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# F&B BUSINESS MATCHING UAE-CANADA



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# DELEGATE DETAILS

## 3T'S LIMITED

(Seafood)

### PROFILE

3T's Limited is a family owned and operated business with the main focus on producing seafood products.

### PRODUCTS

- Lobster products- cooked whole frozen, raw whole frozen, raw tails Snow Crab – cooked 10 lbs
- Turbot (Greenland Halibut) – HOG and HGT 15 Kg layer pack;
- Squid – whole frozen – 10 Kg boxes

### OBJECTIVES

To explore the possibility of exporting to the UAE – Direct supply and small orders.

### TARGET COMPANIES

Retail importers/distributors, Importers, and distributors



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## LES SOURCES SAINT-ÉLIE INC.

(Branded and private label alkaline and carbonated water)

[www.saintelie.com](http://www.saintelie.com)

### PROFILE

Les Sources Saint-Élie Inc. offers a naturally alkaline spring water, as well as a high-quality carbonated water without flavor, but with 100% natural and organic flavors. Their private label products are distributed throughout North America, Mexico, and Africa. The bottling solutions are based on a relational aspect, understanding the needs, budgets, and values of customers. Les Sources St-Élie Inc. strives to provide the best naturally available water, drawn, bottled, and delivered in the most environment friendly ways possible. Les sources Saint-Élie Inc. offers turnkey solutions to personalize what can be offered to customers. Whether it's the type of water, the bottle, the label or the cap color.

### PRODUCTS

- Saint-Élie Brand of alkaline spring water and flavored carbonated water
- Natural Spring Water and carbonated spring water
- Alkaline Spring Water
- Carbonated spring water with flavors
- Customizable bottles, caps and labels, natural or organic flavors, graphic design services.

### OBJECTIVES

To meet with medium to large retail chains.

### TARGET COMPANIES

Retail importers and distributors



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## AZMABIOTECH LTD.

(Natural Health Products)

[www.azmabiotech.com](http://www.azmabiotech.com)

### PROFILE

Azmabiotech is a GMP certified and FDA registered manufacturer of natural health products. It has over 30 distinct probiotic and medicinal herb product combinations approved as Symbiotic by Health Canada in the worldwide market. Azmabiotech's unique patented four layer probiotics with chosen veggie capsules\* increased its shelf-life stability. Furthermore, Azmabiotech is a contract manufacturer for several brands in Canada and abroad, and a consultancy firm for formulation and licensing

### PRODUCTS

- Natural health products
- Probiotics
- Medicinal herbal products

### OBJECTIVES

To find importers and partners to grow its market share

### TARGET COMPANIES

Dietary supplements, functional food and Health products importers/distributors



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## CITADELLE

(Maple syrup and related products)

[www.citadelle.coop](http://www.citadelle.coop)

### PROFILE

Citadelle is a Canadian producers' cooperative that develops and markets the high quality, pure maple, honey and cranberry products on a global scale. Products used mainly for breakfast topping and for cooking and baking. Citadelle is currently doing business in Kuwait, Saudi Arabia and Bahrain

### PRODUCTS

- 100% pure Maple syrup
- Maple sugar
- Maple spread

### OBJECTIVES

To identify distributors for the Middle East

### TARGET COMPANIES

Retail and Food Service importers/distributors, Food & Beverage buyers – retail, hotels and restaurants



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## **BULL'S HEAD BEVERAGES INC.**

(Ginger Sodas)

[www.abenakis.ca](http://www.abenakis.ca)

<https://en.bulls-head.com/>

### **PROFILE**

Bull's Head Beverages Inc. owns a spring with the most mineral of all waters: Abenakis. Bull's Head Beverages elaborates, manufactures and distributes unique ginger sodas. Their products are sold in North America and Europe. They develop natural and unique beverages (made from cane and natural ingredients) to respond to the demand of the markets for trendy beverages.

### **PRODUCTS**

- Ginger ale, ginger beer, cola
- Root beer
- Tonic, cream soda

### **OBJECTIVES**

To find distributors for the retail market

### **TARGET COMPANIES**

Retail importers/distributors, Food & Beverage buyers – retail, hotels and restaurants



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## JMD EXPORTS – CENTURY FARM FOODS

(Pulses – bulk and retail packages)

[www.centuryfarmfoods.com](http://www.centuryfarmfoods.com)

### PROFILE

JMD Exports and sells bulk grains internationally and domestically. All products are grown on one of the owners' 11000 acre-farm in Saskatchewan. They offer full traceability of the products, "Farm to fork". The retail line is packaged in 2lb stand up fully re-sealable pouches for convenient storage. The pulses can be used in a variety of ways in home cooking, roasting, boiling and flour milling

### PRODUCTS

- In bulk - Kabuli chickpeas, lentils, durum, canola, flax
- Retail package line – Kabuli chickpeas, large green lentils, red lentils and split red lentils.

### OBJECTIVES

to export branded pulses as well as offer bulk container to importers and distributors

### TARGET COMPANIES

Retail and Food Service importers/distributors, Food & Beverage buyers – retail



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## A SPICE AFFAIR

(Spices)

<https://aspiceaffair.com/>

### PROFILE

A Spice Affair offers over 150 premium quality spices and herbs crafted by 4th generation flavour experts. The blends are sustainable, clean, natural, vegan, non-GMO, nut and peanut-free, MSG-free, filler and preservative-free. Proudly made in Montreal in a HACCP & GMP certified facility, delivering freshness, quality and safety.

### PRODUCTS

- Spice shakers
- Spicehaus jars
- Nutrivilla spice bags, Yasmine spice bags
- Bulk Spices

### OBJECTIVES

To expand MENA market reach by making the product accessible through Noon and Amazon Arabia and to create the demand by pushing the brand through TV Influencers.

### TARGET COMPANIES

Retail, gift shops, foodservice importers/distributors, E-commerce platforms, hospitality (bulk), food manufacturers, Real Estate Developers (Retail Packaging): uplifting kitchens with premium & luxuriously packaged spice blends.



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## **NATURE NUX INC.**

(100% natural branded or private label nut butter)

[www.naturenux.com](http://www.naturenux.com)

### **PROFILE**

Nature Nux was established in 2016 and manufactures 100% natural Peanut and Nut Butter. They have built a strong expertise in processing nuts and peanuts to make spreads. They prioritize natural products that are carefully selected without added ingredients. Nature Nux develops their own products with the national trademark Nature Nux, but also produce some products for private brands/labels and produce jars and single serve sachets/pouches.

### **PRODUCTS**

100% natural nut butters (peanuts, almonds, hazelnuts and cashews).

### **OBJECTIVES**

To increase export to the UAE and meet importers and distributors.

### **TARGET COMPANIES**

Retail importers/distributors, Food & Beverage buyers – retail



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## BERBICIAN ROYAL

### FOODS

(Halal game meats, specialty meat,  
vegan products)

[www.berbician.net](http://www.berbician.net)

#### PROFILE

Berbician Royal Foods Inc. is a service oriented international food product development company established in 2008. The initial focus was on developing and servicing North American and Middle Eastern International markets for Halal certified fresh and frozen specialty meats and game products. More recently, the company has been expanding its range of product offerings. Vegetarian-vegan, prepared foods, ready-to-eat and packaged goods are in its portfolio under the brands Exotic Fine Foods, Essequibo Vegetarian Foods & Tribal Foods.

#### PRODUCTS

- Game Meats: Bison, deer and rabbit products
- Shelf stable products – salamis, charcuterie boards, snack sticks
- Frozen – hot dogs, sausages and game meat portions.

#### OBJECTIVES

To find distributors, co-manufacturers and potential partners/buyers

#### TARGET COMPANIES

Retail and food service importers/distributors, Food & Beverage buyers - retail



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## TORO BEVERAGES INC.

(Matcha energy drinks)  
[www.toromatcha.com](http://www.toromatcha.com)

### PROFILE

Toro Beverages is an energy drink manufacturer and distributor that was introduced to serve the rapidly expanding natural energy drink category. The Matcha energy drink delivers healthy long-lasting energy that lasts for 3-4 hours without the jitters and the energy slumps. Each drink can supply 6 mg of caffeine. TORO is 100% natural, sugar-free, gluten-free and vegan. It's made in Canada with Japanese Uji Matcha and only good-for-you ingredients. TORO's target customers are millennials who express concerns about the health effect of energy drinks on their health.

### PRODUCTS

TORO Matcha energy drinks in 6 flavors: Pineapple, peach, mango, lemon mint and ginger.

### OBJECTIVES

To expand distribution in the UAE. Product is currently distributed in ZOOM outlets across Dubai

### TARGET COMPANIES

Retail and Food Service importers and distributors, Food & Beverage buyers – retail, hotel and restaurants



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## TASTE OF NATURE FOODS INC.

(Organic/clean label – snack and  
granola bars)  
[www.tasteofnature.com](http://www.tasteofnature.com)

### PROFILE

Taste of Nature Foods is a Toronto, Canada based manufacturer of high-quality, great tasting snack bars, balls and granola clusters. We have three primary lines of business, each of which we operate on a global basis: Branded, Private Label and Contract Manufacturing. Our products are sold in over 50 countries around the world. Our primary brand, Taste of Nature, is a premium fruit, nut and seed-based brand that is Organic, non-GMO, Gluten-Free, Vegan and Kosher. We can also work with customers to tailor certification and claims (private label and manufacturing)

### PRODUCTS

- Fruit, nut and seed bars (including low sugar options), supereed bars, granola and balls (launching soon)
- Private Label: various national brand equivalent options
- Contract manufacturing: a wide range of potential product options

### OBJECTIVES

To meet with potential business partners and learn more about the market

### TARGET COMPANIES

Retail importers and distributors, Food & Beverage buyers – retail, e-Commerce platforms



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## AL SAFA FOODS CANADA LTD.

(Ready to eat/cook Halal Foods)  
[www.alsafahalal.com](http://www.alsafahalal.com)

### PROFILE

Al Safa Foods offers halal, guilt-free convenience foods from ready to eat and ready to cook lines. Al Safa Foods is committed to provide a vast variety of convenient, healthy and Halal foods.

### PRODUCTS

- Deli - Hickory smoked beef breakfast strips;
- Flatbread – Roti and aloo paratha;
- Ethnic Foods – Beef Samosa, Pizzas (cheese, pepperoni and vegetables);
- Ready to Cook – chicken nuggets, burgers and kebabs
- Ready to Eat – Beef meatballs, butter chicken and chicken biryani.

### OBJECTIVES

To explore the UAE market and establish business partners and buyer contacts

### TARGET COMPANIES

Wholesalers, Retail importers/distributors, Food service importers/distributors



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## SMART FOOD SAFE

(Software – Food safety, quality and traceability)

[www.smartfoodsafes.com](http://www.smartfoodsafes.com)

### PROFILE

Smart Food Safe is a food safety management software company. It was founded to solve the growing global food safety, quality, traceability, and regulatory compliance requirements in the supply chain. Smart Food Safe provides software solutions that can tackle several inadequacies faced in the food industry by bridging the food safety functional gap through technologies. Their mission is to use technology to bring the cost of quality and food safety down while improving the compliance gaps. Their affordable and smart cloud-based software modules are designed by the food industry professionals to digitalize the supply chain data for real-time traceability and to comply with various global food safety & quality systems.

### PRODUCTS

Over fifteen different software modules under the brand name to help our customers reduce cost by bringing operational efficiencies and digital transparency for the stakeholders. Modules include Smart Record, Smart Farm, Smart Supplier, Smart Audit, Smart CAPA, Smart HACCP, Smart Lab, Smart Visitor, Smart Regulation and others.

### OBJECTIVES

To meet potential customers – food manufacturers, hotels, restaurants, retailers, to create brand awareness, to explore collaborations opportunities with retailers, manufacturers and regulatory bodies

### TARGET COMPANIES

Food manufacturers



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## **MAKIVIK CORPORATION**

(First Nations (Nunavik Inuit)  
Corporation)  
(Shrimps)  
[www.makivik.org](http://www.makivik.org)

### **PROFILE**

Politically, culturally and economically, Makivik has been a leader in building and developing a vibrant region called Nunavik, where, between the dualistic nations of Canada and Quebec, Inuit have established their own distinct place and identity. Makivik means "To Rise Up" in Inuktitut. Makivik owns and operates large profitable business enterprises in the region including offshore shrimp licenses for two different species – *Pandalus borealis* and *Pandalus*

### **PRODUCTS**

Shrimp (*Pandalus borealis* and *Pandalus montagui*) – shell on, cooked and frozen at sea and flash frozen raw.

### **OBJECTIVES**

To identify news clients, opportunities and new market

### **TARGET COMPANIES**

Retail and Food Service importers/distributors, Food & Beverage buyers – retail, hotels and restaurants



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## REGENESIS NATURAL PRODUCTS INC.

(Functional herbal teas)

[www.origana.com](http://www.origana.com)

### PROFILE

Regenesis Natural Products Inc. is an export-focused company that sources high quality natural health products and health foods manufactured in Canada. They have 4 mainstream lines of herbal slim teas (laxative herbal teas) made with 100% natural botanical ingredients. They also have an innovative, premium line of functional herbal teas made with 100% certified organic ingredients under the ORIGANA Brand, made with 100% natural botanical ingredients

### PRODUCTS

- Herbal slim teas (laxative herbal teas): Nature SM Herbal tea, Super SM Tea, Ultra SM Herbal Tea, Nutra Slim Tea
- Origana brand: Origana Hit Reset detox herbal tea, Origana Pump It Up, Adaptogenic Herbal Tea, Origana Ya Got Guts, Gut Health Herbal Tea, Origana Go Go Laxative Herbal Tea

### OBJECTIVES

To meet importers, distributors, wholesalers and brokers. To secure a first trial order to showcase products to UAE consumers.

### TARGET COMPANIES

Retail importers/distributors, Food & Beverage buyers – retail, hotels and restaurants



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