

V. 바이어 정보

- 바이어 발굴방법은 산업별 단체를 통하거나 직접 유망업체를 찾아내거나 인터넷 등을 통한 발굴 등 다양하며 아래와 같은 기관이나 방법들을 활용하면 도움이 됨

- 농산물 협회

Central Luzon Egg Producers Association	045)865-1971
Federation of Cattle Raiser Association of the Philippines	02)925-6695
National Federation of Egg Producers of the Philippines	044)992-9622
Philippine Association of Hog Raisers, Inc	02)702-5909
United Broilers Raisers Association	02)922-9622

- 프랜차이즈 협회

Association of Filipino Franchisers	02)654-0345
Philippines Franchise Association	02)687-0365

- 가공 식품

Association of Coconut Brokers	02)910-2961
Association of Philippines Coconut Desiccators	02)633-9286
Beverage Industry Association of the Philippines	02)634-6840
Coconut Oil Refiners Association	02)825-5105
Fresh Frozen Seafood Association of the Philippines, Inc	083)552-2178
Integrated Food manufacturers Association of the Philippines	02)721-9518
Organic Producers Trade Associations	02)363-6816
Philippine Association of Flour Millers, Inc	02)811-4387
Philippine Association of Meat Processors, Inc	02)722-4026
Philippine Coconut Oil Producers Association, Inc	02)633-8029
Philippine Food Processors and Exporters Organization, Inc	02)925-3519
Philippine Sugar Millers Association, Inc	02)925-3519
Seaweed Industry Association of the Philippines	032)346-0866
United Coconut Associations of the Philippines, Inc	02)633-8029

○ 소매

Direct Selling Association of the Philippines	02)864-2672
Philippines Amalgamated Supermarkets Association	02)711-1290
Philippine Association of Supermarkets, Inc	02)426-1246
Philippine Retailers Association	02)687-4180

○ 필리핀 식품, 농산물 취급 회사 정보

회사명	THE BAKERY EXCHANGE, INC.	
사업 영역	제빵기계 취급	
주 소	1501 OMM-CITRA BUILDING 39 SAN MIGUEL AVENUE ORTIGAS CENTER, PASIG CITY	
연락처	Tel	0063 2 6374815/6374816
	Fax	0063 2 6374818
e-mail	BAKEREXBAKEREX.COM	
홈페이지	WWW.BAKEREX.COM	
담당자 이름	DIOSDADO T.NG	
직 책	-	



BAKEREX
The Bakery Exchange, Inc.

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The Destination site for Philippine Professional Bakers

Contact us at:
inquiry@bakerex.com
or call us at:
(632) 637-4815
Fax us at:
(632) 637-4818

Our address is at:
1501 OMM-Citra Bldg.,
39 San Miguel Ave.,
Ortigas Center, Pasig City,
Philippines

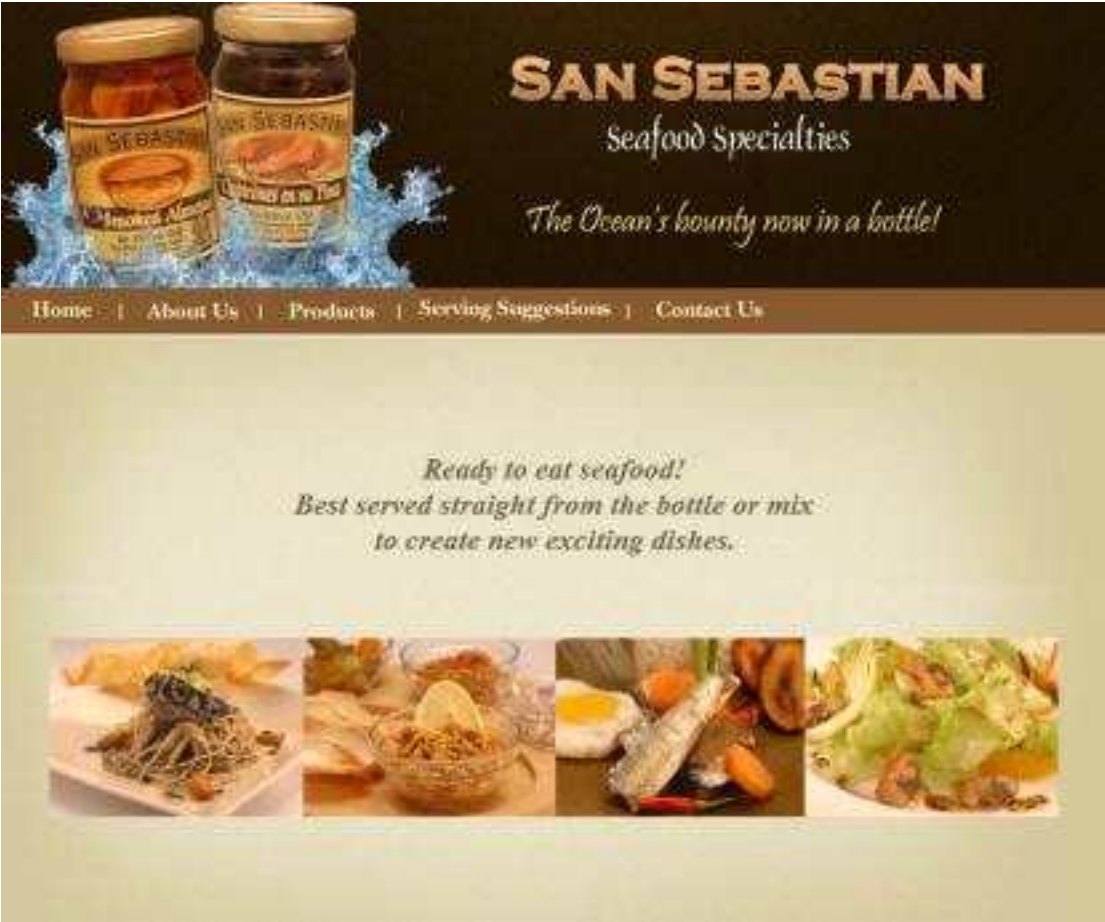
BakerEx (Bakery Exchange) is the Philippines first E-business entity exclusively catering to the needs of professional bakers. BakerEx will provide the bakers not only to affordable equipment and other consumables but shall also provide the forum for bakers to discuss or trade on the latest information affecting the baking industry. BakerEx will also serve as the primary destination site where companies dealing with bakeries can disseminate information on their equipment, ingredients, consumables or services.

To become one of the founding members of BakerEx, may we request you to e-mail us your name, company name, address, e-mail address, telephone and fax numbers to inquiry@bakerex.com.

회사명	TRANS-MILLENNIUM MERCANTILE CORPORATION	
사업 영역	• 식품 원재료 및 가공제품 무역유통회사 • 아이스크림, 제과제품, 당류, 유제품, 환원우유, 발효 유제품, 스낵, 시리얼, 가공 육류 등 취급 • 주력분야 1. 상품 수입 2. 현지 유통 3. 시장조사	
주 소	4TH FLOOR, NARRA BLDG.,2276 PASONG TAMO EXTENSION, MAKATI CITY, PHILIPPINES	
연락처	Tel	(632) 892-8508
	Fax	(632) 817-2302, 816-2880
e-mail	intsales@tmmc.com.ph	
홈페이지	http://www.tmmc.com.ph	
담당자 이름	Ms. Ly Stella Reyes Barruela	
직 책	General Manager	



회사명	Alenter Foods, Inc.	
사업 영역	• Buyer - Processor • 취급제품: 옥수수 오일에 절인 사바히, 병처리된 해산물, 정어리	
주 소	143 Plaridel St., Alang-Alang Mandaue City 6014, Cebu	
연락처	Tel	(032) 344-9403
	Fax	(032) 838-4643
e-mail	export@sansebastian.com.ph	
홈페이지	www.sansebastian.com.ph	
담당자 이름	Mr. Aureo Copag	
직 책	Operations Manager	



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to create new exciting dishes.*



회사명	Amley Food Corporation	
사업 영역	• Buyer - Processor • 취급제품: 말린 옐로 망고, 말린 그린 망고, 말린 파인애플, 말린 파파야	
주 소	PHIVIDEC Industriaial Estate, Sta. Ana, Tagoloan, Misamis Oriental HE & Sons Building, Julio Pacana Street, Puntod, Cagayan de Oro City	
연락처	Tel	(088) 8551959
	Fax	-
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홈페이지	www.amleyfood.com	
담당자 이름	Hayley Kathleen L. Yu	
직 책	-	



AMLEY FOOD CORPORATION

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WELCOME TO AMLEY FOOD CORPORATION

Amley Food Corporation was established in year 2003. It is located in Villanueva, Misamis Oriental.

Our mission is to become one of the major players in the fruit processing industry through customer satisfaction, food safety, consistent and high quality products.

Tropicks®
The Best Philippine Dried Mangoes

There is an abundance supply of raw materials in our area. Our supply comes

회사명	Dole Asia	
사업 영역	• Buyer - Exporter • 취급제품: 파인애플 통조림	
주 소	5/F 6750 Ayala Ave. Makati City, Metro Manila	
연락처	Tel	(02) 810-2601
	Fax	(02) 823-3815
e-mail	gtalag@doleasia.com	
홈페이지	http://www.naturesblessings.com.ph	
담당자 이름	Ms. Giovanni Talag	
직 책	Marketing Manager	

Dole Products Recipes Business Solutions Promotions Company Info

Foodservice Products
Category:
 • Frozen Fruit
 • Frozen Fruit
 • Fresh Fruit
 • Fresh Vegetables
 Segment:
 Convenience Store
 Foodservice
 Restaurant
 Retail
 Specialty
 Wholesale
 Specialty & Specialty
 Specialty

Frozen Smoothie Starters
100% Real Fruit
Learn how to add value to your menu

Quality. Quality. Quality.
Dole's position as a leader in the produce industry is built on a dedication to exceed customer expectations by providing products that meet highest standards in freshness, quality, and value. Quality, quality, quality: because the company's success and the joy of every customer are one.

Calculate your Fruit Cost Savings
Save with Dole

Fruit Pairings 2012
Explore the NEW Asian Fusion Recipes

Second Annual Win up to \$1,000 FOR YOUR SCHOOL!!
Click for details!

Sign Up to Receive Dole Straight From the Source

회사명	Don Roberto's WINERY CORPORATION	
사업 영역	• Buyer - Exporter • 취급제품: 망고와인	
주 소	Ground Floor Doña Enriqueta Building 100 Gen. E. Topacio Street, Imus, Cavite 4103 Philippines	
연락처	Tel	(63-46) 471-4046
	Fax	(63-46) 471-3741 / (63-46) 471-3597
e-mail	sales@mangowine.com	
홈페이지	www.mangowine.com	
담당자 이름	Mr. Roberto R. Castañeda	
직 책	President	

Don Roberto's
WINERY CORPORATION

Where western tradition
meets eastern bounty...

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a taste la intrigue, an experience la treasure

회사명	El Coco Manufacturing & Trading Corp.	
사업 영역	• Buyer - Exporter • 취급제품: 바나나 칩	
주 소	Rm 2309 & Rm. 2329, Cityland 10 Tower I, #6815 Ayala Ave. North, 1226 Makati City, Metro Manila	
연락처	Tel	(632) 815-1831
	Fax	(632) 810-0532 / (632) 810-0532
e-mail	gema@elcoco.com.ph	
홈페이지	http://www.elcoco.com.ph/	
담당자 이름	Gema Perez	
직 책	Assistant Manager	


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MANUFACTURING &
TRADING
CORPORATION**

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*Our Quality makes a
World of difference.*

Products



Ripped

Sweetened ripped banana chips are made of the varieties of cayshes. These are produced from mature green bananas, which are properly classified or selected, peeled, washed, sliced cross-wise with ripper, fried in refined bleached deodorized coconut oil, salted, and dipped in sugar solution. The banana chips are fried for the second time in coconut oil, fully packed, metal detached and stored in ambient temperature.



Quarter Sweetened

Sweetened whole banana chips are made of the varieties of cayshes. These are produced from mature green bananas, which are properly classified or selected, peeled, washed, sliced into quarters, fried in refined bleached deodorized coconut oil, salted, and dipped in sugar solution. The banana chips are fried for the second time in coconut oil, packed, metal detached and stored in ambient temperature.

Contact Details

Head Office

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Fax: +6348 6002665
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Philippines Office

2329 Cityland 10 Tower I
Ayala Avenue, Makati City, Philippines
Tel: +632 810-2139
Fax: +632 810-0532
Email: info@elcoco.com.ph
Website: www.elcoco.com.ph

Production Plants

USA Production Plant

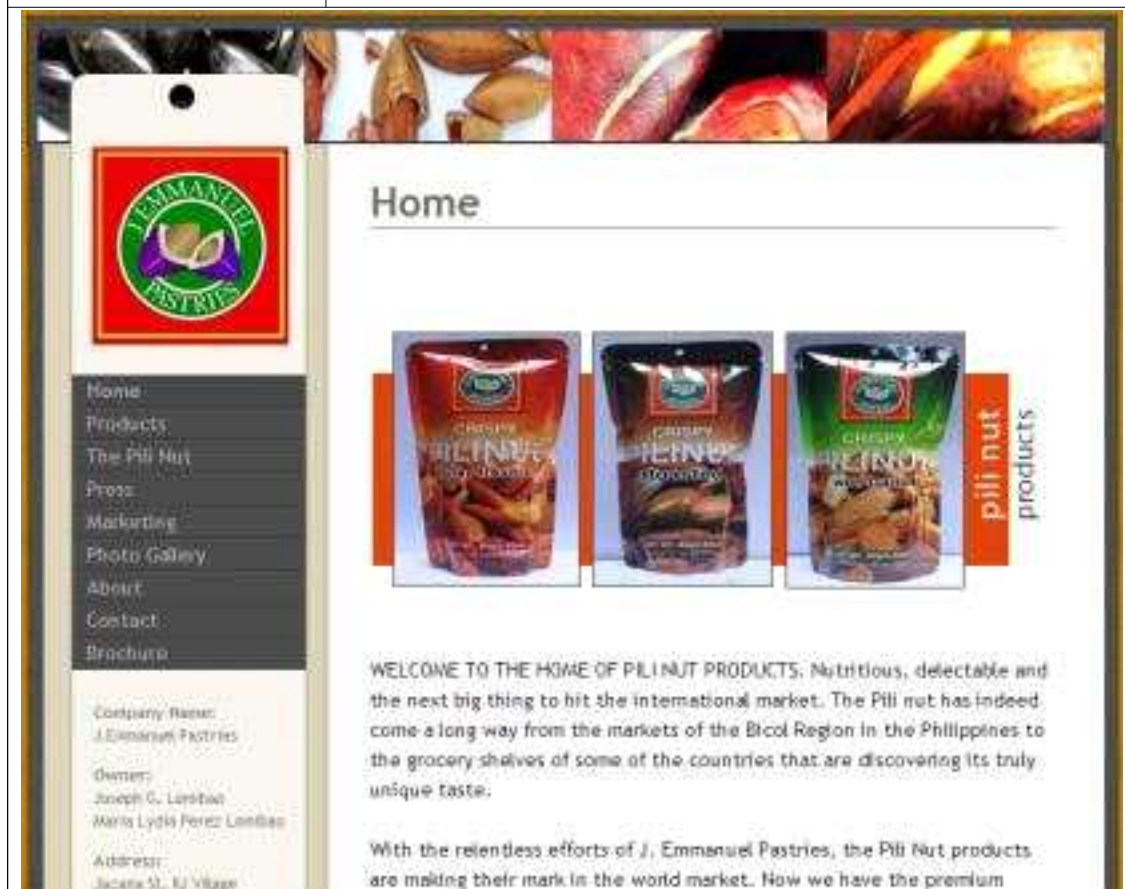
회사명	Franklin Baker Company of the Philippines	
사업 영역	• Buyer - Exporter • 취급제품: 코코넛 원료제품	
주 소	15th Floor 6750 Office Tower 6750 Ayala Avenue, Makati City, Metro Manila	
연락처	Tel	(02) 810-2222
	Fax	-
e-mail	Sol.Verdan@franklinbaker.com	
홈페이지	www.franklinbaker.com	
담당자 이름	Ms. Mirasol Berdan	
직 책	Marketing Manager	

The screenshot shows the Franklin Baker website. At the top is the navigation bar with links: Home, About Us, Products, News and Reports, Careers, Recipes, F.A.Q, Retail, Login, and Contacts. The main banner features 'Tender Fresh Sweetened Coconut' with a description: 'We produce the world's finest desiccated coconut that delivers an unsurpassed sweet, fragrant and tender coconut flavor with just the right amount of moisture. All products are Kosher and Halal certified.' Below the banner is a 'News and Reports' section with a 'Holiday Notice' stating that head office and manufacturing facilities will be closed from November 1 to 4, 2012, and will resume on November 5, 2012. At the bottom, there are three product categories: 'DESICCATED COCONUT' (represented by a star-shaped coconut), 'PROCESSED COCONUT' (represented by coconut pieces), and 'VALUE-ADDED COCONUT' (represented by a coconut and its products).

회사명	Hi-Las Marketing Corporation	
사업 영역	• Buyer - Exporter • 취급제품: 망고 껍레, 신선한 망고, 얼린 망고, 말린 망고, 말린 파인애플, 말린 파파야	
주 소	KKK Processing Plant Bldg., CRB Road, FTI Complex, Taguig City, Metro Manila	
연락처	Tel	(632) 838-4941
	Fax	(632) 838-4940
e-mail	info@hilasmc.com	
홈페이지	www.hilasmc.com	
담당자 이름	Mr. Roberto C. Amores	
직 책	President & CEO	



회사명	J. Emmanuel Pastries	
사업 영역	• Buyer - Processor • 취급제품: 견과류, 참깨	
주 소	Jacana St., RJ Village, Haring Canaman, Camarines Sur,	
연락처	Tel	-
	Fax	(054) 474-5160
e-mail	jempastries@yahoo.com	
홈페이지	www.jempastries.com	
담당자 이름	Ma. Lydia Lomibao	
직 책	General Manager	



The screenshot shows the website for J. Emmanuel Pastries. At the top, there's a banner with images of various pastries. Below the banner, the word "Home" is displayed. A navigation menu on the left lists: Home, Products, The Pili Nut, Press, Marketing, Photo Gallery, About, Contact, and Brochure. The main content area features three bags of "CRISPY PILINUT" products. To the right of these bags, the text "pili nut products" is written vertically. Below the product images, there is a welcome message: "WELCOME TO THE HOME OF PILI NUT PRODUCTS. Nutritious, delectable and the next big thing to hit the international market. The Pili nut has indeed come a long way from the markets of the Bicol Region in the Philippines to the grocery shelves of some of the countries that are discovering its truly unique taste." At the bottom, another paragraph states: "With the relentless efforts of J. Emmanuel Pastries, the Pili Nut products are making their mark in the world market. Now we have the premium".

회사명	A Natures Blessings Inc	
사업 영역	가금류 고기 생산, 동물사료 생산, 유기농 사료	
주 소	Penthouse Padilla Bldg, Emerald Avenue, Ortigas Center, Pasig, Rizal, Philippines	
연락처	Tel	+63 (263) 55030
	Fax	+63 (263) 1 9652
e-mail	-	
홈페이지	http://www.naturesblessings.com.ph	
담당자 이름	-	
직 책	-	

회사명	Cecilia Stock Farm	
사업 영역	기관 구매자(Institutional Buyer)	
주 소	Km. 23, Bunawan, Davao City/ Product: Piggery and Livestock	
연락처	Tel	(63-82) 236-0004
	Fax	-
e-mail	ceciliafarms.davao@yahoo.com.ph	
홈페이지	-	
담당자 이름	Ms. Teresita Pascual	
직 책	General manager	

회사명	Aiza's Sweets	
사업 영역	• Buyer - Processor • 취급제품: 패스틸(과일, 채소, 캐슈 등으로 맛을 낸 파이)	
주 소	#71 Sto. Tomas, Sasmuan, Pampanga	
연락처	Tel	(045) 900-0042
	Fax	-
e-mail	mailto.missionariesbettercountry@yahoo.com	
홈페이지	-	
담당자 이름	Lucia P. Miranda	
직 책	-	

○ 온라인

- 최근 B2B 웹사이트를 통해 업체를 검색할 수 있음. 가장 많이 필리핀 바이어가 등록 되어 있는 웹사이트로는 알리바바 (www.alibaba.com)로 400 여명의 바이어와 셀러가 각각 등록 되어 있음
- 필리핀 무역산업부(DTI; Department of Trade and Industry) 에서 제공하는 CITEM (Center for International Trade Exposition and Missions; www.citem.com.ph)을 통해 바이어를 확인 할 수 있음

○ 필리핀 현지 바이어를 검색해 볼 수 있는 사이트:

<http://afmis.da.gov.ph>

("Directory of Buyers/Sellers" 메뉴에 정보 입력 후 바이어 정보 조사 가능)