



Ministry of Foreign Affairs

Connecting Central America: Fish & Seafood companies

Meet quality suppliers from Costa Rica, Guatemala, Honduras, Panama and Nicaragua



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Connecting Central America

Are you interested in discovering new suppliers and expanding your offer to include new origins for your seafood? The Centre for the Promotion of Imports from developing countries (CBI) connects you with reliable, high quality suppliers equipped to do business with a European partner. Within its Connecting Central America initiative, CBI is working together with the European Union (EU) and SIECA for sustainable development. The initiative, that is co-financed by the EU and coordinated by SIECA, supports SMEs and cooperatives in becoming more competitive in the European market.

Meet quality suppliers from Central America!

Connecting Central America presents 7 companies from Costa Rica, Guatemala, Honduras, Nicaragua and Panama that are ready to enter the European Market. The companies offer an interesting range of products. From frozen seafood like quality Vannamei shrimp and Caribbean spiny lobster and fresh fish like grouper, wild and farmed snapper, mahi mahi, swordfish and tuna.

Many of the exports currently go to the USA or Asia. Still the Central American companies offer numerous products that appeal to the European market as well, especially considering the Association Agreement that was signed between the EU and the Central American region in 2012, which has improved conditions for trade. You could be the first to take advantage of their search for alternatives.

Your one-stop shop for sourcing from Central America

Request a meeting with one of the companies now!

Email CBI consultant John van Herwijnen: john@open-europa.com

About CBI

CBI connects small and medium-sized enterprises (SMEs) in developing countries with the European market, in order to contribute to sustainable and inclusive economic growth. The CBI is part of the Netherlands Enterprise Agency and is mainly funded by the Ministry of Foreign Affairs of the Netherlands. Within the framework of the Central American Regional Economic Integration (INTEC) project, which is financed primarily by the European Union and coordinated by SIECA, the EU and the Ministry of Foreign Affairs of the Netherlands signed a cooperation agreement to jointly promote the advantages for Central American SMEs of the Association Agreement between the EU and Central America.

In this context, CBI executes the initiative “Connecting Central America” to support 60 Small and Medium sized Enterprises (SMEs) and cooperatives from Central America, between 2018 and 2021, in becoming (more) competitive in the European market.

More information about the ‘Connecting Central America’ initiative in:

www.cbi.eu/projects/connecting-central-america and www.facebook.com/connectingcentralamerica

About the European Union

This project is funded by the European Union. The EU is a peace and solidarity project that is unique in the world, associating 28 Member States with values of freedom, democracy and solidarity. At the regional level, in Central America the European Union promotes the defense of human rights, including gender equity; supports issues of security and rule of law; contributes to the mitigation and adaptation to climate change and promotes employment, trade and investment.



More information:

https://eeas.europa.eu/delegations/nicaragua_en



About SIECA

The Central American Economic Integration Secretariat (SIECA) is the entity in charge of promoting efforts to gradually reach the economic union of Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica and Panama. With this, SIECA fulfills its objective of expanding the development options of the region and establishing closer links with the international economy. SIECA is based in Guatemala City and is the technical secretariat of the Council of Economic Integration Ministers (COMIECO) and the Council of Transport Ministers (COMITRAN).

More information:

www.sieca.int

Discover Central America for your Seafood

What makes Central America an attractive region for European fish and seafood importers is the combination of aquaculture from Guatemala and Honduras, wild catch fresh fish from Panama and Costa Rica, complemented with value-added lobster and conch from Nicaragua. Most of the companies have a modern certified processing plant to produce tailor-made products according to customer specifications.

- › Diverse offer of sustainable Fishing and Aquaculture
- › Food Safety and Quality Protocols
- › Technology and Innovation
- › Favorable trade conditions through the Association Agreement between Central America and the European Union



The Central American Offer in Fish and Seafood



Central American Partners in the Fish and Seafood Sector

CANEPP | Costa Rican National Chamber of Exporters of Fishery and Aquaculture Products

CANEPP is the political and technical link between Costa Rican exporting companies and international markets. The Chamber is committed to achieving the differentiation and competitiveness of their partners at the national and international level, with a vision of social responsibility and sustainable development. CANEPP maintains excellent relations with Costa Rican authorities related to the value chain of seafood and aquaculture products, including the National Council of Animal Health (CONASA) and the Fishery Improvement Project (FIP) committee. In addition, the Chamber is involved in international initiatives such as the Organisation of Central American Aquaculture and Fisheries Entrepreneurs (OECAP), CENPROMYPE, the Mahi Mahi Regional Committee with Ecuador and Peru, and the Latin American Community of FIPs.



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AGEXPORT | Guatemalan Exporters Association

AGEXPORT is a private non-profit institution established in 1982 to promote Guatemalan exports. With a vision to make of Guatemala a competitive export country, the association facilitates exports, imports and logistics, connecting users with customs authorities through electronic platforms. More importantly, AGEXPORT helps buyers throughout the world in the task of identifying reliable Guatemalan suppliers. Members of AGEXPORT in the aquaculture and fishery sector include: shrimp farming, tuna fishing, tilapia farming, mahi mahi fishing, processing plants, feed mills and input suppliers.



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[https://export.com.gt/EN/
sector/acuicultura-pesca](https://export.com.gt/EN/sector/acuicultura-pesca)

Central American Partners in the Fish and Seafood Sector

ANDAH | National Association of Aquaculturists of Honduras

ANDAH is a completely integrated sector association created to strengthen the systematic productivity of aquaculture in Honduras, through quality systems, safety, sustainable development (social, economic and environmental), research and innovation. The association does this by boosting the defense and security of aquaculture, processing and commercialization, to guarantee international buyers can source optimum quality products from Honduras. ANDAH is the contact point for information on companies that are part of the aquaculture sector in Honduras: larvae laboratories, shrimp production plants and shrimp packing plants.



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CAPENIC | Fishing Chamber of Nicaragua

CAPENIC is a private sector organisation in Nicaragua that includes fishermen, fish farmers, processing plants, and exporters. The primary mission of CAPENIC is to promote the efficient use of fisheries resources and aquaculture with sustainability criterion, good production practices and food safety programmes.

Currently, the main export products of Nicaragua are: farmed shrimp, Caribbean spiny lobster, shrimp, several varieties of fresh and frozen fish, sea snails, prawns, and sea cucumber. According to various scientific studies, Nicaragua presents important potential advantage in depth shrimp, prawn, squid, pelagic fish and aquaculture, at sea or freshwater.



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Central American Partners in the Fish and Seafood Sector

PROPANAMA

PROPANAMA coordinates the national effort to boost the country's participation in the international economy, attracting investment and promoting exports, contributing to the productive, competitive, inclusive and sustainable growth of Panama, through the implementation of a National Strategy, developed with the assistance of all sectors. By applying innovative practices and new technologies for the promotion of exports PROPANAMA contributes to the generation of decent employment and the improvement of the life quality of the Panamanians. In the Fish and Seafood sector, PROPANAMA provides promotion and export market development services, working closely with the network of Embassies and Consulates to identify possible international markets to promote Panamanian fish and seafood.



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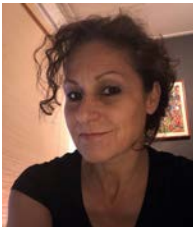


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The companies



Ecos Shrimp Group Costa Rica

ECOS SHRIMP GROUP COSTA RICA is a vertically integrated company dedicated to deliver the best organic shrimp in the world to their customers.

They implement innovative processes that allow them to offer an environmentally sustainable, socially responsible and high quality product satisfying the most discerning customers.

The hatchery, farms and processing plant are located on the Costa Rican Pacific coast, which allows them to bring job opportunities to coastal and rural communities where commercial development has been very limited. Their organic, food safety and CSR certifications guarantee business policies that have positive impacts on the environment, food safety and social progress, achieving a sustainable balance for current and future generations.

Products

- Pacific White Shrimp (L. Vannamei) – 1000 ton
- HOSO, HLSO, Peeled & Deveined, Tail-on/off
- Raw and Cooked
- IQF, Semi-IQF or Block frozen
- Bulk and Retail Packaging (Branded or Private label)

Certifications

- EU Organic (834/2007)
- IFS
- BSCI
- Essential Costa Rica

Costa Rica

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Exportadora Frumar S.A.



Exportadora Frumar S.A. began in 1987 as a small fish distributor seeking to bring their customers the highest quality of products from the sea. From the onset, their catch has been made solely through artisanal methods, using Costar Rican fleets fishing exclusively in national waters. The processes of this company fully comply with the highest hygiene and quality standards. Exportadora Frumar S.A. has been assessed with and complies to the requirements of Food Safety System Certification 22000. Frumar's products have been enjoyed around the globe, and today, after 30 years in the market, clients continue savoring their products with the same satisfaction that has characterized them from the start.

Products

- Mahi Mahi - 80 ton
- Tuna - 220 ton
- Swordfish - 200 ton
- Snapper - 80 ton
- Grouper - 60 ton
- Kingklip - 40 ton

Certifications

- FSC 22000

Costa Rica

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Industrias Martec S.A.



Founded in 1982, Martec is one of the largest Seafood companies in Central America and supplies top quality fresh and frozen fish out of Costa Rica and Panamá. Martec also produces Rose Snapper in Costa Rican waters in off shore cages. The Company is committed towards the sustainability of the ocean and only sources its main pelagic species that are under a FIP (Fishery Improvement Project). Martec also has 4 stars BAP certification and its processing plant is BRC certified.

Products

- In total around 3,300 ton
- Grouper
- Swordfish
- Tuna
- Farmed Rose Snapper from Martec's marine concession in Costa Rica

Certifications

- BAP (Best Aquaculture Practices)
- BRC

Costa Rica

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Bubba S.A.



The town of Paredón, Guatemala, used to depend solely on artisanal fishing, until 2008, when BORIV Group created BUBBA and invested in a 13 hectare, semi intensive shrimp farm. In 2019 the company shifted to a hyper-intensive system of production, starting the CSR and ASC certification processes with the aim of growing their international markets for their HOSO and HLSO products (A4, A5).

Guatemala

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Products

- Fresh and frozen Pacific white shrimps (L. Vannamei) - 375 ton

Certifications

- GLOBALG.A.P. in process



Corporación Acuicola de Centroamerica, S.A. (CACESA)



CACESA is a Honduran company that was created in 2012. In 2013, CACESA acquired the production operations of CULCAMAR, INMAR, and BOMAR. In 2015, CACESA acquired stakes in the San Carlos Packing Plant, consolidating the production and packing process for the group. The shareholders of CACESA have over 25 years of experience in the production of Vannamei shrimp. CACESA is currently investing in technology and innovating processes to position the group as one of the leading companies in the shrimp sector in Honduras, ensuring excellence and quality throughout the whole process, from production to export.



Products

- Pacific white shrimps (L. Vannamei) - 2.645 ton

Certifications

- ASC
- BRC in process

Honduras

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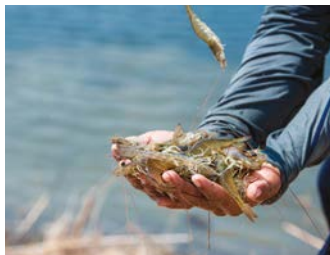
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Camarones del Sur S.A. de C.V. (Camarsur)



The story of Camarsur begins in Choluteca in 1987, with the initiative of Mr. Fidencio Bonilla and his wife Mrs. Yolanda Robles. At the time, they were pioneers of the industry of shrimp farming (*Litopenaeus Vannamei*) in The Gulf of Fonseca, Honduras. Over the years with constant hard work, Camarsur has reached financial stability and grown from a small shrimp farm to a family company with 820 hectares, 44 salt water ponds and provides more than 180 jobs. Camarsur does shrimp farming with excellence, reaching high standards, integrity and always committed with their natural resources, their communities and their customers.

Honduras

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Products

- Pacific white shrimps (*L. Vannamei*) - 1500 ton:
 - Head-On / Shell -On / Headless Shell-On /
 - PUD / Butterfly / Butterround /
 - BTF Tail-on/off / P&D Tail-on/off /
 - P&D / Cooked shrimp

Certifications

- ASC in progress



Central American Fisheries, S.A.



Central American Fisheries (CAF) is a Nicaraguan Corporation with over 25 years of experience in the seafood industry. Through their work in the Caribbean coast of Nicaragua, they have developed a hand in hand relationship with artisanal fisherman and industrial fleets. This guarantees a steady supply of Caribbean Spiny Lobster (*Panulirus argus*), Conch (*Strombus Gigas*) and a variety of fish species. In the Pacific coast, CAF works with independent fishermen providing a selection of fish species to be processed (fresh and frozen) daily in their Managua facilities, close to Managua International Airport.

Products

- Caribbean spiny lobster (live, whole raw, whole pre cooked, tails) - 700 ton
- Conch - 120 ton
- Total fish (Corvina, Mahi Mahi, Snook, Lane Snapper, Silk Snapper, Yellow tail Snappers) - 1750 ton

Certifications

- BRC and HACCP Corn Island facility
- HACCP Managua Facility

Nicaragua

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Bajamar Seafood, S.A.



Bajamar Seafood is a Panamanian company with vast experience in the seafood exports market. They began operations in 2006 as a family business and with the help of an excellent team of collaborators and suppliers Bajamar has maintained a constant growth through the years, positioning themselves as one of the leading companies in the field. They seek daily excellence in the quality of their products by carrying out HACCP, GMP quality controls and implementing quality and safety management programs based on BRC and CSR, in order to provide their select clients with an excellent quality product, while maintaining the sustainability of marine resources.



They also have the capacity to export frozen fish. Most of their products come from the Pacific Ocean (FAO Zone 77). Last year Bajamar started to sell Jumbo Shrimps vannamei) and Pacific Lobster Tails. They can process 12 ton of fresh fish daily at their facility, and their cold rooms can store 160 tons at 20 C. Their Blast Freezer can reach 30 C and is designed for the IQF process.



Products

- Snapper (Lutjanus Spp) - 250 ton
- Yellow Fin Tuna (Thunnus Albacares) - 80 ton
- Bonito Tuna (Sarda Orientalis) - 100 ton
- Mahi Mahi (Coryphaena Hippirus) - 200 ton
- Grouper (Mycteroperca Spp and Epinephelus Spp) - 60 ton
- Croakers, Mackerel, Corvinas, Snook, Kingklip, Parrot Fish, etc. - 60 ton

Certifications

- BRC in process

Panama

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Salva-Mar S.A.



Salva-Mar S.A. is a seafood processing company that exports and distributes high quality sea products. The company has over 25 years of experience in the international market. Salva-Mar stands out for the quality, consistency and security that they offer their clients throughout the year. The products and packaging options include: fresh whole fish, frozen fillets and steaks, and frozen whole fish. To get to know the variety of fish and products for export please visit this online catalogue: <http://en.salva-mar.com/fish-products/>

Salva-Mar's main offices and processing plant are located in the Port of Boca Parita, Herrera, Panama. The company works with partners that are certified in Good Manufacturing Practices (GMP); Standardized Operational Sanitation Procedures (SSOP). The processing plant of Salva-Mar has a Hazard Analysis and Critical Control Point (HACCP) plan approved by the FDA. Their products mostly come from artisanal fisheries from all over the Pacific Coast of Panama (FAO Zone 77). The company distinguishes itself by its corporate message of responsible sea products consume through respecting the closures, and educating our customers about the variety of products that can be consumed with out over exploiting the species in danger or over exploitation.

Products

Whole fresh fish (800 ton), frozen fish (250 ton), fish steak (200 ton), fish fillets (100 ton):

- Snapper (Lutjanus Spp) - 250 ton
- Yellow Fin Tuna (Thunnus Albacares) - 120 ton
- Bonito Tuna (Sarda Orientalis) - 100 ton
- Mahi Mahi (Coryphaena Hippurus) - 400 ton
- Grouper (Mycteroperca Spp and Epinephelus Spp) - 180 ton
- Croakers, Mackerel, Corvinas, Snook, Kingklip, Parrot Fish, etc. - 300 ton

Certifications

- HACCP

Panama

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Ministry of Foreign Affairs

Working together for sustainable development

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