



EUROPEAN UNION



Ministry of Foreign Affairs

# Connecting Central America: Fresh Fruit and Vegetables companies

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



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# Product Finder

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# Why source fresh fruit and vegetables from Central America?

What makes Central America and its fruit and vegetables sector so interesting for European importers? In addition to the strong regional development, suppliers from Central America have been entering European markets with qualified and certified products, offering a very reliable supply compared to other origins. In addition to guaranteed supplies, Central American exporters are loyal to their customers and interested in building durable, long-term relationships with their clients.

- **Reliability** is one of Central American suppliers' unique selling points. Buyers can rely on producers to establish supply programmes. The Central American producers are professional exporters, and they are used to working with European buyers.
- Growers in Central America have a strong focus on **quality** because they have to ship their produce over long distances. Plus, they handle all the packaging and transport to optimise product shelf life.
- When it comes to **varietal development**, growers in Central America take the European market into account when planning their future production and varieties to be grown.
- Many businesses throughout Central America already have **corporate social responsibility (CSR)** practices in place. CBI is helping them to promote these efforts and get the message across to customers.
- Exporters are willing to **invest in certifications** beyond the basics, like GLOBALG.A.P., which is now required across all of Europe.

## Meet reliable suppliers from Central America!

Connecting Central America presents 6 companies from Costa Rica, Guatemala, Honduras, Nicaragua and Panama that are ready to enter the European Market. The companies offer an interesting range of fruits and vegetables.

**Request a meeting with one of the companies now**



# Tropifoods

Tropifoods is a family owned business that has been exporting quality products for 30 years to United States, Canada and Europe. The company is oriented to produce and promote agricultural production, focused on a high quality, destined to satisfy the requirements of the ethnic markets.



Quality and food safety of the products as well as punctuality in deliveries, are benefits that their customers receive and that allows customers to achieve competitive advantages when they buy Tropifoods' products. The company takes special care of each of the different stages of the business chain, from the process of sowing, harvesting, washing, packing, loading, internal transportation and international transport.



Tropifoods is one of the first companies with the certification Essential Costa Rica that shows their commitment with their country and the world to develop the best products (100% from Costa Rica) with social and environmental commitment. The company works with more than 400 producers that ensure a quality product and year-round availability in the production period (in seasonal products). Tropifoods also works with scheduled production according to their customer's needs.



## Costa Rica

### ADDRESS

Escazú, San José, Costa Rica  
+506 4001 8745  
[contact@tropifoods.com](mailto:contact@tropifoods.com)  
<https://www.tropifoods.com/>

### CONTACT

Joshua Guerrero  
Operations and Financial Manager  
[jguerrero@tropifoods.com](mailto:jguerrero@tropifoods.com)  
+506 7013 3700

### CBI contact

Arno van der Maden  
[arno@nsdeltropico.com](mailto:arno@nsdeltropico.com)  
+506 8847 4746

### Products and quantity per year:

- Cassava
- Sweet potato

### Certifications

- GLOBALG.A.P.
- GRASP
- Essential Costa Rica





# Agroindustrias del Trópico

Agrotropic (Agroindustrias del Tropic) is a family owned company established in 2000.

Agrotropic grows, packs and exports fresh mangoes to the United States of America (California, New York and Florida), Canada, Chile and Europe (the Netherlands, UK and Spain). Agrotropic has operations in Guatemala and Nicaragua, with an excellent window of production. In Guatemala plantations and packing facilities are located 200 kilometers to the Southwest of Guatemala City on the Pacific Coast of the country, in Retalhuleu. In Nicaragua they are located in the province of Leon, 45 minutes from Managua, where the plantations and packing plants are located. Agrotropic grows mangoes of the varieties Tommy Atkins, Ataulfo, Kent and Keitt (both green Keitt and conventional Keitt). This provides excellent quality control along the crop cycle.

Agrotropic provides more than 7,000 tons of fresh mango during the harvest season from February to May. With more than one hundred thousand mango trees under production, the company is the biggest grower and exporter in Central America, with the capacity to produce more than 2.5 million boxes of fresh mango per season.

Following the growing plans of the company, a new processing plant was built in 2016 to produce IQF mango chunks, mango puree and various frozen fruits such as bananas and plantains.

### Products and quantity per year:

- Fresh mango (7.000 tons)
- IQF mango (1.000 tons)

### Certifications

- GLOBALG.A.P.
- Primus GFS
- Kosher



## Guatemala

### ADDRESS

23 calle 14-75 zona 4 de Mixco  
 Condado El Naranjo, Bodega 4, Fiori 2  
 01057 Guatemala, Guatemala  
 + 502 24381802  
[acabrera@dftmangos.com](mailto:acabrera@dftmangos.com)  
[www.dftmangos.com](http://www.dftmangos.com)

### CONTACT

Luis Carlos Martínez  
 Representative  
 + 502 55738924  
[LC@dftmangos.com](mailto:LC@dftmangos.com)

### CBI contact

Arno van der Maden  
[arno@nsdeltropico.com](mailto:arno@nsdeltropico.com)  
 +506 8847 4746



AMADEO EXPORT, S.A.



## Amadeo Export

Amadeo Export is a company that has more than 40 years of experience growing and exporting fresh mangoes. They have their own mango plantations which are located in a privileged arid zone in Guatemala ensuring the best quality and color of the fruit. Additionally, they work with more than 100 growers and the fruit is packed in their own mango packing house.

Amadeo Export grows different mango varieties, including Tommy Atkins and Kent and Keitt. Their plantations have GLOBALG.A.P. certification and the packing plant is certified with PrimusGFS and SMETA-ETI assuring a sustainable and socially responsible production.

Amadeo Export is providing the best quality fruit, with a long shelf life. The consistency in quality for years of the good arrival of the fruit makes their clients recognize them as professionals with optimum fruit quality in the export of fresh mango.

Their mission is to supply a superior quality in the market and therefore have long-lasting commercial relationships in different markets like USA, Europe, Great Britain and Canada.

### Products and quantity per year:

- Mango (8.000 tons)

### Certifications

- GLOBALG.A.P.
- SMETA-ETI
- Primus GFS

## Guatemala

### ADDRESS

Km 139.5 carretera , Estanzuela  
Zacapa, Guatemala  
+502 79335387  
[katy@altobasogroup.net](mailto:katy@altobasogroup.net)  
<https://www.amadeoexport.com/>

### CONTACT

Katy Stefani  
Manager  
+502 30030065  
[Katy@altobasogroup.net](mailto:Katy@altobasogroup.net)

### CBI contact

Arno van der Maden  
[arno@nsdeltropico.com](mailto:arno@nsdeltropico.com)  
+506 8847 4746



## Agrícola Antar

**Agrícola Antar is a Honduran family owned agro-export company dedicated to grow okra, specializing in Clemson (American) and Indian varieties.**

The company assures you the highest quality in the market, through the implementation of rigorous international certifications standards for production and traceability.

Agrícola Antar's goal is to set a high quality benchmark for the industry in order to continue satisfying their customers needs and the expansion of new markets.

The company is presently exporting to the USA and Canada and just started in 2019 their exports to Europe.



### Honduras

#### ADDRESS

Calle Vicente Willians, Barrio la Esperanza,  
51101 Choluteca Honduras  
+504 27803690  
[www.antar.hn](http://www.antar.hn)

#### CONTACT

Heberto Reyes  
[hreyes@antar.hn](mailto:hreyes@antar.hn)  
+1 647 2725190

#### CBI contact

Piet Schotel  
[piet@fruitconsultancy.nl](mailto:piet@fruitconsultancy.nl)  
+31 6 53381897

#### Products and quantity per year:

- Clemson Okra (American)
- Indian Okra
- 2.200 tons

#### Certifications

- GLOBALG.A.P.
- GMP



# Panafruit

**Panafruit is a Panamanian company formed in 2001 producing fresh papaya for export, committed to its clients and to compliance of national and international legislation.**

Panafruit is committed to optimizing operations and processes so that they are compatible with the corresponding standards of legality, safety and quality.

Panafruit is committed to producing products of the best quality, taste and food safety in the market, providing its workers with a safe, healthy work environment, and implementing the necessary actions to respect the environment.



## Panama

### ADDRESS

San Juan del Tejar,  
San Pablo Viejo,  
Chiriqui, Panama  
<http://panafruit.com.pa/>

### CONTACT

Ms. Maryan Safi  
[maryan.safi@panafruit.com.pa](mailto:maryan.safi@panafruit.com.pa)  
+507 6293-8697

### CBI contact

Arno van der Maden  
[arno@nsdeltropico.com](mailto:arno@nsdeltropico.com)  
+506 8847 4746

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### Products and quantity per year:

- Tainung Papaya (1.000 tons)

### Certifications

- GLOBALG.A.P. in process
- GRASP in process



## Burke Agro

**Burke Agro is an independent branch of Sol Organica S.A. based in Masaya, Nicaragua, dedicated to the sustainable production and export of fresh organic exotic fruits. Sol Organica S.A. processes an wide assortment of exotic fruit purees.**

The main product for Burke Agro is red flesh red pitahaya (dragon fruit). This real exotic product is available in bigger quantities. All products are organic certified and will be GLOBALG.A.P. certified as well. Burke Agro actively monitors and focuses on soil, water and air quality; pollination and seed dispersal, biodiversity and carbon sequestration.

Sol Organica and Burke Agro are providing the commercial outlet for many smallholder farmers, helping them with organic inputs and technical assistance. The results of these actions are increased income and improved livelihoods for smallholder farming families.



### Nicaragua

#### ADDRESS

Km. 26 Carretera Ticuantepe - La Concha  
Masaya, Nicaragua  
+505 25353697  
[info@burkeagro.com](mailto:info@burkeagro.com)  
[www.burkeagro.com](http://www.burkeagro.com)

#### CONTACT

Rider Tenorio  
[rtenorio@solorganica.com](mailto:rtenorio@solorganica.com)  
+505 8783 0766

#### CBI contact

Piet Schotel  
[piet@fruitconsultancy.nl](mailto:piet@fruitconsultancy.nl)  
+31 6 53381897

#### Products and quantity per year:

- Pitahaya (dragon fruit) (organic)
- Mango (organic)
- Coconut (organic)
- Bananas (organic)
- Fruit juices (passion fruit, pineapple (organic) (13 tons))
- Fruit purees (pitahaya (870 tons), mango)
- Dried pitahaya

#### Certifications

- Organic EU
- GLOBALG.A.P. in process
- USDA Organic
- Kosher
- Verified Vegan
- Non-GMO Ingredient
- FSSC 22000
- B Corporation

# Connecting Central America

The Centre for the Promotion of Imports from developing countries (CBI) connects you with reliable, high-quality suppliers equipped to do business with European partners. With the Connecting Central America initiative, CBI helps SMEs and cooperatives be more competitive in the European market. The initiative is co-financed by the European Union and coordinated by the Secretariat for Central American Economic Integration (SIECA).

## 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: [www.cbi.eu/projects/connecting-central-america](http://www.cbi.eu/projects/connecting-central-america) and [www.facebook.com/connectingcentralamerica](https://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](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](http://www.sieca.int)

# Contact information



**Piet Schotel**

CBI Sector expert

Tel: +31 6 53381897

[piet@fruitconsultancy.nl](mailto:piet@fruitconsultancy.nl)



**Nicky Buizer**

Programme Manager CBI

Tel: +31 629196954

[nbuizer@cbi.eu](mailto:nbuizer@cbi.eu)



**Arno van der Maden**

CBI Sector expert

Tel: +506 8847 4746

[arno@nsdeltropico.com](mailto:arno@nsdeltropico.com)



**Christina Koutsomailis**

CBI Project Officer

Tel: +31 611888991

[CKoutsomailis1@cbi.eu](mailto:CKoutsomailis1@cbi.eu)



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## Working together for sustainable development

Within the framework of the Central American Regional Economic Integration (INTEC) project, which is financed primarily by the European Union and coordinated by SIECA. In this context CBI executes the initiative “Connecting Central America” to support 60 Small and Medium sized Enterprises (SMEs) and cooperatives from Central America.

CBI (Centre for the Promotion of Imports from developing countries)

### Postal address

P.O. Box 93144  
2509 AC The Hague  
The Netherlands

### Visiting address

Prinses Beatrixlaan 2  
2595 AL The Hague  
The Netherlands  
+31 0886024300  
[contact-us@cbi.eu](mailto:contact-us@cbi.eu)  
[www.cbi.eu](http://www.cbi.eu)

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