SIPPO presents



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Brazil nuts from Bolivia

Hall 10.1 - B 010/C 011



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



Company: Almendras BOLITAL S.R.L

Address: Avenida Ejército nacional N 551

Phone: +591 3 852 3173

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E-Mail: bolital_sgg@hotmail.com

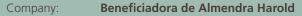
Contact: Sandro Giordano Garcia

Personnel: 68

Products: Brazil Nuts

Customers: Traders, packagers, confectionaries Exports: UK, Germany, France, Holland, EU





Claure Lens

Address: Avenida Fuerza Naval, ewq. Puerto Pila

Phone: +591 3 852 3481 Fax: +591 3 852 2249

E-Mail: beneficiadoraclaure@hotmail.com

Contact: Harold Claure Lens

Personnel: 180

Products: Organic Brazil Nuts

Customers: Traders, packagers, confectionaries Exports: USA, Holland, Germany, Canada



Company: Empresa Manutata S.A.

Address: Avenida Héroes Del Chaco N 488

Phone: +591 3 852 3509
Fax: +591 3 857 2031
F-Mail: amazonas@manut.

E-Mail: amazonas@manutata.com 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

Address: Calle la Lecheria N 575

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Contact: Emilio Favaro

Personnel: 225

Products: Brazil Nuts (Fair Trade - FLO)

Customers: Traders, packagers, confectionaries Exports: Germany, France, UK, USA, Canada



