

Natural Products Buyers Mission at 2019 Natural Products Expo East

Baltimore, MD 09/11/2019 - 09/12/2019

BUYER PROFILES

CANADA

Ontario Natural Food Coop



Contact Information			
Title	Name / Email / Phone		
Brand Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	www.onfc.ca
Company Phone:	Available Upon Registration	Year Founded:	1975
Company Description:	<p>Established over 40 years ago as a member co-operative, Ontario Natural Food Company (ONFC) is a leader in the natural and organic food wholesale industry, distributing more than 4,500 organic and natural grocery, refrigerated, frozen, bulk, and household items throughout Canada (between Alberta to Atlantic Canada). Coverage includes over 1,000 small- to mid-size retailers including convenience stores, specialty/gourmet stores, natural/organic/health stores along with major retailers. They also distribute to HRI/foodservice operators. In 2017, ONFC was purchased by The Horizon Group, a privately held national network of subsidiaries that carry unique products from a diverse range of organic and natural food, natural body care, and nutritional health supplements. The buyer is looking for new product lines that meet today's trends. Besides looking for branded products, the company is also looking to expanding their private label lines in a wide range of categories.</p>		
Type of Business:	Distributor	Customer(s):	FoodService/HORECA,Retail - Club Store/Warehouse,Retail - Convenience,Retail - Department Store,Retail - Drugstore,Retail - Natural/Organic/Healthy,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Warehouse in Ontario	Geographic Region(s) Served:	Alberta to Atlantic Canada
Industry Segment(s):	Bakery, Beverages, Confectionary, Ethnic, Foodservice/HRI, Frozen, Health and Beauty, Natural/Organic, Pet Food, Private Label, Retail, Seafood, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):		Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic,All Natural,Ethnic,Frozen,Gluten Free,Halal,Kosher,Low Calorie,Natural,No Preservatives,Non - GMO - US Certified,Vegan,Vegetarian		



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Capacity to Import:	Chilled Products,Frozen Products,Meat Products	Cannot Import:	alcohol, dairy
Products of Interest at this Event:			
Animal Feed Ingredients & Additives	Supplements		
Baby Food	Baby Snacks		
	Baby Supplements		
	Dried Baby Food		
Bakery Products	Bread		
	Breakfast Products		
	Cookies		
	Tortillas		
Beverages	Sweetened/Soft-Drinks		
	Water		
Dairy & Related Products	Non-Dairy		
Ready Meals	Prepared Appetizers		
	Prepared Meals		
	Prepared Salads		
Sauces, Dressings, Spreads & Condiments	Condiments		
Sweet/Savory Snacks	Extruded Snacks		
	Seed Snacks		
Additional Information			



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BUYER PROFILES

COLOMBIA

Superfuds S.A.S.

Contact Information			
Title	Name / Email / Phone		
Commercial Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	www.superfuds.com
Company Phone:	Available Upon Registration	Year Founded:	2014
Company Description:	<p>Founded in 2014, Superfuds is an importer and distributor in the natural, organic, vegan, better-for-you, and healthy segment, with national distribution coverage and a 45-employee operation. Currently distributing ingredients and food products from local companies, from their own private label "Superfuds", and from U.S. companies such as Nature's Heart, Kinetic Pro (100% USA whey), Why Not? (gluten-free oats), and with a USA protein and supplement brand (in current negotiations), Superfuds is the largest healthy food distributor in Colombia.</p> <p>With a portfolio of over 50 suppliers including local and international brands, this company is strongly positioned in the B2B market, sourcing a client base of +500 buyers, including big retailers as Cencosud, Olimpica, Grupo Éxito, La 14, among others, and reaches more than 5,000 points of sale plus direct sales to consumer through their website.</p> <p>Superfuds would like to increase their imports from the U.S. and is interested in exclusive representation of brands and products that can stand out in, and offer differentiated value to, the Colombian market. They are particularly interested in the snack category, focusing on products certified as organic, non-GMO, vegan, raw, and/or gluten free, and which have a high-protein content, among other attributes.</p>		
Type of Business:	Importer/Distributor	Customer(s):	FoodService/HORECA,Retail - Convenience,Retail - Discount Store,Retail - Drugstore,Retail - Natural/Organic/Healthy,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Main office and distribution center in Bogota.	Geographic Region(s) Served:	Countrywide distribution to Colombia.
Industry Segment(s):	Food Ingredients, Health and Beauty, Natural/Organic, Snacks, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			



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Attributes of Interest:	100% Organic, All Natural, Dried/Dehydrated, Gluten Free, Hormone Free, Natural, No Artificial Ingredients, No Monosodium Glutamate (MSG), No Preservatives, No Sugar Added, Non - GMO - EU Certified, Non - GMO - US Certified, Non-Dairy, Organic, Reduced Fat, Sugar Free, Trans-fat Free, Vegan, Vegetarian, Zero Calories		
Capacity to Import:	Not Applicable	Cannot Import:	This buyer does not handle cold chain products (chilled/frozen).
Products of Interest at this Event:			
Baby Food	Baby Snacks	Baby Snacks	
	Dried Baby Food	Dried Baby Food	
Dairy & Related Products	Non-Dairy	Dried/Powder Milk Substitute	
		Non-Dairy Creamer	
		Non-Dairy Yogurt Products	
		Other Dairy Substitute	
		Other Non-Dairy Drinking Product	
Eggs & Egg Products	Egg Replacer	Egg Replacer	
Food Ingredients	Meat Substitutes	Tempeh	
		Textured Vegetable Protein	
Fruits & Nuts	Nuts	Almonds	
		Cashews	
		Hazelnuts	
		Macadamia	
		Mixed Nuts	
		Other Nuts	
		Peanuts	
		Pecans	
		Pistachios	
		Soy Nuts	
		Walnuts, Black	
		Walnuts, English	
Oils, Fats & Seeds	Seeds	Flax Seed	
		Sunflower Seed	
Pasta, Rice, & Grains	Grains	Oats	
		Spelt	



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Pasta, Rice, & Grains	Pasta & Noodles	Spelt Pasta
Supplements & Sweeteners	Sugars & Sweeteners	Stevia
		Xylitol
Sweet/Savory Snacks	Seed Snacks	Nut snacks
Additional Information		



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BUYER PROFILES

DOMINICAN REPUBLIC

Grupo Bioverde

Contact Information			
Title	Name / Email / Phone		
President	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	tiendaorganica.net
Company Phone:	Available Upon Registration	Year Founded:	2002
Company Description:	Grupo Bioverde is a chain of stores which sells natural and organic products. They currently have four retail outlets and are thriving as the Dominican Republic market has evolved where natural/organic/healthy products are in high demand. The buyer is looking for new products to stock her stores as well as to offer to their wholesale/commercial customers.		
Type of Business:	Retailer	Customer(s):	Retail - Natural/Organic/Healthy
Facilities:	Warehouse (1) Retail Stores (4) "Organica"	Geographic Region(s) Served:	Santo Domingo, Dominican Republic
Industry Segment(s):	Health and Beauty, Natural/Organic, Retail		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB	Consolidator(s) in the US:	Florida
Preferred Port(s) of Import:	Haina, Santo Domingo	Preferred Port(s) of Export from US:	Miami, FL
Product Information			
Attributes of Interest:	100% Organic, All Natural, Dietary, Gluten Free, Low Fat, Low Sodium, Natural, No Fat, Non-Dairy, Organic, Reduced Fat, Sugar Free, Vegan, Vegetarian		
Capacity to Import:	Not Applicable	Cannot Import:	None.
Products of Interest at this Event:			
Baby Food	Baby Snacks	Baby Snacks	
	Prepared Baby Food	Prepared Baby Food	
Bakery Products	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers	
		Sweet Biscuits	
	Breakfast Products	Other Breakfast Cereal	
	Cookies	Ready-to-Eat Cookies	
	Granola	Mixed/Trail Mix	



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Bakery Products	Granola	Plain Granola
Beverages	Tea	Green Tea
		Herbal Tea
Confectionery	Sugar Confectionery	Lollipops
Dairy & Related Products	Non-Dairy	Almond Milk
Fruits & Nuts	Nuts	Almonds
		Cashews
		Hazelnuts
		Mixed Nuts
		Pecans
		Pistachios
		Walnuts, English
Pasta, Rice, & Grains	Grains	Other
	Rice	Brown Rice
Supplements & Sweeteners	American Ginseng	Ginseng Extract
	Antioxidants	Antioxidants
	Dietary Fiber, Prebiotic & Probiotic	Dietary Fiber, Prebiotic & Probiotic
	Dietary Supplement	Encapsulated/Tablet Supplement
	Sugars & Sweeteners	Agave
		Brown Sugar
		Maple Syrup
		Molasses
		Raw Sugar
		Stevia
	Vitamins	Adult/Senior Vitamin
		Children Vitamin
Sweet/Savory Snacks	Chips/Crisps	Tortilla/Corn Chips
		Vegetable Chips
	Popcorn	Popcorn - Popped
		Popcorn - Unpopped
	Seed Snacks	Nut snacks



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Sweet/Savory Snacks	Snack Bars	Energy & Nutrition Bars
		Granola/Muesli Bars
	Trail Mix	
Additional Information		



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BUYER PROFILES

GUATEMALA

Renovaresa

Contact Information			
Title	Name / Email / Phone		
General Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	https://renovaresa.com/
Company Phone:	Available Upon Registration	Year Founded:	2009
Company Description:	<p>Established in 2009, they started importing health products from Germany. in 2015 they started importing a U.S. stevia-based natural sweetener, water drops, and powder. They distribute to GNC , Walmart , Unisuper , Organica , Caoba Farms and Selección del chef. They have also recently started selling their products with sports and nutrition influencers.</p> <p>Renovaresa is an experienced distributor in the natural and health products industry and is very interested in identifying new U.S. products. The company has conducted several focus groups and market studies and they have learned that there is a great demand for natural products in Guatemala.</p>		
Type of Business:	Importer/Distributor	Customer(s):	Retail - Convenience,Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Warehouse and Office	Geographic Region(s) Served:	Guatemala
Industry Segment(s):	Natural/Organic, Retail		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB	Consolidator(s) in the US:	Miami FL
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic,All Natural,Fat Free,Gluten Free,Kosher,Low Calorie,Reduced Fat,Smart		
Capacity to Import:	Not Applicable	Cannot Import:	Frozen products
Products of Interest at this Event:			
Bakery Products	Biscuits, Crackers, & Wafers		
	Bread		
	Breakfast Products		
	Cakes		



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Bakery Products	Cookies	
	Granola	
	Milled Products (Flours, Starches)	
	Mixes	
Beverages	Tea	
Food Ingredients	Bakery & Confectionary Ingredients	
	Enhancers (flavor, color)	Chocolate & Cocoa Flavor Enhancers
		Cooking Wine
		Ingredient Bits, Chips, & Crunches
		Sweet Enhancer
	Meat Substitutes	Seitan (Wheat Gluten)
		Textured Vegetable Protein
		Tofu
Other Agricultural Products (excluding food and wood)	Cleaning Solvents/Products	
	Health & Beauty Products	
	Hides & Skins	
Pasta, Rice, & Grains	Grains	
	Pasta & Noodles	
	Rice	
Ready Meals	Soup	
Sauces, Dressings, Spreads & Condiments	Dips	
	Dressings	
	Sauces/Purees	
Supplements & Sweeteners	American Ginseng	
	Antioxidants	
	Dietary Fiber, Prebiotic & Probiotic	
	Minerals	
	Vitamins	
Sweet/Savory Snacks	Cheesecake	
	Chips/Crisps	
	Fruit Snacks	



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Sweet/Savory Snacks	Gelatin	
	Meat Snacks	
	Popcorn	
	Pretzels	
	Pudding/Custard	
	Seed Snacks	
	Snack Bars	
	Trail Mix	
Additional Information		



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BUYER PROFILES

HONG KONG

China Resources Vanguard (Hong Kong) Co., Ltd

Contact Information			
Title	Name / Email / Phone		
Merchandising Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://www.crvanguard.com.hk/
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	CRV operates the supermarket chains in Hong Kong and China. Brands under the company include Vanguard (standard supermarket VanGo (convenience stores), U select (store with at least one third Tesco products) and voila! (wine Cellar) As of 31 Dec 2014, there are about 4800 shops operating in Hong Kong and main land China.		
Type of Business:	Importer, Retailer, Wholesaler	Customer(s):	Retail - Convenience,Retail - Discount Store,Retail - Drugstore,Retail - Natural/Organic/Healthy,Retail - Other (Non-Food),Retail - Specialty/Gourmet,Retail - Supermarket/Grocery
Facilities:	Mainly retails, we have 60 supermarkets in HK & 45 convenient stores. Selling all kind of products including, Fresh, Food & Non-Food.	Geographic Region(s) Served:	Mainly for Hong Kong
Industry Segment(s):	Beverages, Confectionary, Food Ingredients, Frozen, Health and Beauty, Natural/Organic, Other - Non Food and Wood, Pet Food, Private Label, Retail, Seafood, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF/ FOB/ Ex-work	Consolidator(s) in the US:	Los Angeles/ Chicago
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic,All Natural,Chilled,Dairy,Dietary,Dried/Dehydrated,Fat Free,Frozen,Gluten Free,Hormone Free,Low Calorie,Low Fat,No Antibiotics,No Artificial Ingredients,No Fat,No Monosodium Glutamate (MSG),No Preservatives,No Sugar Added,Non - GMO - EU Certified,Non - GMO - US Certified,Non-Dairy,Organic,Reduced Fat,Sugar Free,Trans-fat Free,Vegan,Vegetarian,Zero Calories		
Capacity to Import:	Alcoholic Beverages,Chilled Products,Dairy Products,Frozen Products	Cannot Import:	N/A



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Products of Interest at this Event:		
Baby Food	Baby Snacks	Baby Snacks
	Baby Supplements	Baby Supplements
	Dried Baby Food	Dried Baby Food
	Prepared Baby Food	Prepared Baby Food
Bakery Products	Biscuits, Crackers, & Wafers	
	Bread	
	Breakfast Products	
	Cakes	Cakes
	Cookies	
	Granola	
	Mixes	
	Pastries/Tarts/Pies	
	Tortillas	
Beverages	Beer/Cider	
	Juices	
	Liqueur & Spirits	Distilled Spirit
		Gin & Geneva
		Liqueur, Other
		Liqueur/Cordial
		Other Distilled Spirits
		Rum & Tafia
		Vodka
		Whiskey
	Wine	Alcoholic Wine
		Non-Alcoholic Wine
		Sparkling Wine
		Unfermented Wine
Confectionery	Chocolate Confectionery	
	Sugar Confectionery	
Dairy & Related Products	Dairy	



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Dairy & Related Products	Non-Dairy	Almond Milk
		Non-Dairy Yogurt Products
		Other Non-Dairy Drinking Product
		Rice Milk
		Soy Milk
Fish & Seafood	Finfish	
	Invertebrates	
	Shellfish	
Fruits & Nuts	Nuts	
Meats & Related Products	Beef/Bovine	
	Duck	
	Meat, Other	
	Pork	
	Poultry (Chicken)	
	Poultry (Turkey)	
	Processed Meats	
Oils, Fats & Seeds	Liquid Oils	
Other Agricultural Products (excluding food and wood)	Health & Beauty Products	
Pasta, Rice, & Grains	Pasta & Noodles	
Pet Food & Pet Care Products	Pet Care	
Ready Meals	Dinner Mixes	
	Lunch Kits	
	Pizza	Pizza
	Prepared Appetizers	
	Prepared Meals	
	Prepared Salads	
	Processed Meat Substitutes	Veggie Burger
	Soup	
Sauces, Dressings, Spreads & Condiments	Condiments	
	Dips	
	Dressings	



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Sauces, Dressings, Spreads & Condiments	Sauces/Purees	
	Spreads	
Spices & Seasonings	Herbs	
	Pepper	
	Salt & Salt Mixtures	
	Spice	
Sweet/Savory Snacks	Cheesecake	Cheesecake
	Chips/Crisps	
	Fruit Snacks	
	Meat Snacks	Jerky
	Popcorn	
	Seed Snacks	
	Snack Bars	
Additional Information		



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BUYER PROFILES

POLAND

Kuchnie Swiata S.A.

Contact Information			
Title	Name / Email / Phone		
Vice President	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://www.kuchnieswiata.com.pl/
Company Phone:	Available Upon Registration	Year Founded:	1990
Company Description:	<p>Kuchnie Swiata is one of the largest importers, distributors, and wholesalers for high-end food products to the foodservice and retail in Poland. They import large amounts of products from around the world and supply Eastern EU markets and Poland in particular. The company buys American products directly from U.S. suppliers and also from EU traders in Germany, France, and the U.K. They distribute several famous U.S. brands like 7-Up, Dr. Pepper, Jack Daniels, Hunt's, and Jim Beam. They have a solid trade network and experience in global imports. This company is highly interested in organic and gluten-free products for their own store chain of 15 outlets, and their retail partners like Carrefour, Tesco, and Intermarche. American products are highly valued in Poland and the Polish market is by far not saturated.</p> <p>This is a good contact for companies ready to start business in this region. Kuchnie Swiata already imports close to USD 1,000,000 in products from the USA, so they have the capacity and they can also do shared shipments for smaller suppliers.</p>		
Type of Business:	Distributor, Importer, Retailer, Wholesaler	Customer(s):	Retail - Convenience, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Facilities:	15 own retail stores, warehouses, distribution centers	Geographic Region(s) Served:	Poland / Eastern EU
Industry Segment(s):	Health and Beauty, Natural/Organic, Seafood, Specialty/Gourmet		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB / CFR	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic, Frozen, Gluten Free, Non - GMO - EU Certified		
Capacity to Import:	Alcoholic Beverages, Frozen Products, Meat Products	Cannot Import:	GMO



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Products of Interest at this Event:		
Beverages	Beer/Cider	
	Coffee	
	Juices	Fruit Juice
Confectionery	Gum	Bubble Gum
		Chewing Gum
	Sugar Confectionery	Lollipops
Meats & Related Products	Beef/Bovine	
Pasta, Rice, & Grains	Grains	Other
	Pasta & Noodles	Other Pasta/Noodle
Ready Meals	Dinner Mixes	
Sauces, Dressings, Spreads & Condiments	Condiments	Pickled Products
Sweet/Savory Snacks	Chips/Crisps	Tortilla/Corn Chips
	Fruit Snacks	Fruit Snacks
	Pretzels	
	Snack Bars	Energy & Nutrition Bars
		Fruit Bars
		Granola/Muesli Bars
	Trail Mix	Trail Mix
Additional Information		



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SAUDI ARABIA

Food & Health Oasis Company

Contact Information			
Title	Name / Email / Phone		
General Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	www.organicfood.com.sa
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	Food & Health Oasis is the largest organic supermarket in Saudi Arabia and is based in Riyadh. Their main branch in Riyadh includes an ice cream section, a cheese and olive section , a toaster section, an organic coffee shop, and an organic bakery. The company also operates two other branches for wholesale and retail. Food & Health Oasis also has plans to open three other branches in Riyadh, one in Dammam, and one in Jeddah, totaling six new branches by 2020 with plans to expand its operations to include all parts of Saudi Arabia.		
Type of Business:	Importer/Distributor	Customer(s):	Retail - Natural/Organic/Healthy,Retail - Supermarket/Grocery
Facilities:	The company operates wholesale and retail outlets and channels for sales, i.e. sell in its supermarkets, E-commerce (souq.com, noon.com, Qaf-store, wow shopping and its own mobile apps). The company distributes to other hyper markets, supermarkets , organic stores, hotels, restaurants, bakeries, health care centers.	Geographic Region(s) Served:	All parts of Saudi Arabia
Industry Segment(s):	Animal Feed Ingredients, Frozen, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF Jeddah, Saudi Arabia	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	Dairy,Frozen,Halal,Organic		



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Natural Products Buyers Mission at 2019 Natural Products Expo East

Baltimore, MD 09/11/2019 - 09/12/2019

BUYER PROFILES

Capacity to Import:	Chilled Products,Dairy Products,Frozen Products	Cannot Import:	Alcoholic beverages or products containing alcohol, pork products or products containing pork, as well as products containing hemp seeds.
Products of Interest at this Event:			
Animal Feed Ingredients & Additives	Additives	Yeast/Cultures	
	Ingredients	Sweeteners	
	Yeasts and Cultures	Yeasts and Cultures	
Baby Food	Baby Snacks	Baby Snacks	
	Baby Supplements	Baby Supplements	
	Dried Baby Food	Dried Baby Food	
	Milk Formula	Follow-On/Infant Milk Formula	
		Specialty Baby Milk Formula	
		Toddler Milk Formula	
Bakery Products	Prepared Baby Food	Prepared Baby Food	
	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers	
		Sweet Biscuits	
	Bread	Muffins	
	Breakfast Products	Muesli	
		Oats & Oatmeal	
		Other Breakfast Cereal	
		Pancakes	
		Sweetened Cereal	
		Waffles	
	Cakes	Cakes	
	Granola	Sweetened/Flavored Granola	
	Milled Products (Flours, Starches)	Bran	
		Cereal Flour	
		Cereal Grains	
		Cereal Groats	
		Corn (Maize) Flour	



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BUYER PROFILES

Bakery Products	Milled Products (Flours, Starches)	Corn Meal
		Potato Flakes
		Potato Flour
		Rice Flour
		Rye Flour
		Soy Flour
		Soy Meal
		Starch
		Wheat Gluten
		Wheat/Meslin Flour
		White Flour
	Mixes	Dessert Mixes
Beverages	Coffee	Coffee Husks
		Mixes, Powder or Liquid
		Not Roasted Coffee, Decaffeinated
		Roasted Coffee
	Juices	Fruit Juice
		Juice Concentrate
		Other Juices
		Vegetable Juice
	Sweetened/Soft-Drinks	Energy Drink
		Hot Chocolate/Cocoa Mix
		Soft Drink Concentrate
	Tea	Black Tea
		Green Tea
		Herbal Tea
		Kombucha
		White Tea
	Water	Water
Confectionery	Chocolate Confectionery	Boxed Assortment Chocolates
		Chocolate Tablets/Squares



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BUYER PROFILES

Confectionery	Chocolate Confectionery	Chocolate with Toys
		Countlines
		Seasonal Chocolate
	Sugar Confectionery	Boiled Sweets
		Licorice
		Lollipops
		Mints
		Pastilles, Jellies, & Chews
		Toffees, Caramels, & Nougats
Dairy & Related Products	Dairy	Butter
		Buttermilk
		Cheese & Curd
		Cream Cheese
		Dairy Other
		Milk Powder & NFDM
		Yogurt Products & Sour Milk Drinks
	Ice Cream & Related Products	Frozen Yogurt
		Fruit Based Sorbet/Sherbet
		Ice Cream
		Ice Cream Novelty
	Non-Dairy	Almond Milk
		Dried/Powder Milk Substitute
		Ice Cream/Frozen Yogurt Substitute
		Non-Dairy Creamer
		Non-Dairy Yogurt Products
		Rice Milk
		Soy Milk
Eggs & Egg Products	Eggs, In-Shell	Brown Eggs
		White Eggs
Fish & Seafood	Finfish	Pacific Salmon
		Tuna



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BUYER PROFILES

Fish & Seafood	Other Fish & Seafood	Other fish & seafood
Food Ingredients	Additives & Agents	Yeast and Yeast Extract
	Bakery & Confectionary Ingredients	Bakery & Confectionary Bases
		Bakery Coatings
		Bakery Fillings
		Bakery Mixes
Fruits & Nuts	Fruits, Berry	Blackberries
		Blueberries
		Cranberries
		Mixed Berries
		Raspberries
		Strawberries
	Fruits, Citrus	Grapefruits
		Lemons
		Limes
		Mandarins
		Oranges
		Other Citrus Fruits
		Tangerines
	Fruits, General	Apples
		Bananas
		Currants/Figs
		Grapes
		Kiwifruits
		Mixed Fruits
		Other Fruits (General)
		Persimmons
		Raisins
		Watermelons
	Fruits, Stone	Apricots
		Avocado



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BUYER PROFILES

Fruits & Nuts	Fruits, Stone	Cherries
		Mangos
		Nectarines
		Other Stone Fruits
		Peaches
		Plums
		Prunes
	Nuts	
Meats & Related Products	Poultry (Chicken)	Chicken Back
		Chicken Legs
		Chicken Neck
		Chicken Thigh
		Chicken Wings
		Other Poultry Products/Parts
		Whole Chicken
Oils, Fats & Seeds	Liquid Oils	Corn Oil
		Olive Oil
		Sunflower Oil
	Seeds	Flax Seed
		Other Seeds
		Sesame Seed
		Sunflower Seed
Other Agricultural Products (excluding food and wood)	Cleaning Solvents/Products	Fruit/Vegetable Sanitizer
	Health & Beauty Products	
Pasta, Rice, & Grains	Grains	
	Pasta & Noodles	Egg Noodles
		Instant Noodles
		Other Pasta/Noodle
		Plain/Flour Noodle
		Spelt Pasta
		Wheat Pasta



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BUYER PROFILES

Pasta, Rice, & Grains	Rice	
Pulses & Legumes	Peas & Lentils	
Sauces, Dressings, Spreads & Condiments	Condiments	Ketchup
		Mayonnaise
		Pickled Products
		Salsa
		Vinegar
	Sauces/Purees	Barbeque (BBQ) Sauce
		Chocolate
		Tomato Puree
		Tomato Sauce
Additional Information		



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Natural Products Buyers Mission at 2019 Natural Products Expo East

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BUYER PROFILES

SINGAPORE

Origins Healthcare Pte Ltd.

Contact Information			
Title	Name / Email / Phone		
Purchasing Manager	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	http://www.originshealth.com.sg
Company Phone:	Available Upon Registration	Year Founded:	
Company Description:	<p>Origins Healthcare Pte Ltd was incorporated in 1990 as a dedicated wholesaler/distributor of organic/natural whole foods, health books and natural skin/hair care products. They seek out the finest natural and organic foods available, maintain strict quality standards in the industry and have a firm commitment to customer-oriented service. Alongside our ever-expanding range of organic products they also stock a huge range of non-food items including organic and body care from some of the leading independent brands to a great range of environmentally friendly household products.</p> <p>Origins Healthcare is Singapore's #1 natural whole food distributor with the largest range of organic and natural whole foods imported from the U.S., UK, Australia, New Zealand, and Europe.</p> <p>Through the years, Origins' distribution network has grown to include major supermarkets, convenience stores, specialist health food stores, pharmacies, drug stores, hospitals, institutions (schools, universities, polytechnics etc.), and food service caterers. They have also launched their e-commerce function and their customers can now buy their products online.</p> <p>Origins Healthcare imports bulk products and repacks into their own house brand "Origins". They distribute to retailers as well as online in Singapore. Origins Healthcare also represents finished product lines for distribution throughout Singapore. Their products are mostly from the wellness category - organic, gluten Free, etc.</p>		
Type of Business:	Importer/Distributor	Customer(s):	Retail - Convenience, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Facilities:	Packing of own Brand "Origins" and provide distribution	Geographic Region(s) Served:	Singapore Only - covers all retailers /online /food services
Industry Segment(s):	Natural/Organic		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF/FOB	Consolidator(s) in the US:	None



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BUYER PROFILES

Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic, All Natural, Fat Free, Gluten Free Uncertified, Organic		
Capacity to Import:	Not Applicable	Cannot Import:	None
Products of Interest at this Event:			
Baby Food	Baby Snacks		
	Dried Baby Food		
Bakery Products	Breakfast Products	Oats & Oatmeal	
	Milled Products (Flours, Starches)	Cereal Grains	
		Flour Meal	
		Wheat Gluten	
Fruits & Nuts	Nuts	Almonds	
		Hazelnuts	
		Macadamia	
		Mixed Nuts	
		Pistachios	
Oils, Fats & Seeds	Seeds	Flax Seed	
		Sesame Seed	
		Sunflower Seed	
Pasta, Rice, & Grains	Grains	Wheat	
Sweet/Savory Snacks	Fruit Snacks		
	Seed Snacks	Nut snacks	
		Sunflower seeds	
	Snack Bars	Energy & Nutrition Bars	
Other Snack Bars			
Additional Information			
Prior to joining Origins Healthcare, Buyer was with FairPrice Co-operative -has been in the Buying role for more than 20 years			



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BUYER PROFILES

TAIWAN

Cheng-Yuan Organic Co.

Contact Information			
Title	Name / Email / Phone		
Marketing Director	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	
Company Phone:	Available Upon Registration	Year Founded:	2002
Company Description:	Cheng Yuan Organic Co., Ltd. was founded in 2000 for the organic products business. They started as a professional processor to grow its reputation of quality food. With the experiences in organic field, they started to import their own ingredients for better quality control. They import mainly U.S. natural/organic food products, including nuts (walnuts, almonds), grains (soybeans, oats), dried fruits (prunes, raisins), apple juice, oil, etc. Cheng-Yuan Organic is one of the top three natural/organic importers in Taiwan, serving more than 400 organic stores island-wide.		
Type of Business:	Importer/Distributor, Manufacturer	Customer(s):	Food Manufacturing, Retail - Department Store, Retail - Drugstore, Retail - Internet/TV, Retail - Natural/Organic/Healthy, Retail - Specialty/Gourmet, Retail - Supermarket/Grocery
Facilities:	organic processing factory	Geographic Region(s) Served:	Asia
Industry Segment(s):	Food Ingredients, Health and Beauty, Natural/Organic, Private Label, Retail, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	CIF, FOB, EXW and DP terms of payment	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	Los Angeles, CA; Oakland, CA
Product Information			
Attributes of Interest:	100% Organic, All Natural, Dried/Dehydrated, Non - GMO - US Certified, Organic, Vegan		
Capacity to Import:	Not Applicable	Cannot Import:	N/A
Products of Interest at this Event:			
Animal Feed Ingredients & Additives	Ingredients	Flax	
Baby Food	Baby Snacks	Baby Snacks	
	Dried Baby Food	Dried Baby Food	



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BUYER PROFILES

Bakery Products	Breakfast Products	
	Cookies	Ready-to-Eat Cookies
	Granola	
	Milled Products (Flours, Starches)	
Dairy & Related Products	Non-Dairy	Dried/Powder Milk Substitute
Food Ingredients	Bakery & Confectionary Ingredients	Bakery Mixes
Fruits & Nuts	Fruits, Berry	Blueberries
		Cranberries
		Mixed Berries
		Raspberries
		Strawberries
	Fruits, Citrus	Oranges
		Pineapples
	Fruits, General	Apples
		Bananas
		Raisins
	Fruits, Stone	Apricots
		Cherries
		Prunes
	Nuts	Almonds
		Macadamia
		Pecans
		Pecans
		Pistachios
		Walnuts, English
Meats & Related Products	Beef/Bovine	Offals
Oils, Fats & Seeds	Liquid Oils	Other Vegetable & Seed Oil
	Seeds	Sesame Seed
Pasta, Rice, & Grains	Grains	Barley
		Oats
		Wheat



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BUYER PROFILES

Pasta, Rice, & Grains	Rice	Wild Rice
Pulses & Legumes	Beans	Adzuki Beans
		Black Beans
		Garbanzo/Chickpea
		Soybeans
	Peas & Lentils	Green Peas
		Lentils
Ready Meals	Soup	Soup, Dehydrated
		Soup, Instant
Spices & Seasonings	Herbs	Dried/Ground Herb
	Pepper	Ground Pepper
Sweet/Savory Snacks	Fruit Snacks	Fruit Snacks
	Seed Snacks	Nut snacks
	Snack Bars	Breakfast Bars
		Energy & Nutrition Bars
		Fruit Bars
		Granola/Muesli Bars
		Other Snack Bars
	Additional Information	
N/A		



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Natural Products Buyers Mission at 2019 Natural Products Expo East

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BUYER PROFILES

VIETNAM

King Food Market Corporation

Contact Information			
Title	Name / Email / Phone		
CEO	Available upon registration (go to "My Activities" if you already registered)		
Company Information			
Company Address:	Available Upon Registration	Website:	WWW.KINGFOODMARKET.COM
Company Phone:	Available Upon Registration	Year Founded:	2018
Company Description:	<p>King Food Market is a member of Seedcom Group -a Ho Chi Minh City-based holding group that invests and operates multiple businesses across retail, logistics, technology and agriculture sectors. Their Mission: Bring the best foods to Vietnamese people by working with food producers and traders from all over the world. King Food Market's ambition is to be the largest food distribution company in Vietnam by 2025. Their strategy is to build a network of 300 retail stores nationwide that will also be a delivery warehouse for grocery stores. With the advantage of retail management experience and the information technology system from their parent company, Seedcom, they have all the conditions to succeed.</p> <p>King Food Market currently has three stores and plans to have an additional 27 stores by 2020. They import goods from all over the world to supply their own stores and other grocery store outlets. 20% of their current product selection is organic/natural. 2019 is the year they are focusing on understanding the overseas market to seek opportunities to import more products in 2020 to serve the needs of their rapidly-expanding retail outlets as well as their increase number of other customers.</p>		
Type of Business:	Distributor, Importer, Importer/Distributor, Wholesaler	Customer(s):	FoodService/HORECA,Retail - Internet/TV,Retail - Natural/Organic/Healthy,Retail - Supermarket/Grocery
Facilities:	Retail Stores	Geographic Region(s) Served:	National Wide
Industry Segment(s):	Beverages, Confectionary, Foodservice/HRI, Frozen, Natural/Organic, Retail, Seafood, Snacks		
Shipping and Quotation Preferences			
Preferred Incoterm(s):	FOB, CIF	Consolidator(s) in the US:	None
Preferred Port(s) of Import:		Preferred Port(s) of Export from US:	None
Product Information			
Attributes of Interest:	100% Organic,All Natural,Chilled,Dairy,Dietary,Dried/Dehydrated,Fat Free,Frozen,Low Fat,Natural,No Fat,No Sugar Added,Organic,Reduced Fat,Smart,Sugar Free,Trans-fat Free,Zero Calories		



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BUYER PROFILES

Capacity to Import:	Alcoholic Beverages, Chilled Products, Dairy Products, Frozen Products, Meat Products	Cannot Import:	n/a
Products of Interest at this Event:			
Baby Food	Baby Snacks	Baby Snacks	
	Baby Supplements	Baby Supplements	
	Dried Baby Food	Dried Baby Food	
	Milk Formula	Follow-On/Infant Milk Formula	
		Specialty Baby Milk Formula	
		Standard Milk Formula	
		Toddler Milk Formula	
	Prepared Baby Food	Prepared Baby Food	
Bakery Products	Biscuits, Crackers, & Wafers	Savory Biscuits/Crackers	
		Sweet Biscuits	
	Bread	Bread Crumbs/Croutons	
		Loaf Bread	
		Pizza Crust	
	Breakfast Products	Breakfast Cereal Flakes	
		Hot Cereal	
		Muesli	
		Oats & Oatmeal	
		Other Breakfast Cereal	
		Pancakes	
		Sweetened Cereal	
		Waffles	
	Cakes	Cakes	
	Cookies	Ready-to-Bake Cookies	
		Ready-to-Eat Cookies	
	Granola	Mixed/Trail Mix	
		Plain Granola	
		Sweetened/Flavored Granola	
	Milled Products (Flours, Starches)	Bran	



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BUYER PROFILES

Bakery Products	Milled Products (Flours, Starches)	Cereal Flour
		Cereal Grains
		Cereal Groats
		Corn (Maize) Flour
		Corn Meal
		Flour Meal
		Malt
		Potato Flakes
		Potato Flour
		Rice Flour
		Rye Flour
		Soy Flour
		Starch
		Wheat Gluten
		White Flour
	Mixes	Dessert Mixes
Beverages	Beer/Cider	Ale
		Cider/Perry
		Lager
		Malt Beverages
		Non-Alcoholic Beer
		Porter
		Ready to drink/High-Strength Malt Beverage Premixes
		Stout
	Juices	Fruit Juice
		Juice Concentrate
		Other Juices
		Vegetable Juice
	Liqueur & Spirits	Cocktail Mix & Base
	Sweetened/Soft-Drinks	Energy Drink
		Functional Drink



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BUYER PROFILES

Beverages	Sweetened/Soft-Drinks	Hot Chocolate/Cocoa Mix
		Soda/Pop
		Soft Drink Concentrate
		Sport Drink
	Tea	Black Tea
		Herbal Tea
		Kombucha
		White Tea
	Water	Carbonated Water
		Flavored Water
		Mineral Water
	Wine	Alcoholic Wine
		Non-Alcoholic Wine
		Sparkling Wine
		Unfermented Wine
Confectionery	Chocolate Confectionery	Alfajores
		Bagged Selflines/Softlines
		Boxed Assortment Chocolates
		Chocolate Tablets/Squares
		Chocolate with Toys
		Countlines
		Seasonal Chocolate
	Gum	Bubble Gum
		Chewing Gum
	Sugar Confectionery	Boiled Sweets
		Marshmallows
		Medicated Confectionary
		Mints
		Pastilles, Jellies, & Chews
		Spun Sugar
		Toffees, Caramels, & Nougats



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BUYER PROFILES

Dairy & Related Products	Dairy	Butter
		Cream Cheese
		Milk Powder & NFDM
		Whey & Whey Products
		Yogurt Products & Sour Milk Drinks
	Ice Cream & Related Products	Frozen Yogurt
		Fruit Based Sorbet/Sherbet
		Ice Cream
		Ice Cream Novelty
	Non-Dairy	Almond Milk
		Dried/Powder Milk Substitute
		Ice Cream/Frozen Yogurt Substitute
		Non-Dairy Creamer
		Non-Dairy Yogurt Products
		Other Dairy Substitute
		Other Non-Dairy Drinking Product
		Rice Milk
Fish & Seafood	Finfish	Pacific Salmon
	Shellfish	Crab
		Snail
Food Ingredients	Additives & Agents	
Fruits & Nuts	Fruits, Berry	Blackberries
		Blueberries
		Cranberries
		Mixed Berries
		Other Berries
		Raspberries
		Strawberries
	Fruits, Citrus	Grapefruits
		Lemons
		Limes



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BUYER PROFILES

Fruits & Nuts	Fruits, Citrus	Mandarins
		Oranges
		Other Citrus Fruits
		Tangerines
	Fruits, General	Apples
		Bananas
		Currants/Figs
		Grapes
		Kiwifruits
		Mixed Fruits
		Other Fruits (General)
		Pears/Quinces
		Raisins
	Fruits, Stone	Apricots
		Avocado
		Cherries
		Mangos
		Other Stone Fruits
		Peaches
		Plums
		Prunes
	Nuts	Almonds
		Cashews
		Chestnuts
		Hazelnuts
		Macadamia
		Mixed Nuts
		Other Nuts
		Peanuts
		Pecans
		Pistachios



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Natural Products Buyers Mission at 2019 Natural Products Expo East
Baltimore, MD 09/11/2019 - 09/12/2019
BUYER PROFILES

Fruits & Nuts	Nuts	Soy Nuts
		Walnuts, Black
		Walnuts, English
Meats & Related Products	Beef/Bovine	
	Processed Meats	Bacon
		Cold Cuts
		Hot Dogs
		Jerky/Dried
		Meatballs
		Pattie/Hamburger
		Sausage
Oils, Fats & Seeds	Liquid Oils	Botanical & Essential Oil
		Canola Oil
		Fish Oil
		Flax Seed Oil
		Olive Oil
		Other Vegetable & Seed Oil
		Palm Oil
		Peanut Oil
		Safflower Oil
		Sesame
		Soybean Oil
		Sunflower Oil
		Vegetable Oil
	Seeds	Flax Seed
		Sesame Seed
		Soya Bean Seed
		Sunflower Seed
Other Agricultural Products (excluding food and wood)	Cleaning Solvents/Products	Cleaning Solvents/Products
		Fruit/Vegetable Sanitizer
	Health & Beauty Products	Bath Products



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BUYER PROFILES

Other Agricultural Products (excluding food and wood)	Health & Beauty Products	Hair Products
		Hand Soap
Pasta, Rice, & Grains	Grains	Barley
		Corn
		Oats
	Pasta & Noodles	Instant Noodles
		Other Pasta/Noodle
		Plain/Flour Noodle
		Rice Noodle
		Spelt Pasta
		Vegetable Based Pasta
		Wheat Pasta
		White Pasta
	Rice	Brown Rice
		Wild Rice
Pulses & Legumes	Beans	Adzuki Beans
		Black Beans
		Fava Beans
		Garbanzo/Chickpea
		Great Northern Beans
		Kidney Beans
		Navy Beans
		Otebo Beans
		Pink Beans
		Pinto Beans
		Red Beans
		Soybeans
		Yellow eye Beans
	Peas & Lentils	Green Peas
		Lentils
		Yellow Peas



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BUYER PROFILES

Ready Meals	Dinner Mixes	Dinner mixes
	Lunch Kits	
	Pizza	Pizza
	Prepared Appetizers	
	Prepared Meals	Prepared meals
	Prepared Salads	Prepared salads
	Processed Meat Substitutes	Processed Meat Substitutes
		Veggie Burger
	Seafood	Prepared seafood
	Soup	Soup, Canned
Sauces, Dressings, Spreads & Condiments	Condiments	Soup, Chilled
		Soup, Dehydrated
		Soup, Instant
		Ketchup
		Mayonnaise
		Mustard
	Dips	Pickled Products
		Salsa
		Vinegar
		Bean Dip
		Dip, Other
		Hummus
	Dressings	Salad Dressing
		Vinaigrette
	Sauces/Purees	Barbeque (BBQ) Sauce
		Chocolate
		Cocktail/Tartar Sauce
		Dry Sauce/Powder Mix
		Gravy
		Horseradish
		Hot Sauce



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BUYER PROFILES

Sauces, Dressings, Spreads & Condiments	Sauces/Purees	Liquid Cooking Sauce
		Marinade
		Pasta Sauce
		Soy Sauce
		Table Sauce
		Tomato Puree
		Tomato Sauce
		Worcestershire Sauce
	Spreads	Cheese Spread
		Chocolate spread
		Jams & Preserves
		Nut-based Spread/Nut Butter
		Other Spreads
		Yeast-based Spread
Spices & Seasonings	Herbs	Dried/Ground Herb
	Salt & Salt Mixtures	Flavored Salt
		Ground Salt
		Rock Salt
		Sea Salt
	Spice	Dry Spice
		Extract, Other
		Extract, Vanilla
		Fresh/Raw Spice
Supplements & Sweeteners	Sugars & Sweeteners	Agave
		Brown Rice Syrup
		Brown Sugar
		Corn Syrup
		Dextrose
		Flavored Syrup
		Fructose
		Glucose



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BUYER PROFILES

Supplements & Sweeteners	Sugars & Sweeteners	Honey
		Malt Product
		Maltodextrin
		Maple Syrup
		Molasses
		Stevia
		Sucrose
		White Sugar
		Xylitol
	Vitamins	Adult/Senior Vitamin
		Children Vitamin
Sweet/Savory Snacks	Cheesecake	Cheesecake
	Chips/Crisps	Potato Chips
		Tortilla/Corn Chips
		Vegetable Chips
	Extruded Snacks	Extruded Snacks
	Fruit Snacks	Fruit Snacks
	Meat Snacks	Jerky
		Meat Sticks
	Popcorn	Microwave Popcorn
		Popcorn - Unpopped
	Seed Snacks	Nut snacks
		Sunflower seeds
	Snack Bars	Breakfast Bars
		Energy & Nutrition Bars
		Fruit Bars
		Granola/Muesli Bars
		Other Snack Bars
	Trail Mix	Trail Mix
Vegetables	Olives	Green Olives
	Onion	Garlic



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BUYER PROFILES

Vegetables	Truffles	Truffles
Additional Information		



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