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U.S. Department of Agriculture Processed Food Show Cairo, Egypt March 16-17, 1981 Buyer Contacts and Government Tender Specifications and Conditions

William DuPaul
Virginia Institute of Marine Science

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U.S. Department of Agriculture
Processed Food Show

Cairo, Egypt
March 16-17, 1981

Buyer Contacts and Government
Tender Specifications and Conditions

Compiled by

William DuPaul
Marine Advisory Program Leader
Virginia Sea Grant Program
Virginia Institute of Marine Science
College of William and Mary
Gloucester Point, VA 23062

Seafood Exhibit Sponsored by

Gulf and South Atlantic Fishery
Development Foundation
Tampa Florida

March 30, 1981

VIMS Marine Resource Report
81-5

For Additional Information Contact:

William D. DuPaul
Marine Advisory Services
Virginia Institute of Marine Science
Gloucester Point, VA 23062
(804) 642-2111, Ext. 126

Roger Anderson
Executive Director
Gulf and South Atlantic Fisheries Development
Foundation
5401 West Kennedy Blvd.
Suite 571
Tampa, Florida 33609
(813) 870-3390

Introduction

On March 16-17, 1981 approximately 32 U.S. firms exhibited an extensive range of U.S. food products at the U.S. Food Show in Cairo Egypt. This show, arranged by the U.S. Dept. of Agriculture, Foreign Agricultural Service presented a unique opportunity to display several fish species common to the Gulf and South Atlantic region suitable for export to Egypt.

Among the most popular fish and fish products were mullet, mullet roe, small flounder, scup (porgie), seatrout and bluefish. There was a significant amount of legitimate interest in the U.S. seafood presented by the Gulf and South Atlantic Fisheries Development Foundation, Fass Brothers, Inc. of Hampton and McRoberts Sales of Ruskin, Florida.

In addition to the Food Show, the exhibitors received a briefing on the Egyptian market by Dr. James Ross, Agricultural Attache, Dr. Aly Zein El Abdeen, United Company for Economic and Commercial Studies and Mr. Atif Abdel Hamid Ghaid, Asst. Comptroller of Imported Meats and Poultry. A common concern expressed by the exhibitors was the requirements for the inspection and shipment of food products exported to Egypt from the U.S. under Egyptian government tender offers. It is for this reason, two documents on inspection and shipping criteria are reproduced for this report.

Seafood Production and Consumption

The per capita quantity of seafood consumption had increased by 33% from 1963 - 1974. Presently, per capita consumption is approximately 12 lbs/year for the 42 million inhabitants. Domestic production of seafood was approximately 230 MT for 1979 while imports reached 78 MT. It is anticipated that domestic production will remain the same resulting in greater opportunities for imported products.

Species and Prices

Mullet and mullet roe were by far the most popular items displayed. Mullet is preferred whole ungutted or whole with roe. Additionally, good interest was shown in sea trout, bluefish and scup (porgie). All fish should be whole and ungutted unless otherwise specified. Size is an important consideration as scup should range from 17 - 25 cm with an average of 21 cm in total length. Sea trout and bluefish should range from 1-3 kilograms each. These specifications are completely negotiable depending upon the specific terms of letter of credit or a bill on a government tender. Prices on whole fish are negotiable, however there were some reluctant attitudes shown by buyers when prices exceeded U.S. \$1000 - metric ton C & F (except for mullet with roe).

Public vs Private Sector

The private sector is very diversified with numerous trading companies and agents. As with all exporting ventures, care must be taken in selection of agents and/or trading companies. It is imperative that private sector businesses have freezer storage available. There are different opinions about obtaining an exclusive agent for export transactions. Some individuals claim that it is essential to have a good agent working in your behalf while others claim it can be done by dealing directly with the purchasing company.

The public sector programs under USAID and government tender offers are somewhat more straight forward. The specifications and requirements for tender offers are included in this report.

The private sector currently markets about 68% of the seafood domestically produced and imported. The goal of the public sector programs is to increase annual imports to 120,000 MT and promote a larger role for public sector retail outlets at fixed prices.

The status of the public sector programs are subject to frequent review and change. Interested parties should maintain contact with the Gulf and South Atlantic Fisheries Development Foundation.

Specifications and Conditions for Government Tender Offers

I. SPECIFICATIONS:

- Frozen Fish according the following types.

QUANTITIES: 10000 TONS.

TYPES AND QUANTITIES:

1. Sea Bream and or red fish (PAGRUS PAGRUS AND OR ANGYROPS SPINIFER)
(whole round fish) min. length 22 cm each or 5 fish per Kg max.....3000
 2. Sea Bream and or red Snapper (PAGRUS PAGRUS AND OR LUTJANUS SEBEA)
(H+G) min. 350 gms and up.....1500
 3. Hake (MERLUCCIUS MERLUCCIUS) (whole round fish) min length 30 cm each..2000
 4. Grey Mullet (MUGIL CEPHALUS) (whole round fish) 4 - 2 fish per Kilo.....500
 5. Herring (CLUPEA HARENGUS) (whole round fish) min length 20 cm each.....500
 6. Different Species: Drum (POGONIAS CROMIS), Sea trout (CYNOSCIION REGALIS),
Grouper (SERNA GIGAS), Croaker (MICROPOGON UNDALATUS) and Lady fish
(ELOPS SARUS) (whole round fish) max. length 40 cms.....2500
-
- 10000

I. GENERAL SPECIFICATION:

NOTE: Samples to be provided must be 3 fishes min. of Submitted 10 days before due date.

1. Fish should be in good condition, fresh appearance, solid, no damages, natural colour and odour.
2. Fish should be well freezed according to up to date technical methods.
3. Fish should be clear of any Microbics Biological and Parasides against Human. stomach and flesh.
4. Fish should be clear of any Pathigenics, Toxins, Radiatics, Fertilizer Antiseptics.
5. Fish should be clean, self-integral, free from any rotten appearance, and of natrual colour and smell keeping its natural condition.

6. Freezing should be according to proper technical methods provided no separative liquids or water are left at the time of defrosting.
7. Anti-biotics and chemicals are not allowed in handling fish.
8. Fish should be clear of any Pathogenics, toxins, or polluted by atomic radiation, fertilizers or insecticides.
9. Fish consignment to be accompanied by certificate issued by veterenian Authorities stating date of freezing, free from poisons and good for human food.
10. Fish should be maintained in deep freezers (-18°C) during shipment till delivery to arrival port.
11. Fish length measured from head to the beginning of tail, also the number of fish per Kgm should be shown on the submitted offers.

II. PACKING:

1. Fish should have been graded into size groups and species, preferred to have been packed in polyothelyne bags then in hard cardboard boxes of net weight 20-30 Kgm/: similar in length and stamped with all informations about:
Species-Size-processing date-packing date-gross weight-net weight-factory brand-country of export and name of exporting CO.
2. The carton boxes should be clean and neat of any liquides; and untorn, dried, clear of any ice - cristals except the glazing layer organisms.
3. Important: Payment of each shipment will be affected after the final approval of local health and vertinarial authorities.

III. GENERAL CONDITION:

1. Storage of fish should be maintained in freeze stores under (-18°C). ON condition that the period from storing till shipment date not exceed one month or the period from processing date till arrival date to Egyptian ports not exceed three months by any means.
2. Fish should not be exposed to moisture and softness during storage and headling and deep freezed before delivery.

IV. SHIPMENT AND TIME OF DELIVERY:

1. Shipment should be made by means of registered vessels approved by Lloyds

or its equivalent. Its productive age not more than 15 years - temperature of storage rooms not over -18°C during the whole shipment.

2. Time of delivery is to be on monthly basis not less than 2000/3000 tons per shipment effected June 1981 or after one month from L/C.

V. PRIMARY AND FINAL GUARANTEE:

1. All offers must be accompanied by provisional deposit in cash or primary irrevocable revolving letter of guaranty equivalent to 2% of the total offer with first National Bank for Foreign Trade through one of the Egyptian Co., or other banks endorsed to the Egyptian fish Marketing Co: 42, El Soura Street, Heliopolis, Egypt, Valid for 30 days after the closing date of the tender. Offers must be accompanied by documents of species, place of origin, factory band and exporting CO.
2. Upon the final selection of the acceptable offer which fixed to be on 12.00 hrs. noon on 15th April 1981. The provisional deposit will be refunded by the unacceptable tenderers but the acceptable tenderer will increase the provisional deposit in cash or by letter of guarantee not later than 10 days from the date of the confirmation notice to the amount of 10% and to be revalid for 45 days after final delivery of the last shipment.
3. The provisional deposit guarantee carrying on all the terms and conditions stated in the contract as well as other compensation for loss which might be claimed by the Buyer.

VI. PAYMENT:

By an irrevocable confirmed documentary letter of credit transferable and divisible against the following documents which be made on supplier's account:

1. Legalized commercial invoice in original + 6 copies showing Nos. of cartons, total and net weight, total price and L/C No.
2. Certificate of origin in original + 3 copies legalized from Authorities in Country of Origin and from the Egyptian Embassy or Consulate.
3. Health certificate in original + 4 copies issued from the Official authorities and legalized from Egyptian Embassy showing that fish are clean from any illness...etc., and that they are suitable for human use.
4. Lloyd's certificate or their agents or equivalent showing that the ship is 100% suitable for the trip and it is a first class ship registered at the Lloyd's or equivalent with an age not more than 15 years.
5. Full set clean on board Bills of Lading made out to order Egyptian Fish Marketing Co., Cairo, marked freight prepaid.
6. Certificate of weight issued from the official weighing authorities in original + 6 copies stating Nos. of cartons, total and net weight.
7. Copy of cable sent to the Company after loading stating name of vessel, quantity loaded, in metric tons, No. of cartons, type, date of shipment and ETA Egyptian port.
8. Payment will not be effected until the local bank through which L/C was established, received an official confirmation from the Egyptian Fish Marketing Co. which will be issued immediately after receiving the official certificate from local health and veterinary authorities approving the goods.
9. 80% of total price of shipment will be paid against documents and 20% will be paid soonest after the final clearance in max. 15 days from date of discharging the vessel.

VII. GENERAL CONDITIONS FOR TENDER:

1. Tenderers will submit documents to show: Name of firm - address - legal form - brand - registration No - qualifications - references - registered trading representative in Egypt.
2. Offers can be made for all or any of mentioned groups. Price in foreign currency or Egyptian pounds or both should be C & F prices.
3. Species are required particularly when other species not mentioned in this tender are included if are of the same quality.
4. Buyer has the right to split or cancel the tender, consider or refuse any offer.

5. Primary examination at arrival port - but final receiving will be according to the printed net weight mentioned on the cartons.
6. Original offer or its photocopy sealed by official seal must be submitted in sealed envelope.
7. If prices are in free currency rate of exchange to be stated.
8. If any credit facilities are available terms and conditions to be stated.
9. Tenders must be submitted through an Egyptian commercial agent whose name is enrolled in the commercial agents register according to law 107 of 1961.
10. Tenderers shall accept supervision from Fish Marketing Co. through its agents during carrying on the operation till final delivery.
11. Priority for original producers.
12. Samples will be withdrawn from each shipment to be judged when differences take place between Sellers and Buyers.
13. Acceptable tender will be notified upon selection.
14. All required certificates and documents are of Seller Expenses.
15. Contract will be signed between all parties involved and when effects payment will be ready.
16. Contract must determine the following terms and conditions:
 - (A) Delay in payment gives the right to seller postpone delivery for the same period.
 - (B) Delay in delivery exposes seller to be find for the sum of 1% of the price for every week of the delay amount to the extent of 4% of the total price of confiscate the final letter of credit without any notice.
17. Egyptian courts and laws will be governing any controversy or claim out of the agreement.
18. All these conditions are in effect whether or not the contract has been signed.

VIII. It should be taken into consideration that delivery schedule should not be altered which shall be fixed and the bank will be officially informed with the shipping schedule.

In case any diviation in this schedule either advance or delayed without an accepted excuse, the company will have the right to confiscate the total value of the L/C.

IX. Prices will be fixed according to this tender and supplier is not allowed to supply any other types even with other prices.

ATTACHE REPORT

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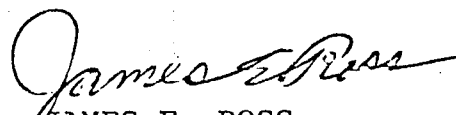
REF: 10 FASR 1

From: (Post)	Report Number	Code Number
AmEmbassy CAIRO	EG-1009	13AL
To:	Date Signed	Date Received in FAS
FOREIGN AGRICULTURAL SERVICE U.S. DEPARTMENT OF AGRICULTURE	February 26, 1981	
Subject		
EGYPT: Decrees Pertaining to Inspection of Imported Frozen Meat, Poultry and Fish		

Attached is an unofficial translation of the Deputy Prime Minister's Order No. 128 of 1981 concerning inspection of imported frozen meat, poultry and fish. The order establishes a "Frozen Foodstuffs Inspection Committee" and specifies committed assignments.

Also attached is a supplement to Order No. 128 of 1981. The supplement pertains to inspection of shipments and indicates the certificates and documents that should be included with each shipment. Details on the method of drawing samples make up the second part of the supplement. This section includes information on general rules, sample percentages, transportation of samples and laboratory tests.

A third attachment is Ministry of Health Decree No. 298 of 1980. The decree specifies tolerance levels for the presence of salmonella in red meat and poultry meat.


JAMES E. ROSS
AGRICULTURAL ATTACHE

Attachments:

1. Order No. 128
2. Supplement to Order No. 128
3. Decree No. 298

ATTACHE REPORT
Continuation Sheet

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Deputy Prime Minister's Order No. 128 of 1981^{1/}

Concerning Inspection of Imported Foodstuffs
of Frozen Meat and Poultry As Well As Their Parts
In Addition to Frozen Fish

The Deputy Prime Minister

Considering the Constitution;

- And the Anti-fraud and deceit law No. 48 of 1941 and its amending laws;
- And the Control of Foodstuffs Law No. 10 of 1966 and its amending laws;
- And the Regulation of Meat Trade Decree issued in 1953 and its amendments;

It is Resolved:

Article 1: The Supply Ministry and its affiliated bodies shall advise the Ministries of Health and Agriculture as well as the Exports and Imports Control Authority of the date of arrival of shipments of frozen meat and poultry as well as their parts in addition to frozen fish, naming the port of destination well in advance of the date of arrival.

Article 2: A committee to be called "Frozen Foodstuffs Inspection Committee" shall be set up of representatives of the Ministries of Health, Agriculture and Supply as well as the Exports and Imports General Control Authority and the Customs Department, each representative to be nominated by the relevant minister. The Committee set up shall be announced in virtue of an order to be issued by the Minister of State for Health or whoever he delegates.

The persons concerned or their delegates and the insurance companies' representatives may attend the Committee's deliberations.

^{1/} Unofficial translation by the American Embassy from the Official Journal, Issue No. 3 of January 15, 1981.

From (Post)	Report Number	Code Number
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Article 3: The Committee referred to in the preceding Article shall be entrusted with the following assignments:

- Carry out superficial inspection of imported frozen supply foodstuffs' shipments at the port of arrival, in accordance with the instructions adopted in this respect.
- Confirm the availability and soundness of the hygienic documents and certificates accompanying each shipment, as detailed in the supplement annexed to this Order.
- Draw samples of the shipment's contents, and supervise their dispatch to the analysis laboratories for carrying out the necessary tests in conformity with the terms and conditions set out in the supplement annexed to this Order.
- Draw up a report containing the superficial inspection carried out, and confirming the availability of the documents and the drawing of samples. The said report shall be signed by all the Committee's members.

Article 4: The Ministry of Health shall advise the quarters concerned the decision to be taken respecting the shipment following completion of the superficial inspection, the checking of the attached documents and preparation of the joint report of the outcome of all the laboratory tests. The said decision shall be considered final in respect of the shipment.

Article 5: In quarters concerned shall strictly adhere to the terms and conditions spelled out in the supplement annexed to this Order.

Article 6: The quarters concerned shall implement this Order and issue the necessary orders in conformity with the valid laws and regulations.

January 8, 1981

Dr. Fouad Mohieddin

From (Post) AmEmbassy CAIRO	Report Number EG-1009	Code Number 13AL
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Supplement to the Deputy Prime Minister's Order
No. 128 of 1981

Pertaining to Inspection of Shipments of
Imported Foodstuffs of Frozen Meat and Poultry
As Well As Their Parts In Addition to
Frozen Fish

First: The Certificates and Documents that should be Indicated
with Each Shipment

- Concerning frozen meat and poultry and their parts

- (A) Date of slaughter according to the Moslem religion including the date of slaughter.
- (B) Certificate from the Competent Health Authorities at the State of Origin, encompassing the following information:

Exporting country - number of parcels - type of meat - date of inspection - name of consignor - port of dispatch - name of consignee.
- (C) Certificate from the Veterinary Authority concerned and accredited at the Country of Origin to the effect that the animals from which the meat and its parts are taken had been examined before and after their slaughter, and found carrying no diseases contagious to human beings or animals.
- (D) Certificate attesting that the said meat had been kept before their shipment below zero centigrade, and that every piece had been wrapped up in clean muslin or the like.

- Concerning Frozen Fish

- (A) Certificate to the effect that fishing was not carried out by explosives.
- (B) Certificate testifying that fishing was carried out at places not contaminated with radioactive material or fertilizers or insecticides.
- (C) Certificate showing the date of freezing, free from poison and contagious diseases, and suitable for human consumption.

ATTACHE REPORT
Continuation Sheet

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Second: Mode of Drawing Samples- General Rules:

- (A) Accuracy and general cleanliness should be observed when drawing the required samples from the supply foodstuffs shipments subject of this Order to avert the occurrence of any contamination.
- (B) Drawing samples during the unloading of consignments in a manner that samples represent the consignment's contents subject of testing, and in conformity with the instructions regulating this process.
- (C) Samples should constitute complete units of the consignment subject of examination, and each unit should retain its original wrappings. No unit shall be subjected at any stage of its manipulation to mechanical tearing, and it shall be kept in the state of freezing as when it was received pending its delivery to laboratories.
- (D) Drawn samples shall be divided into two similar parts: one to be examined at the central laboratories of the Ministry of Health in Cairo, and the other to be examined at the Animal Health Laboratories of the Ministry of Agriculture in Cairo.

- Samples Percentages:(A) Regarding Frozen Meat and Its Parts

A complete unit shall be drawn of the frozen meat, each unit represents a sample, scale 1:2000 units up to the first ten thousands, and scale 1:5000 for exceeding this with a maximum of twelve units.

Frozen Beef:

The unit represents quarter of a slaughtered cow.

Frozen Mutton:

The unit represents a complete slaughtered sheep or its parts according to the condition in which it is received.

Boneless Meat Packed in Blocks:

The unit represents one block.

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(B) Regarding Frozen Poultry and Their Parts

A complete unit (cardboard box) of the frozen poultry shall be drawn, and each cardboard box represents a sample, scale 1:500 unit for the first thousand, and 1:1000 for the following two thousands, and 1:5000 upon exceeding this, with a maximum of fifteen cardboard boxes.

(C) Concerning the Liver, Gizzard and Parts of Poultry

A packing is considered a cardboard box, and samples shall be drawn at the same scales previously mentioned regarding frozen poultry.

(D) Concerning Frozen Fish

A packing (cardboard box) is considered a sample, scale 1:2000 respecting the first four thousands, and 1:5000 upon exceeding this, with a maximum of ten cardboard boxes.

- Transportation of Samples

- (A) Upon drawing up the report on the drawing of samples of Health and Agriculture delegates representing the Inspection Committee shall immediately transport them to the Central Laboratories and the Animal Hygiene Laboratories in Cairo, issuing a refrigerating motor vehicle suitable for maintaining the samples at freezing point to be provided by the Ministry of Supply respecting the samples drawn from shipments arriving for the State's Administrative Organ or the public sector. As regards the samples drawn from the shipments arriving for the private sector, the refrigerating motor vehicle shall be provided by the Ministry of Health.
- (B) The samples' part to be examined at the Central Laboratories shall be delivered there to, and the identical other part shall be delivered to the Animal Hygiene Laboratories, in virtue of a report to include the time and date of delivering the samples.

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Continuation Sheet

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Third: Laboratory Tests:

- The required laboratory tests shall be carried out, upon agreement between the Ministries of Health and Agriculture, at the two laboratories in accordance with the recognized scientific methods.
- A joint report shall be issued by the two laboratories of the outcome of examinations and tests to be signed by the responsible authorities of both laboratories, upon coordination of their work, and holding a common meeting should the need arise. ^{1/}
- The joint report of the two laboratories shall be issued within 4-6 days for the negative samples, and within a maximum period of 15 days for the positive samples.

^{1/} According to administrative procedures, if one of the two laboratories rules the product unsatisfactory, this finding will become the determination of the joint report.

From (Post)	Report Number	Code Number
AmEmbassy CAIRO	EG-1009	13 AL

MINISTRY OF HEALTH

MINISTERIAL DECREE NO. 298, 1980

Upon perusal of Law No. 48, 1941 for food control and Law No. 685, 1954 for meat transportation and Law No. 10, 1966 for food handling and the Presidential Decree of April 2, 1953 for meat trade and the minutes of the meeting of the higher committee for control of communicable diseases on April 24, 1980 concerning salmonella and its effects on food commodities, especially meat and poultry, it was decided that:

Article 1. Laboratory examinations should be carried on samples of meat and poultry upon arrival to ports. Certificates issued by the country of origin should be taken into consideration.

Article 2.^{1/} Samples representing each shipment should be obtained by food control officers and sent to the bacteriological laboratories as follows:

- a. In cases of meat, 10 samples of at least 200 grams for each shipment.
- b. In cases of poultry, 5 samples of one whole chicken from each shipment.
- c. All regulations concerned with obtaining, carrying and delivery of samples should be carefully executed.

Article 3. (a) In cases of meat, the shipment will be considered suitable for human consumption if 10 percent of the samples contain salmonella.

(b) In cases of poultry, the shipment will be considered suitable for human consumption if 20 percent maximum of the samples show salmonella.

Article 4. For all concerned agencies to carry out.

Minister of Health

Dated May 5, 1980

P. Dr. Mamdouh Gabr

Unofficial translation by the Office of the Agricultural Attache, American Embassy, Cairo, June 11, 1980.

^{1/} Article 2 sampling procedures no longer apply, see pages 5 and 6 of this report.

Buyer and Agent Contacts

Mr. Abdel Razek Abdel Ghan
"Mansourah Import and Export"
24 Botary st.
P. O. Box 83 Mansourah

Wants to establish 4c for 45 tons of mullet

Ahmed Hemeida
P. O. Box 224
Cedar Rapids, Iowa 52406

Needs fish meal for poultry feed

American Development Group, Inc.
600 New Hampshire Avenue, N.W.
Suite 616
Washington, DC 20037
Tel.: (202) 298-6650
Telex: 892457 AMDEGRI WSH

MISR Travel Tower
15th Floor
Abbasia Square, Cairo, A.R.E.
Tel.: 827036 Ext. 336

Magdi Hassanein
President
Jim Hodges

Presently agents for U.S. companies requiring refrigeration and freezer facilities, would be interested in doing same for fish exporters.

Mr. Salah Sobeih
Owner, Trading Viking Corp.
P. O. Box 62
Hadayek El Kobba
Cairo Egypt
Telex: 92170 ALFCA UN
Attn: Viking

Wants quotes on roe mullet in October - November.

Also is representative for foreign companies.

Hasan Bukres
Manager
Marinjac Investments Overseas
166 Hegaz Heliopolis
Cairo
P. O. Box 2476 Hurria
Tel.: 879405
Telex: 92628 MAZIN UN

General interest.

Samco Trading and Industrial Co.
Samy Adib Mikhail
18 Ahmed Saddick Str, Sidi Gaber
Alexandria Egypt
Tel.: 40890
42240
966005

Mullet with roe 1 1/2 - 2 1/2 lbs.
Bluefish 3/4 - 1 lb.
Flounder 1/2 - 3/4 lb.

NABIL SHOHDY, Director
AFRO - ARAB Co. for Investment and International Trade (CKSC)
37 Kasr El N. 1 st.
P. O. Box 1929
Cairo
CABLE AFARCOBYPTE CAIRO
Telex: 92670
Tel.: 742015

Wants to be agent.

MAGUID BALIGH and Co.
BALCO
43 Abdel Khalek Sarwat
Telex: 93314 BALCO UN
Tel.: 908452

Mullet
Jack crevalee (1ge.)
Bluefish (1ge.)

IBRAHIM L. RIAD
Projects Manager
TRANS WORLD CONSULTANT AND TRADING CO.
28 Kambiz Street
Dokki Guiza
Tel. 705350
Telex: 93698 EMECO UN

Small (12-15 cm) sardines looking for price approx. \$430 MT C & F on gov't.
tender offer.

ISMAIL FARID
AZAHRAA
Export Import Trade Consultant
15 Talaat Harb St.
Cairo
Cable - SAHRFARID
Telex: 92480 FARID UN
Tel.: 742752
752684

Roe mullet.

Also wants to be exclusive agent.

Mr. Youssef Borham
AZMX and AHMED MAHER St.
Tel.: 3185
Port SAID
Company name: A1 - Karnak

General interest.

Gouda Kaiser
Manager
Tractor and Engineering Co.
23 Boustan Street
Cairo
Tel.: 742613

Participate in gov't. tender.

Mohammed Kassin
Harry Lauder
Import Export
Telex: 63280 MITS UN
3 Safia Zaghlool St.
Tel.: 2223 Port-SAID

Mullet roe, round mullet.

Shaker Abdil Wahals Salama
Managing Director
39 Adly Street
Telex: 94133 UN
Trydon Co.

Wants bid on 20 tons mullet in October, November.

Also whole ungutted mullet with roe 100 tons.

ABD-EL-MONEM M. SHERIF
Director
Over-Seas Trading Co.
OSTCA
16. MAMAL-EL-SOKKAR
G. City - Cairo
Telex: 93065 OSTCO

Office
22523
22182
21589

Trout
Bluefish
Small scup - mixed scup

Moharam International Center
Bldg. 63
EL-AALAM City,
AGOUZA
Cairo Egypt
Tel.: 803101
803359
Telex: 92505 ZMIEC UN
Attn: MIC

General interest.

ARAB INTERNATIONAL MARKETING CATERING AND INVESTMENT CO. W.L.L.
Mohamed H. Attiak
General Manager
El Dorado Marketing and Catering Co.
1 Roxy SQ Heliopolis
P. O. Box 1171
Cairo Egypt
Telex: 93712 GZIRA UN
Cable GEZAMEX
Tel.: 871890

Specialty seafood for hotels.

Seven Seas Trading Co.
General Shipchandlers and Shipping Agencies
SEVENCO
Boutros Bros.
Telex: 63099 SEVCOUN
Port SAID ARE
P. O. Box 321
Tel.: 3851

Bluefish

Said Oil Services
Caterer: Contractor: General Agents
Mohamed Amer
Purchasing Manager
3 AHMED PACHA St.
Garden Sity
Cairo Egypt
Res.: 748684
Tel.: 22816
P. O. Box 2546

Fillets: trout, bluefish and flounder.

El Gogary Co.
AHMED EL. GOGARY
4 Zoharia St. Koddy
Cairo Egypt
Tel.: 706739

Round mullet.

Helmy A. Atta
Commercial Manager
MISR Import and Export Co.
GADLY ST CAIRO
Telex: 92244 TORMIQUE
P. O. B. 1244 CAIRO
Tel.: 911217

Wants to be agent.

ATON SHIPPING
A. Ebeidy
Telex: 54388 ATON UN
25 Talaat Harb Str.
Alexandria Telegraph 805250155

Scup 7-10/kilo.

Round mullet small 2-3/kilo.

JUPITER MARINE AND TRADING SERVICE
Captain Samir Iskander
President
Tel.: 875587 CAIRO
P. O. Box 2877 El Horrey. AH
Heliopolis, CAIRO
Telex: 93300, 93350, 93360

10,000 ton mullet 3 to 5 per kilo.

IBTS
William Assaad Mansour
General Manager
International Bureau for Trade and Services
2 Istambul St.
Alexandria
Tel.: 26762/35950
60910

General interest.

H ELNAGGAR
KEKTOO Foods Consultant
2-A Road 18
MAADI, Cairo

1000 MT round mullet.

Dr. I. M. Zakibouda
9 ABDEL HAQEL SEINBATTI
OPERO SEQUAR, CAIRO
Tel.: 930830/930120

General types and prices CIF.

Engineer Mahous Osman
P. O. Box 573 Heliopolis west
Telex: 92284 MD NSR UN

General Interest.

Mr. Samy Adib Mikhail
Samco Trading and Industrial Co.
18, Ahmed Sadek str.
Sidi Gaber - Alexandria

Interest in roe and mullet; very interested in roe.

Mr. Abdel Aty Mohamed Ibrahim
"Venecia Candles"
41, Ramses st. Cairo
P. O. Box 215 Mohamed Farid.

Interest in mullet (whole).

Mr. Essam Amber
"Amber International"
53, EL Hegaz BT. - Agouza
Telex: 45175 PSD UN

Mullet and roe.

Mme Mona
Mouny Commercial Est.
6, 104 st. Maadi, Cairo
Telex: 93239 Hasan UN.

Mullet and redfish.

Mr. Ibrahim Abu Omar
"Sea Horse Co."
57, Gamiat AL-Dowal AL-Arabia street
Dokki - Cairo

Interested in regular shipment of mullet and roe.

Youssef Ali Youssef Tobah, President Managing Director
Arab Development Co. Ltd.
17 Kasr Elnil St, CAIRO
Tel.: 751293
753585
Telex: 92719 TOBAH UN

Wants to be agent.

ABDEL-HAMID KASSEM, Ph.D.
Prospector S.A.
56, Rue Abdel Khalik Sarwat
Tel.: 903730/902207
Telex: 93612 KASS UN
CABLE: METHAK
Cairo Egypt

Wants to be agent.

Also needs fish meal at 62% protein 6000-8000 MT/yr.

Mohamed El-Damaty
International Market
23 Liberation Sq.
P. O. Box 91
Alexandria, Egypt
Telex: 4122 NAG SUP
Tel.: 34157 ALEX
48978

Jack crevalle (lge.)
Bluefish (lge.)

M. I. Kisba
Import - Agent - General Trade
2 El-Maghreb and El Nahda St.
Port SAID U.A.R.
Teleg.: KISBA
P. O. Box 270
Tel.: 9/440

Mullet, flounder.

Omar Zoulfikar
Director General
Arab Multinational Finance Co.
P. O. Box 312
Cairo - Egypt
Tel.: 982205
Cable: AMFCO
Telex: 93124 AMFCO

Interested in participation and finance on government tenders.

Wadie F. Hermina, Marketing Manager
Hermina Transport and Trading Corporation
P. O. Box 215 Cairo - Egypt
Tel.: 951097

General interest.

Ahmed Eltouni
Managing Director
BESSA Trading Organization
76 Nile St.
Dokki, Cairo, Dgypt
Tel.: 981730
Telex: 92170 ALFCA UN

2904 Independent Square
One Independent Drive
Jacksonville, FL 32202
Tel. (904) 354-6526
Telex: 56536 BESSA/JAX

Whole mullet.

RASHID IBRAHIM RASHID
Trading Manager
Australian Trading and Importing Co.
Rashid Co.
P. O. Box 19
Port Fouad
Port Said Free Zone

Whole uncut mullet. Fish meal 500-100 MT in 50 kilo bags.

Peter J. Vruvides
President and Managing Director
Woodville and Co. (Canada) Ltd.
300 St. Sacrement St.
Montreal, Quebec
Canada H2Y 1X4
Tel.: (514) 842-6841
Private: (514) 842-3576
Telex: 055-60019
05-24715
05-24836

Monkfish, Skate wings (1 to 3 per kilo), Dogfish.

Gamal Nazih Khalifa
Nadal Trading
16 Sherif Str., Cairo
Telex: 713 NAHAL UN
A.R.E.
Tel.: Office 744094
744272
Res. 808894

Wants to be agent for export.

Ahmed Abdel Aziz
Manager of Import
Telex: 54057 COMALX UN
Att: CHACO EGYPT
Tel.: 28000
P. O. Box 1777 Alexandria

Mullet roe, round mullet.
Shad and Herring - canned.

Dr. Mohamed M. Wahba
Vice President
Director of Env. Eng. Div.
Wardani Group
66 Horreya Ave. Suit 102
Tel.: 807770
Telex: 54220 WARD UN
Alexandria, Egypt

Mullet, mullet roe, bluefish and trout.

Abdul Razik M. Abdul Gany
General Manager
Mansourah Import and Export Co.
Abdul Razik Abdul Gany and Partners
Egypt - El Mansourah 24 - Botary St.
P. O. B. 83 - Tel.: 4373 Cable: RAZIKO

Round mullet.

Mahmoud Charaf El Din Eissa
Commercial General Director
Member of the Board
Egyptian Fish Marketing Co.
42 El Soura Str. Heliopolis
Tel.: 664194
634727

30 Tons mullet roe.
