

Baltimore MD, USA
The Baltimore Convention Center
September 26 – 28, 2013

Under the patronage of:



Co-located with:



Co-organizer



Date: September 26 - 28, 2013 (Thu. – Sat.)

Venue: The Baltimore Convention Center

Organizer: New Hope Natural Media

Co-organizer: NürnbergMesse GmbH

Patronage:



International Federation of Organic Agriculture Movements

North American companies:

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Save the date for BIOFACH America – All Things Organic 2014:

September 18 – 20, 2014
Baltimore MD, USA

To book an exhibition space in 2014, please contact one of the contacts mentioned above.

FACTS & FIGURES

Exhibition area: Net space 1,713 sqm

Exhibitors:

	Domestic	International	Total
Exhibitors	82	89	174
Co-exhibitors	2	1	
Exhibitors in %	47 %	53 %	100 %
Net m ² occupied	983	730	1,713
Net m ² in %	57 %	43 %	100 %

BioFach America – All Things Organic is 100 % organic and co-located with Natural Products Expo East. Among all 1,200 exhibitors, more than 490 exhibitors presented some organic product lines.

Official pavilions:

Argentina organized by Ministry of Foreign Affairs, International Trade & Worship

Brazil organized by IPD – Organics Brasil

Mexico organized by MexBest - Embassy of Mexico

Philippines organized by Department of Agriculture

Romania organized by Andrei Consultanta S.r.l.

Participating exhibitors from 20 countries:

Argentina	12
Brazil	5
Canada	11
China	5
Cyprus	1
El Salvador	5
Germany	2
Greece	1
India	6
Italy	1
Korea	2
Mexico	14
Netherlands	2
Philippines	7
Portugal	1
Romania	11
Spain	1
Sri Lanka	2
UK	1
USA	84
Total	174

VISITORS

Total visitors: 22,464

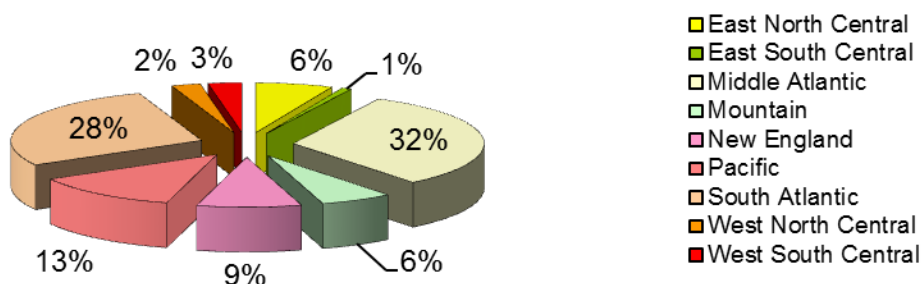
International visitors from the following 94 countries:

Albania, Algeria, Antigua and Barbuda, Argentina, Australia, Bahamas, Bangladesh, Barbados, Belgium, Belize, Bermuda, Bolivia, Brazil, Bulgaria, Cambodia, Cameroon, Canada, Chile, China, Colombia, Congo, Costa Rica, Cyprus, Czech Republic, Dominican Republic, Ecuador, El Salvador, Finland, France, Germany, Ghana, Greece, Guatemala, Guyana, Honduras, Hong Kong, Iceland, India, Indonesia, Ireland, Israel, Italy, Japan, Jersey, Jordan, Kenya, Kuwait, Kyrgyzstan, Lebanon, Malaysia, Mexico, Monaco, Montenegro, Morocco, Netherlands, Netherlands Antilles, New Zealand, Nigeria, Norway, Pakistan, Panama, Paraguay, Peru, Philippines, Poland, Portugal, Puerto Rico, Qatar, Romania, Russian Federation, Saint Barthelemy, Saint Lucia, Saudi Arabia, Senegal, Serbia, Singapore, South Africa, South Korea, Spain, Sri Lanka, Sweden, Switzerland, Taiwan, Thailand, Trinidad and Tobago, Tunisia, Turkey, Ukraine, United Arab Emirates, United Kingdom, United States of America, Uruguay, Venezuela, Vietnam

Primary job function of registrants:

- 24 % Owner / Principal
- 22 % Buyer
- 16 % Manager / Supervisor
- 10 % Executive
- 9 % Associate
- 6 % Director
- 6 % Specialist / Consultant
- 4 % Administrator
- 2 % Coordinator
- 1 % Doctor / PhD

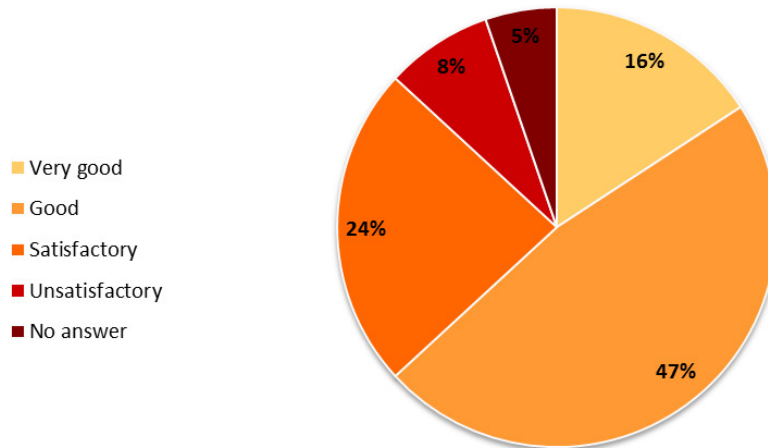
Regional provenance of U.S. visitors:



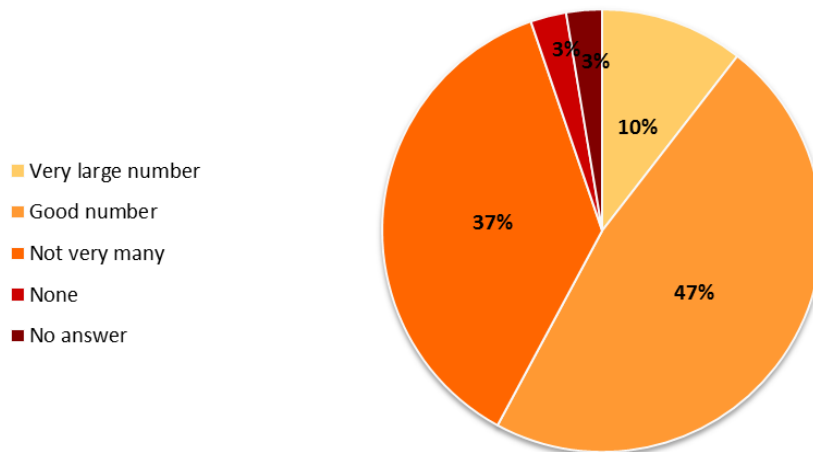
East North Central: Illinois, Indiana, Michigan, Ohio, Wisconsin
 East South Central: Alabama, Kentucky, Mississippi, Tennessee
 Middle Atlantic: New Jersey, New York, Pennsylvania
 Mountain: Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, Wyoming
 New England: Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
 Pacific: Alaska, California, Hawaii, Oregon, Washington
 South Atlantic: Delaware, District of Columbia, Florida, Georgia, Maryland, North Carolina, Puerto Rico, South Carolina, Virgin Islands, Virginia, West Virginia
 West North Central: Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota
 West South Central: Arkansas, Louisiana, Oklahoma, Texas

RESULTS FROM THE EXHIBITOR’S SURVEY

87 % of the exhibitors rated the success of their participation satisfactory to very good.
How do you rate the overall success of your participation at BioFach America – All Things Organic?



Every exhibitor was able to make new business contacts during the show.
To what extent was it possible for your company to make new business contacts in the course of BioFach America – All Things Organic?



EXHIBITOR STATEMENTS



Alex Marinakos, COO, Capacious

“We are very pleased with our experience at BioFach America 2013 and were warmly welcomed by the visitors. We received enthusiastic and welcoming comments on the products we offered. The leads left to follow up were promising and all in all we were very happy with the investment of time and funds made to use the BioFach America as a forum to enter the North American continent. As an exhibitor I think, the open stands, visible to all visitors without interference, were a great highlight.”

Manyata Gera, Assistant Manager – Marketing, Pure Diets India

“Yes, we are contented with our participation in BioFach America 2013. The atmosphere was warm and friendly. It is an inspiring trade platform and we could socialize with many interesting people. We are sure, this will pay off.”

Juan Carlos Ramírez, Trade Promotion Manager, PROESA

“We are proud of our participation in the event, although we had high expectations as we had stopped participating in BioFach America for over two years. The level of organization of the event was very good as was the quality of buyers who visited the fair. What we liked most was the fact that we made new prospective clients or buyers with a good prospect of selling and closing business in the short and medium term. Regarding the acceptance of our products, it was interesting to have innovative products which was of great benefit for participants Salvadoran companies as it provided the opportunity to compete against large companies that participated in the event.”

EXHIBITORS AT BIOFACH AMERICA – ALL THINGS ORGANIC 2013:

	Company	Country
1	Accura Organic Foods	India
2	Acushla, S.A.	Portugal
3	AGRI LIFE	India
4	Agro Exim Grup	Romania
5	AGRO FOOD CONSULTING SRL	Romania
6	Aloe Jaumave. S.A. DE C.V.	Mexico
7	Alvarado Street Bakery	United States
8	Andean Naturals Quinoa	United States
9	Andrei Consultanta S.r.l.	Romania
10	ARGENTINA- Ministry of Foreign Affairs	Argentina
11	Attune Foods	United States
12	B&R Liquid Adventure, LLC	United States
13	Baby Gourmet Foods Inc.	Canada
14	Baldor Specialty Foods	United States
15	Beneficial Blends, LLC	United States
16	Benevelle Corporation	Philippines
17	Best Cooking Pulses, Inc.	Canada
18	Bio Romania Association	Romania
19	BIOFACH World	Germany
20	BIOGRAINS	Argentina
21	Bio-Kinetics Corporation	United States
22	Blackwing Meats	United States
23	B'More Organic	United States
24	Bonjalar USA, Inc.	United States
25	Brad's Organic	United States
26	BUCULEI SRL	Romania
27	Byul Food	Korea (South)
28	Caesar's Organic Frozen Pasta Products	United States
29	Campomar Nature, S.L.	Spain
30	Capacious Enterprises	Cyprus
31	CBL Natural Foods (Pvt) Ltd.	Sri Lanka
32	CHB Group	Greece
33	Chelten House Products, Inc.	United States
34	China Dongcheng International Natural Food Co.,Ltd	China

	Company	Country
35	Ciranda, Inc.	United States
36	Cloud Top	United States
37	Co.Exist Nutrition Corp	United States
38	Coombs Family Farms	United States
39	Crosset Company	United States
40	CULTIVATOR NATURAL PRODUCTS	India
41	Daabon Organic U.S.A., Inc	United States
42	DeeBee's SpecialTea Foods	Canada
43	Department of Agriculture Philippines	Philippines
44	Desarrollo Agroindustrial Gaya S.A. de C.V	Mexico
45	DFI Organics	United States
46	DON BOSCO MULTI PURPOSE COOPERATIVE	Philippines
47	Dream Foods International	United States
48	Earth Circle Organics	United States
49	Eberly Poultry Farms	United States
50	Eco Holding SRL	Argentina
51	Eco Pet SRL	Romania
52	ELABORADORA Y PROCESADORA DE PRODUCTOS DE AGAVE Y SUS DERIVADOS DON RAMON, S.A. DE C.V.	Mexico
53	Epicurex LLC	United States
54	Essential Living Foods	United States
55	EXPRONAV	El Salvador
56	Extraloe SA	Argentina
57	Fairfield Organics LLC	United States
58	Fattoria Degli Orsi	Italy
59	Filipinas Organic Coconut Products	Philippines
60	Fineco Ltd.	Korea (South)
61	Flamous Brands, Inc.	United States
62	Flavorganics, LLC	United States
63	FOOD SAFETY S.A.	Argentina
64	Foxy Fresh Produce	United States
65	Freed Foods	United States
66	Freekeh Foods	United States
67	Freeline Organic Food	Netherlands
68	Freeline Organic Food USA LLC	United States
69	Fruit d'Or	Canada

	Company	Country
70	Gimme Health Foods LLC	United States
71	ginnybakes	United States
72	Gnosis Chocolate	United States
73	Great Eastern Sun	United States
74	Great River Organic Milling	United States
75	GRUPO ACEITIES DEL MAYO SA DE CV	Mexico
76	Guzen Development Inc.	United States
77	Hacienda Los Nacimientos	El Salvador
78	HARSANYI AGROINDUSTRIAL S DE RL MI	Mexico
79	Heartland Mill, Inc	United States
80	HERBANEXT LABORATORIES INC.	Philippines
81	Hillside Candy LLC	United States
82	Hollandia Produce, LLC/Grower Pete's Organic	United States
83	Hunan Tea Group Co. Ltd.	China
84	ICCOA	India
85	IFOAM (International Federation of Organic Agriculture Movements)	Germany
86	IKOVE	Brazil
87	Integrated Global Organics	United States
88	International Certification Services, Inc	United States
89	International Harvest, Inc	United States
90	IPD-Organics Brasil	Brazil
91	Jose Ernesto Lopez Portillo Nunez	Mexico
92	Joshua Tree Skin Care	United States
93	JustOrganic	Romania
94	Kevala International LLC	United States
95	La Maison Orphee Inc	Canada
96	Lakewood Organic Juice Company	United States
97	Lapierre Maple Farms	Canada
98	Laughing Giraffe Organics	United States
99	LAVANDAS DE LAS SIERRAS S.R.L.	Argentina
100	LETIS S.A.	Argentina
101	Little Duck Organics	United States
102	Logisticas Integrales S.A.	Argentina
103	LOS RANCHEROS COMERCIALIZADORA SA DE CV	Mexico
104	Luna & Larry's Coconut Bliss (Bliss Unlimited LLC)	United States
105	Madhava Natural Sweeteners	United States

	Company	Country
106	Marroquin Organic International	United States
107	Mate Factor	Brazil
108	Mexarom, S. de R.L. de C.V.	Mexico
109	MexBest	United States
110	Ministry of Economy	Romania
111	Missouri Pecan Growers	United States
112	Multiple Organics Inc.	United States
113	Native Organic Products	Brazil
114	Natural By Nature	United States
115	Natural Habitats Group (Palma Organica B.V)	Netherlands
116	Naturalia Comercial Trading S.R.L.	Romania
117	Nature's Blessings, Inc.	Philippines
118	New Age Pizza,LLC	United States
119	NibMor Chocolate	United States
120	Nutiva	United States
121	Nutriagaves de Mexico S.A. de C.V.	Mexico
122	Nutrin S.A.	Argentina
123	Once Again Nut Butter	United States
124	One Degree Organic Foods	Canada
125	ONSIBON S.A.	Argentina
126	Organic India USA	United States
127	Organic Latin America SA	Argentina
128	Organic Partners Intl LLC	United States
129	Organic Terre Group	Mexico
130	Organic Trade Association	United States
131	Organicos Frescos de la Sierra	Mexico
132	Parker Biotech Private LTD	India
133	Productora Organica Tsitsimengari	Mexico
134	Productos Instantaneos De Centroamerica	El Salvador
135	Productos Naturales Shuchil	El Salvador
136	PROESA	El Salvador
137	Prosperity Organic Foods, Inc.	United States
138	PROTECNOTURA, S.A. DE C.V.	Mexico
139	Puer Zuxiang High Mountain Tea Garden Co.,Ltd	China
140	Pukka Herbs	United Kingdom
141	Pure Diets India LTD	India

	Company	Country
142	Pyure Brands LLC	United States
143	Quality Certification Services (QCS)	United States
144	Renuka Agri Foods	Sri Lanka
145	Rivara S.A.	Argentina
146	Rowland Seeds Inc.	Canada
147	Runa LLC	United States
148	S.C. Bio-Terra SRL	Romania
149	S.C. Shalom Bio Food	Romania
150	Salazon Chocolate Co. LLC	United States
151	Scheckter's Organic Beverages INC	United States
152	Seedling Kids	United States
153	Serendib Traditional LLC	United States
154	Shady Maple Farm (Citadelle COOP)	Canada
155	Shandiz Natural Foods	Canada
156	Silver Hills Bakery	Canada
157	Simple Squares	United States
158	Skjodt-Barrett Foods	United States
159	Sky Eagle Tea Enterprise	China
160	Sprout Foods INC	United States
161	Synergy Organic Clothing	United States
162	Taste for Life	United States
163	Tierra Farm	United States
164	To Your Health Sprouted Flour Co.	United States
165	Tree Life Coco Sugar	Philippines
166	Triunfo do Brasil Ltda	Brazil
167	Tropical Valley Foods	United States
168	Two Moms in the Raw, LLC	United States
169	U.S. Dept. Of Agriculture, Agricultural Marketing Service	United States
170	Vaserco	Mexico
171	Wedderspoon Organic Inc	United States
172	Wholesome Sweeteners, Inc.	United States
173	Wonderfully Raw Gourmet	United States
174	Zhejiang Tianci Ecological Technology Co., Ltd	China