



Reino de los Países Bajos

# AGRO

## TRADE GUIDE

*Sector information and business contacts*

Holland | Aruba | Curaçao | Saint Maarten



HORTICULTURE



FOOD AND MACHINES



BIOTECHNOLOGY



TRANSPORT AND LOGISTICS



MATCHMAKING: B2B DATABASES, CHAMBERS OF COMMERCE, FAIRS...

# AGRO

## TRADE GUIDE

*Sector information and business contacts*

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Holland | Aruba | Curaçao | Saint Maarten

# Preface

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The Kingdom of the Netherlands is composed of territory in Europe as well as in the Caribbean. These four countries of the Kingdom are: the Netherlands (also known as Holland), Aruba, Curaçao and Saint Maarten.

In the Netherlands, the sector of agriculture is one of the main drivers of the economy. Holland is on top as the world leader in agriculture and food in all its aspects. It is one of the three largest exporters of agricultural products in the world, including high tech agricultural machinery and quality seeds. Holland is also the principal logistical center in Europe for the distribution of imported fruits and vegetables, coming from all over the world, including Latin America and the Dominican Republic.

Many international companies use Holland as gateway to Europe for their Pan-European activities, benefitting from its hypermodern infrastructure. More than 50% of all sea-cargo in Europe is handled by The Netherlands. The Dutch food and machines sector is innovative and is a market leader in chicken meat and potato's processing machines.

Holland is also known for its flowers and bulbs. More than 80% of the bulb trade in the world is realized in the Netherlands and the largest flower and plants auction is located in Holland. To maintain its leadership position; innovations, quality control and continuous upgrading of expertise and services are keys for the companies of the Netherlands in the Agro sector.

In the past five years, the World has experienced strong hikes in food prices, in particular basics as grains. This was caused by a combination of factors: draughts in Australia, fires in Russia, production of biofuel, etc. While higher food prices hit food-importing countries hardest, food exporting countries tend to close their borders when the prices go up; this may drive the prices further up and sharpen quality control measures.

The United Nation and in particular the FAO have called for a greater joint effort of the global community to improve production, quality and distribution of food in the world in order to stabilize prices. The Netherlands is focussing on contributing to this global effort. The Netherlands can provide more and healthier food and better food security for the world.

Agroalimentaria 2011 in Santo Domingo can be approached in this context as a joint effort by different players contributing to improved agro production and commercial distribution/ trade, as the Dominican Republic does have at this time a very high “agroalimentaria” potential in the Caribbean.

This brochure, the Agro Trade Guide prepared by the Royal Netherlands Embassy in Santo Domingo, is a Guide for exporters interested in trading with Holland, Aruba, Curaçao and Saint Maarten in agro business. It comes together with the Agro Export Toolkit, a CD with detailed market information for agro exporters.

The brochure starts with brief introductions of the strength of the Kingdom of the Netherlands in Horticulture, Food and machinery, Biotechnology and Transport & Logistics, websites for further information and contacts of trade organisations. In the second part Trade Request from Holland, Aruba, Curaçao and Saint Maarten are listed with a short description of the companies.

I am sure that the information shared with you in this brochure will be useful and that it will contribute to doing business with Holland, Aruba, Curaçao or Saint Maarten.

The Kingdom of the Netherlands is looking forward to doing business with you!!

Rita Dulci Rahman

A handwritten signature in black ink, appearing to read 'Rita', with a long, sweeping underline that extends to the right.

Ambassador Extraordinary and Plenipotentiary

# HORTICULTURE

The Netherlands is one of the largest players in the world horticulture market and is the principal logistical center for the distribution of imported fruit and vegetables to the rest of Europe. The country's mild climate, 500 million customers in its backyard and increasingly high-quality production methods have created an exceptionally strong clusters.

The Dutch horticulture sector is concentrated within several core regions called Greenports, which are areas where the entire horticulture chain (nurseries, auction houses, trading companies and suppliers) is concentrated. Often, propagation and breeding companies and knowledge institutes are situated nearby as well. With all important parties situated so close together, there is intensive interchange of knowledge and cooperation.

## Vegetable branche and greenhouse growers

The Dutch vegetable branch is strongly focused on export, especially to EU markets. Including re-export, the Netherlands has been the largest exporter of vegetables in the world for three years running. It is the world's top producer of onions, with a million tons being exported to more than 60 countries the world over. And the export of tomatoes (965 million kilos in 2009) is only surpassed by Mexico (1140 million kilos). Many Dutch glass house growers and sales businesses have joined forces in growers associations and/or marketing organizations. This cooperation enables the efficient packing, handling and marketing of a variety of vegetables. By chain management and chain reduction the product can be delivered according to the customers demands.

## Flower bulbs and trees/shrubs sub-sector

The bulb sector in the Netherlands has a leading position in the world market. Approximately 60 percent of the production and more than 80 per cent of the world trade is realized in The Netherlands. Above that most of the production of flower bulbs abroad is in Dutch hands.

## Greenhouse builders and suppliers sub-sector

The subsector greenhouse builders and suppliers is the most innovative subsector within the Dutch horticulture sector. The high tech greenhouses and installations hold a leading position in the world. The sector is continuously searching for new technologies. Knowledge centers such as WUR glass horticulture play an important role therein.

There is approximately 10.000 ha of greenhouses in The Netherlands: 5.500 ha for flowers and 4.500 ha for vegetables. Builders and suppliers of greenhouses are focusing more and more on horticulture abroad. Although a competitive subsector, they understand the need for cooperation in upcoming markets and larger (turn-key) horticultural projects.

## Plant breeding and propagation sub-sector

This subsector includes the development of breeding material, propagation material, cultivation, and trade of seeds and young plants. Plant breeding and plant propagation stand right at the beginning of the agro production chain. Plant breeding is the improvement and adaptation of culture plants to the desired properties such as quality, taste, yield, disease resistance, climate conditions and lifespan. Parent plants are carefully selected and crossed so that a new variety is created. To speed up the breeding program (traditionally it takes 7-15 years) modern techniques such as bio technological markers are used. To make the newly bred variety available for growers it needs to be propagated. Because of climatological circumstances and high labor costs, this seed and sprig production increasingly takes place in Africa and Latin America. The quality of the breeding material has to comply to a high set of demands. The Dutch general inspection service (NAK), Naktuinbouw and the bulb inspection service (BKD) carry out inspections and issue certificates.

The sector is globally active. The umbrella organization Plantum focuses on a number of countries to improve the market entry possibilities in important developing markets.

## Cut flowers and plants sub-sector

The Netherlands is the international commercial centre for flowers and plants. Flora Holland is the largest auction in the world, with an annual turnover of 4 billion euros. Trade outlets can be divided into the specialized markets (flower shops, garden centers and ambulant trade) and

the unspecialized markets (supermarkets, building markets). The top 3 exported flowers are the rose, the chrysanthemum and the tulip. The top 3 pot plants are the phalaenopsis, the anthurium and the kalanchoë.

## WEBSITES

**Horticultural marketing board.** Cooperative of employers and employees in the horticulture industry: [www.tuinbouw.nl](http://www.tuinbouw.nl)

**Trade Organisation for Contractors and Fitters in Glasshouse Horticulture (AVAG).** Trade organisation for the Dutch greenhouse construction and greenhouse fitting industry: [www.avag.nl](http://www.avag.nl)

**Fruit Trade Association Netherlands (FrugiVenta).** Fruit and vegetable trading platform: [www.frugiventa.nl](http://www.frugiventa.nl)

**The Royal Trade Association for Nursery Stock and Flower Bulbs (Anthos).** Trade association for tree nursery and flower bulb products: [www.anthos.org](http://www.anthos.org)

**The Royal General Bulb growing Association (KAVB).** Growers association for bulb products: [www.kavb.nl](http://www.kavb.nl)

**FederatieAgrotechniek.** Trade organisation of manufacturers, importers and dealers in agro technology: [www.agrotechniek.nl](http://www.agrotechniek.nl)

**Dutch association for breeding, tissue culture, production and trade of seeds and young plants (Plantum NL).** Industry association for breeding, tissue culture, production and trade of seeds and young plants: [www.plantum.nl](http://www.plantum.nl)

**The Association of Wholesale Trade in Horticultural Products (VGB):** [www.vgb.nl](http://www.vgb.nl)

**The Dutch Flower Auctions Association (VBN).** Association of flower auctions: [www.vbn.nl](http://www.vbn.nl)

**Dutch Produce Association (DPA).** Association for trade companies in fruit and vegetables: [www.dpa.eu](http://www.dpa.eu)

**Greenport Holland International (GHI):** [www.greenporthollandinternational.com](http://www.greenporthollandinternational.com)

## FOOD AND MACHINES

The food and stimulant sector includes both the food and stimulant industry and the retail trade in foods and stimulants. Although the food and stimulant industry focuses on consumer goods, it also produces semi-finished products for other industrial sectors, including sugar, cocoa, flour and starch. It also supplies animal feed to the farming sector. Some products are supplied to the chemical, pharmaceutical and paper industries. The manufacture of machines for the food and stimulant industry is also included in this sector. Dutch manufacturers of machines for the production of foods and stimulants control 80 per cent of the global market for chicken meat-processing machines and 50 per cent of the global market for potato-processing machines.

The food and stimulant industry forms part of a strong chain, which is well-coordinated with suppliers (farming sector) and buyers (wholesale and retail). This coordination safeguards food quality and food safety. In response to consumer demand for food safety, effective supply chain management has become a 'unique selling point' for many foods. The Netherlands has an excellent International reputation in the field of food safety and certification. The Dutch food and stimulant industry are innovative and show that the Netherlands is ahead of other countries in this respect.

### WEBSITES

**[www.foodvalley.nl](http://www.foodvalley.nl)**: information on the 'Food Valley' initiative

**[www.fnli.nl](http://www.fnli.nl)**: featuring websites of Dutch food companies

**[www.gmv-fme.nl](http://www.gmv-fme.nl)**: featuring profiles of Dutch companies manufacturing machines for the production of foods and stimulants

**[www.cbl.nl](http://www.cbl.nl)**: Dutch Food Retail Agency, featuring websites of Dutch wholesalers and retailers

**[www.ecr.nl](http://www.ecr.nl)**: Efficient Consumer Response (ECR)

**[www.innovatieplatform.nl](http://www.innovatieplatform.nl)**: Innovation Platform

**[www.lei.wur.nl](http://www.lei.wur.nl)**: Economic Agricultural Institute (LEI)

**[www.aim.nl](http://www.aim.nl)**: Netherlands Association for Automatic Identification and Mobility (AIM)/RFID

**[www.skal.nl](http://www.skal.nl)**: Certification Organic Production

**[www.vmt.nl](http://www.vmt.nl)**: VMT online, source of specialist information for the Dutch and Belgian food industry

**[www.vwa.nl](http://www.vwa.nl)**: Food and Consumer Product Safety Authority

**[www.wur.nl](http://www.wur.nl)**: Wageningen University and Research Centre

**[www.mvo.nl](http://www.mvo.nl)**: Product Board for Margarine, Fats and Oils

**[www.pve.nl](http://www.pve.nl)**: Product Boards for Livestock, Meat and Eggs

**[www.pvis.nl](http://www.pvis.nl)**: Dutch Fish Product Board

**[www.produivel.nl](http://www.produivel.nl)**: Dutch Dairy Board



## BIOTECHNOLOGY

Since more than 100 years The Netherlands have a strong position in fermentation technology. Classical biotechnology comprises traditional plant and animal breeding techniques and the use of bacteria, yeasts and moulds to make bread, beer, wine and cheese. Modern biotechnology takes these techniques a step further by manipulating the information carrier that forms the basis for all characteristics of living organisms – DNA – in order to modify the properties of bacteria, plants and animals. With strong links between industry and academia, focused clusters, and strong chains linking research to product and business creation, the Dutch Biotechnology sector competes on a global scale.

Application of this knowledge to industrial processes has opened opportunities to replace chemical multi-step syntheses by their biotech counterparts, saving on energy, waste water and raw material. Increasingly fossil feedstocks can be replaced by renewable agro feedstocks, resulting in reduction of greenhouse gas emission.

The research of Dutch public private partnerships was recently assessed as excellent, which confirms the leading role The Netherlands play in the field of industrial biotechnology worldwide.

### WEBSITES

Holland Biotechnology: [www.hollandbiotechnology.nl](http://www.hollandbiotechnology.nl)

Biotech Companies:

[www.hollandbiotechnology.nl/companies/biotech.html](http://www.hollandbiotechnology.nl/companies/biotech.html)

## TRANSPORT AND LOGISTICS

Many international companies have set up their main European Distribution Centers in the Netherlands: 57 per cent of all American and Asian European Distribution Centers on the European continent are located in the Netherlands. Europe's largest seaport is the port of Rotterdam. This port together with the port of Amsterdam handles almost 50% of total sea-cargo in Europe. Dutch road haulers handle 27% of all international road transport in Western Europe. All maritime and airports are connected to an extensive network of roads, railways, inland waterways and pipelines, which makes the Netherlands the 'Gateway to Europe'. The Netherlands also makes extensive use of Information Technology to deliver optimised supply chain solutions in sectors where time is critical. In addition, the Netherlands is pioneering developments in environmentally sustainable logistics operations and silent logistics.

## WEBSITES

**[www.hidc.nl](http://www.hidc.nl)**: Holland Internationals Distribution Council

**[www.tln.nl](http://www.tln.nl)**: Association of Dutch transport and logistics companies

**[www.knv.nl](http://www.knv.nl)**: Royal Dutch Transport Association  
(Dutch language only)

**[www.hollandintermodal.com](http://www.hollandintermodal.com)**: Dutch Shortsea, Inland Shipping and Railcargo

**[www.portofrotterdam.com](http://www.portofrotterdam.com)**: Port of Rotterdam

**[www.portofamsterdam.com](http://www.portofamsterdam.com)**: Port of Amsterdam,

**[www.schipholgroup.com](http://www.schipholgroup.com)**: Amsterdam Airport Schiphol

**[www.hidc.nl](http://www.hidc.nl)**: Association of logistics firms

**[www.verkeerenwaterstaat/english](http://www.verkeerenwaterstaat/english)**: Dutch Transport Ministry

**[www.nea.nl](http://www.nea.nl)**: NEA expertise centre on traffic and transport, logistics and infrastructure

**[www.inlandshipping.com](http://www.inlandshipping.com)**: Inland shipping information centre

**[www.nfia.com/logistics](http://www.nfia.com/logistics)**: Netherlands Foreign Investment Agency

## MATCHMAKING

### Hortifiar

The Horti Fair is the international trade show for horticulture, organized annually in Amsterdam. From an international perspective it is the most complete of horticultural trade fairs. Its strong focus on producers and entrepreneurs make the Horti Fair the foremost platform for the introduction of new products and services, the exchange of knowledge, and concrete business transactions. The Horti Fair is divided into the segments Horti Tech and Horti Grow & Trade and in 2011 it will be organized from 1 - 4 November 2011.

**[www.hortifiar.com](http://www.hortifiar.com)**

For other fairs, visit:

**[www.hollandtrade.com](http://www.hollandtrade.com)**

**[www.biztradeshows.com/netherlands](http://www.biztradeshows.com/netherlands)**

## CBI, Center for the Promotion of Import from Developing Countries

The Center for the Promotion of Import from Developing Countries (CBI) is a knowledge broker, funded by the Netherlands Government, which mission is to contribute to sustainable economic development in developing countries through the expansion of exports from these countries. As an agency of the Ministry of Foreign Affairs of the Netherlands, CBI has opened the doors of European trade to thousands of exporters in developing countries, over the last 40 year. [www.cbi.eu](http://www.cbi.eu)

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## Company Directories

Finding suitable local partners with the required level of knowledge and insight into your particular segment or sector is one of the key challenges in international business. The Company Directories provide a searchable database, containing comprehensive descriptions and contact information, to help you track down Dutch firms with specific expertise in particular aspects of trade or business.

[www.hollandexports.com](http://www.hollandexports.com)  
[www.abcdirect.nl](http://www.abcdirect.nl)

[www.plantum.nl](http://www.plantum.nl)  
[www.hollandtrade.com](http://www.hollandtrade.com)

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## Trade Organisations in Holland

Netherlands Chambers of Commerce: [www.kvk.nl](http://www.kvk.nl)

Netherlands Council for Trade Promotion (NCH):

[www.handelsbevordering.nl](http://www.handelsbevordering.nl)

Trade Information Office (Buvoha): [www.buvoha.nl](http://www.buvoha.nl)

Association for Dutch Exporters (Fenedex): [www.export.nl](http://www.export.nl)

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## Trade Organisations in the Caribbean part of The Kingdom of Netherlands

### Aruba Chamber of Commerce

Web : [www.arubachamber.com](http://www.arubachamber.com)

Email: [businessinfo@arubachamber.com](mailto:businessinfo@arubachamber.com)

Tel: 011 297 588 3200

### Curaçao Chamber of Commerce and Industry

Web: [www.curacao-chamber.an](http://www.curacao-chamber.an)

Email : [management@curacao-chamber.an](mailto:management@curacao-chamber.an)

Tel : 011 599 461 5652

## **St Maarten Chamber of Commerce & Industry**

Web: [www.sxmcoci.org](http://www.sxmcoci.org)

Email: [manager@cocisxm.org](mailto:manager@cocisxm.org)

Tel: 011 599 542 3590

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## **Trade Contacts in Santo Domingo**

### **Embassy of the Kingdom of the Netherlands**

Max. Henriquez Ureña no. 50, Ens. Piantini, Santo Domingo

Tel: 809 262 0320 ext 242 - Fax: 809 565 4685

Email: [std-ea@minbuza.nl](mailto:std-ea@minbuza.nl) - Web: [www.holanda.org.do](http://www.holanda.org.do)

### **Camara Holandesa de Comercio de la Republica Dominicana**

Roberto Pastoriza no. 552-B, Ens. E. Morales, Santo Domingo

Tel: 809 542 6929

Email: [holanda@camaraholandadominicana.com](mailto:holanda@camaraholandadominicana.com)

Web: [www.camaraholandadominicana.com](http://www.camaraholandadominicana.com)

### **Centro de Exportación e Inversión de la R.D. (CEI-RD)**

Av. 27 de Febrero esq. Av. Luperón, Santo Domingo

Tel: 809 530 5505 - Web: [www.cei-rd.gov.do](http://www.cei-rd.gov.do)

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## **Dominican Embassy and Consulates in the Kingdom of the Netherlands**

### **Embajada de la RD ante el Reino de los Países Bajos**

Raamweg 21, La Haya, The Netherlands - Tel: 011-31-70-33107553

Email: [embajada@embajadadominicana.nl](mailto:embajada@embajadadominicana.nl)

Web: [www.embajadadominicana.nl](http://www.embajadadominicana.nl)

### **Consulado General de la RD en Amsterdam**

Tulpenburg 23, Amstelveen, The Netherlands - Tel: 011 31-20-647 1062

Email: [consudomamsterdam@gmail.com](mailto:consudomamsterdam@gmail.com)

Web: [www.consuladodominicanoholanda.nl](http://www.consuladodominicanoholanda.nl)

### **Consulado General de la RD en Aruba**

Julianastraat 4, local 1, Oranjestad, Aruba - Tel: 011 297 583 5330

Email: [consuladoaruba@hotmail.com](mailto:consuladoaruba@hotmail.com)

### **Consulado General de la RD en Curazao**

Wilson Godet 45, Willemstad, Curazao - Tel: 011 599 9465 9777

Email: [concurazao@hotmail.com](mailto:concurazao@hotmail.com)

### **Consulado General de la RD en San Martín**

Emmaplein, Fouress Building 4, suite F, Philipsburg, San Martín

Tel: 011 599 542 0338

Email: [consuladorepdomsm@hotmail.com](mailto:consuladorepdomsm@hotmail.com)



Reino de los Países Bajos

# Trade Requests from the Kingdom of the Netherlands

**Agroalimentaria 2011**

FORA INTERNACIONAL DE ALIMENTOS, TABACOS Y BEBIDAS



Company name: **Bercomex BV**  
Country: Holland  
Tel.: 0011 31 229 50 21 50  
Fax: 0011 31 229 50 21 99  
E-mail: info@bercomex.com  
Website [www.bercomex.com](http://www.bercomex.com)  
Contact Person: Sandra Meissen  
E-mail: sandrameissen@bercomex.com

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Bercomex has everything for cut flowers. We have the best solutions for harvesting, grading, processing and packaging flowers. From consumable goods like elastic up to fully automatic bunching machines which have started the new era for flower processing. And of course everything in between.

Besides our wide assortment, Bercomex offers you expert guidance. Therefore, we can adjust our products perfectly to your business premises and future vision. We form complex technologies into easy-to-use products, which reduce your costs and raise your profit right away. Bercomex, up front in cut flower processing.

#### **TRADE REQUEST**

We are interested in flower and bulb growers / producers who are thinking of improving and optimizing their production processes.

Company name: **Bosch Inveka**  
Country: Holland  
Tel.: 0011 31 174 62 07 01  
Fax: 0011 31 174 62 36 78  
E-mail: info@boschinveka.nl  
Website: [www.boschinveka.nl](http://www.boschinveka.nl)  
Contact Person: Ronaldt Thoen  
E-mail: info@boschinveka.nl

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Bosch Inveka is a greenhouse construction company which has developed a complete product range for the international greenhouse industry. Our company stood at the basis of greenhouse construction in the Netherlands and since then never stood still. The field of our activities is worldwide. We distinguish ourselves through technical innovations which have contributed to the success of Dutch greenhouse construction. Bosch Inveka also specializes in building turnkey projects.

We work in perfect synergy with our sister company Wilk van der Sande and have a highly educated and experienced staff, with specialists and technicians in every related field in the greenhouse industry.

### **TRADE REQUEST**

We are looking for contacts in the greenhouse construction sector

Company name: **Cyklop Netherlands,  
Division Cybutec**

Country: Holland

Tel.: 0011 31 384 67 58 00

Fax: 0011 31 384 67 58 39

E-mail: info@cyklop.nl

Website [www.cyklop.nl](http://www.cyklop.nl)

Contact Person: Peter de Boer

E-mail: p.boer@cyklop.com

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Cyklop International is a worldwide organisation dealing with Strapping and Wrapping Equipment. In The Netherlands under the Division "Cybutec" we do manufacture the Cyklop AXRO-FQC2® elastic binding machine. This machine can be used as a stand-alone machine or integrated in automatic lines. With this machine you can bundle your products with a elastic cord.

The Elastic cord comes in different varieties in strength, colour or application. For horticulture products or food. Beside this machine we also manufacture the Elastobinder ®. With this machine you can bundle your products with a rubber band. Also a lot of different applications.

For more information please look at our website [www.cyklop.nl](http://www.cyklop.nl) or [www.cybutec.eu](http://www.cybutec.eu)

#### **TRADE REQUEST**

Looking for distributors or agents for the Cybutec products.



Company name: **De Gier Drive Systems**  
Country: Holland  
Tel.: 0011 31 174 29 20 89  
Fax: 0011 31 174 29 20 89  
E-mail: sales@degier.nl  
Website [www.degier.nl](http://www.degier.nl)  
Contact Person: Rob Sandberg  
E-mail: Rob.Sandberg@degier.nl

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De Gier Drive Systems is a developer and producer of a wide range of drive systems for the horticultural and agricultural sector. In other words: we produce motor gearboxes and rack and pinion systems. In the horticultural sector these are used to drive screen and ventilation systems. In the intensive livestock (poultry) sector our products are used for the lifting of food and drink lines and for driving the ventilation system.

But above all, we are problem solvers. Where standard products aren't good enough we just develop new techniques. Always in co-operation with the customer, because together you can reach further.

Other advantages to working with De Gier Drive Systems are:

- Intensive and innovative product development
- Products with a high and consistent quality level
- Reliable products
- A reliable organisation
- Motivated and reliable personal
- A global network of dealers for sales, advise and service

### **TRADE REQUEST**

We are looking for dealers in the Dominican Republic in the Horticultural and the Agricultural branch who are well connected with the endusers, growers or farmers. The dealer must be able to act as our Stock & Service point, give technical advice and support to the installer and enduser.

Company name:

**Mangusa Supermarket Cas Cora  
Rio Canario Bv.**

Country:

Curaçao

Tel.:

011 59 7376271

Fax:

(5999) 7369441

E-mail:

francisco@mangusasupermarket.com

Website:

www.mangusasupermarket.com

Contact Person:

Jose Luis Genaro Gonzalves Do Estreito

E-mail:

jose@mangusasupermarket.com

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Es un supermercado ubicado en Curaçao

**TRADE REQUEST**

Buscamos suplidores para diferentes artículos.

Company name: **MPS**  
Country: Holland  
Tel.: 0011 31 174 61 57 15  
Fax: 0011 31 174 63 36 96  
E-mail: info@my-mps.com  
Website: [www.my-mps.com](http://www.my-mps.com)  
Contact Person: Sr. Arthij van der Veer  
E-mail: a.vd.veer@brasil.my-mps.com

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MPS es una organización internacional que desarrolla y gestiona los certificados con los que los empresarios horticultores pueden implementar la sostenibilidad en sus empresas. Los estándares medioambientales que MPS desarrolla son la pauta mundial del sector y gozan de la aceptación del canal de comercio internacional. La sostenibilidad significa el buen equilibrio entre People (el trabajo), Planet (el medio ambiente) y Profit (las ganancias) en la empresa. Con los certificados MPS los cultivadores, los comerciantes y el canal de distribución minorista pueden perfilarse como empresas socialmente responsables ante el mercado, la administración pública y la sociedad. Además del sector de la floricultura, MPS se centra también en otros sectores, como el de las verduras y de las fruta. MPS opera en más de 50 países. La oficina central tiene su sede en los Países Bajos. Para asesorar correcta y eficientemente a los cultivadores extranjeros, se han designado coordinadores extranjeros en varios continentes que son las personas de contacto para los cultivadores locales. Para más información póngase en contacto con Sr. Arthij van der Veer, a.vd.veer@brasil.my-mps.com (coordinador América Latina).

### **TRADE REQUEST**

Looking for business contacts

Company name: **NPI**  
Country: Holland  
Tel.: 0011 31 518 48 18 46  
Fax: 00 31 518 48 13 45  
E-mail: info@npibv.com  
Website [www.npibv.com](http://www.npibv.com)  
Contact Person: Tjerk van der Velde  
E-mail: vandervelde@npibv.com

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NPI (Nederlandse Plastic Industrie) is a producer and supplier of water storage systems, both metal water storage tanks and excavated basins. Besides this, NPI also produces and supplies a whole range of articles for the horticultural sector.

### **TRADE REQUEST**

Looking for distributors for our water storage and horticultural products.

Company name: **Neptune International Trading**  
Country: Aruba  
Tel.: 011 297 964 48 84  
E-mail: neptuaruba@hotmail.com  
Contact Person: Mrs. Patricia Blume  
E-mail: neptuaruba@hotmail.com

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Our overall vision is to establish a sea route (with our own boats), supported by our logistics, from production Centres in the Dominican Republic, to connect the Dominican Republic by way of the Island of Aruba, with the Caribbean Islands:

1. services marketing of the productions in the target markets
2. logistic service in imports and exports and
3. refrigerated and dry cargo transport

Our business object is to provide our customer an economic transportation tool (next to quality produce our flood flow), with defined frequency and characteristics which are appropriate both for the product and the target market, which will facilitate the logistic integration of products from different platforms smoothly.

Establishing itself as a mayor solution to facilitate long-term partnership with our strategic customers and herewith opining doors for the introduction of a variety of products (and service) to our markets. On the other side establishing ourselves in the Dominican Republic with our own facilities meeting high standards in exports enables us as a Dutch company to open doors direct commercing with Dutch importers from Holland and other countries of the European Union.

### **TRADE REQUEST**

Looking for business contacts

Company name: **P. Aker Flowerbulbs bv**  
Country: Holland  
Tel.: 0011 31 228 56 14 64  
Fax: 0011 31 228 56 19 83  
E-mail: john@aker.nl  
Website: [www.flowerbulbs.nl](http://www.flowerbulbs.nl)  
Contact Person: John Vriend  
E-mail: john@aker.nl

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P.Aker B.V. is specialized in the trade of high quality flowerbulbs which are for cut flower purposes. A few examples of these products are, Tulips, Lilies, Gladiolus, Hyacinths, Narcissus, Calla Lilies and many more small products. We not only sell the bulbs but we do consultancy work as well, because your success is as well our success. We guide you through the whole growing process and assist you as well at your own farm. P. Aker company does not only supply the bulbs, but also has the most modern facilities and experience to store the products and give the best treatment in order to achieve excellent results. Strict programs are followed for quality control, purchasing, storage, disinfecting and export packing.

At P. Aker company every client's deserve a customized treatment. Other quality checks are done at moment of arrival in our packing facilities and at moment of shipping. In order to improve yearly, we work close together with hybridisers. Several promising new varieties are currently tested in our company greenhouses. A lot of aker work is involved; custom documents, inspections, phytosanitary certificates, transport documents and many more formalities. Our logistic manager is keen on advising and can take care on the whole operation specified to your particular needs.

### **TRADE REQUEST**

P. Aker company is looking for companies which are interested in high quality flower bulbs which are for cut flower purposes. For example: Existing Lily, Tulip, Gladioli and Calla Lily growers or companies which are thinking to import high quality flower bulbs! Please feel free to contact us !!!

Company name: **Priva**  
Country: Holland  
Tel.: 0011 31 174 52 26 00  
Fax: 0011 31 174 52 27 00  
E-mail: [communications@priva.nl](mailto:communications@priva.nl)  
Website: [www.priva.nl](http://www.priva.nl)  
Contact Person: Niels van Rooyen  
E-mail: [niels.van.rooyen@priva.nl](mailto:niels.van.rooyen@priva.nl)

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## Priva: Creating a climate for growth

Priva develops and supplies products and services for sustainable, innovative climate control to its end users in horticulture and building intelligence worldwide. We help businesses to create a climate for growth. We provide them with solutions in the form of knowledge and products through our international network of Priva dealers.

Our products help optimise processes dealing with climate, water, energy and labour, ranging from process computers, air treatment systems and fertilizer dosage systems to labour registration. The use of Priva products is always geared to the local circumstances. It is just one more way in which we try to help businesses take further steps in their development and this facilitates sustainable returns. That's what we call Creating a climate for growth.

### **TRADE REQUEST**

We are looking for companies with interest in climate control systems for greenhouses

Company name: **Stirling Cryogenics BV**  
Country: Holland  
Tel.: 0011 314 02 67 73 20  
Fax: 0011 314 02 67 73 01  
E-mail: info@stirlingcryogenics.com  
Website [www.stirlingcryogenics.com](http://www.stirlingcryogenics.com)  
Contact Person: Ellen Coolen  
E-mail: e.coolen@stirlingcryogenics.com

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Nuestra compañía Stirling Cryogenics BV localizada en Los Países Bajos, es especialista en sistemas de producción de nitrógeno líquido y podemos producir sistemas a la medida de las necesidades del usuario.

Las plantas de nitrógeno líquido de Stirling son especialmente diseñadas para que todo aquel que utilice nitrógeno líquido en sus cadenas productivas sea capaz de producirlo sin tener que depender de un tercero.

Stirling tiene una vasta experiencia en el suministro de plantas de nitrógeno líquido para los centros de Inseminación Artificial la distribución en crió termos de semen congelados, pero también para el almacenamiento y crió conservación de otros materiales biológicos, como pueden ser bacterias, virus, etc. y ofrece sistemas que permiten la autonomía y eficientación de costos para sitios con requerimientos de nitrógeno líquido de hasta 100 litros por hora. Otros sectores con quien tenemos experiencia son los parques de atracciones, los institutos del desarrollo & investigación, los hospitales, las universidades, los observatorios y suministradores logísticos.

#### **TRADE REQUEST**

Estamos buscando contactos y oportunidades de negocios con empresas que utilizan nitrógeno líquido por ejemplo universidades y centros de Inseminación Artificial en la República Dominicana



Company name: **Stolze BV**  
Country: Holland  
Tel.: 0011 31 174 51 37 79  
Fax: 0011 31 174 51 82 35  
E-mail: info@stolze.nl  
Website: [www.stolze.nl](http://www.stolze.nl)  
Contact Person: T. Stolze  
E-mail: theo@stolze.nl

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Stolze suministra instalaciones y materiales relacionados con el riego, la calefacción, la iluminación (foto periodo o asimilación) la automatización y el control climático para invernaderos. Diseñamos las instalaciones completamente según las necesidades del cultivo y de nuestros clientes. Le podemos suministrar el material necesario acompañado de claras instrucciones para su instalación, o si lo prefiere, también disponemos de un equipo de supervisores experimentados para ayudarle o incluso le podemos organizar toda la mano de obra.

**RIEGO:** Instalaciones de riego por goteo, máquinas de fertirrigación, silos para fácil almacenamiento de agua, recogida de drenaje, desinfección por ultra violeta y recirculación del drenaje. Cooling mediante panel húmedo con extractores o instalaciones de humidificación de alta presión.

**AUTOMATIZACIÓN:** Toda la instalación eléctrica para la conexión de motores de ventilación, motores de pantalla, ventiladores de recirculación, extractores y mucho más. Stolze es distribuidor oficial de Priva y podemos instalar y hacer el servicio post venta de ordenadores Priva Connex o Priva Maximizer como también de los demás equipos de Priva.

**CALEFACCIÓN:** Calefactores de aire directos o indirectos. Calefacción de agua caliente con caldera o desde una fuente geotermal. Instalaciones de dosificación de CO<sub>2</sub> de la caldera o de CO<sub>2</sub> líquido.

### TRADE REQUEST

Buscamos empresas interesadas en sistemas de control para invernaderos

Company name: **Van IperenInternational BV**

Country: Holland

Tel.: 0011 31 610 99 39 02

Fax: 0011 31 186 57 34 52

E-mail: erik@iperen.com

Website: [www.iperen.com](http://www.iperen.com)

Contact Person: Erik van den Bergh

E-mail: erik@iperen.com

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Van Iperen is a supplier for specialty fertilizers. We provide liquid and soluble fertilizers for fertigation and foliar spray. Our products are provided under our Dutch Iperen brand name.

#### **TRADE REQUEST**

We are looking for a country wide distributor for our Iperen branded fertilizers

Company name: **Vitotherm BV**  
Country: Holland  
Tel.: 0011 31 153 69 47 57  
Fax: 0011 31 153 69 77 42  
E-mail: info@vitotherm.nl  
Website [www.vitotherm.nl](http://www.vitotherm.nl)  
Contact Person: W. Voortman  
E-mail: wvoortman@vitotherm.nl

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For more than 50 years Vitotherm have been actively operating in the horticultural industry. We are manufacturers of gas- and oil burners, CO detectors and Co2 fans, which products are distributed both at home and abroad. We also take care of servicing these products including maintenance, supply of spare parts as well as the inspection of the installations.

We are a small to medium-size company and we believe in a strictly customer oriented approach appreciating the vital importance of after-sales service especially in this industry. Our company is located in the Netherlands between the cities of Rotterdam and The Hague

### **TRADE REQUEST**

We are looking for companies interested in distributing our products, like CO detectors and Co2 fans and gas- and oil burners.

Company name: **Wilk van der Sande**  
Country: Holland  
Tel.: 0011 31 174 24 57 27  
Fax: 0011 31 174 24 87 39  
E-mail: info@wvds.nl  
Website: [www.wvds.nl](http://www.wvds.nl)  
Contact Person: Ronaldt Thoen  
E-mail: info@wvds.nl

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Wilk van der Sande is a company specialized in horticultural engineering, with heating, cooling, electro and irrigation as our key activities. We are known for our innovative approach to the sector and clever solutions to often difficult problems. The roots of Wilk van der Sande lie in the Westland, the largest horticultural region in the world.

However you will encounter our name throughout the world, because horticultural entrepreneurs from all over the world have come to value our quality and innovative solutions. We work in perfect synergy with our sister company Bosch Inveka and have a highly educated and experienced staff, with specialists and technicians in every related field in the greenhouse industry.

### **TRADE REQUEST**

We are looking for contacts with interests in horticultural engineering; heating, cooling, electro and irrigations.

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Note: Neither the Embassy of the Kingdom of the Netherlands in Santo Domingo, nor the Ministry of Foreign Affairs will accept liability for incorrect information in this brochure. The most actual and accurate information, can be adquired by contacting organisations and companies directly.



PUBLISHED BY :

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Website: [www.holanda.org.do](http://www.holanda.org.do)