous varieties that originate from the times of the Ottoman Empire and Austro-Hungary are maintained in Bosnia and Herzegovina, and this represent a significant potential for starting a considerable production of organic fruit for these varieties are more resistant to pests and diseases than the modern ones. The population traditionally produces home-made jam, sweets, dried apples, and prepares many other products based on domestic raw materials - either sweet or sour apples. Mainly fresh apples, but also a smaller number of dried and a small percentage of apple concentrate, juice, vinegar and alcoholic beverages are placed on the market.

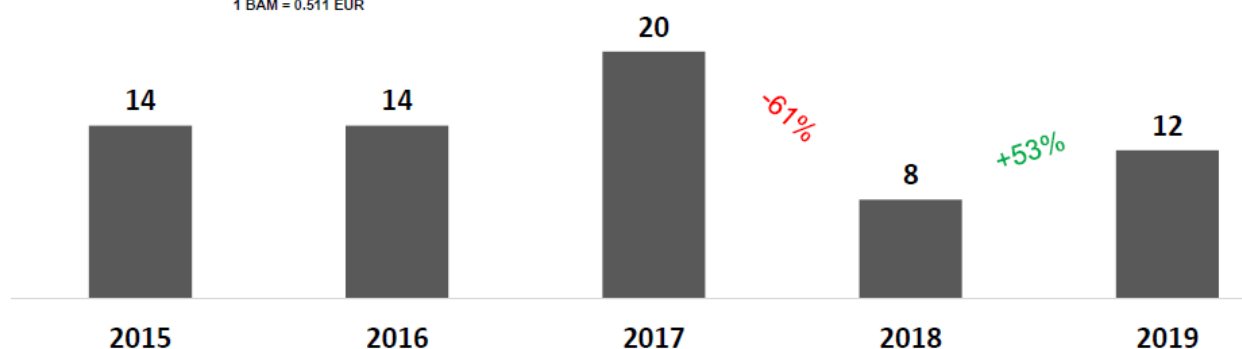


#3

Fresh apples

EXPORT TREND (2015-2019, in mill. BAM):

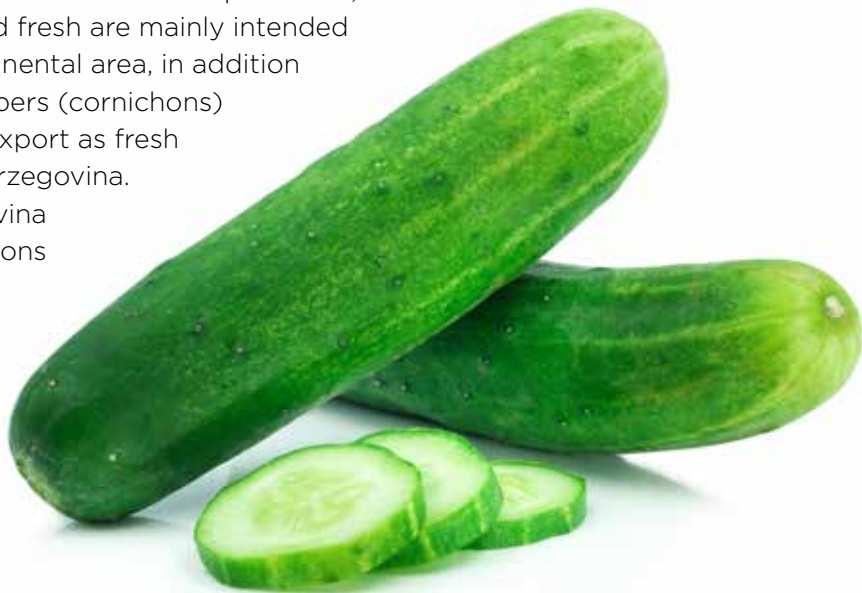
1 BAM = 0.511 EUR



2019: 11.892.953 BAM (+53%); 11.302.363 kg (+53%)

Fresh Cornichons

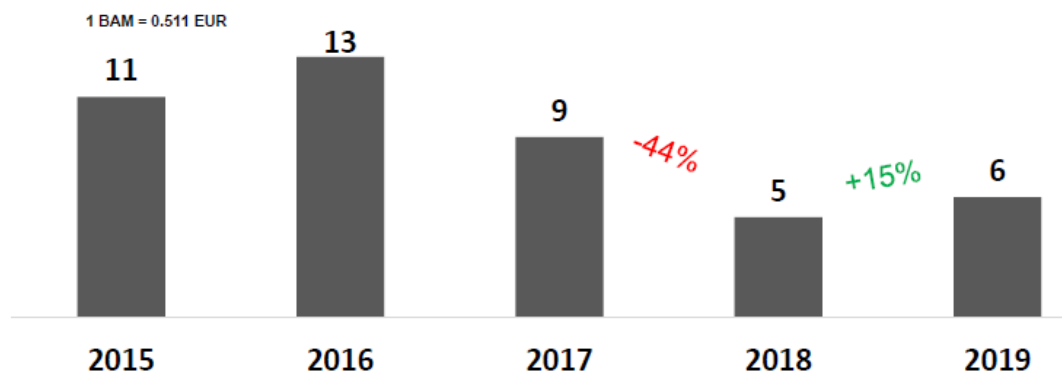
Cucumber is cultivated in Bosnia and Herzegovina as early spring and late autumn crops culture. Salad cucumbers are grown in the area with the Mediterranean climate in the protected areas and in open fields, and those produced to be consumed fresh are mainly intended for the domestic market. In the continental area, in addition to salad cucumbers, pickling cucumbers (cornichons) are grown, which are produced for export as fresh and for processing in Bosnia and Herzegovina. In recent years, Bosnia and Herzegovina became an exporter of fresh cornichons to the neighboring countries, and exports are mainly carried out through local purchasing stations. Due to increased demand primarily for pickling cornichons the area on which cucumbers are produced has a tendency to expand.



#4

Fresh cornichons

EXPORT TREND (2015-2019, in mill. BAM):



2019: 6.020.476 BAM (+15%); 3.601.999 kg (+6%)

Fresh Plums

Bosnia and Herzegovina has a long tradition in the production of plums, both fresh and processed. The following plum varieties are the most common: Požegača, Stanley, Rutgesteter, Californian Blue, Renkloda, Cimerova Rana, Čačanska Rodna, Čačanska Ljepotica, Čačanska Najbolja, Čačanska Rana, and a number of local (indigenous) plums. Newly developed varieties are being studied in the experimental areas of scientific and professional institutions, and these varieties should find their place on the Variety list of Bosnia and Herzegovina, and subsequently in the production practice as well.

The most famous plum production regions include Podrinje, Majevisa Mt., Potkozarje, Gradačac, Gračanica, Brčko, central Bosnia and other. Plum is sold on the domestic and international markets in various forms: fresh, as marmalade, jam, compote, as well as dried, frozen, and in the form of alcoholic beverages.

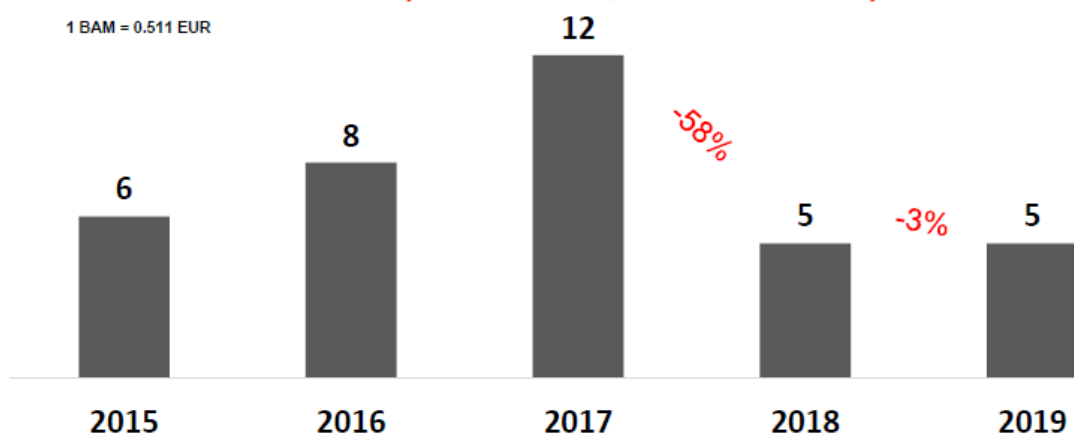


#5

Fresh plums

EXPORT TREND (2015-2019, in mill. BAM):

1 BAM = 0.511 EUR



2019: 5.094.159 BAM (-3%); 3.593.291 kg (-21%)

Other Autochthonous Fruit and Vegetables in B&H

Cherry and Sour Cherry

Of the varieties grown, the most common are: Mostar early and late Chafer, Alica, Germersdorfer, Lyons, Hedelfinger, Merkant, Skeena, Volovsko Srce, Karina, Sanburst, Su, Van, Bing, Burlat, and other. The rootstocks that are being used include Prunus avium, Gisela G5 and G6, Colt, Santa Lucia, etc.

Cherry production in Bosnia and Herzegovina is mostly based in Herzegovina. Approximately 70% of the total production is concentrated in this area. Mostly table varieties that ripen in early May are grown. Cherry is offered on the market as table, marmalade, sweets, jam, frozen, as an addition to yogurt, or for juices, liqueurs, etc. Production of sour cherry in the continental part of Bosnia and Herzegovina is mainly related to growing of the Oblačinska variety, which is very popular in exports. In Herzegovina, due to different climate, Maraska variety is grown and used for making the famous Maraschino beverage and chocolate candy in the confectionary industry.

The problems plaguing the production of cherries are mostly in the high labor force participation and expensive harvest. In recent years, mechanized harvesting was introduced in production of sour cherry, which significantly affected the growing profitability.

Peach and Nectarine

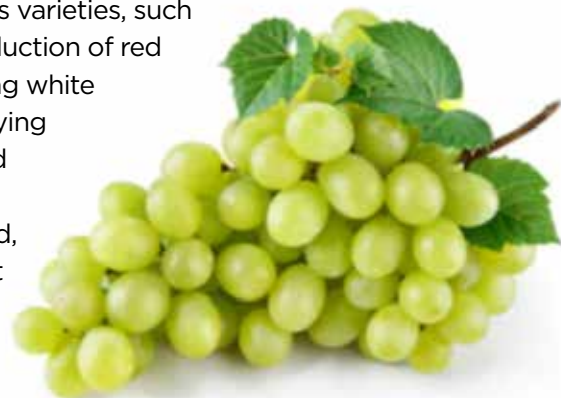
These two kinds of fruit are mostly linked to the summer period of maturation, so most of the products are sold fresh in the domestic market and exported to Croatia during the tourist season. Varieties mostly grown are Redhaven, Sprin Gold, San crest, Fajet, Sprin Lady, Fantasia, etc. Peach and nectarine fruits are used for jam, compote, marmalade, sweets, etc. In some areas of the continental part of Bosnia and Herzegovina specialties from vineyard peach called “Šeftelija” are made.





Grapes and Grape Vines

Viticulture and Enology are important economic branches in Bosnia and Herzegovina. The cultivation of grape varieties is dominated by cultivation of indigenous varieties, such as Žilavka, for the production of white wines, and Blatina, for the production of red wines. Bena, Smederevka and Krkošija are grown as the accompanying white varieties, while Alicante bouschet and Trnjak are grown as accompanying varieties for Blatina. Besides these varieties, vineyards with introduced varieties Merlot, Cabernet Sauvignon and Vranac are being grown. Sporadically, and to a lesser extent, other varieties are being cultivated, such as Chardonnay of white varieties, and Frankovka, Zweigelt, Pinot Noir and Plavac mali of red varieties.



The production of table varieties consists of: Cardinal, Demir Kapija, Italy, Victoria, Black Magic, Matilda, Mishel Palier, Muscat Hamburg, Queen of vineyards, Belgrade Early, Sublima, Muscat Italia, Prima, Lival, Ora, Red Global, etc. Table grapes are intended for consumption in fresh condition. Sales are made on the domestic and foreign markets. Over 97% of the planted area is located in Herzegovina, while the remaining 3% are sporadically placed throughout the rest of the territory of BH.

For more than twenty centuries, areas under wine grapes have expanded and receded depending on migrations, wars, political organization, and more recently depending on the market effects of grape vine cultivation. In the area of Herzegovina, grape vine growing has a long tradition, evidence of which are ornaments from the Roman period (1st century), written records from the 14th century, ornaments on the stećci tombstones (15th century), and written records from the Ottoman and Austro-Hungarian period. This tradition has been preserved to date.

Strawberry

This type of berry is becoming increasingly common in the fruit production in Bosnia and Herzegovina, particularly because it is a labor intensive, high income, export-oriented fruit culture and a whole family can be engaged in its production on their own farm.

Strawberry varieties cultivated in Bosnia and Herzegovina include Clery, Marmolada, Senga Sengana, Pajero, Arosa, Madalena, Miss, Raurica, Maya, etc. Strawberry is consumed fresh but various products are also made, while some are left to be frozen. In addition to the industrial processing, strawberries are commonly used in the households for making a variety of products. In addition to production, picking of wild (forest) strawberry is widespread in our region. These are exported at very high prices, mainly as frozen goods.



Beans

Bean is a vegetable that is commonly grown in B&H for the production of seeds and pods. It is grown on small areas and gardens of small farmers, as well as in the regions with major consumer centers. Apart from beans for seeds, beans for pods are commonly grown and a part of these products are used fresh, while the other part is processed by freezing and canning. It is grown as an early spring and late autumn vegetable.



Cabbages

(Cabbage and Kale)

Traditionally, large surfaces covered with cabbage are in the vicinity of Gornji Vakuf (thanks to the optimal natural conditions), where as many as 10% of arable land is used to grow cabbage, but also in Bijeljina, Lijevče Polje, Kiseljak and southern Herzegovina. In Herzegovina, cabbage is harvested off the fields during the whole of winter and spring. Cabbages, and especially cabbage, are vegetables grown in all regions of Bosnia and Herzegovina, as early production, which requires an early spring sowing for fresh use during the summer and the subsequent planting of cabbage, which matures in the autumn and is used fresh or for pickling. Cabbage for pickling is a sought-after product that is quickly and easily sold on the domestic market, and a part of production is processed and exported.



Onions

Onion is commonly grown and represented sort of vegetable in the tradition of the population of Bosnia and Herzegovina. Apart from growing for onion heads, green onions, which are sown in autumn and mature for use in spring, are traditionally produced in Bosnia and Herzegovina. Major producing areas are in Herzegovina, Travnik surroundings and in Posavina.



Potato

Bosnia and Herzegovina has a great potential and a long tradition of growing quality mercantile potatoes. At the same time, there are regions in Bosnia and Herzegovina with favorable characteristics for the production of quality seed potatoes. Two areas may be distinguished by production characteristics:

- Warmer southern part (Herzegovina) and the Posavina region where early potatoes are grown. In this region, potatoes are picked as early as May.
- The second area is a colder, hilly and mountainous part (central Bosnia) where early, medium early and late potato varieties are grown for commercial consumption, industrial processing and seed production.

Measured by growing surfaces, potato is the most common vegetable in Bosnia and Herzegovina. Traditionally, the areas where a lot of potatoes are grown are: Fojnica, Glamoč, Bugojno, Travnik, Romanija Mt., Semberija, southern Herzegovina and Lijevče Polje.



Lettuce

Lettuce is grown in all parts of Bosnia and Herzegovina, particularly in the vicinity of large consumer centers. Early production takes place in the protected areas and in open fields in Herzegovina. It is also produced on private plots and gardens, and during autumn it is produced in the protected areas for winter consumption when there is no other fresh vegetable. A trend of increasing production of lettuce is noticeable, based on the number of lettuce seedlings being produced, which is increasing every year. Significant production regions are southern Herzegovina and Posavina.



Pepper

Production of pepper in Bosnia and Herzegovina takes place in two different climatic regions: Herzegovina area, with its Mediterranean climate, and the area of Bosnia with its moderate-continental climate. Two different climate areas ensure continuous production of pepper during the spring and summer periods. Production of early peppers and sweet peppers takes place in the region of Herzegovina in the open fields and in the protected areas (greenhouses). Harvesting in protected areas starts in early April and in the open fields at the end of May. In continental areas harvest in greenhouses begins in late May and in open fields in June. Peppers of various colors and types (peppers, tomatoes-peppers, long variety peppers and hot pepper varieties) are produced to be used fresh and processed.



Tomato

The climate in Bosnia and Herzegovina allows for tomato production to be carried out in open fields or in protected areas (tunnels and greenhouses). The following types of production are represented: winter-spring, early spring and late autumn. The production consisted of all the commercial types of tomato: round, ribbed, elongated and cherry- like. A large number of varieties / hybrids of tomato are present on the Varieties list of Bosnia and Herzegovina, which offers quality selection for producers for different areas.





ADRIA-HISHTIL RASADNIK, GABELA

Certificates:

GLOBAL GAP, ELITE PROTOCOL

Address:

Gabela bb, 88300 Čapljina

Phone:

+387 36 819 037, +387 63 383 919

E-mail:

info@adria-hishtil.com

Web:

<https://adria-hishtil.com/>

Products



**Tomato, pepper,
cucumber,
watermelon,
melon, eggplant,
zucchini and
cabbage seedlings**



**Grafted
seedlings**



**Coconut fiber
pots**



**Rockwool
cubes**



ABOUT THE COMPANY

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

Target customer groups are professional hydroponic customers as well as semimanufacturers 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.





AGRARIJA CENTAR KOZARSKA DUBICA

Certificates:	IFS, HACCP, Kosher, Organic certificate
Address:	Cara Dušana 84 Trn, 78250 Laktaši
Phone:	+387 51 508 555
Production:	Klekovci bb, 79240 Kozarska Dubica
Phone:	+387 52 443 981
E-mail:	agrocentar@ekobel.net
Web page:	https://www.ekobel.net/

Products



**Fresh and
dried fruits and
vegetables**



Forest fruit



Mushrooms



**Medicinal wild
herbs products**



ABOUT THE COMPANY

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





AGROFRUIT BRČKO

Address:

Šatorovići bb, 76209 Brčko

Phone:

+387 61 814 591

E-mail:

senad.candic@gmail.com

Web page:

www.agrofruit.ba

Products

Plums





ABOUT THE COMPANY

The modest business activity of our company Agrofuit 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.

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

Address:

Bačevići bb, 88000 Mostar

Phone:

+387 36 353 590, +387 36 353 591

E-mail:

agroneretva@gmail.com

Web page:

www.agroneretva.ba

Products



Apples



Grapes



Nectarines



Sweet cherries



**Early
potatoes**



Onions



Grains



**Pumpkin and
sunflower oil**



ABOUT THE COMPANY

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.. 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

Certificates:

Address:

Phone:

E-mail:

Web page:

Global GAP

Kuljenovci bb, 74400 Derventa

+387 66 338 680, +387 66 909 224

info@biofructus.com

www.biofructus.com

Products



**In - vitro virus -
free planting
material of
berries**



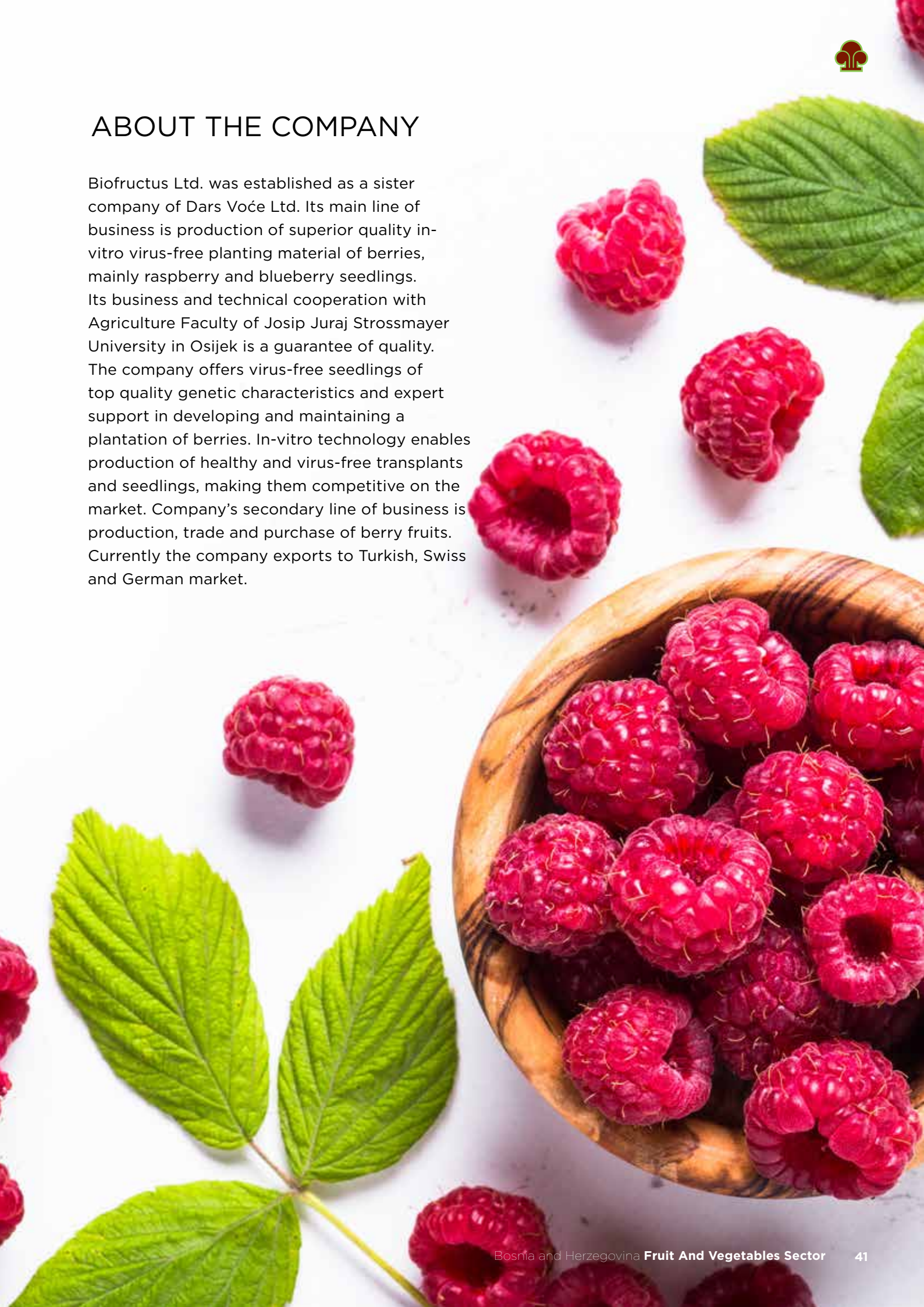
Berry fruit





ABOUT THE COMPANY

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. 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. Company's secondary line of business is production, trade and purchase of berry fruits. Currently the company exports to Turkish, Swiss and German market.





BOLETUS RS FOČA

Certificates:

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

Address:

Handići bb, 73300 Foča

Phone:

+387 58 210 466, +387 65 686 811

E-mail:

boletusrs@yahoo.com

Products



Medicinal herbs



Fruit jams



Forest products



Fruit marmalades



Mushrooms



Fruit compotes



Organic soft fruit



Fruit juices



ABOUT THE COMPANY

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 Foča, 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 HACCAP 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.





BOSNAPLOD BRČKO

Certificates:

Address:

Phone:

E-mail:

Web page:

ISO, HACCP, HALAL, IFS, ORGANIC, ECOCERT

Semblerska bb, 76100 Brčko District

+387 49 580 920

office@bosnaplod.ba

www.bosnaplod.ba

Proizvodi



**Deep-frozen
plum**



**Deep-frozen
sour cherry**



**Deep-frozen
strawberry**



**Deep-frozen
forest berries**



**Deep-frozen
raspberry**



Dried plum



**Jams and
marmalades**



Natural juices



ABOUT THE COMPANY

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. 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.





BRKA BRČKO

Certificates:

ISO 9001-2015; GlobalGap, Green Link

Address:

Brka bb, 76206 Brka

Phone:

+387 49 500 234, +387 61 263 455

E-mail:

zz.brka.brcko@hotmail.com

Web page:

www.zz-brka.ba www.coop.ba

Products



**Fruits, vegetables,
nuts, spices**



**Dried products: apple
chips, pear chips, nuts
products with additives**



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



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



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



Dried plum



ABOUT THE COMPANY

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. 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 GreenLinkTraceability Technology that enables the complete traceability of our products from farm to table by using QR Codes.





DELTA FROST ZENICA

Certificates:

ISO 9001/2008, HACCP

Address:

Sarajevska 263A, 72000 Zenica

Phone:

+387 32 405 500

E-mail:

sales@deltafrost.ba

Web page:

www.deltafrost.ba

Products



Frozen blackberries



Frozen raspberries



Frozen strawberries





ABOUT THE COMPANY

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. 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.





ESOF DONJI VAKUF

Certificates:

Address:

Phone:

E-mail:

Web page:

Organic certificate, Global GAP and IFS

770 Slavne brdske brigade bb, 70220

+387 30 201 165, +387 30 260 821

info@esof.ba, sales@esof.ba

www.esof.ba

Products



**Organic vegetables
in specialized
greenhouses**



Soft fruit



Frozen fruit



**Frozen
vegetables**



ABOUT THE COMPANY

Esfo 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 company purchases 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).

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





GRAČANKA GRAČANICA

Certificates:

Address:

Phone:

E-mail:

Web page:

ISO 9001, Global GAP and HACCP

Alije Izetbegovića 17, 75320 Gračanica

+387 35 703 277

rasim.h@gracanka.ba

www.gracanka.com

Products



Cornichons



Peppers



Tomatoes



Cabbage



Onions



Carrots



Beetroot



Plums



Sour cherries



Raspberries



ABOUT THE COMPANY

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. 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.



HALILOVIĆ ILIJAŠ

Certificates:

Address:

Phone:

E-mail:

Web page:

IMO Organic, Kosher, USA NOP

Obala 27, 71380 Ilijaš

+387 33 403 244

mejrahal@bih.net.ba, anelahal25@gmail.com

<http://www.biohalilovic.ba/>

Products



**Organic medicinal
and aromatic herbs**



Essential oils



Vegetables



Organic flours



ABOUT THE COMPANY

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. 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.





HEKO BUGOJNO

Certificates:

Address:

Phone:

E-mail:

Web page:

Global GAP, ECOCERT, ISO 22000

Sultan Ahmedova, 70230 Bugojno

+387 30 257 768

hekodoo@gmail.com

www.heko.ba

Products



**Seedlings (soft
fruits and berries)**



**Fresh, frozen
and dried fruits**



Herbs



**Forest
mushrooms**



ABOUT THE COMPANY

Heko Ltd. was established in 1995 in Bugojno. 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 berry fruit.

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 SARAJEVO

Certificates:

HACCP

Address:

Put Famosa 38, Ilidža - Hrasnica, 71000
Sarajevo

Phone:

+387 33 511 515

E-mail:

info@herbosnature.ba

Web page:

www.herbosnature.ba

Products



Deep-frozen and dried mushrooms
(boletus edulis, morchella rotunda, cantharellus cibarius, craterellus cornucopioides)



Spruce berries



Deep-frozen soft fruit products (raspberries, forest and cultivated blackberries, blueberries, strawberries)



Dried wild garlic





ABOUT THE COMPANY

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. 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.





HIP-EX NOVO GORAŽDE

Certificates:

HACCP

Address:

Centar I bb, 73110 Novo Goražde

Phone:

+387 58 430 010; +387 65 622 289

E-mail:

hip-ex@teol.net

Products



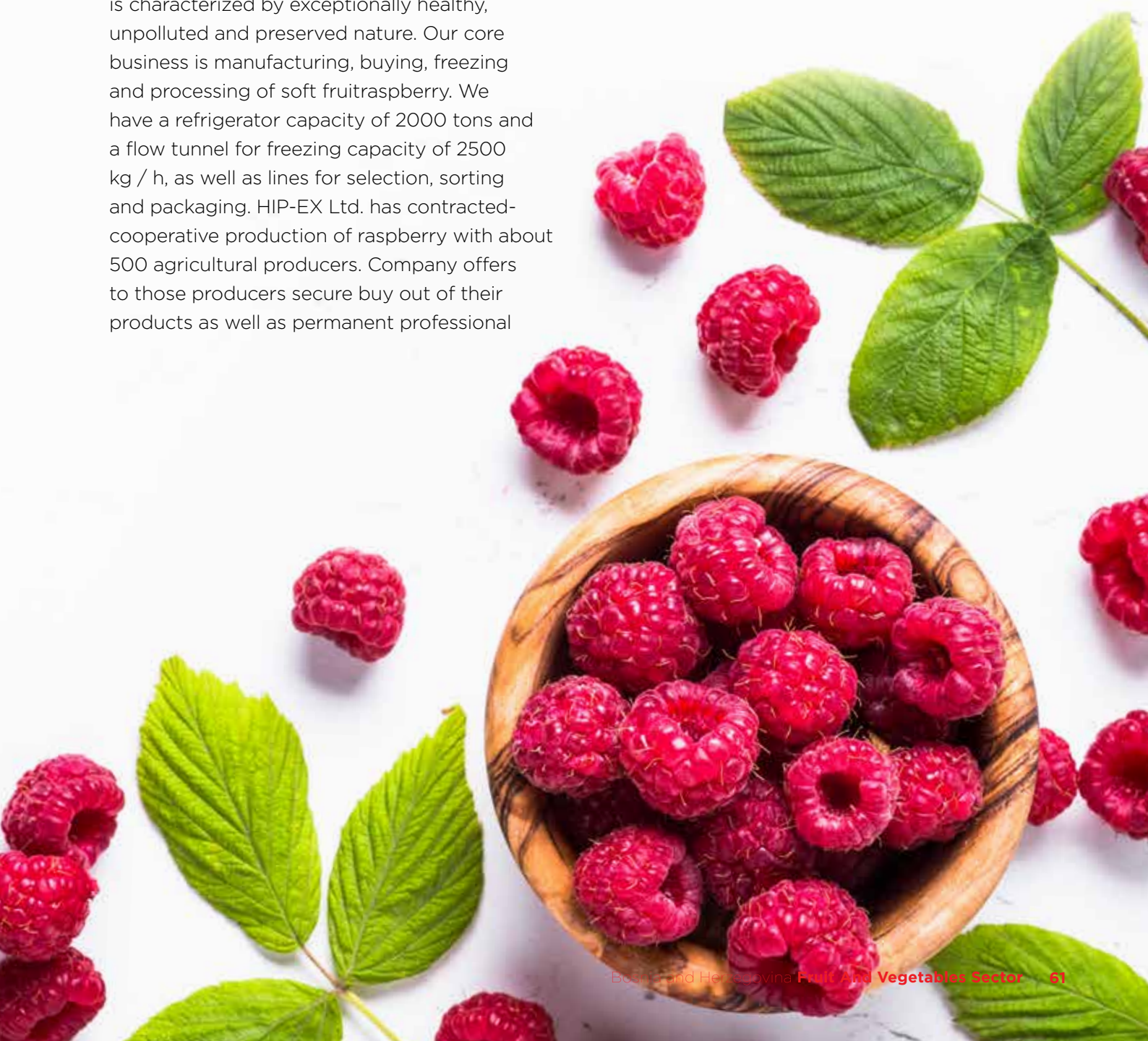
Raspberries



ABOUT THE COMPANY

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.





JAFFA KOMERC MOSTAR

Certificates:

Address:

Phone:

E-mail:

Web page:

Global GAP

Blagaj bb, 88201 Mostar

+387 36 572 333, +387 61 271 521

nedim.badzak@jaffakomerc.com

www.jaffakomerc.com

Products



Sweet cherries



Peaches



Nectarines



Apples



Early potato



Green beans



Table grapes





ABOUT THE COMPANY

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. 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

Certificates:

Address:

Phone:

E-mail:

Web page:

BIO CERT

Ritašići bb, 75320 Gračanica

+387 35 702 870; +387 61 142 319

jukan@bih.net.ba

www.jukan.ba

Products



Jams



Medicinal herbs



Syrups



Cereals



ABOUT THE COMPANY

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.



KLAS SARAJEVO

Certificates:

Address:

Phone:

E-mail:

Web page:

ISO, HACCP, Halal

Paromlinska 43, 71000 Sarajevo

+387 33 727 103

info@klas.ba

www.klas.ba

Products



Frozen fruits



Soft fruits





ABOUT THE COMPANY

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. 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.





LATE GRADAČAC

Certificates:

HACCP, Global GAP, GRASP, IFS

Address:

Ledenice Donje bb, 76250 Gradačac

Phone:

+387 35 330 905

E-mail:

poljoprivredna.zadruga.late@gmail.com

Web page:

www.late.ba

Products



Plum



Strawberry



Sweet cherry



Blueberry



Raspberry



Pear



ABOUT THE COMPANY

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).

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.





LINIJA VOĆA BRČKO

Address:

M. Krleža 6, 76120 Brčko

Phone:

+387 49 500 449

E-mail:

linijavoca@hotmail.com

Products



Pears



Plums



Cherries



Apples



ABOUT THE COMPANY

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

Certificates:

IFS, Global GAP

Address:

Maoča bb, 76208 Maoča – Brčko District

Phone:

+387 49 520 780

E-mail:

info@maocanka.com

Web page:

www.maocanka.com

Products



**Fresh fruit (plum,
apple, pear)**



**Medicinal
herbs**



**Fruit distillates
(plum, apple, pear,
sour cherries,
juniper berry,
cornelian cherry,
etc.)**



ABOUT THE COMPANY

Maočanka-Commerce Ltd. was established in 1991 in a small place of Maoca near Brcko. 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. 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.





MEDITERAN-INOX ČELINAC

Certificates:

ISO 9001:2008

Address:

Petra Kočića bb, 78240 Čelinac

Phone:

+387 51 491 170

E-mail:

info@mediteraninox.com

Web page:

www.mediteraninox.com

Products



Black chokeberry



**Concentrate
of pure black
chokeberry juice**



ABOUT THE COMPANY

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 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.





MREŽA ŽENA GRADAČAC

Certificates:

BH Bio Cert

Address:

Hadžiefendijina bb, 76250 Gradačac

Phone:

+387 35 841 271, +387 61 518 277

E-mail:

velikosrceubih@googlemail.com

Products



**Fresh products
(apple, plum,
strawberry,
pumpkin, okra)**



**Processing of
forest and wild
herbs**



**Processed fruits and
vegetables (apple and
plum jams)**

ABOUT THE COMPANY

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. 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.





NATURAL FOOD SARAJEVO

Certificates:

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

Address:

Kalmija Baruha 1, 71000 Sarajevo

Phone:

+387 33 266 455 +387 33 266 244

E-mail:

elma@ollesab.com

Web page:

www.ollesab.com

Products



**Forest organic
raspberries**



**Forest organic
blackberry and
strawberries**



**Cultivated organic
raspberries and
strawberries**



**Raspberries,
blackberries and
strawberries from
integral breeding**

ABOUT THE COMPANY

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. 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.





PLANT TUZLA

Address:

Bukinje bb, 75000 Tuzla

Phone:

+387 35 288 166

E-mail:

plant@bih.net.ba, adnan@plant.ba

Web page:

www.plant.ba

Products



**Vegetable container
transplants:**
tomatoes, peppers,
cucumbers, lettuce,
aborigine, cantaloupe,
watermelon



**Container
transplants of
strawberries,
pickles**



**Frigo strawberry
seedlings**



**Farm production
of soya and
wheat**



ABOUT THE COMPANY

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. 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

Address:

Andrijice Šimića bb, 88320 Ljubuški

Phone:

+387 39 833 438

E-mail:

pzplodovizemlje@gmail.com

Products



**Early
potatoes**



Tomatoes



**Bell
peppers**



Onion



Cabbage



ABOUT THE COMPANY

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.

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

Address:

VI Bataljona bb, 76250 Gradačac

Phone:

+387 35 821 445, +387 62 336 015

E-mail:

pmg-vip@bih.net.ba

Web page:

www.pmgvip.com

Products



Apples



Plums



Pears



Sweet corn



Okra



Onions



**Potatoes and other
seasonal fruit and
vegetables**



ABOUT THE COMPANY

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.

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.



POMO-STAR MOSTAR

Address:

Bišće Polje bb, 88000 Mostar

Phone:

+387 36 577 081; +387 62 490 771

E-mail:

jagoda98@bih.net.ba

Products



**Fig, mandarin,
blueberrie,
rose hip,
pomegranate
and strawberry
jams**



**Fig, mandarin,
blueberrie,
rose hip,
pomegranate
and strawberry
marmelades**





ABOUT THE COMPANY

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

Certificates:

Address:

Phone:

E-mail:

Web page:

Global GAP

Republike Srpske 37, 89101 Trebinje

+387 59 273 590

popovo.trebinje@gmail.com

www.popovopolje.com

Products



Apple



**Sweet
cherries**



**Grapes (wine
and table)**

ABOUT THE COMPANY

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





REVITA PLANT BUNA

Certificates:

Global GAP

Address:

Buna bb, 88000 Mostar

Phone:

+387 36 333 542, +387 36 480 836

E-mail:

zlatko.huskic@revitaplant.com,
info@revitaplant.com

Web:

www.revitaplant.ba

Products



**Table grapes
(blue and white)**



**Seedless and
grapes with
seeds**



ABOUT THE COMPANY

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. 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.



SOLANUM PRODUKT ROGATICA

Address:

Srpske sloge 74, 73220 Rogatica

Phone:

+387 58 415 422

E-mail:

solanum@teol.net

Products



Seed potato





ABOUT THE COMPANY

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.

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 SREBRENICA

Certificates:

ISO 9001 and HACCP

Address:

Maršala Tita bb, 75430 Srebrenica

Phone:

+387 56 991 466

E-mail:

office@srebrenicanka.ba

Web page:

www.srebrenicanka.ba

Products



French-fries



Croquettes



Potato slices



ABOUT THE COMPANY

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. 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.





STARNET BUGOJNO

Certificates:

HACCP system ISO Standard 9001
and ISO Standard 22:000

Address:

Udurlije bb, 70230 Bugojno

Phone:

+387 30 252 073

E-mail:

info@frozen-berries.com,
edina.basic.starnet@gmail.com

Web page:

www.frozen-berries.com

Products



Forest berries



**Herbs and
mushrooms**



Raspberries



Blackberries



Strawberries

ABOUT THE COMPANY

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 and include cooperants in organic production of raspberries. 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.

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.





TAREVCI MODRIČA

Address:

Poslovni inkubator 109, Tarevci, 74 480 Modriča

Phone:

+387 61 178 459

E-mail:

opz.tarevci@gmail.com

Web page:

www.zadruga.tarevci.info

Products



**Dried plum and other
autochthone food
products based on
processing of fruits
and vegetables**



**Food products based
on processing of
edicinal herbs and
secondary forest
products**



Vegetables





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. 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

Address:

Uvac 61, 73265 Uvac, Rudo

Phone:

+387 58 730 262

E-mail:

pzuvacrudo@gmail.com

Products



Raspberry



ABOUT THE COMPANY

Uvac – Rudo agricultural cooperative was established in 2013. The cooperative has a 350t cooling storage, drying facility for fruits and medicinal herbs, and 0.8ha 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. The cooperative has over 160 members and is one of the leaders in raspberry production both in Rudo and the neighboring municipalities.

Vitaminka

VITAMINKA BANJA LUKA

Certificates:

Address:

Phone:

E-mail:

Web page:

HACCP and ISO 9001:2008

Braće Pišteljića 22, 78000 Banja Luka

+387 51 334 000

vitaminka@vitaminka-kreis.com

www.vitaminka-kreis.com

Products



**Fruits (jams,
marmalades
and natural jams
without sugar)**



**Vegetables
(pickled
vegetables and
red pepper
relish)**



**Juices (100%
juices, nectars,
syrups)**





ABOUT THE COMPANY

Vitaminka was established in 1947 and its main line of business is fruit and vegetable processing. The main products in the pickled product program are red pepper relish and pickles; rose hip 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.





VOĆAR PIRAMIDA VISOKO

Certificates:

Address:

Phone:

E-mail:

Web page:

Organic production certificates

Čekrekčije 13, 71 300 Visoko

+387 61 792 284, +387 32 730 250

vocarpiramida@gmail.com

www.vocar-piramida.ba

Products



**Dried fruits
(plum, apple,
pear, raspberry,
cherry, etc.)**



**Natural fruit
juices without
additives**



**“Our Nature”
Jam**



Mushrooms



Medicinal herbs



ABOUT THE COMPANY

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 Bagin-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 HAC-CAP Standards for Fruit and Vegetable Processing. In addition to its own production, the firm also buys, freezes, processes and sells fresh and processed fruit. So far, the firm has exported to EU countries (Croatia, Austria, Germany, Czech Republic, Sweden) as well as to Taiwan, Sri Lanka, Australia, and Turkey.

VOĆAR-PROMET KALESIJA

Certificates:

FSSC 22000

Address:

G. Kalesija bb, 75 260 Kalesija

Phone:

+387 56 318 587

E-mail:

ahmed.hublic@vocar-promet.com

Web page:

www.vocar-promet.com

Products



Pickles



Pickled peppers



**Sour mixed
salad**



**Somborka
pepper**



**Peppers stuffed
with cabbage**



Tomato pepper



**Green pickled
peppers**



ABOUT THE COMPANY

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.





FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA



Bosnia and Herzegovina

Fruit and Vegetables



www.komorabih.ba