

BIOFACH AMERICA

into organic

ALL THINGS ORGANIC

Baltimore, USA

The Baltimore Convention Center

Education & Events: September 12 - 15, 2018

Trade Show: September 13 - 15, 2018

biofach-america.com

Final Report

International patron:

IFOAM
ORGANICS
INTERNATIONAL

Co-located with:

Natural
Products
EXPO EAST*

Co-organizer:

NÜRNBERG MESSE

Date: September 13 – 15, 2018 (Thu. – Sat.)

Venue: The Baltimore Convention Center

Organizer: New Hope Network

Co-organizer: NürnbergMesse GmbH

International Patron:



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Save the date for BIOFACH AMERICA – ALL THINGS ORGANIC 2019:

September 12 - 14, 2019
Baltimore, USA

To book an exhibition space in 2019, please contact one of the sales people mentioned above.

FACTS & FIGURES

Exhibition area:

Net space 2,046 sqm

Exhibitors:

	Domestic	International	Total
Exhibitors	96	101	201
Co-exhibitors	2	2	
Exhibitors in %	49 %	51 %	100 %
Net m ² occupied	1,172	873	2,046
Net m ² in %	57 %	43 %	100 %

BIOFACH AMERICA – ALL THINGS ORGANIC shows 100 % organic products and is co-located with Natural Products Expo East. Among all more than 1,500 exhibitors at Natural Products Expo East, over 600 exhibitors presented their organic product lines.

Official pavilions:

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

Germany – organized by the German Ministry of Food and Agriculture

Korea - organized by the Korean Organic Farming Association

Madagascar – organized by the Netherlands-African Business Council

Participating exhibitors from 24 countries:

Argentina	21	Morocco	1
Australia	1	Netherlands	4
Belgium	1	Pakistan	1
Canada	8	Philippines	2
China	10	South Korea	13
Czech Republic	1	Sri Lanka	2
Ecuador	1	Sweden	1
France	2	Turkey	6
Germany	9	United States	98
Ghana	1	Total	201
India	6		
Indonesia	1		
Italy	5		
Madagascar	5		
Mexico	1		

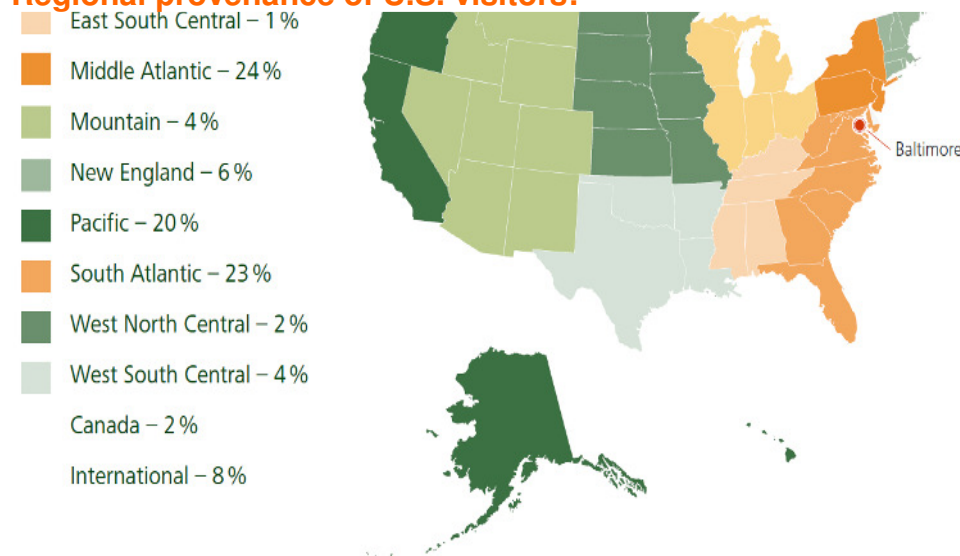
VISITORS

Total visitors: 27,000

International visitors from the following 120 countries:

Albania, Algeria, Antigua and Barbuda, Argentina, Australia, Austria, Bahamas, Bahrain, Bangladesh, Barbados, Belarus, Belgium, Belize, Bermuda, Bolivia, Bosnia and Herzegovina, Brazil, Bulgaria, Burkina Faso, Cameroon, Canada, Cayman Islands, Chile, China, Colombia, Costa Rica, Cote d'Ivoire, Croatia, Czech Republic, Denmark, Dominica, Dominican Republic, Ecuador, Egypt, El Salvador, Estonia, Finland, France, Gambia, Georgia, Germany, Ghana, Guam, Guatemala, Guyana, Haiti, Honduras, Hong Kong, Hungary, Iceland, India, Indonesia, Iraq, Ireland, Israel, Italy, Jamaica, Japan, Jordan, Kazakhstan, Kenya, Kuwait, Kyrgyzstan, Lebanon, Lithuania, Luxembourg, Madagascar, Malaysia, Malta, Mauritius, Mexico, Mongolia, Morocco, Myanmar, Nepal, Netherlands, New Zealand, Nicaragua, Nigeria, Norway, Oman, Pakistan, Panama, Paraguay, Peru, Philippines, Poland, Portugal, Puerto Rico, Qatar, Romania, Russian Federation, Saint Lucia, Saint Vincent and the Grenadines, Saudi Arabia, Singapore, Slovenia, South Africa, South Korea, Spain, Sri Lanka, Suriname, Sweden, Switzerland, Taiwan, Thailand, Trinidad and Tobago, Tunisia, Turkey, Uganda, Ukraine, United Arab Emirates, United Kingdom, United States, Uruguay, Uzbekistan, Venezuela, Vietnam, Virgin Islands (British), Virgin Islands (US)

Regional provenance of U.S. visitors:

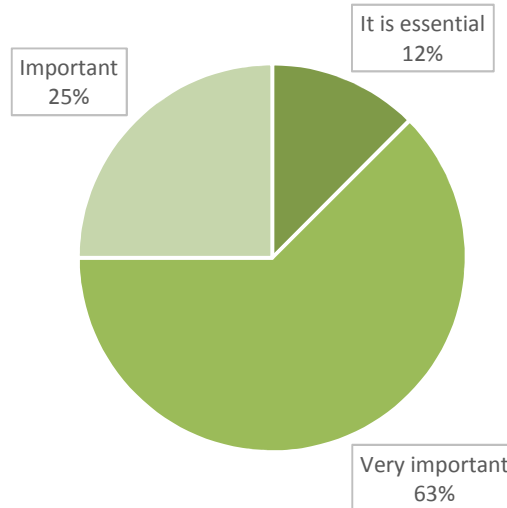


Primary Job Function of Registrants

Buyer	15 %
Owner / Principal	15 %
Manager / Supervisor	16 %
Associate	9 %
Director	8 %
President	5 %
Consultant/ Advisor	5 %
Vice President	5 %
Other / No Response	22 %

RESULTS FROM THE EXHIBITOR’S SURVEY AND STATEMENTS

How important is the participation in the BIOFACH AMERICA - ALL THINGS ORGANIC 2018 within the context of your company’s overall marketing and sales activities?



Every exhibitor was able to reach his target group at BIOFACH AMERICA – ALL THINGS ORGANIC 2018!

Every exhibitor saw for his products an average to excellent market acceptance in America.

“Despite an oncoming hurricane, BIOFACH America attendees enjoyed an outstanding trade show that included not only dozens of new exhibitors showcasing their products, but also an unparalleled number and variety of organic education sessions. For those wanting to do business with organic partners, BIOFACH America is one of the best places to meet companies and organic stakeholders from the United States and around the world.”

Peggy Miars, Executive Director/CEO at Organic Materials Review Institute (OMRI), President at IFOAM – Organics International

“The BIOFACH AMERICA Team did a great job. The light system well supported display cases and architecture of the German Pavilion. Business contacts were promising!”

Gerald A. Herrmann, Director at Organic Services

“BIOFACH AMERICA – ALL THINGS ORGANIC enables us to explore new avenues. Though we had less exhibitors and visitors in 2018, the conversations were very enriching and productive.”

Marc Netten and Christian Übelhör, CEOs of Naturkost Übelhör, Germany

“BIOFACH AMERICA in Baltimore is the show in US where you can find most of organic certified company and manufacturer. It’s because of that specification that buyers from all over US are visiting that show. That’s a great show!”

Jeff Marie, CEO at Karine & Jeff, France

IMPRESSIONS



EXHIBITORS AT BIOFACH AMERICA – ALL THINGS ORGANIC 2018:

Nr.	Company name	Country
1	4Pure, Inc.	United States
2	Acai Roots	United States
3	Adams Vegetable Oils, Inc.	United States
4	Advantage Health Matters Inc.	United States
5	AGRO RUGGERI SA	Argentina
6	AKC Commodities, Inc.	United States
7	Alter Eco	United States
8	Aname Vio	Argentina
9	Argentbio SRL	Argentina
10	Argentina Pavilion, Fundación Exportar	Argentina
11	ARMADA GIDA TIC. SAN. A.S	Turkey
12	Aryan International	India
13	Avafina Organics	Canada
14	Azure Market & Uncommon Carob	United States
15	Bay State Milling Company	United States
16	Bee Seasonal LLC	United States
17	Beetnik	United States
18	Benevelle Corporation	Philippines
19	bio verlag gmbh	Germany
20	BIOFACH World	Germany
21	Blue Marble Ice Cream	United States
22	BNB Global	United States
23	Buluş Çorap San ve Tic Ltd Şti	Turkey
24	Carmabe SA	Argentina
25	Catasus Anchorena Andres Ramon	Argentina
26	CCOF	United States
27	CH Harmony Co.,Ltd.	South Korea
28	Chocxo Chocolatier	United States
29	Coconut Business GmbH	Germany
30	Control Union Certifications North America LLC	United States
31	Crunchy Rollers™	United States
32	Cusi World USA	Ecuador
33	CV HASIL BAROKAH MANDIRI	Indonesia
34	Daabon Organic U.S.A, Inc.	United States
35	Dahlicious Organic	United States

Nr.	Company name	Country
36	DAMCHAEWON CO.,LTD	South Korea
37	deangelis srl	Italy
38	DERVISOGLU TARIM URUNLERI TIC VE SAN LTD STI	Turkey
39	Doc's Tea LLC	United States
40	Doens Food Ingredients B.V.	Netherlands
41	Duriduri Farming Association Corporation	South Korea
42	Eco Holding SRL	Argentina
43	EXPAM	Madagascar
44	Explore Cuisine	United States
45	Expolanka (Pvt) Limited	Sri Lanka
46	F.Ili De Cecco di Filippo Fara San Martino S.p.A.	Italy
47	Farmeks Tarim Urunleri Ltd	Turkey
48	Farmland Fresh Dairies	United States
49	Field Farms Marketing Ltd	Canada
50	Fire Cider	United States
51	Fjällbergets Bageri & Delikatesser AB	Sweden
52	Flavorganics, LLC	United States
53	FOCHAIN ORGANIC CO., LTD	China
54	FoodBerry Co.,Ltd	South Korea
55	Four Seasons Produce Inc.	United States
56	Freeline Organic Food	Netherlands
57	Fruit d'Or inc.	Canada
58	FRUITOFOOD	France
59	Functional Products S.A.	Argentina
60	Gang-Dong-O-Cake Co.,Ltd	South Korea
61	German pavilion, IEC Berlin	Germany
62	Germinal Organic	Italy
63	GIE SAHANALA	Madagascar
64	Global Organics, Ltd.	United States
65	Grain Millers, Inc.	United States
66	GrandyOats	United States
67	Great River Organic Milling	United States
68	Gui Tea USA Corp	United States
69	GURU Beverage	United States
70	Handofood Co.,Ltd	South Korea
71	Harbin Zhong An Making Oil co.,LTD	China

Nr.	Company name	Country
72	Hatti Food Inc.	Turkey
73	HavaMad	Madagascar
74	Healthy Food Ingredients	United States
75	Heartland Flax (A Healthy Food Ingredients Brand)	United States
76	Heartland Mill, Inc	United States
77	Hebei Qimei Agriculture Science and Technology Co.,Ltd	China
78	Heilongjiang Golden Valley Agricultural Science and Technology Development Co., Ltd.	China
79	HEILONGJIANG HAOZE SOYBEAN INDUSTRIAL CO.,LTD	China
80	Hero Nutritionals, LLC	United States
81	Hesco/Dakota Organic Products (A Healthy Food Ingredients Brand)	United States
82	HIMANATUR	Germany
83	HJS Condiments Limited	Sri Lanka
84	IFOAM – Organics International	Germany
85	International Harvest, Inc	United States
86	Interorganic Gida	Turkey
87	JACARANDAS	Madagascar
88	Jelly Belly Candy Company	United States
89	Jinghong Yisheng Agricultural Development Co.,Ltd	China
90	JINZHOU QIAOPAI BIOTECH CO.,LTD	China
91	jukro tea	South Korea
92	Kakosi	United States
93	Kanglim Organic Co.,Ltd	South Korea
94	Karine & Jeff Inc.	France
95	KeumKang B&F	South Korea
96	Kicking Horse Coffee	Canada
97	Kim's Chocolates NV	Belgium
98	Kombucha 221 B.C.	United States
99	Korea Organic Farming Association	South Korea
100	Koukla Delights	Canada
101	KR REAL s.r.o.	Czech Republic
102	L.I.R.A. S.A. / FREZZI S.A.	Argentina
103	La Preferida, Inc.	United States
104	La Voluntad S.A	Argentina
105	Lapierre Maple Farms	Canada
106	Late July Snacks	United States

Nr.	Company name	Country
107	Lekithos Inc	United States
108	LiquaDry	United States
109	Lochhead Vanilla Company	United States
110	Lotus Foods	United States
111	Luke's Organic	United States
112	Luna & Larry's Coconut Bliss (Bliss Unlimited LLC)	United States
113	Lundberg Family Farms	United States
114	MADAGASCAR PREMIUM EXOTICA	Madagascar
115	Madagascar Truly Authentic	Netherlands
116	Mamma Chia	United States
117	Mayorga Organics	United States
118	MISKA S.A.	Argentina
119	Missouri Pecan Growers	United States
120	Molino Grassi spa	Italy
121	Mosher Products Inc.	United States
122	Multiple Organics Inc.	United States
123	Nature's Approved	United States
124	Naturkost Uebelhoer GmbH & Co.KG	Germany
125	Naturkost USA Inc.	United States
126	Navitas Organics	United States
127	NEHE DINGSHENG AGRICULTURAL PRODUCTS CO.,LTD	China
128	Neofarms srl	Argentina
129	New England Natural Bakers	United States
130	Nimeks Organics / Natural Food Source	United States
131	NSI Group, LLC	United States
132	NurturMe	United States
133	Nutiva	United States
134	NutraSun Foods	Canada
135	Nutrin SA	Argentina
136	OIA - Organizacion Internacional Agropecuaria	Argentina
137	Om Organic Mushroom Nutrition	United States
138	Once Again Nut Butter	United States
139	Orgain, Inc.	United States
140	Organic Gemini Tigernuts	United States
141	Organic Latin America SA	Argentina
142	Organic Partners International, LLC	United States

Nr.	Company name	Country
143	Organic Services GmbH	Germany
144	Organic Suppliers SRL	Argentina
145	Organic Trade Association	United States
146	Organic Valley	United States
147	Organic Vegan Corp.	South Korea
148	Oriental Group	Morocco
149	Organic Land Ltd.	United States
150	Oskri	United States
151	Pachamama Products	Argentina
152	PARAMERICA SA	Argentina
153	Paul's Quinoa	Netherlands
154	Peeled Snacks	United States
155	PETROAGRO SA	Argentina
156	PHILIPPINE GLOBAL COCONUT OIL MILL INCORPORATED	Philippines
157	Pipeline Foods	United States
158	PRANAROM	United States
159	Pukka Herbs	United States
160	Pyure Brands	United States
161	Qingdao UnisonEco Food Technology Co.,Ltd	China
162	Quality Assurance International (QAI)	United States
163	QUARCOO INITIATIVES (Quin Organics)	Ghana
164	Rajat Agro Commodities Pvt. Ltd.	India
165	Riega Foods	United States
166	Rivara S.A.	Argentina
167	River Run Foods	United States
168	Rotisystems, Inc.	United States
169	Safe Food Corporation	United States
170	Sambazon	United States
171	SAMPURN ORGANIC PRIVATE LIMITED	India
172	Sanmik Natural Food Pty Ltd	Australia
173	Santa Anita Oil S.A.	Argentina
174	savini tartufi srl	Italy
175	Seattle Gummy Company	United States
176	Sejong Brewing Co., Ltd.	South Korea
177	Seon DoI Ma Eul	South Korea
178	Sesajal S.A. de C.V.	Mexico

Nr.	Company name	Country
179	SHENZHEN JINRUIFENG (GOLDEN HARVEST) BIOTECHNOLOGY LTD	China
180	SK Food International (A Healthy Food Ingredients Brand)	United States
181	Skjodt-Barrett	United States
182	Sky Valley Foods / Organicville	United States
183	Smart Kids	United States
184	SONI SOYA PRODUCTS LIMITED	India
185	Steaz	United States
186	Suminter India Organics	India
187	Sunfood	United States
188	SunTava (A Healthy Food Ingredients Brand)	United States
189	Taj Food (Pvt) Ltd.	Pakistan
190	Taste for Life	United States
191	Terra Ingredients, LLC	United States
192	Theo Chocolate	United States
193	Three Twins Ice Cream	United States
194	Tradin Organic	United States
195	Tropical Valley Foods	United States
196	Uncle Matt's Organic, Inc.	United States
197	Unicorn Natural Products Ltd. / BotanicLife LLC	India
198	Urban Moonshine	United States
199	USDA-AMS National Organic Program	United States
200	Wolfgang Mock GmbH	Germany
201	Zeroodle Inc.	Canada