

SIPPO presents



January 29 - February 1, 2007

Brazil nuts from Bolivia

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NUT SECTOR IN BOLIVIAN AMAZONS, AN EXAMPLE OF SUSTAINABLE EXPORT DEVELOPMENT IN DISTANCE AND POOR REGIONS.

The Bolivian Amazon at the northeast of the country holds more than 10 million hectares of precious rain forest, which still remain as it was 100 years ago. Population is roughly 50,000 people in two main cities, Riberalta and Cobija.

During World War I Wild rubber production was the main economic activity which boomed for quite a number of years. Production was a combination of permanent native labor force disseminated in huge rain forest areas with entrepreneurs exporting it with no further processing. Nor mechanic work was applied to forest neither industrial lumber was in place. Forest sustainability was set as a natural condition.

When cultivated rubber from Malaysia and latter on synthetic rubber hit the market lowering rubber prices, the region's economy began to collapsed, rubber production decline to almost zero and poverty reached among the highest in the country. A vast amount of tropical rain forest was abandoned by native workers searching for new means of life. However, the regional entrepreneurs, with an undefeated spirit, found a new economic activity, also friendly to environment: Brazil nut or Amazonian nut production. They began exports during the 70's.

The Amazonian nut is one of the biggest in the family, also it has one of highest non saturated oil content and it is the richest nut in selenium, which prevents colon cancer. At present Bolivia is the main exporter of Brazil nut in the world with trade above U\$ 70 millions. It is the base of the economy of the region, giving employment to more than 10,000 workers and their families. The sector will be present at PROSWEETS represented by five fine companies, all of them with long exporting tradition. The entrepreneurs are interested in developing new relationships with commercial partners for a recently developed product: nut paste for the confectionary industry. All the Bolivian companies have GMP and/ or are implementing HACCP. A complete Center for Quality Control that includes expanded facilities for the laboratory, class rooms and offices is being concluding by the exporters' business association in the region, which will keep guaranty food safety. Below the list of Bolivian companies participating at the fair.

AMAZONAS/ MANUTATA: sales above 10 million dollars.

- BENEFICADORA CLAIRE: sales above 2 million dollars.
- BENEFICADORA LOURDES: sales above 1.5 million dollars
- BOLITAL: sales above 1.5 million dollars

BOLIVIA

Company: **Almendras BOLITAL S.R.L**
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Contact: Sandro Giordano Garcia
Personnel: 68
Products: Brazil Nuts
Customers: Traders, packagers, confectionaries
Exports: UK, Germany, France, Holland, EU



Company: **Beneficiadora de Almendra Harold Claire Lens**
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Contact: Harold Claire Lens
Personnel: 180
Products: Organic Brazil Nuts
Customers: Traders, packagers, confectionaries
Exports: USA, Holland, Germany, Canada



Company: **Empresa Manutata S.A.**
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Contact: Marcelo Paz Quiroga
Personnel: 200
Products: Brazil Nuts
Customers: Traders, packagers, confectionaries
Exports: Germany, France, UK, Holland, USA, Israel, Italy, Russia, Lybia, Egypt, Brazil, Spain, United Arab Emirates



Company: **Beneficiadora de Almendra Lourdes**
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Personnel: 225
Products: Brazil Nuts (Fair Trade - FLO)
Customers: Traders, packagers, confectionaries
Exports: Germany, France, UK, USA, Canada

