

SUSTAINABILITY REPORT 2016

AgroFair
RIGHT FROM THE PRODUCER

- FOREWORD -



Dear reader,

We are proud to present our second sustainability report to you. As in our first report last year, we have sought to describe our sustainability policy and actions in an effective and attractive way. The goal of this report is to share our vision on sustainability and to show how we are pursuing this in practice. On account of our modest size as a company, we are not yet at the stage that we can report in accordance with Global Reporting Initiative standards. Besides, we prefer to show what we find important and to convey our dedication to the human side, instead of discussing graphs and metrics. This report emphasises the main areas of concern, our approach and our results. Obviously, these results are always a work in progress.

This year we will continue where we left off last year. Working together in and with small producer cooperatives always requires much effort, but once it succeeds and people start to see the benefits, it becomes a source of joy and pride and intense satisfaction. The plastic collection project in Peru is one of those projects, even though it is not easy to achieve, especially as there is little official support for it, let alone systems and infrastructure.

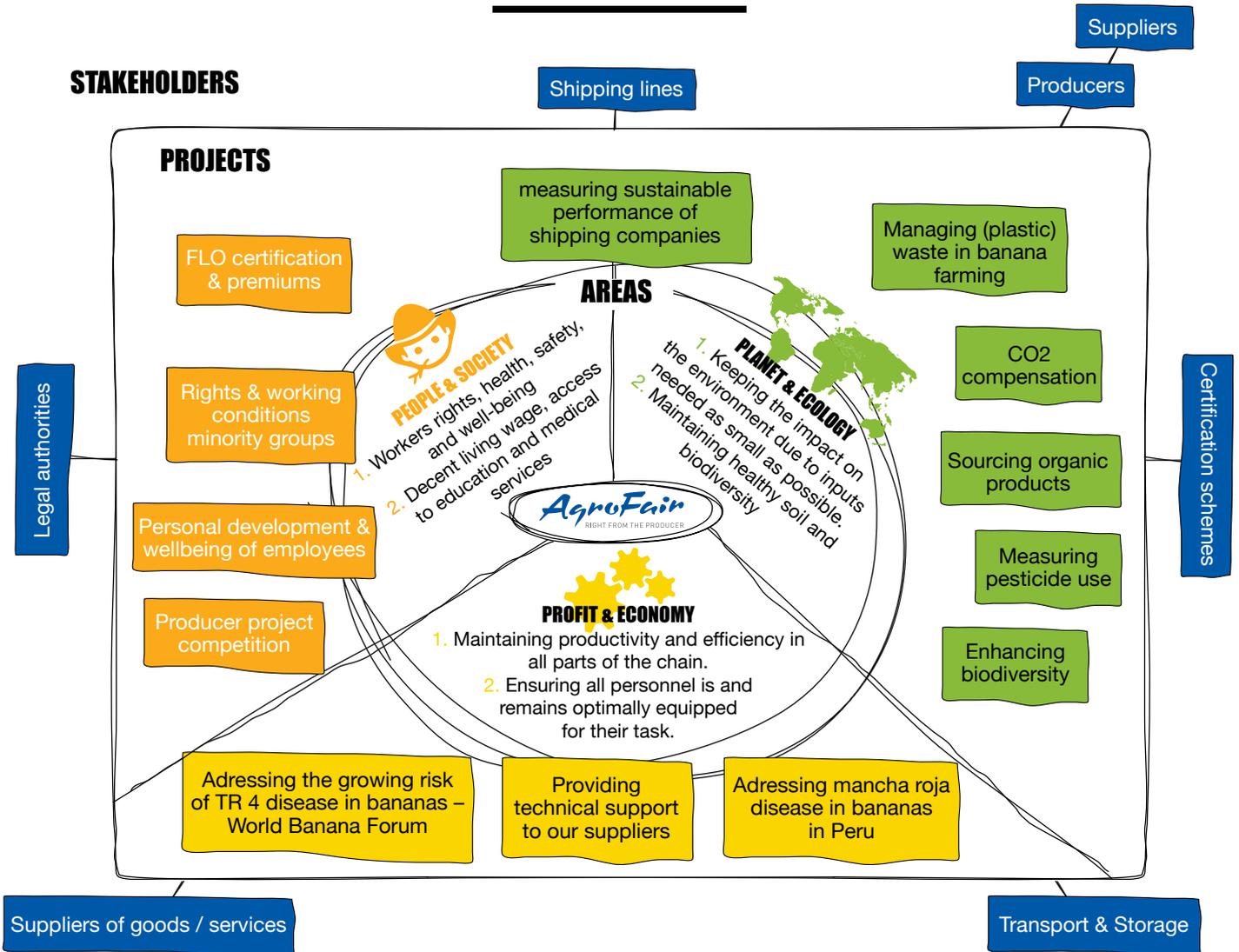
“Working together in and with small producer cooperatives always requires much effort, but once it succeeds and people start to see the benefits, it becomes a source of joy and pride and intense satisfaction.”

To involve our producers more in the objectives, this year we are organising a contest in which our producers can propose projects and ideas. The best project or idea will win a substantial financial award that can be used to realise the project.

I am tempted to tell you so much more than fits on this page, so I suggest instead that you turn the page to find out for yourself.

AGROFAIR
Hans-Willem van der Waal
Managing director

- INTRODUCTION -



With the rapidly increasing population on our planet, our natural resources are under great pressure. Rising temperatures, food shortages, water scarcity, depleting traditional energy resources, are major issues the world population is facing. In addition, the gap between rich and poor is increasing, working circumstances are still deplorable in many countries in the world, not to speak of the lacking of basic human rights to a substantial part of the world population.

As Agrofair operates in the agricultural chain we are also involved in the specific challenges of this sector. Agricultural labour is in every time and part of the world been low valued and paid. Because of this agricultural labour is often done by migrant (seasonal) workers from countries in the region.

In conjunction with the rapid growth of the world population, agriculture has been scaled up and intensified – this has led to larger yields per hectare but also to depletion of natural resources and an increase of pests.

We recognize that we cannot close our eyes to the problems the world faces, but also that we cannot make the difference by operating on our own, and cooperation

by all parties in the chain is essential. We believe that businesses must take responsibility and be part of the solution. Not only on their own, but also by encouraging/ obliging their partners in the chain to do the same. In order to ascertain a responsible and sustainable business, Agrofair has formulated core principles following the 3 P's: **People & Society**, **Planet & Ecology**, and **Profit & Economy**. These 3 aspects should be in balance with each other to guarantee a sound and sustainable business for the long term.

The issues above are all to a more or lesser extent covered in global certification standards like FLO Fairtrade and EU organic certification. To Agrofair, these certifications are a baseline to which all of our stakeholders must adhere. In this respect we also refer to the ILO standards. On top of this, we encourage and sometimes compel to make extra efforts where reality asks for it, under the title 'active sustainability'.

- AGROFAIR SUSTAINABILITY - - PRINCIPLES, GOALS AND INITIATIVES 2015-16 -

GOAL/ACHIEVEMENT

50% of annual turnover is generated from products with organic certification.

PROJECT/ INITIATIVE

Agrofair co-invests in a plastic recycling plant in Peru in order to make use of the considerable quantities of plastic waste resulting from banana cultivation, and urges the producer associations to collect and hand over used plastic bunch bags to this plant.

PROJECT/ INITIATIVE

Agrofair is committed to the Sustainability Covenant Fruit and Greens by IDH. Over 2015, we had a sustainability score of 99%.



PRINCIPLE

Keep the impact of operations on the environment due to inputs, waste and discharge as low as possible, and actively seek ways to reduce this impact further.

GOAL/ACHIEVEMENT

Determine the carbon footprint for the products we supply as well as our company activities and actively reduce or compensate the CO₂ emissions.

PROJECT/ INITIATIVE

Since 2007, Agrofair compensates all CO₂ emissions from air and road travel by employees. Since 2015, Agrofair compensates emissions from truck transport.

PROJECT/ INITIATIVE

In the past year Agrofair has developed a method for pesticide footprint calculation, which makes it possible to assess the impact of spraying programs on the environment and humans, and compare different spraying programs.

**- AGROFAIR SUSTAINABILITY -
- PRINCIPLES, GOALS AND INITIATIVES 2015-16 -**

PRINCIPLE

Maintaining healthy soils and biodiversity.

GOAL/ACHIEVEMENT

Promote and support a responsible use of soils used for growth of the imported fruits.

PROJECT/ INITIATIVE

Agrofair is partner of the FONTAGRO research and technical assistance project in the organic banana sectors in Ecuador, Peru and the Dominican Republic. The promotion of healthy soils is a main component of this project.

PROJECT/ INITIATIVE

Together with our producer Coobana in Panama, we have assessed the biodiversity of a recently bought 20ha piece of land, which will be used for the purpose of enhancement of biodiversity and other ecological goals.

PRINCIPLE

Encourage partners in the chain to make sustainable choices in their business.



INITIATIVE

Agrofair became a member of the Clean Cargo Working Group (CCWG), which will give us insight in carrier sustainability data.

PRINCIPLE

A responsible and efficient use of water needed throughout the supply chain.

GOAL/ACHIEVEMENT

Promote and support the use of the most efficient irrigation system possible in a given situation.

PROJECT/ INITIATIVE

In 2012, Agrofair carried out a water footprint assessment among banana producers in Ecuador and Peru, and together with organisations in Peru develops initiatives to shift to improved irrigation systems.

PRINCIPLE

Using renewable sources of energy wherever possible and making efficient use of traditional sources when needed.

GOAL/ACHIEVEMENT

Promote and support activities throughout the supply chain which reduce the impact of operations on the environment.

- AGROFAIR SUSTAINABILITY - - PRINCIPLES, GOALS AND INITIATIVES 2015-16 -

PRINCIPLE

Make sure personnel are optimally equipped for their tasks.

GOAL/ACHIEVEMENT

Agrofair makes yearly agreements with all employees on necessary and useful training and schooling.

PROJECT/ INITIATIVE

Agrofair organises at least 2 internal training sessions each year on topics of general interest.



PRINCIPLE

Identify and fight threats for the continuity of the business.

GOAL/ACHIEVEMENT

Identify and address the most serious threats to our business, seek collaboration with other stakeholders to effectively address these threats.

PROJECT/ INITIATIVE

Within the FONTAGRO project, the partners are looking for biological control methods of the red rust thrips, a tiny insect that causes red spots on the banana peel. We are also looking for a bit more tolerance on the market of banana slightly affected by the red spots, which is only a cosmetic defect.

PROJECT/ INITIATIVE

Panama disease Tropical Race 4 is a soil born disease that causes destruction of the banana plant, with devastating effects. The Wageningen University research program on this disease, which Agrofair co-financed with €100,000, shows promising results. Also Agrofair plays an active role in the Task Force TR4 of the World Banana Forum, which strives to prevent further spreading of this disease.

**- AGROFAIR SUSTAINABILITY -
- PRINCIPLES, GOALS AND INITIATIVES 2015-16 -**

PRINCIPLE

Workers rights, health and well-being.

GOAL

Promote and support equal rights and opportunities for minority groups (handicapped people, ethnic minorities) and women.

GOAL/ACHIEVEMENT

>95% of annual turnover is generated from products from FLO certified suppliers, or equal social certifications.

PROJECT/ INITIATIVE

In 2016 Agrofair initiated a competition in which all producers will enter a sustainability project. The 3 projects judged best will receive a prize.



PRINCIPLE

The right for everyone to a safe and healthy working environment, with no suppression or discrimination.

GOAL/ACHIEVEMENT

Require all partners in the supply chain to comply at least with the relevant rules of the International Labour Organisation of the United Nations (ILO/ UN).

INITIATIVE

Agrofair committed to the Sustainability Initiative Fruit and Vegetables (SIFAV) by IDH. Over 2015, we had a sustainability score of 99%.

PRINCIPLE

Employees

GOAL/ACHIEVEMENT

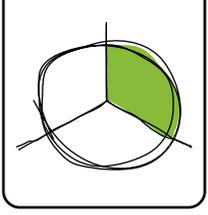
Agrofair acts as a responsible employer, complying with, and often exceeding, local and national legal standards. Agrofair shows concern for the working conditions and social well-being of its employees and devotes much attention to ensure that employees have rewarding and fulfilling work while helping them to achieve their full potential.

PRINCIPLE

Living conditions

GOAL/ACHIEVEMENT

Promote and support the right for all personnel to earn a decent living wage within the span of a normal working week which enables them to provide the basic needs for their family including food, water, housing, education, healthcare, transport, clothing and participation in local social and cultural life.



PLASTIC RECYCLING PERU

Collecting waste and raising awareness

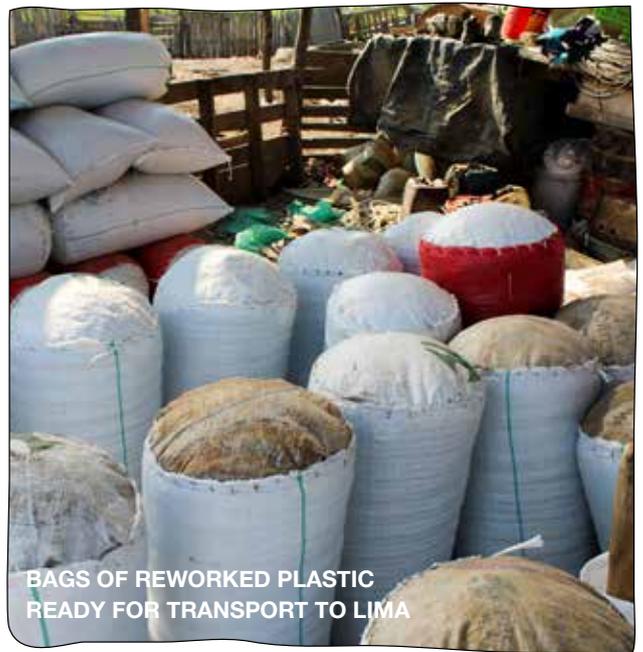
In 2014 we launched our plastic recycling project in Peru. This year we have continued our efforts to create awareness and increase the volume of collected plastic waste, while working towards a long-term, sustainable and cost-covering (or even profitable) recycling plan.

The producers' awareness campaign has had several follow-ups, with teams of volunteers collecting plastic waste from road sides and villages.

Producers are obliged to collect their farm plastic and deliver it to local rework facilities for the first processing steps towards recycling. The plastic is then sent to Lima, where it is reworked into garden hoses, plastic furniture, etc.

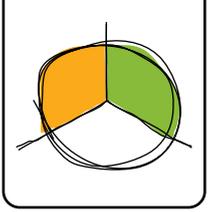
As the local rework facilities are limited and quite rudimentary (usually a covered outdoor area with simple equipment like a shredder), AgroFair has developed a feasible business plan to start a complete recycling plan in the Piura region. We are now discussing with co-investors to turn this plan into a reality. The problem of plastic waste, however, is not limited to banana plastic alone. There is no collection system for (household) waste and therefore people are accustomed to dumping their waste by the side of the road. Through consultation with local governments, our aim is to raise awareness and encourage them to take action.

With these efforts, together with our producers, we continue to take steps towards our final goal: to have an environment free of (plastic) waste in the Piura region.



BAGS OF REWORKED PLASTIC
READY FOR TRANSPORT TO LIMA

Through consultation with local governments, our aim is to raise awareness and encourage them to take action



SUSTAINABILITY @ AGROFAIR

Building new sustainability levels in our own organization

CO2 compensation

Last year we reported on schemes to reduce and compensate for CO2 emissions caused by employee transport. As of 2015, we also added CO2 compensation caused by lorry transport. All emissions are compensated via the Climate Neutral Group's Gold Standard cooking stove project. These projects provide efficient charcoal ovens to local households in developing countries such as Uganda, to replace their traditional open wood fires. In addition to reducing CO2 emissions caused by burning wood, the ovens also help prevent deforestation, save the households time and money, and protect against smoke-related health issues.

Co-owned by small farmers

A unique feature of AgroFair is that producer cooperatives from various countries participate in our company. Together they form the Cooperative of AgroFair producers (CPAF), which owns 30% of the shares of AgroFair. Every year, the CPAF receives its share in the dividend of AgroFair. In this way, the value added by the company in Europe is ploughed back to the producers. The CPAF has one board member on the Supervisory Board of AgroFair.

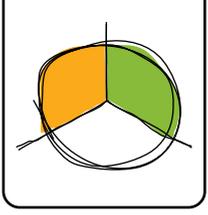
The CPAF holds an annual meeting and provides services to its members in collaboration with AgroFair. On the producers' participation in AgroFair, the current president of the CPAF, Kelwin Atoche, says the following:

“Forming part of CPAF (Cooperative of AgroFair Producers) has enabled us to learn more about the business dynamics, earn dividend from our sales and participate in the decision making of AgroFair. The producers are recognised for the quality they produce by the close partnership links between producers and retailers, even customers. The producers also receive a fair price. CPAF represents a way to communicate the effort of the producers, and to generate development while bearing in mind the sustainability of the organisations that form part of the Cooperative.”



GOLD STANDARD COOKING STOVE





AGROFAIR FIRST FRUIT IMPORTER TO JOIN THE CLEAN CARGO WORKING GROUP

Fair in the field and fair on the sea

AgroFair is the first fruit importer to become a member of the Clean Cargo Working Group, in which it collaborates with major shipping lines and well-known companies such as IKEA, NIKE, Heineken and DHL to make the container shipping industry more sustainable.

AgroFair played a pioneering role in making bananas more fair and sustainable. It's been twenty years since we introduced the Oké banana. But our work is far from done. The Fairtrade system gives our banana farmers a fair price, guaranteed sales and a premium for social development. As a result our farmers, who also co-own the company, are doing much better now than they were twenty years ago!

This is a good time to see whether we can make the entire chain sustainable, so not just production but transport as well. That is why we launched our "active sustainability plan" last year, which focuses on creating a sustainable chain. The shipping industry is an important part of that.

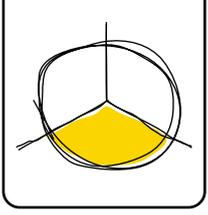


The Clean Cargo Working Group (GDS) is a global, business-to-business initiative dedicated to improving the environmental achievements of seagoing container transport. The Clean Cargo Working Group has developed tools to measure and report on the environmental effects of the member shipping lines. The greenhouse gas emissions of 23 of the world's largest shipping lines represents about 85% of the total global shipping emissions.

As a member of the Clean Cargo Working Group, AgroFair has access to a valuable source of shipping line emission performance data, comprising carbon dioxide, sulfur oxides and nitrogen oxide. The shipping lines are also scored on their performance in waste and water management (including ballast water), and use of chemicals (e.g. types of anti-fouling paint and oil/lubricants). The shipping lines' environmental policies and management systems are also evaluated. That includes social policy.

Sustainability is an important aspect of our procurement policy. In that process, the CCWG enables us to make well-informed decisions that can be objectively evaluated by our customers as well. We are proud and pleased to work with our partners to make the shipping industry even more sustainable.





PANAMA DISEASE: A GLOBAL THREAT TO BANANAS

We contribute to world-class research

The soil-borne fungal disease *Fusarium wilt Tropical Race 4*, commonly known as the “Panama disease”, is currently the biggest threat to the banana industry. We are not just talking about the banana for export, which represents a mere 15% of the volume. Panama disease presents also a threat to banana varieties (including plantains, or cooking bananas) that are produced for local markets by small producers in Africa and Asia.

Over the course of four years, AgroFair contributed a total amount of €100,000 to the Panama disease research programme conducted by the Wageningen University and Research Centre (WUR) in the Netherlands. As one of the major contributors, AgroFair was invited to participate in a partner workshop in April 2016 in Miami. The objective of the meeting was to share the results of the ongoing research programme, as well as to bring the partners together and gather input.

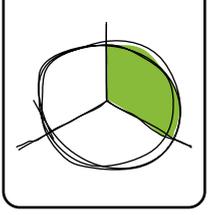
Professor Dr. Gert Kema, the leader of the programme, stated that “the main question is not if but when TR4 will reach Latin America and the Caribbean, and whether banana companies, producers and government institutions will be ready to deal with it”. Based on devastating experiences with TR1 in the past and on how TR4 is presently being managed in Asia, it seems that history might repeat itself.

It has become clear that many producer organisations in Latin America and the Caribbean that produce and export bananas are not yet aware of the threat. In the next year, AgroFair South will therefore concentrate on increasing a general awareness of TR4. Simple biosecurity measures (“come clean, go clean”) should be massively adopted to prevent the lethal fungus from infecting their banana farms.

There is no resistant variety available, developing one is a matter of a lot of patience and astronomic investment, so prevention is the only viable strategy at this point.

For further news on TR4 spreading and for information on the Wageningen University and Research Centre (WUR)’s research programmes on TR4, please visit www.panamadisease.org.





THE PESTICIDE FOOTPRINT OF BANANAS

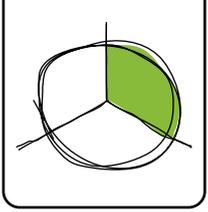
How much harm does “plant protection” cause?

Labels to indicate standards of sustainability have become very common in the banana world. Fairtrade, Organic, Rainforest Alliance and ISO 14003 all promise a higher ecological standard or even claim to be “sustainable”. However, as long as bananas are grown in monocultures in hot, humid climates, the fruits and plants have to be protected against a range of pests, such as fungi and insects. Only in warm, dry regions with enough irrigation that are close to a sea port can export, bananas be grown organically, without using chemical pesticides. Such regions are rare. We wanted to know more than what the label on a banana claims. So we turned to specialists who were able to develop a method for us to calculate the impact on human health and on ecosystems.

The method is based on the USEtox model, for which there is broad scientific support. The USEtox model is a method for lifecycle analysis. It simulates the fate of pesticides in the environment and their effects on plants and animals, such as water organisms. USEtox calculates a relative number as an indication for the damage done to human health and ecosystems. In this way USEtox calculates the impact of pesticides on the wider environment. This reveals how good a certain banana is for the rainforest, rather than just putting a label on it. Even though the fruit you eat is free of chemical residues and constantly analysed by European food safety laboratories, there is an impact on the local environment. This is what the model wants to show.



www.musarama.org/en/image/aerial-spraying-144.html
auteur: Luc de Lapeyre de Bellaire

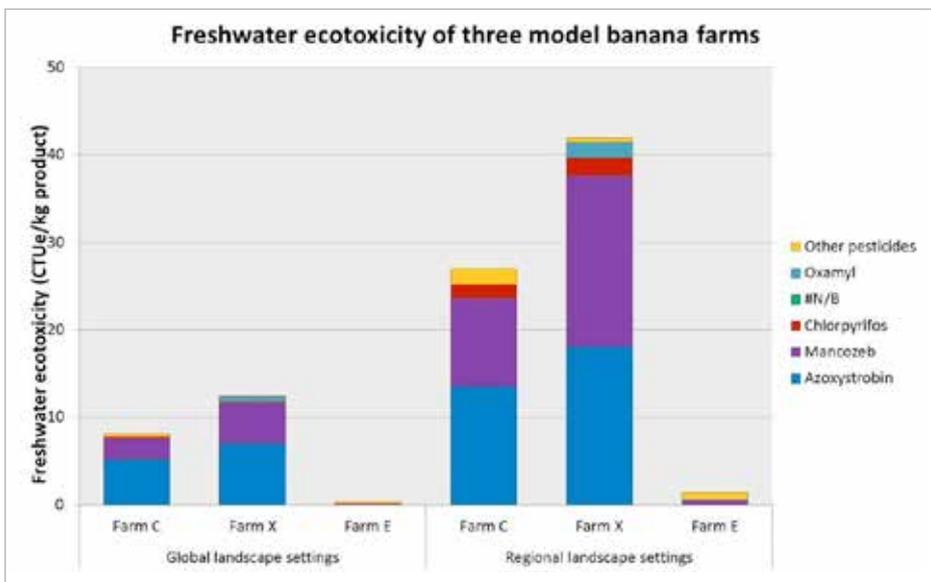


- THE PESTICIDE FOOTPRINT OF BANANAS -

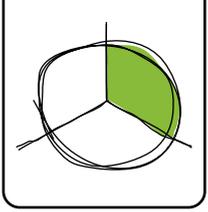
Below we compare a sample of our Fairtrade farms in Ecuador with a fictional average conventional farm in Costa Rica. It shows that our farms in Ecuador are much friendlier to the environment and to human health than the average farm in the humid tropics. The method can also be used to compare different fruits, different countries and different application schemes.



The method will be maintained by the “Save the Banana” Foundation, a foundation that we established in 2016 to promote banana sustainability (Panama disease, pesticide use and social issues), and will be available to other parties as well.



Fresh water ecotoxicity graph, showing how different conventional farms in different countries with different pest management strategies have different impacts on fresh water life using the USETox life cycle analysis. Farm C and E are AgroFair farms in respectively Panama and Ecuador. The graph also shows that different landscape settings have an effect. However, the numbers are not absolute, but should be interpreted in relation to each other. They also serve to model how a change in the pest management strategy affects the environmental impact.



NATURE PRESERVATION IN PANAMA

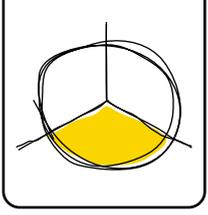
**We protect the 'neighbours' of our banana farm –
sea turtles, wildlife and existing trees**

With the fair trade premium and a contribution from the Swiss supermarket chain, the Coobana co-operative group in Panama purchased 22 hectares of land adjoining one of its banana plantations. The main aim of this acquisition is to improve the drainage of the plantation in case of heavy rainfall. However, only a very small percentage of land is needed for this purpose. The rest of the area will be used for reforestation and nature preservation. The land is situated near an existing protected area including part of the San San river (part of the biosphere programme by UNESCO), home to some rare species including manatees. Sea turtles lay their eggs on the banks of this river every year. Coobana also sponsors this project using the FT premium.

In the last year, a plan was made to preserve and restore nature on the 22 hectares of newly acquired land. The idea is to plant native trees and to develop eco-tourism with a trail through the area and a traditional restaurant. Reforestation is a long-term project; it will take years to really establish a forest. However, the first very important steps have been taken: the acquisition of the land and the protection of existing trees and wildlife. Hopefully the river banks of this land will also be used by nesting sea turtles in the near future.



**In the last year, a plan was made to preserve
and restore nature on the 22 hectares of
newly acquired land.**



FAIRTRADE PREMIUM AGROFAIR PRODUCERS

El Guabo's logistic centre provides lower cost and higher quality

According to AgroFair's sustainability policy, Profit represents the economic effects of our activity on the environment. This includes investments in infrastructure and transport. Our producer cooperative El Guabo in Ecuador is a prime example. The members of the El Guabo cooperative ordered the board to build a logistics centre for loading and unloading. This was finally achieved after many years, thanks in part to the Fairtrade Premium and to subsidies from the Ministry of Agriculture.

The El Guabo logistics centre opened on 1 September 2016. Many people were present including the small farmers, the Minister of Agriculture Javier Ponce Cevallos, representatives of AgroFair South, shipping lines, port workers and the local press. At the opening, the ribbon was officially cut by the Minister, who once again underlined the importance of El Guabo for the region in his speech:

“The ‘Asociacion de Pequeños Productores Bananeros El Guabo’ sets a great example for El Guabo and the entire region”.

With the opening, a logistic dream has come true for the El Guabo farmers, as Fabiola Ramon (President of El Guabo Cooperative) explained in her speech:

“The start of the El Guabo cooperative wasn't easy for the 14 small farmers who embarked on the adventure of direct export. They were greeted by mocking and incredulous bystanders who saw it as a foolish move and just a pipedream when they loaded the first container in a little street in the centre of El Guabo town. But since that day almost 20 years ago, we have expanded to include 135 farmers, and today we ship 25 containers a week, for which we now have our own loading site here in El Guabo.”

Location:
El guabo, el oro - Ecuador

Founded in:
1997

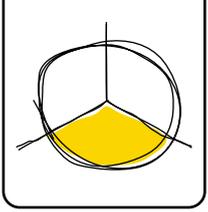
Partner of AgroFair:
1998

Products:
Bananas, banana pure

Production area:
840 ha ft and organic bananas

Amount of workers:
160 producers and 425 families

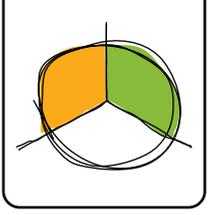




- FAIRTRADE PREMIUM AGROFAIR PRODUCERS -

The logistics centre for the farmers offers significant savings on their transport costs. Now everything can be done in the same place. The logistics centre was built with a loading floor for container trailers. This makes the Cooperative very innovative in the region. It is now easier for the farmers to arrive with their pallets and fewer people are needed to load and unload cargo. The logistics chain has become more efficient and now includes all modern facilities. The roads to and from the logistics centre and the office are now completely asphalted thanks to the Fairtrade Premium the farmers received. Previously, heavy rainfall regularly made the roads muddy and slippery in the rainy season, sometimes even unusable. This positively affects the farmers' productivity and the transport. AgroFair is very proud of these achievements.





FAIRTRADE PREMIUM AGROFAIR PRODUCERS

APPBOSA improving soils and raising environmental consciousness

Composting

The soils of the Peruvian coast, which are part of the unfertile desert strip, generally contain only 0.1% organic matter, which is very low. Many farms are in places with other weak soils structure, such as a heavy clay or very sandy soil. To improve the soil structure and encourage the development of healthy soil flora and fauna, APPBOSA has invested Fairtrade premium in a composting plant to create a rich compost from several natural local sources.

This compost helps to substantially improve the soil of the association members' farms and has a positive impact on plant productivity and fruit quality. The compost also helps to retain moisture in the soil, which is a significant advantage in a climate with only a few showers per year, and farms totally dependent on irrigation.

Education

APPBOSA has appointed an Environment Official in the cooperative. She teaches parents and students of the College of Saman about environmental issues. The purpose of these lessons is to explain the effects of pollution, to involve parents and children in identifying activities that pollute the environment, and to encourage them to come up with alternatives.

Location:
Saman - Peru

Founded in:
2003

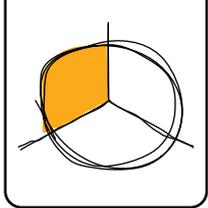
Partner of AgroFair:
2008

Products:
Bananas

Production area:
560 ha

Amount of workers:
400 producers and 200 workers





FAIRTRADE PREMIUM AGROFAIR PRODUCERS

Coobana putting the families in the centre

Opening of two mini-supermarkets for employees and the community

Chito Quintero, Coobana Board member:

“With the recent opening of these mini supermarkets, we fulfil a goal! Namely, that workers, associates and the community in general can purchase products from the basic food basket, more affordably priced than in the local supermarket. This makes us proud and happy!”

Recreation for the community

With the Fairtrade premium, recreational park ‘Rainbow’ has been built for the community where the employees live. Chito Quintero, Coobana Board member:

“The children had no place to play and the idea was to create a place for the kids so they can play outside with each other and have fun with their family. This is a great asset for the whole community. The children’s happy faces give us immense satisfaction!”

Location:
Panama/Bocas del Toro

Founded in:
1991

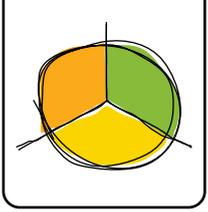
Partner of AgroFair:
2010

Products:
Bananas

Production area:
550 ha

Amount of workers:
329 producers and 150 workers





LOOKING AHEAD

future projects & goals

This report provides insight into the sustainable initiatives, projects and principles that Agrofair has worked on during the past year.

For the coming year (and further ahead) we have set both new and ongoing goals, on which we shall report in subsequent annual sustainability reports. These goals allow us to pursue our 'active sustainability' programme, taking our social and environmental responsibility beyond market demands and certification.

GOALS AND PROJECTS:

People and Society

- For the main sourcing countries of our fruit, we shall conduct a social risk assessment to better understand the specific social issues that need to be addressed.
- Every producer organisation will prepare and execute a social improvement project, based on the risk assessment.

PLANET AND ECOLOGY

- Continue our efforts in Peru regarding plastic waste recycling, aiming at 100% recycling efficiency
- Contribute to a water footprint assessment for the banana sector in the Dominican Republic, and explore means to improve water management.

PROFIT AND ECONOMY

- Continue the biological control of banana thrips project and the soil health project in cooperation with project partners in Peru, Ecuador and the Dominican Republic.
- Start field trials to measure the effect of beneficial soil fungi and bacteria on productivity. The objective is to make plants more resistant and help them function better. In this way we hope to create healthier plants and to increase inputs utilization efficiency.
- Inform and train our producers on the threat of Fusarium wilt Tropical Race 4 and take measures to prevent this disastrous plant disease from taking hold.



Colophon

EDITED & CONTRIBUTED BY

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CONCEPT & DESIGN

Orientation Travel Productions

PHOTOGRAPHY

Employees of Agrofair, Luc de lapeyre de bellaire, Yannick Kraamer and Lesley White



AgroFair
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AgroFair

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