Welcome to Ukraine!

Ukraine is known for being the ‘bread basket of Europe’. Thanks to the country’s size and its widespread fertile black soils, Ukraine has very favourable production conditions, especially for arable crops, such as wheat, barley, rye, buckwheat, oats, sunflower, flax, and soy. Moreover, thousands of square kilometres covered with natural woodlands provide excellent growing conditions for a wide range of medicinal and aromatic plants, mushrooms, and wild berries.

Given these abundant natural resources, it is not surprising that Ukraine has become a major supplier of organic produce for the European market. Thanks to competitive production structures and Ukraine’s proximity, the organic supply is increasing fast, implying fast growth in exports especially relating to organically certified cereals, oil crops, pulses, and wild collection products.

Importantly, Ukraine’s difficult economic situation is not hampering this development trend. Rather, the devaluated Ukrainian currency and the newly established trade agreements with the EU are favouring organic conversion, and the number of organic farms is steadily increasing. As organic farming is one of the priority areas within the Single and Comprehensive Strategy for Agriculture and Rural Development in Ukraine for 2015-2020 elaborated by the Ministry of Agrarian Policy and Food of Ukraine, further expansion of organic surfaces is expected.

The number of exhibitors at Ukraine’s country pavilion is increasing. The eleven exhibiting companies and country pavilion representatives are happy to share and discuss with you any potential business opportunity with organic produce from Ukraine. Also, be kindly invited to the export promotion forum “Ukraine – a reliable organic supplier”, which will take place on Thursday, February 11 from 14:00 – 16:00 in room München 2, NCC Mitte.
Ukraine’s Organic Sector at a Glance

Export
Most Ukrainian organic operators are export oriented. The main buying countries are within Europe, including: Germany, Switzerland, the Netherlands, Poland, UK, Austria, Italy, France, and Hungary. Smaller volumes are exported to the US, Canada, and to different Asian countries. Overall, organic exporters from Ukraine benefit strongly from the Association Agreement between the EU and Ukraine, which has reduced the trade barrier for Ukrainian exporters. Since January 2016, the EU and Ukraine have started applying the Deep and Comprehensive Free Trade Area (DCFTA), which forms part of the Association Agreement. At the same time Ukrainian exporters suffer from the new EU import rules for Ukraine and other countries applied since January 2016.

The majority of organic operators are certified according to the equivalent standards to the organic EU Regulation. Organic exports from Ukraine are mainly agricultural commodities (i.e. cereals, oil crops, pulses) and wild collection products (i.e. berries, mushrooms, nuts, herbs). Organic exports continue to grow from year to year. In 2015, the biggest organic export volumes were achieved with wheat, spelt, millet, rye, maize, flax, sunflower, soy, lupine, mustard, blueberry, walnuts, and birch sap.

The most important certification bodies involved in the certification of export-oriented products in Ukraine are Organic Standard, bio.inspecta, Control Union, IMO, ABCert, Ecocert and Ceres. Organic Standard is the only local certification body, covering almost 70% of all organic operators in Ukraine.

Domestic market
The domestic market for organic products is rather young in Ukraine. Organic specialty shops started to operate in the bigger cities from 2008 onwards, forcing bigger retail chains to also include organic product ranges within their outlets. Although organic products have gained more shelf space in general, the range of organic products available for consumers is still small. Consumers can currently access the following organically certified products produced within Ukraine: vegetables and salads, seasonal fruits and berries, beverages, meat and dairy products, eggs, honey, vegetable oils, grocery and bakery products. Especially in the bigger cities, as awareness among consumers about the benefits for organic produce is increasing, the sales volume and number of organic products is likely to further grow – despite the current difficult economic situation within Ukraine!
**Organic standards and certification**

The most popular standard among organic operators in Ukraine is the EU organic standard, i.e. equivalent to Regulations (EC) 834/2007 and (EC) 889/2008, which is used for both the export and the domestic market. Depending on the target market, also other standards are applied, including NOP (US), Bio Suisse (Switzerland), Bioland and Naturland (Germany), Soil Association (UK), and KRAV (Sweden).

Altogether, there are 16 private international accredited certification bodies included in the official list of approved certification bodies for Ukraine by the European Union Commission (EU Regulation 1235/2008, Annex IV). These are Organic Standard, Ecoglobe, ICEA, Bioagricert, Lacon, Abcert, CERES, Kiwa BCS Öko-Garantie, IMO Swiss, Control Union, Suolo e Salute, Agreco R.F. Göderz, QC&I, Ecocert, IMO-Control Sertifikasyon Tic., and bio.inspecta. The only Ukrainian certification body is Organic Standard, all others are foreign. Since 2015, most of certification bodies active in Ukraine participate in the newly formed “Platform Ukraine”, as part of the European Organic Certifiers Council (EOCC). This platform facilitates information exchange and consultation on control measures in the context of Ukraine.

The Law of Ukraine No 425-VII “On organic production and trade of organic products and raw materials“ was approved on September 03, 2013. However, at this stage, it is still not implemented.

In order to reduce the risk of fraud, in September 2015, a first Anti Fraud Workshop was held in Kyiv. This event gathered representatives of the EU Commission, the Ministry of Agrarian Policy and Food of Ukraine, certification bodies, importers, exporters, and other stakeholders to discuss ways how to improve the reliability of supply chains in the context of organic agriculture.

**BioFach is one of the most important events for Ukrainian organic stakeholders.**

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**Organic stakeholders**

The Ukrainian organic movement is represented by a number of different stakeholders. The most important organic associations include the Organic Federation of Ukraine, Organic Ukraine, and BIOLan. The International charitable organization “Information center “Green Dossier” has gained relevance in sharing “organic information”. QueS, VIP Group, Sib-Agro and Eko-Rost consultancy are service providers in the area of providing access to agricultural technologies, and market and export facilitation. Organic Standard is a key actor in the sector, having launched the training project “Organic School” during 2015.

The number of individual organic producers, processors, traders, retailers, and other civil society organisations is increasing continuously, and they play an important role in business and market development.
Casper

Product range
• sunflower oil, cake
• high oleic sunflower oil, cake
• flax oil, cake
• mustard oil, cake
• rapeseed oil, cake
• false flax (Camelina) oil, cake
• milk thistle (Silybum) oil, cake

Company profile
Casper Ltd was founded in 1995 as a processing company specializing in storing, cleaning and sorting of cereals and oil crops produced in Ukraine. The company is certified by Organic Standard since 2012 according to the Equivalent European Union Organic Production & Processing Standard.

Within Ukraine, Casper Ltd is one of the leading producers of organic sunflower oil, the company’s star product. Casper Ltd has its own processing unit certified according to ISO 22000, which is located near Odesa, Ukraine’s main seaport. As organic sunflower production in Ukraine is rapidly growing, Casper Ltd expects to expand its export activities in the coming years. Thus, at this stage, the company is watching out for new strategic business partners to expand into new markets.

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Organic Standard (UA-BIO-108)

Services

• Inspection and certification services in Ukraine, Belarus, and Kazakhstan according to organic standards (e.g. Equivalent European Union Organic Production & Processing Standard, Bio Suisse, Naturland, KRAV, etc.)
• Inspection services and product sampling for export
• Training project “Organic School”

Company profile

Organic Standard was founded by Ukrainian organic stakeholders in 2007. By receiving accreditation of IOAS against Standards ISO Guide 17065 in 2009, Organic Standard became an internationally recognized inspection and certification body. Up to now, it is the only Ukrainian organic certification body approved by the EU (UA-BIO-108) and Switzerland.

Organic Standard provides its inspection and certification services to more than 200 organic operators within Ukraine. These represent more than 70% of all organic operators present in the country. Moreover, it controls a meaningful number of operators in Belarus and Kazakhstan. As most of its clients target the international market, Organic Standard has become an important player for certification services for the export market, successfully competing with many foreign certification bodies being present in Ukraine.

The company believes in its strength to be a local certification body with international recognition. To guarantee inspection quality, Organic Standard builds on reliable control of organic operators through its proximity and the professionalism of its staff.

Organic Standard is a member of the European Organic Certifiers Council (EOCC) and the International Federation of Organic Agricultural Movements (IFOAM).
Anastasiia Shmygelska

LiQberry TM
LiQberry TM

Product range
• blueberry paste
• cranberry paste
• red bilberry/cowberry paste

Company profile
LiQberry is a registered trademark to label products of a family owned business that is specialized since 2011 in the production of pure berry paste. Since then, the business has grown considerably.

LiQberry TM draws on a unique processing technology to ensure the highest product quality without using pasteurization and preservatives. LiQberry's berry pastes are pure because they involve neither additives nor sugar. Quality is strictly monitored at the level of berry sourcing (i.e. only berries from selected organic suppliers are used) and at the level of processing to ensure optimal taste.

The processing process is certified by Organic Standard according to the Equivalent European Union Organic Production & Processing Standard. LiQberry TM is interested to involve in new business partnerships to expand its export activities and market coverage.

The processing unit is located in the south of Ukraine, in Kherson city.
Rivneholod

Product range
- blueberry
- cranberry
- blackberry
- lingonberry
- elderberry
- chokeberry (Aronia)

Company profile
Rivneholod’s core business is processing wild berries which grow around Rivne, in western Ukraine, where the company is located. The company’s state-of-the-art technological equipment ensures optimal product quality along the whole production chain. The company has own high quality freezing equipment and product sourcing structures in partnership with local collectors. Finished products are stored in the company’s modern refrigerating chambers at constant temperatures.

Rivneholod has a traceability system in place that tracks the product from the forest to the buyer. The company is certified according to ISO 9001 and 22000, NOP, the Standard Equivalent to Regulations (EC) 834/2007 and (EC) 889/2008. The majority of the products are exported. Main importing countries are: Poland, Germany, Sweden, Denmark, Belgium, the Netherlands, France, Italy, Austria, and Switzerland.

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Іван Томенко
Agrofirma “Pole”
Agrofirma “Pole”

Product range
- hulled millet
- millet shells
- millet flour
- durum wheat flour
- durum wheat husks
- durum wheat
- soft wheat
- rapeseed
- sunflower

Company profile
Agrofirma “Pole” was founded in 2007 to produce different high quality arable crops within Ukraine. Since then, it has gained vast experience in producing and selling a wide range of both organic and conventional products targeting the national and international markets. The company’s star product is hulled millet, which is offered in different variations. The company is certified by Organic Standard since 2009 according to the Equivalent European Union Organic Production & Processing Standard. Its farms are located in the south of Ukraine, while its processing unit is based in Cherkasy, in the centre of Ukraine. Since 2014, Agrofirma “Pole” offers also organic flour from high quality Ukrainian durum wheat.

The company has experience in exporting organic produce to the Netherlands, Germany, Austria, Great Britain, Italy, Belgium, Australia, Malaysia, Poland, the Czech Republic, and France, which together account for most of the company’s export volume of more than 5’000 tons per year.
Valentyn Medvediuk

Agrolider Company
Agrolider Company

Product range
- mustard
- millet
- hulled millet
- flax
- soya

Company profile
Agrolider Company is an Ukrainian enterprise with more than 10 years of experience in producing, processing and commercializing agricultural products. Over these years, the company has established significant international trade activities. Agrolider Company has its own premises, including a laboratory and infrastructure for product refinement, reprocessing, and packaging. Quality assurance is of utmost importance along the whole production process.

Agrolider Company is certified since 2014 by Organic Standard in accordance with the Equivalent European Union Organic Production & Processing Standard.

The company belongs to the Fruktovyi svit & Agrolider Group. The company’s commitment and vision is to develop a strong organic export business by capitalizing on the extensive export experience in a large number of countries including Germany, Austria, Poland, the Czech Republic, Greece, the Netherlands, Hungary, Finland, France, Belgium, Italy, Lithuania, Latvia, Bulgaria, Romania, Slovakia, and the Republic of Macedonia.

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Gleb Lukyanenko

Agroecology
Agroecology

Product range
• millet, hulled millet
• spring wheat
• winter wheat
• buckwheat
• sunflower
• buckwheat groats, buckwheat groats ground
• wheat groats, wheat flour
• pearl burley, fine ground barley
• oat flakes
• rye flour

Company profile
Agroecology is one of the pioneers in organic agriculture within Ukraine. The company is committed to organic farming practices since the 1980s, having developed an own organic management system which aims to preserving and increasing soil fertility as part of its production process. For many years, the company was headed by Semen Antonets; now, his grandson takes over the farm, but building on the sustainable production practices. The company is certified by Organic Standard according to the Equivalent European Union Organic Production & Processing Standard and Bio Suisse standards. Agroecology’s production unit involves more than 7’000 hectares of organic arable land in the Shyshaky and Zinkiv district of the Poltava region, in the central part of Ukraine. The company has also 6’000 heads of dairy cattle. The functional integration of animal husbandry (under organic conversion since 2015) and organic arable crops production is key for the company’s success in improving soil fertility as a means to obtain quality harvest of cereals, pulses, and oil crops.
Agroecology targets both the domestic and the export market. To expand its export activities, Agroecology is eager to establish strategic business partnerships to enter new markets.

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Viktor Kandaurov
Granit-Agro
Granit-Agro

Product range
- soya
- maize
- hemp
- alfalfa

Company profile
Granit-Agro was founded in 2004. The company is a member of the Arnika company group which is owned by one single family. Granit-Agro leases more than 2'000 hectares of organic arable land in the Semenivka district of the Poltava region, which is known for its highly fertile black soils.

Granit-Agro’s core business relates to growing organic soya, maize, and hemp. Its soya is processed by Biopreparat Production Company into organic TEF Soya, i.e. toasted expanded full-fat soya.

The company is certified according to the Equivalent European Union Organic Production & Processing Standard by Organic Standard and is approved according Bio Suisse standards. At this stage, the company seeks business partners to sell its organic produce especially to the EU and Canada.

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Galeks-Agro

Product range
• spelt/dinkel wheat
• winter wheat
• millet
• oat
• barley
• buckwheat
• soya
• maize
• honey

Company profile
Galeks-Agro was founded in 2008, after its owner visited BioFach and returned home with the conviction to build up an own organic business in Ukraine. From the beginning, the company’s purpose has been to produce and trade high quality organic agricultural produce for export. Galeks-Agro’s core business relates to producing and trading cereals and leguminous crops. Since 2014, the company established an own organic dairy processing unit Organic Milk Ltd. The integration of animal husbandry is further improving soil fertility and sustainable production practices.

The company is certified by Organic Standard according to the Equivalent European Union Organic Production & Processing Standard and approved according to Bio Suisse standards. Galeks-Agro’s production unit covers almost 6’000 hectares of organic arable lands in the Novograd-Volynskyi district of the Zhytomyr region, in northwestern Ukraine. Currently, the company exports its organic cereals mainly to Switzerland, Germany, the Netherlands, and Hungary.

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Firma DIAMANT

Product range
• instant whole and cut oat flakes, groats, flour, oatmeal
• wheat: flakes, groats, flour
• buckwheat: flakes, groats, meal, flour
• millet flakes, millet groats
• barley flakes, pearl barley flakes, pearl barley and fine ground barley groats
• rye flakes
• corn flakes, corn meal
• mixture of flakes (oat, wheat, barley)
• pasta from durum wheat

Company profile
Firma DIAMANT was founded in 1994 in Poltava, the centre of Ukraine. It specializes in manufacturing flakes, groats flour, oatmeal, bran, and pasta from a wide range of cereals and leguminous crops. Firma DIAMANT is one of the biggest flakes producers in the country. The company constantly upgrades its processing technology and has thus repeatedly won awards for the high quality of its products. Firma DIAMANT is equipped with state-of-the-art European processing technology, and produces under its own trademark and for B2B customers.

The company established its organic product line in 2013, and is certified since then by Organic Standard according to the Equivalent European Union Organic Production & Processing Standard. The company has long-lasting export relationships for conventional produce, and new contracts are underway to expand organic sales beyond Ukraine.

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**EthnoProduct**

**Product range**
- spelt wheat, lupine, vetch, oat
- raw and pasteurised cow milk, dairy products including kefir, sour cream, yoghurt, cream, butter, cheese
- raw meat (veal), processed meat products (semi-finished veal, minced veal, different types of sausages)

**Company profile**
The company was founded in 2008 with the purpose of producing natural food according to organic principles. EthnoProduct’s core business is the production and trading of its own organic cereals, dairy and meat products. Within Ukraine, the company is a pioneer in producing organic dairy and meat products since 2011. The company belongs to the EthnoProduct group which manages altogether more than 3’600 ha of organic land.

The company’s production unit is located in the north of Chernihiv region, while its processing infrastructure is located in the Kyiv region. EthnoProduct has been certified since its foundation in 2008 according to the Equivalent European Union Organic Production & Processing Standard by Organic Standard, and according to Bio Suisse standards since 2015. EthnoProduct has experience in exporting to Germany and Switzerland and aims to find new business partners to expand its export activities.

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Program related to Ukrainian Pavilion

Wednesday 10.02.16
17.00 – 18.00 Short presentation about Ukraine at the Session “CAP in CEE? Organic Sector Development in Central and Eastern Europe”
Room Oslo, NCC Ost

Thursday 11.02.16
14.00 – 16.00 Forum: Ukraine as a reliable organic supplier
Room München 2, NCC Mitte

The coordination of the Ukrainian National Pavilion is a joint effort of a consortium involving key Ukrainian organic stakeholders: QueS consultancy, Information center “Green Dossier” and Organic Standard certification body.

KSENIA GLADCHENKO
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More than 8 years in the organic sector; started as a quality manager of the Organic Standard certification body; leading own organic consultancy body QueS Ltd since 2014.
Background: National Agricultural University (Safety and Quality of Agricultural products Faculty).
Field of expertise: international and Ukrainian organic legislation, implementation of organic standards, risk assessment, certification, and export of organic products.
Ms. Gladchenko has supported many organic projects by providing professional consultancy, has published several articles about organic certification in Ukraine and a manual on export procedures for organic products.

SERGIY GALASHEVSKYY
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More than 8 years in the organic sector; General Manager of Organic Standard since 2008; active player of the Ukrainian organic sector; coordinator of the “Platform Ukraine” within European Organic Certifiers Council (EOCC).
Background: Bila Tserkva State Agrarian University; Writtle College, University of Essex, Great Britain (studied organic agriculture); MBA in 2014 (diploma work on the marketing strategies of a organic certification body).
Under Mr. Galashevskyy’s management Organic Standard became a leading organic certification body in Ukraine.
Fields of expertise: certification, control body management, market development, legislation, marketing and trainings on organic agriculture.

KATERYNA MALKOVA (SHOR)
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Almost 20 years in the environmental movement; more than 10 years engaged in organic topics; project manager of Green Dossier, an international environmental NGO dedicated to principles of sustainable development and green economy; leading agricultural projects.
Background: Kyiv National Economics University, ICT faculty; Law faculty of Lviv National University; special course on Green Industry conducted by Central European University (Budapest, Hungary) and UNIDO.
Ms. Malkova is an active player of the Ukrainian organic community, co-organiser of different national events (e.g. National State Organic Logo Competition), author of publications and TV-documentaries on organic agriculture.

All three experts are the coordinators of the Ukrainian National Pavilion at BioFach since 2014; they are also members of the official working group on the elaboration of the Agriculture and Rural Development Strategy 2015-2020 as well as the one on elaborating the national organic legislation within the Ministry of Agrarian Policy and Food of Ukraine.
International Partners

The Swiss-Ukrainian Project “Organic Market Development in Ukraine” (2012 – 2016) is funded by the Swiss Confederation through the State Secretariat for Economic Affairs (SECO) and implemented by the Research Institute of Organic Agriculture (FiBL, Switzerland) in cooperation with Ukrainian organic sector stakeholders and policy makers. The main goal of the Project is to foster the growth of small and medium enterprises by developing organic and regional food supply chains in Ukraine. The focus is on both national and international markets and the approach is demand driven. The project objectives are: (1) increasing the quality and volume of selected organic arable crops for export; (2) increasing the quality and volume of organic dairy products for the domestic market; (3) developing a trademark for regional food products from the Carpathians; (4) improving commercial organic services; (5) fostering a conducive environment for the further development of the organic sector.

For further information visit www.ukraine.fibl.org

The Programme “Greening Economies in the Eastern Neighbourhood” (EaP GREEN) is funded by the European Commission and implemented by United Nations Environment Programme (UNEP). The project assists to (1) expand the countries’ production and trade of organic agriculture produce and (2) improve their access to the growing international markets for organic products. UNEP provides support to countries to enhance their knowledge of market opportunities and barriers and builds capacities for production and trade of organic products. One of the key activities is to facilitate the participation of producers and exporters in organic trade fairs, which offers them the opportunity to exhibit their products and meet potential buyers.

For further information visit www.green-economies-eap.org and www.unep.org/greeneconomy/AdvisoryServices/EaPGreenOrganicAgriculture/tabid/133002/Default.aspx
Ukrainian Partner

The State Enterprise National Research and Information Center for Monitoring International Commodity Markets (Derzhovnishinform) is a leading research and expert center managed by the Ministry of Economic Development and Trade of Ukraine, founded in 1996. The company’s mission is to support Ukrainian exporters by providing information and access to expert knowledge. Derzhovnishinform furnishes a full range of information products, including assessments of foreign trade contracts, market research, and the publication of different bulletins. Derzhovnishinform’s main information products are: Price Review of Ukrainian and World Commodity Markets, Commodity Monitor Ukraine, Commodity Monitor Metallurgy, Trade Balance, Catalogue for Importers and Exporters of Ukraine.

For further information visit www.dzi.gov.ua and www.ukreexport.gov.ua
Learning to do business in Ukraine

-Hello!
Вітаю!
[Vitayu!]

-Wow! you have a nice country pavilion!
Чудово! У вас гарний стенд країни
[Chudovo! U vas garnyi stend krainy]

-What do you offer?
Що Ви пропонуєте?
[Scho Vy proponuyete?]

-Very interesting products that you supply!
Продукти, які Ви постачаєте, є дуже цікавими.
[Produkty, yaki Vy postatschayete, ye duzhe tsikavymi.]

-How many thousand tons do you produce every year?
Скільки тисяч тон на рік Ви виробляєте?
[Skil'ky tysyatsch ton na rik Vy vyroblyayete?]

-I would like to buy one hundred tons of certified organic wheat.
Я хочу купити сто тон сертифікованої органічної пшениці.
[Ya khotschu kupyty sto ton sertyfikovanoyi orhanichnoyi pshenytsi.]

-What is the price?
Яка ціна?
[Yaka tsina?]

-Yes, of course, we agree.
Так, звичайно, ми згодні.
[Tak, zvytschaino, my zhodni.]

-May I come to Ukraine and visit your company?
 Чи можу я приїхати в Україну та відвідати Вашу компанію?
[Tschy mozhu ya pryyikhaty v Ukrainu ta vidvidaty Vashu kompaniu?]

-Cheers – on our new business partnership!
Будьмо! За наше нове бізнес-партнерство!
[Bud’mo! Za nashe nove biznes-partnerstvo!]

-It was nice meeting you.
Було дуже приємно з Вами зустрітися.
[Bulo duzhe pryyemno z Vamy zustritysya]

-Bye bye and see you in Ukraine!
Бувайте та до зустрічі в Україні!
[Buvaite ta do zustritschi v Ukrayini!]
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Imprint

QueS Ltd consultancy body
www.ques.com.ua

Organic Standard Ltd certification body
www.organicstandard.com.ua

Information Center “Green Dossier”
www.dossier.org.ua

Layout & printing:
ART OK, Kyiv, Ukraine

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Ukraine

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Україна

VISIT OUR UKRAINIAN NATIONAL PAVILION

HALL 5 / BOOTH 5-255

BIOFACH 2016