Companies’ Catalogue

Medicinal and Aromatic Plants
Mushrooms
Wild Forest Products

FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA
Association of Medicinal Plants and Wild Forest Products

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USAID LAMP
Partners for Development

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Dear Readers and Catalogue Users,

We are pleased to present you this Export Catalogue, supported by the Foreign Trade Chamber of Bosnia and Herzegovina and partners who have been active within this sector for an extended period of time - USAID LAMP and Partners for Development.

Presented here are the companies that are members of the Association of Medicinal Plants and Wild Forest Products, working in the frame of the Foreign Trade Chamber of Bosnia and Herzegovina. The majority of these companies are already exporting to Asia, America and Europe and this catalogue contains all of their products available for export.

Bosnia and Herzegovina (B&H) has natural resources and ecosystems which exhibit high biodiversity. Collection of wild and aromatic plants has been a very important activity in B&H for centuries. While B&H was part of the country of former Yugoslavia, it was the main producer of medicinal and aromatic plants (MAPs). About 160 to 170 plant species are collected in B&H and between 200 and 300 hectares are under cultivation. The 16 most important MAPs amount to approximately 1,100 tons of dried plant export.

The possibilities of growing, collecting and processing of medicinal plants and wild forest products are even higher than presented in this Catalogue. This catalogue contains information on quality aspects, sustainability and specific market niche information. The objective of this catalogue is to inform businesses about the main B&H producers and exporters of medicinal and aromatic plants, mushrooms and wild forest products.

Mahir Hadžiahmetović, president

Foreign Trade Chamber of the B&H

signature
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STRUCTURE

The reorganization of the Chamber of Economy of Bosnia and Herzegovina towards the current model of Chambers in European Countries, led to the transformation into the Foreign Trade Chamber of Bosnia and Herzegovina as an independent, non-governmental, non-political and non-profit public association of the economic entities.

(The Law on Foreign Trade Chamber of Bosnia and Herzegovina passed on December 18, 2001).

The Foreign Trade Chamber organization has the following segments:

Chamber Management - organs and bodies of the FTC B&H

Departments:
1. International Relations Department
2. Certification Department with B&H Association Global Standard 1 (GS1 B&H)
3. Information & Statistics Department
4. Research & Development Department
5. Institute for Education
6. Transport & Communications Department

Branch & Specialized B&H Associations

MEMBERSHIP Members of the Foreign Trade Chamber of Bosnia and Herzegovina are legal persons operating in various businesses, banking & finance, public utilities and other activities. Membership is mandatory, determined according to the Law. At present, the membership amounts to approx. 40,000 companies engaged in various business sectors.

MISSION

• development and upgrading foreign trade policies
• development and upgrading customs and tariff policies
• development and upgrading international finance
• development and upgrading international transport and communications
• co-ordination of revival and reconstruction of the economy.

ACTIVITIES

• interests of the member companies abroad directly and through diplomatic and consular networks
• performing activities of public authorizations
• co-operation with other Chambers in the country and abroad
• promoting and realizing education programs
• developing business and computer systems and connecting to international data-bases
• developing favorable conditions for foreign investments and joint-ventures
• collecting and elaborating economic data and market analyses in the framework of foreign economic relations
• promoting the Bosnia and Herzegovina economy and presenting the products of BH companies at international fairs in the country and abroad
• supplying information on the legal system, economic legislation, including legal services to foreign and local economic entities
Purpose of the Project

LAMP’s purpose is to increase competitiveness of B&H agricultural sector by development of market linkages. The results of the project will be:

1) Fewer food imports to Bosnia and Herzegovina, and greater food exports,
2) More jobs for people involved in the agricultural sector, and
3) Increased incomes for BH farmers.

Targeted sub-sectors

- Fruit & Vegetables
- Dairy
- Medicinal & Aromatic Plants
- Wine

Project Activities

**Technical Assistance:** Local and international technical advisors skilled in improved agricultural practices advise selected agribusiness partners and producers on means to enhance their production, processing, and marketing capabilities in response to market opportunities.

**Building Linkages:** Business advisors will facilitate market linkages by actively promoting relationships between buyers and suppliers such as producers, producer associations / cooperatives, food processors, food retailers and consumers.

**Financing:** Sources of financing are available to selected agribusinesses to enhance their processing facilities. Funds are also available to qualifying producers and producer groups through BiH Micro Finance Institutions (EKI, Partner, Mikrofin, Prizma) to support their improved crop and livestock production. Additionally, a guarantee fund has been established with three commercial banks (UPI Banka, Zagrebačka banka BH and VolksBank), that support access to credit by agricultural producers and processors.

**Agricultural Policy:** Focused attention is directed to advocate reform of agricultural policies and bureaucratic practices that currently restrict the competitive development of the agricultural sector in Bosnia & Herzegovina.
Partners for Development (PfD) have now supported agriculture programs in Bosnia and Herzegovina for the twelfth successful year of operation.

**Upper Vrbas Agriculture Program:**

PFD is supporting activities in the Upper Vrbas region of Central Bosnia which promote the development of the agriculture sector. The program has four components which include: 1) building the capacity of agriculture producer’s organizations, 2) improving access to credit for the agriculture sector, 3) building market linkages between agricultural producers and agro business or processors and 4) improving agriculture policy at the municipal level.

The program is being implemented in partnership with the regional development agency, local producer’s organizations, national business entities, credit institutions and municipalities.

**National Quarantine Station Project (NQSP):**

The goal of the NQS Project (also known as Border Veterinary Inspection Post – BVIP) is to build the capacity of the public veterinary sector in B&H at the state level. In order to achieve this PFD is working with the State Veterinary Office (SVO) to develop the border veterinary inspection services so that B&H will have the ability to import animals and animal products according to international trade standards. This project is being achieved through three objectives which include: 1) harmonization of veterinary border inspection regulations and procedures with international standards, 2) rehabilitate or construct border veterinary inspection stations at a selected number of international border crossings, 3) provide training on new regulation and procedures of veterinary border inspection.

The project is being implemented in partnership with the Ministry of Foreign Trade and Economic Relations (MOFTER) and is collaborating with International Organizations and B&H Ministries in charge of border services.

**Agricultural Market Information Project:**

The goal of the Agriculture Information Project is to support the development of agricultural information in order to promote more efficient agriculture market linkages, policy development and economic development in the agriculture sector of B&H.

The program is being implemented in collaboration with Foreign Trade Chamber, sectoral specialist and international organizations.

The program is funded by the United States Department of Agriculture (USDA), through Monetization Program in Bosnia and Herzegovina.
BOSNIA AND HERZEGOVINA

Flag

Emblem

Surface 51,209 km²

Population (in thousands) estimation from 2003 3,832

Capital Sarajevo

Other bigger cities Banja Luka, Bihać, Doboj, Mostar, Tuzla, Zenica

International airports Sarajevo, Banja Luka, Mostar, Tuzla.

Official languages Bosnian, Croatian, Serbian

State Model Presidential republic with two Chamber Assemblies, Council of Ministries and Constitutional Court

Territorial units Two entities: Federation of Bosnia and Herzegovina and Republic Srpska, Brčko District B&H

Major Religions Islam, Orthodox, Catholic

National currency Convertible mark (BAM) The BAM is pegged to the Euro at rate of BAM 1 : € 0.51129

Stock Exchange The Sarajevo Stock Exchange - SASE The Banja Luka Stock Exchange - BLSE

Country telephone code 387

Location and Geographic coordinates Bosnia and Herzegovina is located in central part of the Balkan peninsula 44 00 N, 18 00 E

Land boundaries 1,538 km

Coastline 21.2 km

Climate Moderately continental (hot summers and cold winters, mild, rainy winters along coast)

Terrain Highland area, High Karst, Mediterranean area, Plain area

The lowest point Adriatic Sea 0 m.

The highest point Maglić: 2,386 m.

The longest river Drina: 346 km

The biggest lake Buško: 55.8 km²

Land use (1993 estimation) Arable land 14 %

Sown land 5 %

Pastures 20 %

Forests 39 %

Other 22 %
LEGEND:

1. GM prirodno bilje
2. Ljekovito Bilje Čeliković
3. Independent Farmers Association of Upper Vrbas Region - IFA
4. Mushroom
5. ZZ Zelengora
6. Flores
7. Kozarabilje
8. Boletus
9. Natur Farm
10. Terra Eco
11. Belladonna / Kap po Kap / Plantago
12. Hercegovina Bilje
13. Roing
14. Biljana
15. Vextra / ZZ Radobolja
16. Flora
17. Šumski Plod
18. Neven
19. Faveda / Heljda Eko / Herba Eko / Herbe Naturale / Klas
20. ZZ Agrokoop
21. ZZ Agriplod
22. Pharmamed
23. Andelić / Elmar / Invent +
24. Frutti Funghi
25. Halilović
26. Smrčak
FOREIGN TRADE & INVESTMENT LEGISLATION
OF BOSNIA AND HERZEGOVINA

GUIDE

Having accepted the market orientation based on the principles of free entrepreneurship, Bosnia and Herzegovina takes an active part in the global economic integration processes.

Bosnia and Herzegovina are currently negotiating to become a member of the European Union and the World Trade Organization.

During the recent period, thousands of new private companies have been established and companies are being privatized. Stability of the currency, position in the region and other positive factors, make the economy of Bosnia and Herzegovina a prospective business partner to a number of countries.

Value added taxation (VAT) will be introduced on the 1st January 2006 at the rate of 17%. Within BiH there exist a fully reformed banking system and developed banking sector, protection for foreign investments, favourable laws on direct foreign investment and many other privileges for foreign investors to enter in this wide, regional market.

By the excerpts from the laws and regulations, presented on web page www.komorabih.ba, the Foreign Trade Chamber of Bosnia and Herzegovina wishes to highlight the most important legal aspects of the business environment in B&H, in order to assist both the present and potential business partners abroad. For more detailed information send an email on: cis@komorabih.ba.
FAIRS IN BOSNIA AND HERZEGOVINA

AGROFOOD
International Fair of Agriculture and Equipment
Place: Center Skenderija, Terazije bb, Sarajevo
Time: March, every year
Organizer: Center Skenderija, Sarajevo

AGROS
International Fair of Agriculture
Place: Pilanska bb, Banja Luka
Time: September, every year
Organizer: “Banjalučki velesajam,” Banja Luka

EKOBIS
EKOtourism, EKology, EKOfood
Place: Auto Camp “Orljani,” Bihać
Time: September, every year
Organizer: Chamber of Economy Una-Sana Canton with Members

TEA FEST
International Tea and Medicinal Plants Festival
Place: Trg Oslobodjenja, Sarajevo
Time: June, every year
Organizer: Promocult, Sarajevo

BEE FEST
International Festival of Apiculture and Equipment
Place: Trg Oslobodenja Sarajevo
Time: September, every year
Organizer: Promocult, Sarajevo

GRADAČAC FAIR
International Fair of Agriculture and Food Industry – Plum Fair
Place: H.K. Gradaščevića, Gradačac
Time: End of August, beginning of September, every year
Organizer: Gradačac Fair, Gradačac

HIP - BANJALUKA
Food and Beverages Fair
Place: Banja Luka velesajam
Time: April, every year
Organizer: “Glas srpski-Trgovina”, AD-Sector for Fair Activities

INTERAGRO
International Fair of Agriculture
Place: Agro Center “Knez Ivo od Semberije”, Bijeljina
Time: September, every year
Organizer: OJ DP “Grad” Bijeljina

ZEPS
General BH Fair
Place: Fair place Kamberovića field, Zenica
Time: October, every year
Organizer: DD Poslovni sistem RMK
INTERNATIONAL FAIRS

ANUGA
International Food & Beverages Fair
Place: Cologne, Germany
Time: October, every year

BIOFACH
International Organic Food Fair
Place: Nuremberg, Germany
Time: February, every year

HEALTH INGREDIENTS
International Fair of Health Ingredients
Place: Frankfurt, Germany (2006)
Time: November, every year

MIDDLE EAST NATURAL PRODUCTS EXPO
International Fair of Organic and Natural Products
Place: Dubai, United Arab Emirates
Time: December, every year

SANA
International Exhibition of Natural Products Nutrition, Health and Environment
Place: Bologna, Italy
Time: September, every year

VITAFOODS INTERNATIONAL
International Fair of Nutraceuticals, Cosmeceuticals, Functional Foods & Drinks
Place: Geneva, Switzerland
Time: May, every year
USEFUL CONTACTS

FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA
Branislava Đurđeva 10, 71000 Sarajevo
Phone: +387 33 663 370, 202 809, 663 631
Fax: +387 33 214 292, 202 649, 662 632
Email: cis@komorabih.ba
Web page: www.komorabih.ba

ASSOCIATION OF MEDICINAL PLANTS AND WILD FOREST PRODUCTS OF BOSNIA AND HERZEGOVINA
Branislava Đurđeva 10, 71000 Sarajevo
Phone: +387 33 202 968
Fax: +387 33 214 292

MAP ASSOCIATION “ZLATNICA”, Bihać
Pokoj bb, 77101 Bihać
Phone/Fax: +387 37 300 887
alma012@bih.net.ba

MINISTRY OF FOREIGN TRADE AND ECONOMIC RELATIONS OF BOSNIA AND HERZEGOVINA
Department for Foreign Trade Policy and Foreign Investment
Musala 9, 71000 Sarajevo
Tel: +387 33 663 863
Fax: +387 33 220 546

FEDERAL MINISTRY OF AGRICULTURE, WATER MANAGEMENT AND FORESTRY
Maršala Tita 15, 71 000 Sarajevo
Phone: +387 33 203 428
Fax: +387 33 663 659

MINISTRY OF AGRICULTURE, FORESTRY AND WATER MANAGEMENT OF REPUBLIC SRPSKA
Vuka Karadžića 4, 78000 Banja Luka
Phone: +387 51 331 634
Fax: +387 51 331 631

FEDERAL MINISTRY OF PHYSICAL PLANNING AND ENVIRONMENT
Department of Environmental Protection
Maršala Tita 9a, 71000 Sarajevo
Phone/Fax: +387 33 443 336
Email: azra.korac@fmpuio.gov.ba
Web page: www.fmpuio.gov.ba

INSTITUTE FOR MARKET ECOLOGY
Organic certification
Representative for Bosnia and Herzegovina, Sarajevo
Tel: +387 61 222 075
Email: rankicab@yahoo.com

INSTITUTE FOR STANDARDS, MEASURING AND INTELLECTUAL PROPERTY OF BOSNIA AND HERZEGOVINA
Hamdije Čemerlića 2/7, 71000 Sarajevo
Tel: +387 33 652 765
Fax: +387 33 652 757
Email: info@basmp.gov.ba
Web page: www.basmp.gov.ba
Department: Technical Committee for Medicinal and Aromatic Plants Standards

ORGANSKA KONTROLA, BOSNIA AND HERZEGOVINA
Organic certification
Butmirска cesta 40, 71000 Sarajevo
Tel: +387 33 636 768
Fax: +387 33 636 763
Email: office@organskakontrola.ba
MEDICINAL AND AROMATIC PLANTS
/ PRESENT SECTOR STATUS

Bosnia and Herzegovina (B&H) has a centuries old tradition in the collection of wild medicinal and aromatic plants (MAPs) due to its richness in different landscapes and ecosystems. One of the most diverse ecosystems in Europe, with pristine forests, fertile agriculture, ample fresh water sources, and a rich mosaic of flora and fauna B&H has an estimated 3,572 plant species, subspecies, and varieties; some 3,000 species of algae; and 3,000 to 5,000 species of fungi and lichens. Considering the number of species and the relatively small land area, B&H is among the five richest countries in Europe in terms of species density and diversity. The country has a significant number of endemic plant species, an estimated 500. On average, 74 percent of fungi species from the International Union for the Conservation of Nature (IUCN) Red List for Europe can be found in B&H forest ecosystems.

Flora in B&H has yet to be fully inventoried. While B&H is an important center of biodiversity for the region, it has the highest proportion of threatened species of any country in Europe. Although there are no reliable data on the current status of threats to plant species in B&H, the broad ecosystem diversity in the country suggests that a large number of plant and fungi may well be endangered, particularly species from the sub alpine and alpine belts. The list of plants thought to occur in B&H in the IUCN Red List was drawn in 1990 from literature and herbarium sources only. The Red List for B&H is not yet published.

Both the Federation of Bosnia and Herzegovina (FB&H) and Republic Srpska (RS) have adopted laws on environmental protection. The Nature Protection Law (in FB&H and RS) broadly supports the concept of sustainable management of natural environments to ensure the maintenance of biodiversity and functioning of ecosystems. More specifically, the law forbids unsustainable use of unprotected wild plants. The law also prohibits the collection, damage, transport or sale of plants and mushrooms noted in the Red list.

Currently, forestry law exists only on the entity level and does not include reference to Non Wood Forest Products (NWFP). The Ministry of Agriculture FB&H has recently drafted preliminary regulations on NWFP which needs to be pushed forward and insured to include regulations for MAP. The law on medicines exists on an entity level but its requirements are too complicated and too expensive for processors of MAP products. As a result, new sub-laws regarding Herbal medicinal products have been drafted on both entity levels but have not been implemented.

The industry consists of few large, previously state owned companies, along with a large number of small, relatively new companies. There are currently fifty companies operating in this sector with eleven of them well-known with a long history of operating. The vast majority are involved in the collection and trade of wild collected MAP raw material. Many of these companies also trade wild berries, wild mushrooms and other non-wood forest products.

There are an increasing number of companies or organizations doing formal cultivation of MAPs in B&H, especially with Chamomile, Mint and Melissa, either on their own private farms or by contracting with farmers.

Finally, a significant group of companies are involved in producing value added products such as essential oils, herbal teas, and various medicinal applications and cosmetic products.

An EU study\(^1\) conducted in early 2002 estimated that the total market value of MAPs in B&H was KM 50 million per year and the potential market value was KM 200 million at that time. Since then, demand for MAP products from B&H has increased, particularly for raw materials and essential oils.

\(^1\) Agribusiness and Textiles in Bosnia and Herzegovina, Phase I Agribusiness Report, Sector Strategy and Enterprise Screening, prepared by Agrisystems Resanco.
Companies’ Catalogue

Medicinal and Aromatic Plants
Mushrooms
Wild Forest Products
The “Anđelić” company is engaged in the purchase, processing, sales and exports of medicinal and aromatic plants, as well as production and sales of essential oils, all done according to the standards of organic production.

Address:
Trebinjski brigada 110
Trebinje 89101
South Bosnia and Herzegovina
Tel: +387 65 688 356
Fax: +387 59 260 647
E-mail: andjelic@post.com

Contact person - export & domestic: Radovan Anđelić
Communication (language): English

Wild plants collected:
- Ramson: Allium ursinum
- Immortelle: Helichrysum italicum
- Sage: Salvia officinalis
- Juniper berry: Juniperus communis
- Mountain savory: Satureja Montana
- Chaste tree: Vitex agnus castus
- Greek bay: Laurus nobilis
- Yarrow: Achillea millefolium
- Birch: Betula pendula
- Hawthorn: Crataegus oxyacantha
- English ivy: Hedera helix
- St. John’s wort: Hypericum perforatum
- Prickly juniper: Juniperus oxycederus
- Olive: Olea europea flores
- Elderberry: Sambucus nigra
- Dog rose: Rosa canina
- Nettle: Urtica dioica
- Pomegranate: Punica granatum

Types of Certification: Organic certificate for the above mentioned plants KRAV and NOP.

Minimum quantity per order (export): 1 kg

The company sells its dried medicinal plants pressed into 25-50 kg bales. Quantity being produced ranges from 100 kg up to 15 tons, depending of the plant variety. Delivery season starts in May and depending on plant variety finishes in October. Plants are collected from the entire country of Bosnia and Herzegovina.
<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Essential oils</th>
</tr>
</thead>
<tbody>
<tr>
<td>Immortelle</td>
<td>Helichrysum italicum</td>
</tr>
<tr>
<td>Sage</td>
<td>Salvia officinalis</td>
</tr>
<tr>
<td>Juniper berry</td>
<td>Juniperus communis</td>
</tr>
<tr>
<td>Prickly juniper</td>
<td>Juniperus oxycederus</td>
</tr>
<tr>
<td>Mountain savory</td>
<td>Satureja Montana</td>
</tr>
<tr>
<td>Chaste tree</td>
<td>Vitex agnus castus</td>
</tr>
<tr>
<td>Greek bay</td>
<td>Laurus nobilis</td>
</tr>
<tr>
<td>Silver fir</td>
<td>Abies alba</td>
</tr>
<tr>
<td>Grand fir</td>
<td>Abies grandis</td>
</tr>
<tr>
<td>White pine</td>
<td>Pinus silvestris</td>
</tr>
<tr>
<td>Yarrow</td>
<td>Achillea millefolium</td>
</tr>
<tr>
<td>Italian cypress</td>
<td>Cupressus sempervirens</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual Capacity/Quantity</th>
<th>Distiller 2000 L stainless steel. 1 kg to 1000 kg, depending on the kind of the plant.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brief description and purpose of the product</td>
<td>100% natural essential oils processed with steam distillation of medicinal and aromatic plants. The product is used in aromatherapy, as a raw material in pharmaceutical, cosmetics and chemical industry.</td>
</tr>
<tr>
<td>Processing method</td>
<td>Steam distillation.</td>
</tr>
<tr>
<td>Packaging</td>
<td>Aluminum bottles, 1 - 50 kg.</td>
</tr>
<tr>
<td>Delivery season</td>
<td>Throughout the year</td>
</tr>
<tr>
<td>Certificates</td>
<td>Certificate issued by the Swedish certifying body KRAV, according to the EU regulations 2092/01 and NOP (National Organic Program) for the US market.</td>
</tr>
</tbody>
</table>
“Belladonna” is a family company engaged in the production of traditional elixirs made of wild medicinal and aromatic plants and other wild forestry products.

Address:
Malo Blaško bb
Laktaši
Slatina 78253
North West Bosnia and Herzegovina
Tel: +387 51 218 454 and 588 298
Fax: +387 51 218 454
E-mail: belladonna_bl@yahoo.com

Contact person - export: Gojko Rodić
Communication (language): English
Contact person - domestic: Dušan Rodić

Wild plants/wild forest products collected:
- Blackberry — *Rubus fruticosus*
- Cornelian Cherry — *Cornus sp.*
- Crab Apple — *Malus sylvestris*
- Common Pear — *Pyrus communis*
- Dog rose — *Rosa canina*
- Blue elderberry flower — *Sambucus nigra, flores*
- Nettle — *Urtica dioica*
- Blackthorn — *Prunus spinosa*
- Peppermint — *Mentha piperita*
- Black locust — *Robinia pseudoacacia*
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Capacity/Quantity</td>
<td>5,000 - 8,000 L</td>
<td>8,000 L</td>
<td>20,000 L</td>
<td>6,000 - 7,000 L 5,000 L 4,000 L</td>
</tr>
<tr>
<td>Brief description and purpose of the product</td>
<td>Drink rich in vitamins, minerals and fruit acids. No preservatives, alcohol or artificial colors or additives. Used in nutrition and as a medicinal supplement.</td>
<td>Wine with 5% of alcohol, no preservatives, additives or artificial colors. Used in nutrition and as a medicinal supplement</td>
<td>Fine vinegar made of Crab Apples. Used in nutrition and as a medicinal supplement</td>
<td>Thick syrup needs to be dissolved with water, 1:5 ratio. No preservatives, additives or artificial colors. Used in nutrition and as a medicinal supplement</td>
</tr>
<tr>
<td>Processing method</td>
<td>Traditional recipes</td>
<td>Natural fermentation under the controlled conditions, stabilized with temperature.</td>
<td>Traditional recipes</td>
<td>Traditional recipes/boiling. With the Nettle syrup we use the tip of the plant.</td>
</tr>
<tr>
<td>Packaging</td>
<td>Glass packaging 0,33 L 0,75 L</td>
<td>Glass packaging 0,5 L 0,7 L</td>
<td>Glass packaging 0,5 L</td>
<td>Glass packaging 0,5 L 0,7 L</td>
</tr>
<tr>
<td>Delivery season</td>
<td>January - June</td>
<td>January - July</td>
<td>Throughout the year</td>
<td>September - June May - December May - December</td>
</tr>
</tbody>
</table>

![Image of products](image-url)
The company is involved in the production and processing of medicinal and aromatic plants. They have been exporting since 1978. The main products are tea and tea mixtures. The company intends to restart its distillery so that they can begin producing essential oils.

Address:
Maoča bb
Maoča, Brčko 76208
North Bosnia and Herzegovina
Tel: +387 49 520 774
Fax: +387 49 520 773
E-mail: 3biljana@myway.com

Contact person - export: Murguz Elmir
Communication (language): English, German
Contact person - domestic: Pekić Ferhat

Wild plants collected:
- White/black linden: *Tilia sp.*
- Elder: *Sambucus nigra*
- Yarrow milfoil: *Achillea millefolium*
- St. John’s wort: *Hypericum perforatum*
- Centaury: *Centaurium erythraea*
- Birch: *Betula pendula*
- Mistletoe: *Viscum album*
- Horsetail: *Equisetum arvense*
- Wild thyme: *Thymus serpyllum*
- Hawthorn: *Crataegus monogyna*
- Alder buckthorn: *Frangula alnus*
- Beard of a corn-cob: *Maydis stigma*
- Coltsfoot: *Tussilago farfara*
- Cranberry: *Vaccinium oxycoccus*
- Bilberry: *Vaccinium myrtillus*
- Rose hip/Dog rose: *Rosa canina*
- Sage: *Salvia officinalis*
- Ramson: *Allium ursinum*
- Knot grass: *Polygonum aviculare*

Medicinal and aromatic plants cultivated:
- Mint: *Mentha piperita*
- Chamomile: *Matricaria chamomilla*

Minimum quantity per order (export): 5 tons
<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Filter teas</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chamomile</td>
<td>Matricaria chamomilla</td>
</tr>
<tr>
<td>Klamath weed</td>
<td>Hypericum perforatum</td>
</tr>
<tr>
<td>Wild thyme</td>
<td>Thymus serpyllum</td>
</tr>
<tr>
<td>Melissa</td>
<td>Melissa officinalis</td>
</tr>
<tr>
<td>Peppermint</td>
<td>Mentha piperita</td>
</tr>
<tr>
<td>Rose Hip</td>
<td>Rosa canina</td>
</tr>
<tr>
<td>Yarrow milfoil</td>
<td>Achillea millefolium</td>
</tr>
<tr>
<td>Wild fruit tea</td>
<td></td>
</tr>
<tr>
<td>Weight loss herbal tea</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual Capacity/Quantity</th>
<th>100,000 small boxes</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Brief description and purpose of the product</th>
<th>Dried and chopped wild and cultivated herbs. Nutrition and healing use.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Processing method</th>
<th>Drying, chopping, sifting, packing and control</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Packaging</th>
<th>Filter tea bags in small carton box wrapped in cellophane. (20-30-40-60 grams)</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Delivery season</th>
<th>Throughout the year</th>
</tr>
</thead>
</table>
"Boletus" company is engaged in the purchase, processing and trade of mushrooms, medicinal plants and wild forest products. The company has been exporting since its establishment in 2000. All of their production is organically certified by KRAV, Sweden.

Address:
Binježevo bb
Sarajevo, Hadžići 71240
Central Bosnia and Herzegovina
Tel: +387 33 428 365, +387 33 428 366
Fax: +387 33 428 365
E-mail: boletuss@bih.net.ba
Web page: www.boletus.nu

Contact person for export: Pašić Rijad
Communication (language): German, English
Contact person for domestic market: Delalić Ezrema
<table>
<thead>
<tr>
<th><strong>Name and kind of products</strong></th>
<th><strong>Mushrooms</strong></th>
<th><strong>Medicinal plants</strong></th>
<th><strong>Wild forest products</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Morchella esculenta</td>
<td>100 different varieties</td>
<td>Blueberry Vaccinium myrtillus</td>
<td></td>
</tr>
<tr>
<td>Boletus edulis</td>
<td></td>
<td>Wild strawberry Fragaria vesca</td>
<td></td>
</tr>
<tr>
<td>Chanterelle</td>
<td></td>
<td>Rose Hip Rosa canina</td>
<td></td>
</tr>
<tr>
<td>Royal agarics Craterellus cornucopioides</td>
<td></td>
<td>Raspberry Rubus idaeus</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Blackberry Rubus plicatus</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Hawthorn Crataegus sp.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Blackthorn Prunus spinosa</td>
<td></td>
</tr>
</tbody>
</table>

| **Annual Capacity/Quantity** | Total quantity of fresh, dried, brined and frozen mushrooms; 100 tons. The company has 300 m³ cooling chambers and 1,200 m² of warehouse. | Total quantity 500 tons. The company has 300 m³ cooling chambers and 1,200 m² of warehouse. Capacity is 2 tons. | Total quantity of fresh, dried and frozen wild forest products is 150 tons. |

| **Brief description and purpose of the product** | Wild mushrooms collected from entire country of Bosnia and Herzegovina. Fresh, dried, frozen mushrooms for consumption and further processing. | Wild medicinal plants collected from entire country of Bosnia and Herzegovina. Intended to be used for further processing in pharmaceutical, cosmetic and food industry. Dried (99%) and frozen. | Wild collected from entire country of Bosnia and Herzegovina intended to be used for further processing/ for fruit teas and juices. |

<table>
<thead>
<tr>
<th><strong>Processing method</strong></th>
<th>Manual and machine processing</th>
<th>Manual and machine processing</th>
<th>Manual and machine processing</th>
</tr>
</thead>
</table>

| **Packaging** | Dried mushrooms in PVC and cardboard box packaging - 5kg. Fresh in wooden crates - 1,5kg l 3kg. Brined mushrooms are packed in 100kg PVC barrels. | Smaller packaging for domestic market 1kg, 5kg, 10kg For export in 30kg bales. | PVC packaging - bags in 15kg cardboard boxes. |

<table>
<thead>
<tr>
<th><strong>Delivery season</strong></th>
<th>Throughout the year</th>
<th>Throughout the year</th>
<th>Throughout the year</th>
</tr>
</thead>
</table>

| **Certificate** | Organic production, KRAV Sweden | Organic production, KRAV Sweden | Organic production, KRAV Sweden |
“Čeliković” natural plant pharmacy is a family-owned business with a 70 year tradition in the collection and preparation of herbal medicinal products. The company has organic certification from IMO, Switzerland, for the organic production of medicinal plants raw material.

Address:
Pokoj 54
Bihać 77000
North West Bosnia and Herzegovina
Tel: +387 37 300 111
Fax: +387 37 300 222
E-mail: azraceli@bih.net.ba
Web page: www.celikovic.ba

Contact person - export: Smail Čeliković
Communication (language): German
Contact person - domestic: Pehlivanović Sabina

Wild plants collected:
134 types of organically certified wild medicinal plants.
160 types of conventional medicinal plants.
See the web site for more information or contact the company.

Medicinal and aromatic plants cultivated:
Marigold  Calendula officinalis
Catnip    Nepeta cataria
Lavender  Lavandula hybrida
Sage      Salvia officinalis

Types of Certification:
Certificate for organic production, IMO Switzerland, for all 134 types of wild medicinal plants.

Minimum quantity per order (export): 1,000 kg
<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Herbal syrups/juices</th>
<th>Tea mixtures</th>
<th>Tinctures</th>
<th>Herbal creams</th>
<th>Herbal honey</th>
<th>Brandy &quot;Stomakija&quot;</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Capacity/Quantity</td>
<td>220 L</td>
<td>54,000 pieces</td>
<td>800 L</td>
<td>70,000 pieces</td>
<td>10,000 pieces</td>
<td>10,000 bottles</td>
</tr>
<tr>
<td>Brief description and purpose of the product</td>
<td>22 types of juices/syrups without preservatives. Used in alternative medicine.</td>
<td>27 types. Used in alternative medicine.</td>
<td>200 types from which herbal drops are obtained. Used in alternative medicine.</td>
<td>7 types. Used in alternative medicine.</td>
<td>10 types of honey with the addition of plant extracts, used in alternative medicine.</td>
<td>Natural plumb brandy with the addition of medicinal plants. Used in alternative medicine.</td>
</tr>
<tr>
<td>Processing method</td>
<td>Cooking</td>
<td>Drying, chopping</td>
<td>Soaking</td>
<td>Filtration and maceration</td>
<td>Mixing</td>
<td>Distillation</td>
</tr>
<tr>
<td>Packaging</td>
<td>Glass packaging &quot;wide opening&quot; 100 ml and 150 ml</td>
<td>Carton packaging 50g, 100g, 1kg</td>
<td>PVC and glass packaging 20ml, 30ml, 50ml, 1 liter</td>
<td>Plastic packaging 50g</td>
<td>Glass packaging 250 g</td>
<td>Glass packaging 50ml, 100ml, 250ml, 300ml, 500 ml</td>
</tr>
<tr>
<td>Delivery season</td>
<td>Successive</td>
<td>Successive</td>
<td>Successive</td>
<td>Successive</td>
<td>Successive</td>
<td>Successive</td>
</tr>
</tbody>
</table>

![Image of the building](image-url)
The “Elmar” company is engaged in the purchase and processing of wild medicinal and aromatic plants, as well as production of essential oils and liquid extracts, according to the standards of organic production. All of their products are sold locally, and internationally since 1999.

Address:
Preobraženska 4
Trebinje 89000
South Bosnia and Herzegovina
Tel: +387 59 260 411
Fax: +387 59 225 218
E-mail: elmar@teol.net
Web page: www.elmartb.com

Contact person - export & domestic: Đorđo Marić
Communication (language): English

Wild plants collected:
65 types of medicinal and aromatic plants, out of which the most important are the following*:

- Silver fir  
  Abies alba
- Common Yarrow  
  Achillea millefolium
- Marshmallow  
  Altheae officinalis
- Ramson  
  Allium ursinum
- Bearberry  
  Arctostaphylum uvae ursi
- Wormwood  
  Artemisia absinthium
- Southernwood  
  Artemisia abrotanum
- Burdock  
  Arctium lappa
- Belladonna  
  Atropa belladonna
- Scotch Heather  
  Calluna vulgaris
- Iceland moss  
  Cetraria islandica
- Pyrethrum  
  Chrysanthemum cineraria
- Chicory  
  Cichorium intybus
- Autumn crocus  
  Colnicum autumnale
- Hawthorn  
  Crataegus oxycantha
- Field horsetail  
  Equisetum arvense
- Strawberry  
  Fragaria vesca
- Ground ivy  
  Glechoma hederacea
- English ivy  
  Hedera helix
- Immortelle  
  Helichrysum italicum

* For the complete list, please contact the company.

Elmar sells dried wild medicinal and aromatic plants (65 types) collected in the wider area of Bosnia and Herzegovina, according to the organic production standards, certified by IMO, Switzerland. The capacity and the amount, depending on the plant, are between 100 kg and 50 tons and it is delivered in paper bags 1, 2 and 5 kg, as well as in cloth bales of 50 kg. The delivery season is one month after the season is over for that particular plant. The company produces standardized liquid extracts made of fresh plants listed above. These are produced in the room extractor on the room temperature under the pressure of 8 bars.
### Products

<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Essential oils</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sage</td>
<td>Salvia officinalis</td>
</tr>
<tr>
<td>Immortelle</td>
<td>Helichrysum italicum</td>
</tr>
<tr>
<td>Mountain savory</td>
<td>Satureja montana</td>
</tr>
<tr>
<td>Chaste tree</td>
<td>Vitex agnus castus</td>
</tr>
<tr>
<td>Wild mint</td>
<td>Mentha longifolia</td>
</tr>
<tr>
<td>Common juniper</td>
<td>Juniperus communis</td>
</tr>
<tr>
<td>Black pine</td>
<td>Pinus nigra</td>
</tr>
<tr>
<td>Maritime pine</td>
<td>Pinus silvestris</td>
</tr>
<tr>
<td>Dwarf mountain pine</td>
<td>Pinus mugo</td>
</tr>
<tr>
<td>Oregano</td>
<td>Origanum vulgare</td>
</tr>
<tr>
<td>Common yarrow</td>
<td>Achillea millefolium</td>
</tr>
<tr>
<td>Italian cypress</td>
<td>Cupresus sempervirens</td>
</tr>
<tr>
<td>Greek bay</td>
<td>Laurus nobilis</td>
</tr>
<tr>
<td>True myrtle</td>
<td>Myrtus communis</td>
</tr>
<tr>
<td>Silver fir</td>
<td>Abies alba</td>
</tr>
<tr>
<td>Norway spruce</td>
<td>Abies picea</td>
</tr>
<tr>
<td>Prickly juniper</td>
<td>Juniperus oxycedrus</td>
</tr>
<tr>
<td>Wormwood</td>
<td>Artemisia absinthium</td>
</tr>
<tr>
<td>Southermwood</td>
<td>Artemisia abrotanum</td>
</tr>
<tr>
<td>Thyme</td>
<td>Thymus serpyllum</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual Capacity/Quantity</th>
<th>Between 10 to 700 kg, depending on the kind of the plant.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brief description and purpose of the product</td>
<td>Essential oils made of medicinal and aromatic plants characteristic for the area of Herzegovina are processed with steam distillation in stainless steel distiller. The product is used as a base in cosmetic, chemical and food industry as well as in aromatherapy.</td>
</tr>
<tr>
<td>Processing method</td>
<td>Steam distillation</td>
</tr>
<tr>
<td>Packaging</td>
<td>Aluminum bottles, barrels, jerry cans of the capacity 0,1 - 50 kg</td>
</tr>
<tr>
<td>Delivery season</td>
<td>Throughout the year</td>
</tr>
<tr>
<td>Certificate</td>
<td>Organic production, IMO Switzerland.</td>
</tr>
</tbody>
</table>
“Faveda” is a family-owned firm that produces 350 different types of plant-based products, namely teas, tinctures and extracts, creams, ointments and plant capsules. All products are prepared according to Pharmacopoeia standards. They have been exporting since 2003. The company has IMO certification for the organic production of wild medicinal plants and for 15 plant mixtures. For more detailed information please see company website.

Address:
Jukićeva 70
Sarajevo 71000
Central Bosnia and Herzegovina
Tel: +387 33 486 761
Fax: +387 33 486 761
E-mail: faveda@bih.net.ba
Web page: www.faveda.com

Contact person - export: Aida Zubčević
Communication (language): English
Contact person - domestic: Fikret Zubčević

Wild plants collected:
170 types of medicinal and aromatic plants (for more details please see the company website)

Medicinal and aromatic plants cultivated:
Artichoke Cynara scolymus
Marshmallow Althaea officinalis
Catnip Nepeta cataria
Balm Melissa officinalis
Valerian Valeriana officinalis

Types of Certification:
Certificate for organic production of wild medicinal and aromatic plants, IMO, Switzerland.
<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Tea mixtures</th>
<th>Tinctures and extracts</th>
<th>Creams/ointments</th>
<th>Plant-based Capsules (Halal product)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Capacity/Quantity</td>
<td>70,000 items</td>
<td>3,000 L</td>
<td>2,000 items</td>
<td>100,000 items</td>
</tr>
<tr>
<td>Brief description and purpose of the product</td>
<td>34 types. Diet products made from local raw material, wild and cultivated medicinal plants.</td>
<td>30 types. Diet products, water-ethanol tinctures and glycerin, oil and water-ethanol extracts, made from local raw material, wild and cultivated medicinal plants.</td>
<td>19 types. Protection and cosmetic products, made from plant extracts without preservatives. Raw material is obtained from wild and cultivated medicinal plants.</td>
<td>5 types. Diet products made from concentrated extracts from medicinal plants or powdered plants, capsules in plant capsules (Halal product).</td>
</tr>
<tr>
<td>Processing method</td>
<td>Drying and chopping</td>
<td>Extraction</td>
<td>Extraction and mixing</td>
<td>Capsulation</td>
</tr>
<tr>
<td>Packaging</td>
<td>Carton box 50g, 100g</td>
<td>Dark glass bottles 50ml, 100ml, 1l</td>
<td>PET packaging 50ml, 100ml</td>
<td>PET packaging 30, 60, 100 items</td>
</tr>
<tr>
<td>Delivery season</td>
<td>Throughout the year</td>
<td>Throughout the year</td>
<td>Throughout the year</td>
<td>Throughout the year</td>
</tr>
<tr>
<td>Certificate</td>
<td>Certificate for organic production for 15 tea mixes, IMO, Switzerland.</td>
<td>Conventional</td>
<td>Conventional</td>
<td>Conventional</td>
</tr>
</tbody>
</table>
“Flora” started as a purchasing warehouse in 1996 in Nevesinje. Since then, it is one of the major purchasers of medicinal and aromatic plants and wild forest products in the region. Annually, they collect about 100 tons of different medicinal plants, which are sold to processors and exporters throughout Bosnia and Herzegovina.

Address:
Rista Prorokovića 3
Nevesinje 88280
East Bosnia and Herzegovina
Tel: +387 59 601 675

Contact person - domestic: Jelica and Slavko Zubac

Wild plants / mushrooms / wild forest products collected:
150 different varieties of wild medicinal plants and forest products.
<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Mushrooms:</th>
<th>Medicinal plants:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><em>Boletus</em></td>
<td><em>Rosa canina</em></td>
</tr>
<tr>
<td></td>
<td><em>Chanterelle</em></td>
<td><em>Tilia cordata</em></td>
</tr>
<tr>
<td></td>
<td><em>Morchella esculenta</em></td>
<td><em>Colchicum autumnale</em></td>
</tr>
<tr>
<td></td>
<td><em>Amanita caesarea</em></td>
<td><em>Sambucus nigra</em></td>
</tr>
<tr>
<td>Annual Capacity/Quantity</td>
<td>7 tons of fresh, 2 tons dried</td>
<td>70 tons</td>
</tr>
<tr>
<td></td>
<td>50 kg</td>
<td>1 ton</td>
</tr>
<tr>
<td></td>
<td>1 ton</td>
<td>1.5 ton</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1.5 ton</td>
</tr>
<tr>
<td></td>
<td></td>
<td>500 kg</td>
</tr>
<tr>
<td>Brief description and purpose of the product</td>
<td>Wild mushrooms from the Nevesinje region. Dried, fresh, for further processing.</td>
<td>Wild medicinal plants from the Nevesinje region Dried, for further processing.</td>
</tr>
<tr>
<td>Processing method</td>
<td>Drying</td>
<td>Drying</td>
</tr>
<tr>
<td>Packaging</td>
<td>Fresh; in crates 3 - 4 kg Dried; in plastic sacks 20-30 kg</td>
<td>Rose Hip; in netlike sacks 30-40 kg Other plants; in jute sacks 50-200 kg</td>
</tr>
<tr>
<td>Delivery season</td>
<td>May - October</td>
<td>May - September</td>
</tr>
</tbody>
</table>
“Flores-Uskoplje” Company is involved in collection, trade and export of wild medicinal plants and mushrooms. It has an organic production certificate issued by the Swiss Institute IMO. They have been exporting since 2000.

Address:
Trnovača bb
Gornji Vakuf-Uskoplje 70280
Central Bosnia and Herzegovina
Tel: +387 30 494 402
Fax: +387 30 494 402
E-mail: flores-uskoplje@tel.net.ba

Contact person - export & domestic: Ljubica Radoš
Communication (language): German
<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Mushrooms:</th>
<th>Medicinal plants:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Royal agarics</td>
<td><em>Craterellus cornucopioides</em></td>
<td>Juniper</td>
</tr>
<tr>
<td>Boletus</td>
<td><em>Boletus edulis</em></td>
<td><em>Juniperus communis</em></td>
</tr>
<tr>
<td>Chanterelle</td>
<td><em>Cantharellus cibarius</em></td>
<td>Wild garlic</td>
</tr>
<tr>
<td>Morel</td>
<td><em>Morchella esculenta</em></td>
<td><em>Allium ursinum</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Carline Thistle</td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>Carlina acaulis</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Lime</td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>Tilia sp.</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Nettle</td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>Urtica dioica</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Yarrow</td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>Achillea millefolium</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Birch leaf</td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>Betula flores</em></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Raspberry leaf</td>
</tr>
<tr>
<td></td>
<td></td>
<td><em>Rubus idaeus</em></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual Capacity/Quantity</th>
<th>20,000 kg</th>
<th>200,000 kg</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>50,000 kg</td>
<td>20,000 kg</td>
</tr>
<tr>
<td></td>
<td>50,000 kg</td>
<td>5,000 kg</td>
</tr>
<tr>
<td></td>
<td>2,000 kg</td>
<td>2,000 kg</td>
</tr>
<tr>
<td></td>
<td>1,000 kg</td>
<td>1,000 kg</td>
</tr>
<tr>
<td></td>
<td>1,000 kg</td>
<td>1,000 kg</td>
</tr>
</tbody>
</table>

| Brief description and purpose of the product | Dried, frozen, fresh, brined. For further processing. Collected in whole Bosnia and Herzegovina. | Collected from whole Bosnia and Herzegovina, dried and prepared for further processing. |

| Processing method | Drying, freezing, boiling in salted water | Calibrating, drying |

| Packaging          | Cardboard boxes/wooden crates /plastic barrels 3kg, 5kg, 200kg | Jute bags 5-25 kg |

| Delivery season    | June-November | Juniper- from December to February The remaining plants from June to September |

| Certificate        | All types of mushrooms are certified by IMO, Switzerland. | IMO certificate for organic production of Juniper and Wild garlic |
“Frutti Funghi” company is involved in the purchasing, processing and trade of mushrooms exclusively for export. They have exported all of their products since 2001. Besides the products mentioned in the table, the company is trying to increase their variety by two new types of mushrooms every year.

Address:
Podvinci 37
Visoko 71300
Central Bosnia and Herzegovina
Tel: +387 32 743 291
Fax: +387 32 743 447
E-mail: info@frutti-funghi.com
Web page: www.frutti-funghi.com

Contact person for the export & domestic market: Edin Zukan
Communication (language): Italian
### Products

<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Mushrooms:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boletus</td>
<td><em>Boletus edulis</em></td>
</tr>
<tr>
<td>Chanterelle</td>
<td><em>Cantharellus cibarius</em></td>
</tr>
<tr>
<td>Royal agarics</td>
<td><em>Craterellus cornucopioides</em></td>
</tr>
<tr>
<td>Mealy tooth</td>
<td><em>Hydnellum ferrugineum</em></td>
</tr>
<tr>
<td>Saffron Milk Cap</td>
<td><em>Lactarius deliciosus</em></td>
</tr>
</tbody>
</table>

| Annual Capacity/Quantity  | **Boletus**: fresh 20 tons, dried 2 tons, brined 7 tons, frozen 10 tons  
|                          | **Chanterelle**: Fresh 10 tons, dried 100 kg, brined 2.5 tons  
|                          | **Mealy tooth**: 40 tons  
|                          | **Royal agarics**: 40 tons  
|                          | **Saffron Milk Cap**: 5 tons |

| Brief description and purpose of the product | Wild mushrooms from all over Bosnia and Herzegovina. Fresh, brined, dried, and frozen to be used for consumption or for further processing. |

| Processing method | Manual and machine processing |

| Packaging | Fresh Boletus: PVC or wooden crates 3kg and 4 kg.  
|           | Dried Boletus: 3kg packages.  
|           | Brined Boletus in 160kg PVC barrels. Frozen Boletus packed in 8 kg packages.  
|           | Fresh Chanterelle in PVC or wooden crates 3 i 4 kg  
|           | Dried Chanterelle in 3kg packages.  
|           | Other mushrooms packed in 2kg and 3kg crates. |

| Delivery season | **Boletus**: from spring to autumn  
|                | **Chanterelle**: from spring to autumn  
|                | Other mushrooms: from summer to autumn |
“GM Prirodno bilje” Company is a family business involved in production of cultivated medicinal plants, collection and purchasing of wild medicinal plants and wild forest fruits, distillation of essential oils made of coniferous and juniper needles, processing and packaging of medicinal plants and production of tea beverages. The company has been selling its products to foreign markets since 2003. They are focused on traditional agricultural production on family farms applying EEC regulation No 2092/91 and good agricultural practices.

Address:
Tome Maksimovića 18
Banja Luka 78211
North Bosnia and Herzegovina
Tel: +387 51 424 055
Fax: +387 51 424 055
E-mail: gm_kusturic@blic.net

Contact person - export: Boban Kusturić
Communication (language): English
Contact person - domestic: Nedeljko Kusturić

Wild plants/wild forest fruits collected:

<table>
<thead>
<tr>
<th>Wild forest fruits</th>
<th>Medicinal plants (leaf/folium)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wild blackberry</td>
<td>Rubus fruticosus</td>
</tr>
<tr>
<td>Raspberry</td>
<td>Rubus idaeus</td>
</tr>
<tr>
<td>Blueberry</td>
<td>Vaccinium myrtillus</td>
</tr>
<tr>
<td>Cranberry</td>
<td>Vaccinium vitis-idaea / Vaccinium macrocarpon</td>
</tr>
<tr>
<td>Dogwood</td>
<td>Cornus mas</td>
</tr>
<tr>
<td>Blackthorn</td>
<td>Prunus spinosa</td>
</tr>
<tr>
<td>Hawthorn</td>
<td>Crataegus monogyna</td>
</tr>
<tr>
<td>Wild apple</td>
<td>Malus silvestris</td>
</tr>
<tr>
<td>Juniper</td>
<td>Juniperus communis</td>
</tr>
<tr>
<td>Rose Hip</td>
<td>Cinosbati, fructus</td>
</tr>
</tbody>
</table>

Medicinal and aromatic plants cultivated

| Chamomile          | Matricaria camomilla           |
| Peppermint         | Mentha piperita                |
| Calendula          | Calendula officinalis          |
| Marshmallow        | Altheaa officinalis            |


“GM Prirodno bilje” sells wild medicinal plants and wild forest fruits (level of processing depends on type of plant) collected from a broad region of B&H. Capacity and quantity ranges from 100 to 5,000 kg, depending on plant variety. Packaging and quantity delivered range from 1 - 25 kg depending on agreement with customer. Delivery season lasts from June to November.
**Additional information:** In addition to the above mentioned activities, “GM Prirodno bilje” is also involved in:

- Drying fruits and vegetables,
- Production of birch brooms, (coarse brooms used by utility service companies).

### Products

<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Essential oils</th>
<th>Teas</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Juniper</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pseudotsuga douglasii</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Abies grandis</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Abies alba, needles</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Mentha piperita, leaf</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual Capacity/Quantity</th>
<th>from 10 to 300 kg</th>
<th>Bulk: 24,000 boxes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Filter: 50,000 boxes (up to 10,000kg per plant)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Brief description and purpose of the product</th>
<th>100% natural essential oils prepared from wild plants except for mint oil; raw materials originate from own fields. Products are used as raw materials for pharmaceutical, cosmetic and chemical industry.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Plant material originate from own fields and wild plants, collected in B&amp;H (except for hibiscus that is imported). Filter teas are prepared for consumption and the ones sold in bulk can be used as raw materials for herbal preparations.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Processing method</th>
<th>Steam distillation</th>
<th>Drying, cutting, packing</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Packaging</th>
<th>Tin or glass packaging, capacity ranging from 100 - 1,000 grams</th>
<th>Box</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Delivery season</th>
<th>July, December, depending on plant</th>
<th>May through end October, depending on plant</th>
</tr>
</thead>
</table>

| Certificate | Organic certificate KRAV 2005, for all essential oils but Peppermint | Organic certificate KRAV 2005, for all essential oils but Peppermint |
The “Halilović” company is a family-owned, engaged in the collection, production and processing of medicinal and aromatic plants, mushrooms and other wild forestry products. It has been export-oriented since 2002, with an IMO organic certificate for medicinal and aromatic plants, teas and essential oils.

Address:
Igmanska bb
Sarajevo 71000
Central Bosnia and Herzegovina
Tel: +387 33 400 286
Fax: +387 33 400 286
E-mail: halilovi@bih.net.ba
Web page: www.halilovic.co.ba

Contact person - export: Mejra Halilović
Communication (language): English
Contact person - domestic: Aida Hebib

Wild plants/mushrooms collected:

**Medicinal plants**
- Juniper berry
- Sage
- Iceland moss
- Common yarrow
- St. John’s Wort
- Peppermint
- White birch
- Black currant
- Cranberry
- Crab Apple

**Mushrooms**
- Boletus
- Chanterelle
- Morel

**Medicinal and aromatic plants cultivated**
- Balm
- Peppermint
- Pot marigold
- Sweet iris
- Catnip

**Types of Certification:** Organic certificates IMO Switzerland and NOP, for the US market.

Minimum quantity per order (export): 10 kg
## Products

<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Herbal teas and tea mixtures</th>
<th>Essential oils</th>
<th>Cold pressed oils</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Chamomile (Matricaria chamomilla)</td>
<td>Silver fir (Abies alba)</td>
<td>Pot Marigold (Calendula officinalis)</td>
</tr>
<tr>
<td></td>
<td>St John’s Wort (Hypericum perforatum)</td>
<td>Angelica (Archangelica officinalis)</td>
<td>St. John’s Wort (Hypericum perforatum)</td>
</tr>
<tr>
<td></td>
<td>Peppermint (Mentha piperita)</td>
<td>White pine (Pinus strobes)</td>
<td>Burdock (Arctium lappa)</td>
</tr>
<tr>
<td></td>
<td>Linden (Tilia sp.)</td>
<td>Black pine (Pinus thunbergii)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Common yarrow (Achilea millefolium)</td>
<td>Butterbur (Petasites sp.)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nettle (Urtica dioica)</td>
<td>Common yarrow (Achilea millefolium)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Rose Hip (Rosa canina)</td>
<td>Juniper berry (Juniperus communis)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Blue elderberry (Sambucus nigra)</td>
<td>Immortelle (Helichrysum italicum)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Pennyroyal (Menthe pulegium)</td>
<td>Lavender (Lavandula hybrida)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Thyme (Thymus serpilum)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Rosemary (Rosmarinus officinalis)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sage (Salvia officinalis)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chaste tree (Vitex agnus castus)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Greek bay tree (Laurus nobilis)</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mountain savory (Satureja montana)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Annual Capacity/Quantity</th>
<th>1 million boxes</th>
<th>1,000 L</th>
<th>100 L</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Brief description and purpose of the product</th>
<th>Pure herbal aroma pack teas in filter bags, 20 kinds and 10 kinds of filter bag mixtures. The same quantities of pure herbal teas and herbal mixtures.</th>
<th>Processed with steam distillation of medicinal and aromatic plants, wild grown and cultivated. Used for further processing in pharmaceutical, chemical and cosmetic industry, as well as for aromatherapy.</th>
<th>Machine-cold pressed. Used in cosmetic industry.</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Processing method</th>
<th>Drying and chopping</th>
<th>Steam distillation</th>
<th>Machine-cold pressed</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Packaging</th>
<th>Carton boxes 50 g, 75 g</th>
<th>Dark glass bottles, PHD 10 ml, 1 L, 10 kg</th>
<th>Dark glass bottles and PET packaging 50 ml</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Delivery season</th>
<th>Throughout the year</th>
<th>Throughout the year</th>
<th>Throughout the year</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>Certificate</th>
<th>IMO Switzerland, certificate for organic production.</th>
<th>IMO Switzerland, certificate for organic production.</th>
<th>Conventional</th>
</tr>
</thead>
</table>
“Heljda Eko” is a family firm, which is primarily involved in the cultivation and processing of buckwheat. Buckwheat is organically produced on Ivan Mountain in natural surroundings of deciduous and coniferous forests and meadows richly endowed with medicinal and aromatic plants. Apart from buckwheat products noted in the below table, “Heljda Eko” also produces buckwheat honey, buckwheat meal, buckwheat flour, and buckwheat pillows and mattresses. The company is also involved in the cultivation and conventional collection of wild medicinal and aromatic plants. They started exporting in 2005. Future plans involve establishing a seed center to produce and sell organic seed.

Address:
Raštelica bb
Raštelica, Sarajevo 71000
Central Bosnia and Herzegovina
Tel: +387 33 448 166, +387 61 253 971
Fax: +387 33 448 166
E-mail: heljdaeko@yahoo.com, heljda@hotmail.com

Contact person - export: Vesna Latifović
Communication (language): English
Contact person - domestic: Samir Mehonić

Wild plants collected:
Yarrow Achillea millefolium
Wild thyme Thymus serpillum
Mint Mentha piperita
Pennyroyal mint Mentha pulegium
Hawthorn Crategus monogina
Mistletoe Viscum album
Wild garlic Allium ursinum

Medicinal and aromatic plants cultivated:
Buckwheat Fagopyrum sp.
Marigold Calendula officinalis
Flax Linum usitatissimum
Artichoke Cynara scolymus
Thyme Thymus vulgaris
Garden Lovage Levisticum officinale
Balm Melissa officinalis
Mint Mentha piperita

Types of Certification: The Company has organic certification from KRAV, Sweden, for organic cultivation of buckwheat, flax and marigold.
<table>
<thead>
<tr>
<th>Name and kind of products</th>
<th>Buckwheat seed</th>
<th>Buckwheat tinctures</th>
<th>Buckwheat pasta</th>
<th>Buckwheat tea</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Capacity/Quantity</td>
<td>150 t</td>
<td>2,000 L</td>
<td>50 t</td>
<td>2,000 kg</td>
</tr>
<tr>
<td>Brief description and purpose of the product</td>
<td>Used for further propagation and processing.</td>
<td>Tinctures are made from buckwheat organic flower together with some varieties of medicinal and aromatic plants collected from the wild in mountainous regions. It is obtained by extraction. The most important component is glycoside rutin, which regulates blood circulation.</td>
<td>Buckwheat flour is the main component although smaller amounts of wheat and corn flour can also be added. It does not contain gluten and has a distinctive taste. It is easily digested and at the same time it gives the needed energy and provides a feeling of fullness.</td>
<td>Buckwheat tea is made from the complete plant which is collected during the flowering period. Buckwheat tea contains organically cultivated buckwheat and some wild medical plants collected in mountainous regions. The tea has a distinctive taste and smell. It improves blood circulation.</td>
</tr>
<tr>
<td>Processing method</td>
<td>Harvesting, cleaning, drying.</td>
<td>Fresh medicinal plants are mixed with dried and placed in glass bottles. Combination of distilled water and alcohol is added.</td>
<td>Buckwheat and other components are mixed with water and are mechanically turned into pasta. Dried. Packaged.</td>
<td>Cleaning. Drying. Packaging.</td>
</tr>
<tr>
<td>Packaging</td>
<td>Paper packaging 1/2kg, 1kg, 25kg</td>
<td>Glass bottles. 50 ml, 100 ml, 500 ml, 1 l, 30 l</td>
<td>Polypropylene packaging. 1/4kg, 1/2kg</td>
<td>Paper packaging. 100g, 250g, 1/2kg</td>
</tr>
<tr>
<td>Delivery season</td>
<td>October</td>
<td>August</td>
<td>On demand</td>
<td>October-November</td>
</tr>
<tr>
<td>Certificate</td>
<td>KRAV</td>
<td>In plan for next season</td>
<td>In plan for next season</td>
<td>In plan for next season</td>
</tr>
</tbody>
</table>
This is a family business involved in the production and processing of buckwheat, balm and mint. Besides products mentioned in the table the company produces buckwheat flour. Buckwheat, used as raw material, is organically certified by the certifying institution KRAV, Sweden.

Address:
Armaganuša 18
71000 Sarajevo
Central Bosnia and Herzegovina
Tel: +387 33 444 116, + 387 61 219 909
Fax: +387 33 216 737

Contact person - export: Edin Efović
Communication (language): English
Contact person - domestic: Fahrudin Njemčević

Wild plants collected:
For the season 2006 we plan to collect all sorts of wild medicinal plants.

Medicinal and aromatic plants cultivated:
Mint  Mentha piperita
Balm  Melissa officinalis
Buckwheat  Fagopyrum esculentum

Types of Certification: Buckwheat organic production certificate, KRAV Sweden