



BOSNIA & HERZEGOVINA | INFORMATION ON 30 MAJOR EXPORTERS

Catalogue

Medicinal & Aromatic Plants | Mushrooms | Forest Fruits | Honey



Prepared by:

Foreign Trade Chamber of Bosnia and Herzegovina

USAID/Sida FARMA

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**FOSTERING AGRICULTURAL
MARKETS ACTIVITY (FARMA)**



**FOREIGN TRADE CHAMBER
OF BOSNIA AND HERZEGOVINA**

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**FOREIGN TRADE CHAMBER
OF BOSNIA AND HERZEGOVINA**

Dear reader and catalogue user,

The Catalogue of Medicinal and Aromatic Plants, Forest Fruits, Mushrooms and Honey was prepared for you by BiH Foreign Trade Chamber (FTC) in cooperation with USAID/Sida FARMA project.

BiH Foreign Trade Chamber is the association of entrepreneurs from Bosnia and Herzegovina. One of our activities is bringing our members closer to potential partners abroad, through providing services of strategic promotion in foreign markets. Companies involved in the production, collection and processing of medicinal and aromatic plants, forest fruits and mushrooms are active within the FTC Association of Agriculture and Food Processing Industries. A preponderance of these companies are export oriented.

The volume of exports of medicinal and aromatic plants, forest fruits and mushrooms from Bosnia and Herzegovina is constantly growing. These FTC associated companies are dynamic and interested in expanding their international business linkages.

The Catalogue of Medicinal and Aromatic Plants, Forest Fruits, Mushrooms and Honey will enable potential business partners to find information about companies that are well established as well as companies that are new to exports.

It is our hope that this catalogue will help you develop cooperation with BH entrepreneurs.

PRESIDENT
Nemanja Vasić



This assistance is from the American and Swedish people

About the USAID/Sida FARMA Project

Since 2009 the United States Agency for International Development (USAID) and Swedish Development Agency (Sida) have been partners in a 5.5-year Program of Fostering Agricultural Markets Activity (FARMA).

The goal of the project is rapid, sustainable and broad-based economic growth through demand-driven interventions aimed at improving the competitiveness of BiH agricultural producers and agribusiness enterprises. The purpose of the Project is to expand environmentally sustainable production, processing and sales of value-added agricultural products.

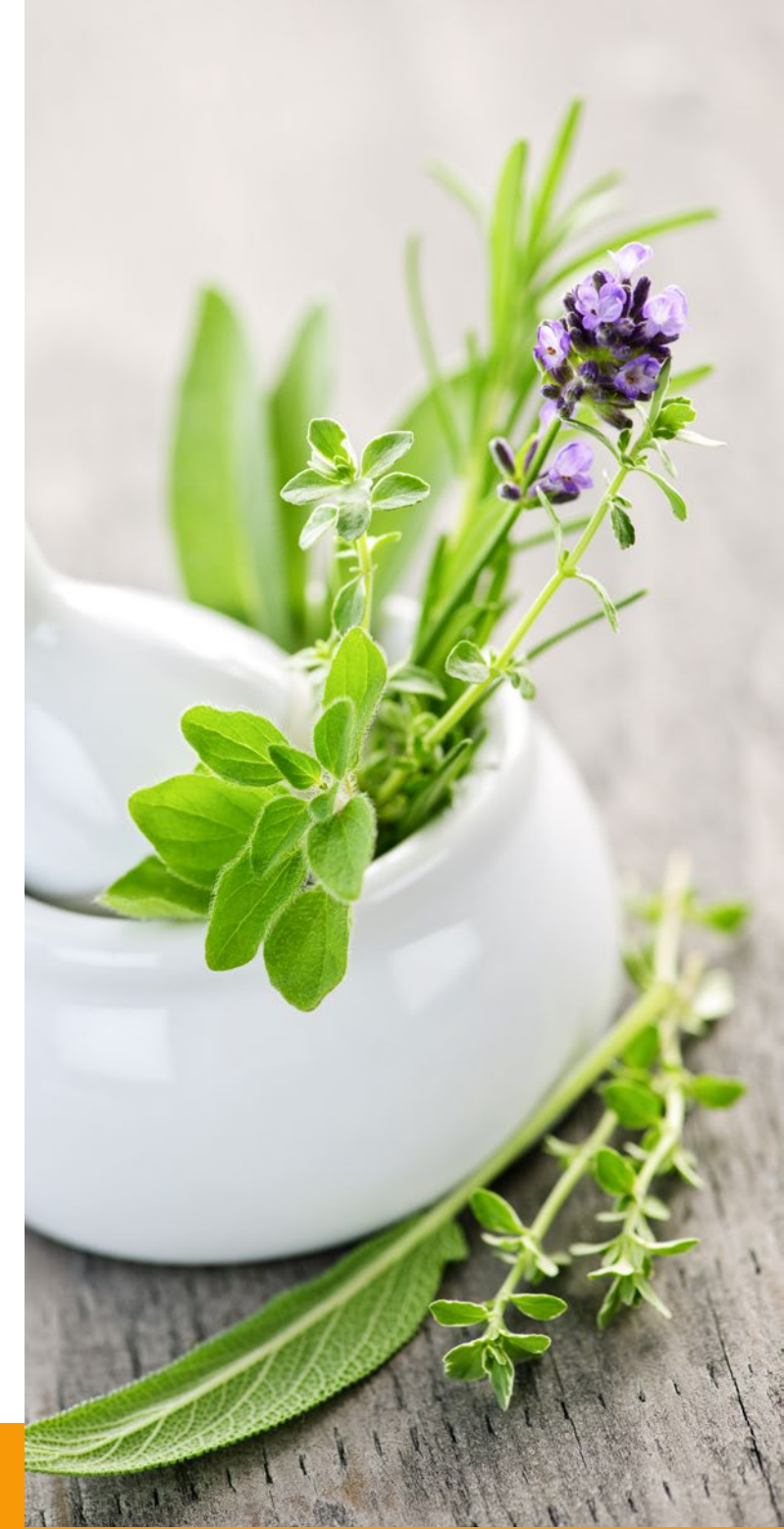
USAID/Sida FARMA recognized the potential of the Medicinal and Aromatic Plants (MAPs) sector, as a sector that greatly contributes to the development of the local and national economy of Bosnia and Herzegovina (BiH).

In addition to herbs, this sector also includes wild mushrooms, forest fruits, natural cosmetics, essential oils and honey.

Over 50 companies operate in the business of production and processing of MAPs, mushrooms, forest fruit and essential oils in Bosnia and Herzegovina. In spite the great interest for BiH MAP products throughout the region, the main market for these products is Western Europe, while the exports of essential oils or herbs reach as far as the United States, Canada, Australia or Saudi Arabia.

Over the past five years, USAID/Sida FARMA provided assistance in this sector in several ways: cultivation of MAPs was encouraged and the sustainable wild collection was promoted; processing capacities were supported in order to add value to products: new products were developed and product quality was standardized and improved to meet the requirements of the most demanding customers. Exhibition at major international trade fairs and promotional activities such as this catalogue were also supported.

Today, medicinal and aromatic plants, forest fruits and mushrooms are among the few BiH agricultural products that have a positive trade balance – with 3:1 ratio of exports over imports. Between 2009 and 2013, sector exports have increased by 74% and the positive trend continues.





Bosnia & Herzegovina

GENERAL INFORMATION ABOUT BOSNIA AND HERZEGOVINA



Official Name: Bosnia and Herzegovina (BH)

Political system: Parliamentary democracy with a bicameral parliament; BH is composed of Federation of Bosnia and Herzegovina (FBiH), Republika Srpska (RS) and Brčko District

Area: 51,209 km²

Population: 3.8 million (Census 2013)

Geographical location: Bosnia and Herzegovina is located on the Balkan Peninsula, bordering Croatia (932 km) on the north and west, Serbia (312 km) and Montenegro (215 km) to the east and the Adriatic Sea in the south of the country.

Official languages in BH: Bosnian, Serbian and Croatian

Religions in BH: Islam, Orthodox Christianity and Catholicism

Major cities: Sarajevo (the capital), Banja Luka, Mostar and Tuzla

Currency: Convertible Mark (BAM)

Exchange rates: 1 EUR = 1.95583 BAM

Gross National Product (2013): 13.02 billion Euros

Internet domain: .ba

Area code: + 387

BH MEDICINAL AND AROMATIC PLANTS

When we talk about the Medicinal and Aromatic Plants (MAPs) Sector, it should be noted that this sector includes not just herbs, but also essential oils, natural cosmetics, wild mushrooms, forest fruits, spices and honey.

Bosnia and Herzegovina has a long tradition in collecting and cultivating medicinal and aromatic plants, wild berries and mushrooms. The biodiversity of medicinal and aromatic plants and mushrooms is excellent, making the country very competitive on the international market.

The quality is confirmed by excellent export results, which continue to improve. The export bestsellers are the wild mushrooms, followed by herbs, forest fruits, essential oils, spices and honey.



WILD MUSHROOMS

Statistical figures show that 53% of Bosnia and Herzegovina is covered with forest. The undulating and hilly terrain is interspersed with rivers and valleys. Such conditions are excellent for wild mushrooms, which are #1 export product in the MAPs sector.

The most popular mushrooms are Porcini (*Boletus edulis*), Chanterelle (*Cantharellus cibarius*), Morel (*Morchela conica*) and Black Trumpet (*Craterellus cornucopioides*). Their excellent quality has secured them a market throughout Western Europe, especially in Italy, Germany, Slovenia, Switzerland and Austria. Most of the producers have an organic certificate.

The mushrooms from Bosnia and Herzegovina are exported fresh, dried or frozen. For fresh wild mushrooms the season starts in April and ends in November. Dried and frozen wild mushrooms are available throughout the year.



HERBS

Medicinal and aromatic plants substantially contribute to the national and local economy of Bosnia and Herzegovina. There are over 700 species of medicinal and aromatic plants, out of which around 200 are used commercially. Diversity of climate and vegetation, clean environment and tradition are good preconditions for the production of high quality raw materials, essential oils and different herbal products.

Herbs continue to play an important role in the MAPs sector, accounting for about 20% of total exports. There is an excellent variety of wild plants available, including Ramson (*Allium ursinum*), Sage (*Salvia officinalis*), Laurel bay (*Laurus nobilis*), St. John's wort (*Hypericum perforatum*), Chaste tree (*Vitex agnus castus*), Juniper berry (*Juniperus communis*), Yarrow (*Achillea millefolium*), Marshmallow (*Althaea officinalis*), Bearberry (*Arcostaphylos uva ursi*), Rose hip (*Rosa canina*), Elderberry (*Sambucus nigra*), Linden tree (*Tilia sp.*), Nettle (*Urtica dioica*).

Also notable is the recent trend of cultivation, especially for plants such as chamomile, lemon balm, mint, marigold, lavender, basil and immortelle.

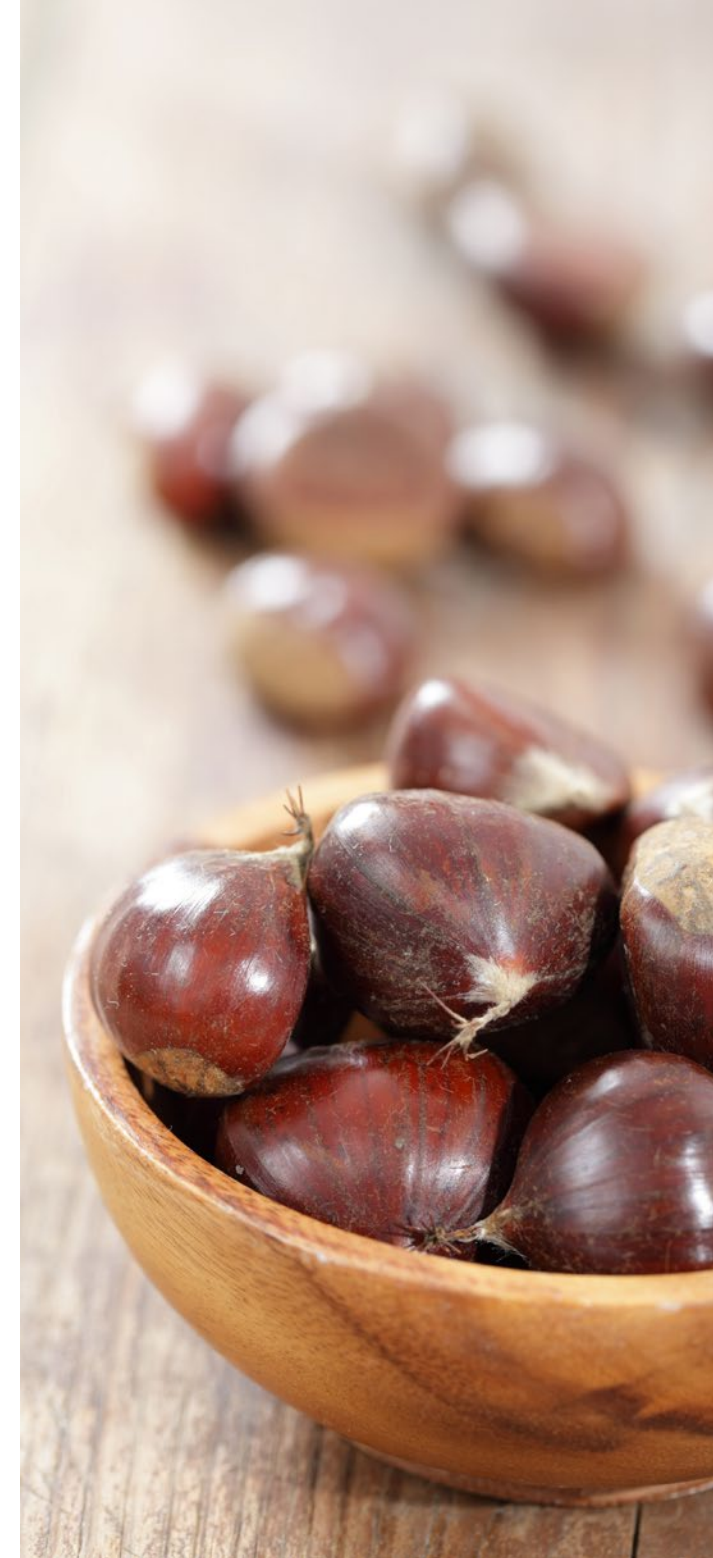


FOREST FRUIT

Clean mountains and hills everywhere are ideal for abundant growth of different forest fruits: cowberry, bilberry, strawberry, raspberry, blackberry, cornel cherry and chestnut, all of excellent quality.

The export of wild berries has been steady for years, but the export of chestnut is growing from year to year. During the last year it represented the majority of the total export of forest fruits from BiH. Most of the chestnut can be found in the North-West Bosnia.

Most of the forest fruits are being exported fresh and frozen, while cowberries are mostly exported dried.



ESSENTIAL OILS

Production of essential oils in Bosnia and Herzegovina has dramatically increased over the last 10 years. Most popular oils are immortelle, sage, lemon balm, chamomile, bay laurel, juniper, lavender, heather, chaste tree, mint, wild thyme, prickly juniper and rosemary.

Certain number of companies also specialized in essential oils from conifer trees, such as Black pine, Scots pine, Silver fir and Spruce.

The United States and France are the key markets for essential oil, with great interest for immortelle oil from Herzegovina. To meet the growing demand, several companies from Herzegovina started cultivating immortelle, with seeds taken from the wild plants and in areas where immortelle naturally grows. Grown immortelle is of excellent quality. The immortelle oil contains high percentage of alfa-pinene, which is considered to be a broad-spectrum antibiotic. Therefore, this oil is more and more in demand by pharmaceutical industry.





NATURAL COSMETICS

Over the recent years, several companies decided to start adding value to the products based on medicinal and aromatic plants. Today, companies from Bosnia and Herzegovina successfully export natural cosmetics and the product range includes various skin remedies, shampoos, handmade soaps and various other products based on natural ingredients.

Products are exported to Germany, Turkey, South Korea, Kuwait and the countries in the region.



HONEY

In addition to poly-floral types of honey (Bosnian forest, Bosnian meadow or Herzegovina honey), BiH offers several mono-floral specialty types of honey, such as chestnut, sage, heather/winter savory and acacia.

These specialty honeys are produced in small quantities, so BiH producers are targeting specialty niche markets. Production of organic honey is still small, but growing.



AGROFARM, ŽEPČE

Founded in 2005, the agriculture cooperative "Agrofarm" from Žepče is a producer of essential oils, mainly Lemon Balm (*Melissa officinalis*) and Conifers (*Pinus sp.*, *Abies alba*, *Juniperus communis*, *Thuja*). All quantities are exported to the USA. High quality of essential oils ensured export and its application in medicine, food and cosmetic industry.

The cooperative has contracts with balm growers and 15 of them are growing lemon balm on 7.6 ha according to organic principles and are under conversion. During 2014 the cooperative expects to obtain an organic certificate for growing and processing of medicinal and aromatic plants.

The cooperative is a part of a network, and therefore could serve as an agent for the export of a number of products made by the network members.



ACTIVE IN:

Herbs

Essential oils

Natural
cosmetics

Wild
mushrooms

Forest fruit

Honey

Other

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agrofarm.zepce@gmail.com, www.upipzepce.com, www.agromap.net

ALMADERM, KLADANJ

AlmaDerm is a family business founded in 2011. Our production is located on the slopes of Konjuh mountain in North-Eastern Bosnia, where our raw materials come from. We produce following essential oils: Black pine (*Pinus nigra*), Scots pine (*Pinus sylvestris*), Silver fir (*Abies alba*), Juniper berry (*Juniperus communis*), Mint - wild and cultivated (*Mentha piperita*, *Mentha sp.*). We have also developed a natural cosmetics program based on these essential oils, which includes aromatic massage oils, hand-made soaps and creams for skincare.

All our soaps are produced manually, using traditional cold pressing method. We use olive oil and goat milk as the base. Soaps are enriched with bees products (pollen, propolis, honey) and essential oils.

We are very proud of our Magic balm for every household, produced from essential oils, pines resin and bees products, made in ideal ratio for the skin. It is very efficient for all skin ailments as well as for healthy skin care. In 2013 we launched Organivar, varroa mites (*Varroa destructor*) repellent, based on essential oils. The product is extremely efficient and very cost competitive.



AlmaDerm®
NJEGA • LJEPOTA • ZDRAVLJE

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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The Company possesses HACCP and ISO 9001:2008 certificates, as well as certificates for organic production issued by Organska Kontrola (BiH) and Krav (Sweden). All products conform to the EU regulation 834/2007. The Company also possesses NOP certificate for the US market, as well as Bio Suisse certificate for the Swiss market.



ANĐELIĆ, TREBINJE

ANĐELIĆ, was founded in 1996, and is engaged in purchase and processing of medicinal and aromatic plants and spices, with focus on the production of essential oils. Raw material is collected by collectors throughout BiH. The processing facility is located in Trebinje, which is in the south-east of BiH. Our products are sold in Western Europe, North America and Australia markets.

ANđelić is recording continuous growth and development of export business, thanks to good quality raw material of organic origin.

The product assortment, emphasizes essential oils made from Sage (*Salvia officinalis*), Immortelle (*Helichrysum italicum*), Savory (*Satureja montana*) and Juniper (*Juniperus communis*), as well as spices, such as Sage (*Salvia officinalis*), Laurel Bey (*Laurus nobilis*) and Savory (*Satureja montana*). Andjelic also produces ingredients for organic forest fruits teas: European Crab Apple (*Malus sylvestris*), Rosehip (*Rosa canina*), and Blueberry (*Vaccinium myrtillus*).

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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ANĐELIĆ, Trebinjskih brigada 10, 89101 Trebinje, Bosna i Hercegovina, t/f: + 387 59 260 647 m:+ 387 65 688 356, andjelic@post.com



APOTEKE MATIJA, MOSTAR

Apoteke Matija Ltd. was founded in 1971 and is engaged in the processing of medicinal and aromatic plants. Apoteke Matija has over 40 years of experience in this area, focusing on the quality of the products. This is confirmed by numerous certificates and acknowledgements won at fairs throughout BiH and in Croatia. Apoteke Matija's herbal products are intended for everyone over 2 years of age. Some of the key products are Matijasins – honeys with herbal juices for a range of ailments, but also herbal tinctures, herbal teas, creams, ointments, milled roots, medicinal wine and herbal brandy. Apoteke Matija's herbal remedies can be found in the markets of Bosnia and Herzegovina and Croatia.

Our processing capacity is EU certified for export of products based on honey and other bee products.



ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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AROME

HERCEGOVINA

AROME, MOSTAR

The company Arome Ltd. was founded in 2009, and is engaged in the cultivation of medicinal and aromatic plants. Arome grows organic Lavender (*Lavandula angustifolia*) on 50 ha, Rosemary (*Rosmarinus officinalis*) on 5 ha and Immortelle (*Helichrysum italicum*) on 2 ha, with the plan to expand in autumn with additional 6 ha. The company produces essential oils.

Arome has an Ecocert certificate for organic cultivation and processing of essential oils of lavender, rosemary and immortelle. Arome's essential oils are intended for the cosmetics industry and perfumes. Arome's emphasis on organic production, high quality and significant quantities.

Arome's lavender essential oil is characterized by a high percentage of linalylacetate and linalol, with small percentage of camphor. The oil has a deep, gentle scent, which makes it excellent for cosmetic and pharmaceutical industries.

Besides its medicinal properties, Arome's rosemary essential oil can be used in the cosmetic industry.

ACTIVE IN:

Herbs

Ess. oils

Natural
cosmetics

Wild
mushrooms

Forest fruit

Honey

Other

AROME, Rodoč - Put za Aluminijски kombinat bb, 88000 Mostar, Bosna i Hercegovina,

t/f: +387 36 352 621, info@arome.ba, www.arome.ba



Bionatura's land plots for cultivation are located in the area of Central Bosnia, the municipality of Breza, Vareš and Ilijaš, far away from industrial facilities, at the altitude of 800m, which is suitable for cultivation of organic crops.



BIONATURA, BREZA

The Bionatura company was founded in 1997, with the main activity of production of dried and fresh conventional pasta. During 2003, the company expanded its production to organic cultivation and processing of Buckwheat (*Fagopyrum esculentum*), Spelt (*Triticum spelta*) and Rye (*Secale cereale*), and as of 2005 the complete production and processing is done according to organic principles.

Bionatura production assortment consists of organic grains, organic flour, pasta, forest fruits and cereals.

The production and processing are certified by Organska Kontrola (OK), BiH organic certifying body.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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BIONATURA, Ul. Kahve bb, 71370 Breza, Bosna i Hercegovina, t/f: +387 32 782 468, +387 61 552 655, +49 163 293 47 93

info@bionatura.ba, www.bionatura.ba



CYDONIA, GRAČANICA

The Company Cydonia Ltd. was founded in 1995. The company is engaged in the production of natural and herbal cosmetics, herbal medicinal products, plant extracts and aromatherapy products.

Special attention is given to the production of pure bipolar (holistic) herbal extracts as a basis for production of herbal cosmetics and herbal medicinal products, free of artificial additives, coloring agents, preservatives and stabilizing chemicals, which is nowadays rarely found in the market. Products are intended for everyone with health problems, wishing to remedy those in a natural and healthy way.

Through our apothecary practice we produce various galenic herbal medicinal products: ointments, creams, lotions, vaginal suppositories and medicinal balms, in order to respond to specific needs of certain specialist medicinal areas.

CYDONIA, Lipa 73, 75320 Gračanica, Bosna i Hercegovina, t/f: +387 35 700 215, +387 35 700 216, Skype: nihhad505

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ACTIVE IN:

Herbs

Ess. oils

Natural
cosmetics

Wild
mushrooms

Forest fruit

Honey

Other



Elmar Aroma Care offers significant quantities of immortelle hydrolates, with high percentage of immortelle essential oil.

Our offer also includes:

- liquid Immortelle (*Helychrisum italicum*),
- Arnica (*Arnica montana*)
- Wild Pomegranate (*Punica granatum*) for the cosmetic industry, processed according to ECOCERT standards.

ELMAR AROMA CARE, BILEĆA

The company Elmar Aroma Care was founded in 2008, by the owner with broad experience gained in another company in the same business. The company is engaged in the processing of medicinal, aromatic plants and secondary non-wood forest products, with the focus on organic cosmetic products, food products and natural beverages. The whole cycle, from the raw material collection to the processing into the final product is done within the company. The main markets are Germany, South Korea and the countries in the region. A small portion of the production is marketed to the Middle East.

The main products are: hair, facial and body care, mouth wash, hair and body cleansers, herbal oils and macerates (herbal solutions in oil), herbal butters and wild pomegranate juice, vinegar and balsamico.

Raw materials / essential oils, extracts, hydrolates and macerates are intended for cosmetic and pharmaceutical companies and the food industry, while final products are intended for broad consumption.

The company holds ECOCERT for raw materials, IMO-NaTrue for final products and NOP certificates.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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ELMAR-AROMA CARE, Jefta Dedijera 4, 89230 Bileća, t: +387 59 380 460, m: +387 65 845 293, f:+387 59 380 461

elmar.aromacare@gmail.com, www.elmar-aromacare.com



Elmar

essential oils



The area where the medicinal and aromatic plants are collected includes the region from the south of Herzegovina and Dalmatia to Central and Eastern Bosnia. The product line includes about eighty wild medicinal plants growing on this fertile and pure soil. The company also offers about twenty essential oils and hydrolates, including high-quality *Helichrysum italicum*, *Salvia officinalis*, *Juniperus communis*, *Satureja Montana* and *Vitex agnus castus*.



ELMAR, TREBINJE

Elmar doo, Trebinje is engaged in purchasing and processing of wild medicinal and aromatic plants, as well as the production of essential oils, hydrolates and the production of liquid extracts. The production is in line with the organic, EU and NOP standards and all the products are certified by IMO-CONTROL Switzerland. The company was established in 1999.

The following herbs are exported in bulk: *Salvia officinalis*, *Helichrysum italicum*, *Juniper berry*, *Allium ursinum*, *Satureja Montana* and *Petasites hybridus*.

Based on customer requests, Elmar can offer high variety of organic hydrolates (EU, NOP).

Elmar exports products all over the world, including EU, USA, Canada, Australia, Israel, Switzerland, South Korea, China, Turkey and Albania.

ACTIVE IN:

Herbs

Ess. oils

Natural
cosmetics

Wild
mushrooms

Forest fruit

Honey

Other

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Besides medicinal and aromatic plants prepared as herbal teas Faveda also offers essential oils, herbal extracts, tinctures, as well as final products. The final products based on herbal extracts are different lotions, creams, balsams, balms and capsules. Faveda emphasizes its program of natural cosmetics, which achieved excellent results in Turkey.



faveda®

FAVEDA, SARAJEVO

Faveda is a private company, established in 1988. It is engaged in the collection and processing of mostly wild medicinal and aromatic plants. Its goal is to make the connection between traditional and scientific use of medicinal and aromatic plants, under close supervision of pharmacists, medicinal doctors and biologists.

Medicinal and aromatic plants are collected on ecologically clean mountains, for which Bosnia and Herzegovina is known.

The product assortment consists of some 100 varieties of medicinal and aromatic plants, packaged as 50, 100 and 1000 gram bags, herbal tea mixtures intended to prevent and / or remedy different ailments, as well as herbal tea mixtures for everyday consumption. Most of the herbal teas and mixtures are exported to Kosovo.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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FAVEDA. Jukićeva 40, 71000 Sarajevo, Bosna i Hercegovina, t: +387 33 486 761, +387 61 606 212, faveda@bih.net.ba, www.faveda.ba



FRUTTI FUNGHI, VISOKO

Company Frutti Funghi Ltd Visoko engages in the collection, purchase and sale of forest fruits and berries and wild mushrooms since 1996. We offer both wild and cultivated raspberries, blackberries, blueberries and strawberries.

Our key market is Western Europe (Italy, Austria, Germany, France, Spain and Slovenia). We also export to Turkey. We export frozen and fresh berries, as well as frozen, dried, blanched or fresh mushrooms.

We are GlobalGAP certified. Our products are sold in bulk or under private label in major supermarket chains throughout Europe. We can pack in accordance with customer request.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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e:info@frutti-funghi.com, www.frutti-funghi.com/



Halilović produces high quality essential oils, such as Scots Pine (*Pinus sylvestris*), European Black Pine (*Pinus nigra*), Sage (*Salvia officinalis*), Chamomile (*Matricaria chamomila*), Immortelle (*Helycrisum italicum*), Yarrow (*Achillea millefolium*) and Juniper berry (*Juniperus communis*).



Besides the domestic market Halilović exports products throughout the world. The company is also engaged in cultivation of medicinal and aromatic plants: Chamomile (*Matricaria chamomila*), Mint (*Menta piperita*), Lemon Balm (*Melissa officinalis*); grains, such as European spelt (*Triticum aestivum subsp. spelta*), Buckwheat (*Fagopyrum esculentum*) and different vegetables. Halilović possesses equipment for cultivation, production and processing.

Halilovic has been engaged in organic production since 2002. All products are IMO certified for EU and NOP for USA market. We also have Kosher certificate.



HALILOVIĆ, SARAJEVO

HALILOVIĆ Ltd. is a private company established in 1983 in Ilijaš near Sarajevo. The processing facilities and plantations (150 ha) are located in Nisici plateau (1000 m above the sea) near Sarajevo. This is a rural area of Ilijas municipality, which is rich in wild medicinal and aromatic plants, non-wood forest products and mushrooms, where inhabitants are mainly engaged in organic agriculture and collection of medicinal and aromatic plants.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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HEKO, BUGOJNO

Heko was founded 1995 in Bugojno, and is engaged in production of berry seedlings, berry fruits and purchase of medicinal, aromatic plants, forest fruits and mushrooms.

Heko possesses modern nursery for production of berry fruits seedlings, cold storage for freezing, sorting machines, dry kilns, storage and packaging facilities for berry fruits, forest fruits, medicinal and aromatic plants as well as mushrooms.

The Company's main products are:

- Berry fruits seedlings – annual capacity 2 mil seedlings of American blueberry, cranberry, lingonberry, aronia, black currant, gooseberry, strawberry, forest strawberry, blackberry, raspberry and tayberry.
- Forest fruits, mushrooms, medicinal and aromatic plants (fresh, frozen, dried, cut, pickled etc.) – annual capacity over 2.000 t
- Raspberries – IQF, frozen block, raspberry paste mixture and crumble; annual capacity is over 800 MT

The Company is ISO 9001 and HACCP certified, and also has an Organic certificate (issued by Organska Kontrola - OK) for forest fruits, mushrooms and medicinal plants.



ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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During 2009 Insieme constructed the facility for thermal fruit processing (jams and juices). In addition to conventional production, Insieme started with organic production of wild berries: Strawberry (*Rubus idaeus*), Blackberry (*Rubus fruticosus*), Blueberry (*Vaccinium myrtillus*), Cornelian Cherry (*Cornus mas*) and Elderberry (*Sambucus nigra*). These products (jams and juices), both conventional and organic are exported to Italy.

Insieme products are characterized by artisan production, maximizing manual labor during the collection, selection of the best raw material and packaging, all in line with European standards.

Compared to others, Insieme's specialty is in controlling the entire process, starting with the production of seedlings, growing, collection and storing of fruits and final products (in jars or in bottles).

Insieme has ISO 9001, ISO 22000, HACCP, IFS (International Food Standard) and Organska Kontrola organic certificates.



INSIEME, BRATUNAC

The agricultural cooperative INSIEME from Bratunac was established in 2003. A cooling chamber of 700 ton capacity was installed in 2006, with frozen strawberries and blackberries as the main products. These goods were exported to Germany, Austria, France, Netherlands and Switzerland.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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LAMARUŽ®
LUKSUZNI PRIRODNI PROIZVODI



The leading soaps are: lavender soap, intended for impure and oily skin combined with lavender hydrolate; cinnamon soap to reduce cellulite; immortelle soap, which is excellent for skin regeneration, and olive oil soap with goat's milk, which is good for damaged and dehydrated skin.

LAMARUŽ, GRUDE

Lamaruž is engaged in the production of hand-made natural soaps, hydrolates, scented sachets, bathing salt and natural cosmetics. The production was initiated in 2009, and has recorded significant success and growth in the market of Bosnia and Herzegovina.

The soaps are made of pure olive oil with the addition of essential oils, dried flowers and herbs.



All of the soaps have a pure olive oil base, with the addition of pure honey, goat's milk and different herbs, such as lavender, rose, marigold and immortelle. The soaps are produced by using the cold method, which means that the olive oil is not heated, which enables preservation of the most valuable ingredient - natural glycerin.

In 2013 we launched new products: rose lotion, immortelle facial cream and immortelle serum.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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LAMARUŽ, Sovići bb, 88345 Sovići, t +387 63 327 720; +387 39 661 511, lamaruz.fb@gmail.com, www.lamaruz.com



LJBILJE, LJUBINJE

Ljbilje Ltd. Is located in Ljubinje, South-East of Bosnia and Herzegovina. The main activities of the company are the purchase, production, export – import of medicinal and aromatic plants. The Herzegovina region is known for many sunny days during the year, and soil that contains limestone, which is the basis for the excellent quality of wild and cultivated medicinal and aromatic plants. To its buyers Ljbilje offers filter bags, classic and mono-component herbal teas, essential oils, raw material, as well as seeds and seedlings for medicinal and aromatic plants.

Ljbilje's main products are dried Sage (*Salvia Officinalis*), which is one of native plants in Herzegovina, Savory (*Satureja montana*), Yarrow (*Achillea millefolium*) and St. John's Wort (*Hypericum perforatum*). The company also offer seeds and seedlings of excellent quality for over 40 different herbs and spices, with emphasis on Immortelle (*Helichrysum italicum*) and Lavender (*Lavandula angustifolia*).

The company also grows different MAPs, such as Immortelle (*Helichrysum italicum*).



ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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NEVEN, RUDO

NEVEN is a small family owned company, founded in 2003, engaged in growing and processing of Marigold (*Calendula officinalis*). During this period Neven managed to achieve continuity in the production of good quality raw material, for which we have an organic certificate issued by IMO for eight years continuously.

All of the products are made of organic marigold and natural ingredients. Product assortment from “Cosmetics of Health” is intended for the whole family (from babies to the third generations) and includes about fifteen products, available throughout the year (creams, tincture, tea, facial mask, lip balm, soap, suppositories, hair tonic).

Our key market is the region and the EU.



ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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PODRINJE 1 SKELANI, SREBRENICA

Women's Association „Podrinje 1“ was founded in 2002, and is engaged in cultivation of medicinal and aromatic plants, as well as collection of wild herbs, mushrooms and forest fruits. Besides drying and preparation for further processing, the Association is engaged in distillation and production of Lavender (*Lavandula vera*) and Lemon Balm (*Melissa officinalis*) essential oils.

The Association also produces seedlings from seeds for a number of medicinal, aromatic plants and spices.

Our key products, pure lavender oil and massage lavender oil are intended for final consumers. Our products are sold under the brand name La Vanda.



ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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PRIODNO BILJE, BANJA LUKA

Prirodno bilje Ltd. is family company, founded in 1994, and is engaged in growing, collection, purchase, processing, distillation and packaging of medicinal and aromatic plants. Our raw materials are used in pharmaceutical industry for herbal preparations and in herbal teas. The main markets are in Bosnia and Herzegovina, Serbia, Macedonia and Slovenia. The company's processing capacity is HACCP certified.

The company grows medicinal plants on 50 ha and is contracting 77 growers to grow MAPs on 40 ha. The company owns agricultural machinery for primary cultivation, as well as equipment for harvesting, drying, processing, and packaging. Wild medicinal and aromatic plants are purchased from over 140 families. Annually we process over 150 t of MAPs.

Prirodno bilje grows different herbs, such as Mint (*Mentha piperita*), Marigold (*Calendula officinalis*), Marshmallow (*Althaea officinalis*), Basil (*Ocimum basilicum*), Buckwheat (*Fagopyrum esculentum*) and Lemon Balm (*Melissa officinalis*). The company's key product is Chamomile (*Matricaria chamomile*), with the biggest individual plantation in BiH on 35 ha.

Within next 5 years our plan is to expand our plantations to 120 ha, to build additional processing facility for drying and processing, to expand the network of collectors and growers and to increase export.



MEMBER OF:



ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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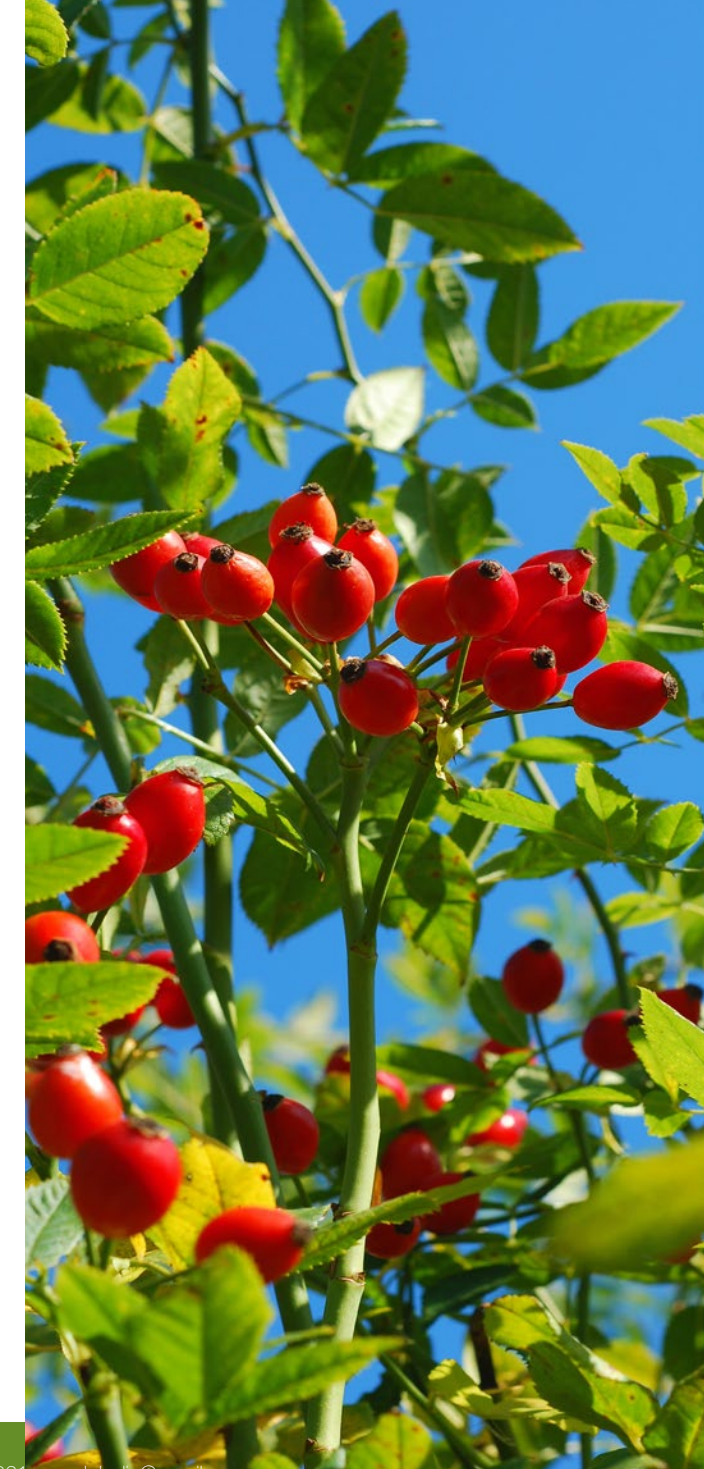


RADOBOLJA, MOSTAR

Agricultural Cooperative Radobolja was established in 1990 and is engaged in buy up of more than 60 species of medicinal and aromatic plants from over 300 cooperants. Our annual capacity is 250-300 tons of dried MAPs. Our main herbs are Sage (*Salvia officinalis*), Juniper berry (*Juniperus communis*), Rosehip (*Rosa canina*), Iceland moss (*Cetraria islandica*), Winter savory (*Satureja montana*) and Immortelle (*Helichrysum italicum*).

We also offer Mountain Germander (*Teucrium montanum*), Nettle (*Urtica dioica*), Cowberry fruit (*Vaccinium vitis idaea fructus*), Bilberry dried fruit (*Vaccinium myrtillus fructus*), Elderberry (*Sambucus nigra*), St. Jon's Wort (*Hypericum perforatum*), Yarrow (*Achillea millefolium*), etc.

We are export oriented and 80% of the total production is exported to the EU, region and Turkey. Our collectors are educated on sustainable collection, which is done in ecologically clean, unpolluted areas. Radobolja started with the process of organic certification.



ACTIVE IN:

Herbs

Ess. oils

Natural
cosmetics

Wild
mushrooms

Forest fruit

Honey

Other

ZZ RADOBOLJA, Maršala Tita 132, Mostar, t:+387 36 550 739, +387 63 467 361, zzradobolja@gmail.com



ROING, LJUBUŠKI

Roing Ltd. is an export oriented private company, founded in 1993. It is engaged in collection and cultivation of medicinal and aromatic plants. Our main products are essential oils and hydrolates, which are excellent for application in the cosmetic and pharmaceutical industries, as well as in aromatherapy.

Roing specializes in essential oils of Immortelle (*Helichrysum italicum*), Chaste Tree (*Vitex agnus castus*), Sage (*Salvia officinalis*), Laurel Bay (*Laurus nobilis*) and Prickly Juniper (*Juniperus oxycedrus*), as well as hydrolates made of these herbs.

Currently Roing has plantation of 8 Ha of immortelle, in addition to the 5 Ha maintained by cooperants – local producers, with plans to expand. Roing is interested in partnerships for the cultivation of additional acreages of immortelle.



ACTIVE IN:

Herbs

Ess. oils

Natural
cosmetics

Wild
mushrooms

Forest fruit

Honey

Other

ROING, Sv. Leopolda Mandića bb, 88320 Ljubuški, Bosna i Hercegovina, t/f: + 387 39 833 098; Skype: roing.ljubuski, roing@tel.net.ba, www.roing.net



SEZONA, FOČA

Sezona is a family company, established in 2005, with buy up, processing and production of mushrooms, wild berries and medicinal and aromatic plants as its main activity.

Our goal is to supply the market with healthy food coming straight from untouched nature. We offer the following forest fruit: Bilberry (*Vaccinium myrtillus*), Strawberry (*Fragaria vesca*), Blackberry (*Rubus fruticosus*), Raspberry (*Rubus idaeus*), Cowberry (*Vaccinium vitis idaea*), Juniper berry (*Juniperus communis*) and Cornelian cherry (*Cornus mas*).

We work a lot with mushrooms and offer Porcini (*Boletus edulis*), Chanterelle (*Chantarellus cibarius*), Black trumpet (*Craterellus cornucopioides*), Saffron milk cap (*Lactarius deliciosus*) and Sweet tooth (*Hydnum repandum*). Our offer also includes different species of medicinal and aromatic plants, as well as cultivated fruits (strawberry, raspberry and blackberry). All these are offered fresh, dried and frozen.



ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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Besides mushrooms, the company offers different dried medicinal and aromatic plants, as well as other secondary forest products, fruits and vegetables. Smrčak has over 20 buy up stations, involving over 1,000 collectors. Smrčak has its own facilities and equipment for drying, cooling, cutting, grinding, packaging and thermal processing. Our current annual capacity is as follows: mushrooms - 80 tons fresh, 50 tons frozen and 35 tons dried; 150 tons of dried and frozen medicinal and aromatic plants; 100 tons of various berry fruit.



SMRČAK, ZVORNIK

Smrčak Company was founded in Zvornik, North-East part of BiH, in 1992 while we started with basic activities of buy up and storing of mushrooms, back in 1982. This demonstrates the company's broad experience and tradition in business. The activities of the company are the collection, processing and trade of mushrooms, medicinal plants, secondary non-wood forest products, fruits, and vegetables. Smrčak is one of the biggest companies from BiH engaged in this business. The focus is on four types of mushrooms: Porcini (*Boletus edulis*), Chanterelle (*Cantharellus cibarius*), Morel (*Morchella conica*) and Black Trumpet (*Craterellus cornucopioides*).

Since 2002 Smrčak has had a certificate for organic production issued by Biosuisse, as well as HACCP, ISO 9001:2008, and Fair Wild certificates. The product quality can be confirmed by our buyers from Austria, Switzerland, Germany, Spain and France. Smrčak has also continuously been present at different bio fairs in Paris, Nuremberg and Bologne, where its products have been positively appraised.

Smrčak is interested in cooperation with companies that wish to purchase directly or through agents. The company will customize its products according to the buyer's needs.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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SMRČAK, Karakaj bb, 75400 Zvornik, t: +387 56 210 365, +387 56 263 685, smrcak-zv@teol.net, www.smrcak.com



Annually, Šumski plod manages quantities as follows:

- Cultivated berries 1000 t
- Wild berries 500 t
- Mushrooms 200 t
- Medicinal and aromatic plants 50 t

Products are sold as fresh, dried or frozen.

In 2007 Šumski plod started implementing HACCP and ISO 9001:2008; 2011 it began implementing Global -GAP.

Exports are to Slovenia, Italy, Austria, Croatia and Germany.



ŠUMSKI PLOD, PROZOR – RAMA

The company Šumski plod was founded in 2000 and is engaged in the purchase and processing of wild mushrooms: Porcini (*Boletus edulis*), Chantarelle (*Cantharellus cibarius*), Morel (*Morchella conica*), Black Trumpet (*Craterellus cornucopioides*), Caesar’s mushroom (*Amanita caesarea*); wild berries: Raspberry (*Rubus idaeus*), Blueberry (*Vaccinium myrtillus*), Blackberry (*Rubus fruticosus*), Strawberry (*Fragaria vesca*), Rosehip (*Rosa canina*); cultivated berries: raspberry, blackberry, strawberry, blueberry and aronia. It also purchases and processes different medicinal and aromatic plants.

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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TERRA SANA, SANSKI MOST

The company is established in 2008, and during 2012 we have started with production, buy up and processing of medicinal and aromatic plants (distillation of essential oils).

Our essential oils are produced from cultivated and wild medicinal and aromatic plants, and are 100% pure essential oils, produced using steam distillation method. Raw material used in distillation is of B&H origin. We respect Good Agricultural Practices.

We offer the following essential oils: Fir (*Abies alba*), Mint (*Mentha piperita*), St. John's Wort (*Hypericum perforatum*), Lemon Balm (*Melissa officinalis*), Wild Oregano (*Origanum vulgare*), Juniper berry (*Juniperus communis*), as well as hydrolates of these species. We also produce marigold cream and St. John's Wort macerate and cream.

Terra Sana is certified for organic production (by Organska Kontrola).

ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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t/f: +387 37 687 731; doo@terrasana.com.ba, mirela@terrasana.com.ba,
www.terrasanadoo.com



VEXTRA, MOSTAR

The company Vextra was founded in 1989 in Mostar. The main activity of the company is processing of medicinal and aromatic plants into herbal mixtures with targeted effects, mono-component herbal teas, herbal drops, medicinal ointments and oils.

The products are compounds of precious natural ingredients and medicinal mixtures with therapeutic effects, without chemicals or additives.

The company is engaged in the collection of wild medicinal and aromatic plants according to organic principles and ecological sustainability. Our products can be bought in our herbal pharmacy shop and trough the company's web shop.

Vextra ensures quality through controlled cultivation, collection, picking, drying, storing and by controlled processing. The product assortment contains a number of traditional herbal products, which can be grouped in the categories: herbal teas, herbal tea mixtures with therapeutic effects, tinctures and herbal cosmetics (balms and oils). Vextra costumers are also provided useful advice, which are the result of our long-standing experience.

Vextra invests in development continually and is open to all kinds of cooperation in the future.



ACTIVE IN:	Herbs	Ess. oils	Natural cosmetics	Wild mushrooms	Forest fruit	Honey	Other
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SECTION II

Catalogue of Producers

Honey

Types of honey produced in Bosnia and Herzegovina

Bosnian forest honey is rich in minerals, with its distinct, dark color. It crystalizes quickly and it has larger grains in honeycomb. It is taken in fruit beverages or cherry, peach, or black currant juices. It does not contain flower honey. Did you know: 53 percent of BiH is covered with forests!

Honey from Herzegovina reflects the Mediterranean flora available in the southern part of Bosnia and Herzegovina. The region is famous for many types of mono-floral honey, but also for poly-floral honey sourced from a variety of medicinal plants. The taste can vary from season to season, depending on which plants are most represented. Honey from medicinal plants is often used to strengthen the immune system.

Chestnut honey is produced mostly in the Una-Sana region in north-western Bosnia, where the wild chestnut is found in abundance. This honey is yellowish-brown, has a strong scent and a slightly bitter taste. Analyses have shown that chestnut honey has one of the highest mineral contents of all honeys. It contains up to a hundred times more pollen grains than acacia honey. Pollen is rich with proteins, vitamins, minerals, and amino acids. It is recommended for use with chamomile, thyme, or rose hip tea, as well as in many recipes.

Sage honey is typical of the Herzegovina region, which has a Mediterranean climate and is rich in medicinal plants. Sage is known for its curative properties and even its botanical name (*Salvia officinalis*) comes from the word *salvare* – to save, to cure. Sage honey is very aromatic and is in high demand with consumers in BiH because of its positive effects on the respiratory, digestive and immune systems.

Heather/Winter savory honey is produced in southwestern BiH and is appreciated for its mild, distinct flavor. The honey can vary slightly from dark yellow to brownish, depending on the heather found by bees. Kids in Bosnia love heather honey, especially with chamomile or rose hip tea.

Acacia honey from Bosnia and Herzegovina is most suitable for production of comb honey. This honey is light yellow, almost transparent. It has a pleasant mild flavor and is appreciated by young and old alike.





In the recent years, Apimed started with the production of certified organic honey in 200 beehives, with a plan to expand this segment of production.

APIMED, SANSKI MOST

Apimed is a cooperative gathering beekeepers from the Una-Sana region in north-western Bosnia and Herzegovina. The cooperative was established in 2005 and is based in Sanski Most, a non-industrial city, surrounded by clean nature. Apimed is the first cooperative in Bosnia that has implemented HACCP and obtained HACCP certification for honey production and packaging.



The product range includes 8 types of honey, pollen, royal jelly and honey mix, bronchi-honey (syrup with honey and medicinal plants) and natural cosmetics based on honey and herbs. Honey types are meadow and forest honey (poly-floral), comb honey, chestnut, heather, sage, linden, and acacia.

TYPES OF HONEY:	Acacia	Chestnut	Forest	Heather	Meadow	Sage	Other
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SPZ APIMED, Tomina bb, 79260 Sanski Most, BiH. t/f: +387 37 697 241, m: +387 61 472 692, nijaz.kadic@yahoo.com, www.apimed.ba



The unique fragrance, taste, and colour of this honey comes not only from its herbal origin, but also because this part of Herzegovina is one of the few remaining ecological regions in the Balkans.



HERCEG MED, TREBINJE

Herzeg Med company is located in Trebinje, in south-eastern Herzegovina. This part of Bosnia and Herzegovina has always been famous for its honey production – in the late 19th century, honey from Trebinje region was sold in the Austro-Hungarian Empire: the records from the year 1900 show that 30 tons of honey were sold to Vienna.



This tradition of quality continues to the present day. Using modern technology, this honey is analyzed and controlled to comply with the highest quality standards. Many awards that Herzeg Med has won attest to the quality of their main product: Herzegovina honey based on nectar from many types of Mediterranean herbs. This honey is sold pure, as well as mixed with dried figs, raisins, walnuts or almonds.

TYPES OF
HONEY:

Acacia

Chestnut

Forest

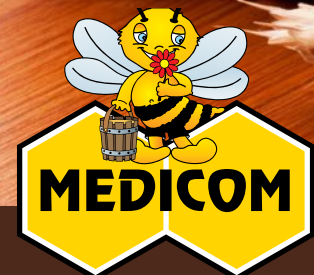
Heather

Meadow

Sage

Other

HERZEG MED, Mokri dolovi 31, 89101 Trebinje, BiH. t/f: +387 59 220 606, info@herzegmed.ba, www.herzegmed.ba



MEDICOM, GRUDE

The Medicom company was established in 1988, as a result of a long family history in beekeeping, which dates back to 1952. The company is located in Grude, western Herzegovina. In addition to its own honey production, it also buys honey from beekeepers in the region. Medicom is the largest honey processor in BiH and implementation of the HACCP system is in its daily routine.

Medicom offers 6 types of honey: sage, chestnut, heather, acacia and poly-floral honey (meadow and forest). This honey has received numerous golden medals for quality, and consumers all over BiH enjoy Medicom honey. Medicom is currently looking for distributors in Western Europe.

TYPES OF HONEY:	Acacia	Chestnut	Forest	Heather	Meadow	Sage	Other
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MEDICOM, Zrinsko-Frankopanska bb, 88340 Grude, BiH. t/f: +387 39 662 312, m: +387 63 620 959, tomislav@medicom.co.ba

www.medicom.co.ba



ŽALFIJA, TREBINJE

Žalfija is a cooperative of beekeepers, based in Trebinje. More than 60 beekeepers from this region are gathered around this cooperative. Its name, Žalfija, stands for Sage (*Salvia officinalis*), a well-known medicinal plant. This type of honey is most commonly produced by the cooperative's members.

Honey types vary year-to-year, but in most years, honeybees in this region produce sage, heather and winter savory (*Calluna vulgaris* and *Satureja montana*), Jerusalem thorn (*Paliurus spina-christi*), and Dalmatian Laburnum (*Petteria ramentacea*) mono-floral honey, as well as poly-floral honey.

The cooperative is also active in the production and trade of various materials for beekeepers (bee hives, bees wax foundation and bees feed), some of which have been exported to Italy, Norway, and Ireland. The cooperative is also implementing the HACCP system in the production of beekeeping materials.

TYPES OF
HONEY:

Acacia

Chestnut

Forest

Heather

Meadow

Sage

Other

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pzzalfija@teol.net, www.zalfija.com

Thank you

for taking the time to read this catalogue. We hope you found it useful.

For additional information please feel free to contact the staff of BiH Foreign Trade Chamber and the BiH Export Promotion Agency (cis@komorabih.ba, www.komorabih.ba/en).

If you are interested in the products from the fruit and vegetables sector, please download our catalogue of 35 major exporters:



Links for download:

<http://www.bosniafarma.ba/en/documents/fnvcatalogue/>

<http://goo.gl/XUMEVW>



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**FOREIGN TRADE CHAMBER
OF BOSNIA AND HERZEGOVINA**

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