

## Promising contacts for Nicaraguan exporter COPROEXNIC from Business tour in Europe

The Nicaraguan organic peanut and sesame exporter COPROEXNIC made a business tour in Germany and the Netherlands, organized by Mercaderero. Before coming to Europe, the representative of COPROEXNIC received five skype training sessions on marketing of peanuts and sesame in Europe. The company met 16 new potential buyers. Agreements were made to send samples, quotations and arrange follow up meetings.



COPROEXNIC (The Cooperative of Organic and Traditional Farmers and Exporters of Nicaragua) works with organic farmers. The cooperative provides technical and agricultural assistance, and exports the products. COPROEXNIC serves an estimated 2,000 growers in 12 different communities in western Nicaragua. Currently COPROEXNIC exports 25 20 foot containers of certified organic sesame and 12 containers of organic sesame per year to the United States and Canada. The cooperative is expanding and is therefore keen on establishing contacts in

Europe.

COPROEXNIC had pre-arranged business meetings at the Anuga trade fair in Cologne. After the trade fair the company visited potential buyers in the Netherlands. It was a good opportunity to meet new business contacts, establishing the company's name and learn about trends and focus areas in the sector regarding the European market. Their representative of COPROEXNIC Mr Michael Woodard expects that the cooperative will see a substantial increase of exports as a result of this business tour.