

# FLORIDA FOREIGN TRADE ASSOCIATION

1865 Brickell Avenue | Suite A2008 | Miami, Florida 33129

Phone: (786) 546-6437 | (305) 471-0737 | Fax: (305) 471-7636 – Email: [tradeusa@ffta.com](mailto:tradeusa@ffta.com) | [info@ffta.com](mailto:info@ffta.com) | Web: [www.ffta.com](http://www.ffta.com)

## TRADE-USA

### Business Opportunities for U.S. Manufacturers, Exporters, Importers, Wholesalers and Distributors

Qualified Face-to-Face Business Matchmaking Appointment at NO COST scheduled:  
**IN MIAMI @ Doral Park Country Club – 5001 NW 104 AVENUE, DORAL, FL 33178**  
Monday, April 9 from 2:00 pm to 5:00 pm | Tuesday, April 10 from 9:00 am to 5:00 pm  
**IN BROWARD @ Port Everglades – 1850 Eller Drive, Ft. Lauderdale, FL 33316**  
Wednesday, April 11 from 9:45 am to 12:00 pm

YOU MUST QUALIFY AND REGISTER IN ADVANCE TO SCHEDULE YOUR APPOINTMENT WITH DOMINICAN REPUBLIC COMPANIES

## Incoming Trade Mission from Dominican Republic to Florida April 8 – 12, 2018

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<b>Company</b>	<b>OVER BUSINESS MUTUAL EIRL</b> Calle Mella # 47 Comendador, Provincia Elias Piña, Dominican Republic
<b>Contact/Representative</b>	Pilar Antonio Perez Adames, General Director
<b>Objective of participation</b>	<b>Seeking to buy from Manufacturers, Direct Exporters:</b> <ol style="list-style-type: none"><li>1. Food/Groceries products in General: Juices, Sauces, Maltas, Canned Food, Processed Meats, Hygiene Products, Food Ingredients &amp; Food Containers/Packaging</li><li>2. Natural and Organic Fertilizers</li></ol> <b>Seeking to find Partners and/or Clients to start a:</b> <ol style="list-style-type: none"><li>3. Call Center with services in English, Spanish, French</li></ol>
<b>Type of Business</b>	Importer/Exporter, Distributor, Service
<b>Size of Company</b>	1 - 9 Employees
<b>Year Established</b>	2016
<b>Description of Company and Products they represent</b>	Over Business Mutual EIRL is a distributor of food products and agricultural fertilizers. Their customers are located in Dominican Republic and Haiti. They represent and carry brands such as Goya, Mercasid, Cementos Panam, Jugos Rita (Taiwan), Ketler Sanchez among others. They are also interested in partnering with U.S. investors to start a call center as they already count with technological knowledge and have available workforce who speak English, Spanish and French.
<b>Type of Customers</b>	Supermarkets, Companies, Farmers and General Public

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<b>Company</b>	<b>MOREL DISTRIBUCION</b> (Distribuidora Noroestana SRL, Norteña Dexca SRL, Dinor Comercial SAS, Merlodist SRL Km 5 Carretera Esperanza Mao Valverde, Dominican Republic 61000
<b>Contact/Representative</b>	Leonardo Morel Reyes
<b>Objective of participation</b>	<b>Seeking to buy from Manufacturers and Direct Exporters:</b> 1. Co-Packing / Private Label Food Products & Groceries items in general. <b>Seeking to Establish a Representation of:</b> 2. Food or Innovated Product for supermarkets to be introduced in the Dominican Market Morel Distribucion's client portfolio consists of: 85 supermarkets; 212 wholesalers; and more than 7,000 mom-pop stores.
<b>Type of Business</b>	Importer - Distributor
<b>Size of Company</b>	50 - 249 Employees
<b>Year Established</b>	1996
<b>Description of Company and Products they represent</b>	Morel Distribucion is in business since 1996, its subsidiaries are Distribuidora Noroestana SRL, Norteña Dexca SRL, Dinor Comercial SAS, Merlodist SRL. They have the distribution of Colgate Palmolive products since 1996 and Nestle Foods since 1998.
<b>Type of Customers</b>	85 Supermarkets – 212 Wholesalers – 7,761 Mom-Pop Stores

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<b>Company:</b>	<b>ENCODE SRL</b> Int. 3era. # 3, Torre Eric Prince Suite 702 Los Retauradores, Santo Domingo, Dominican Republic
<b>Contact/Representative</b>	Heriberto Minaya Santos, General Manager Rosa Amelia Perez, Administrative Manager
<b>Objective of participation:</b>	<b>Seeking to Purchase from Authorized Distributors/ Manufacturer's Representatives:</b> <ol style="list-style-type: none"><li>1. Radio-Frequency Identification (RFID) Products</li><li>2. 3D Printers</li><li>3. Logistics Management Software</li><li>4. Electronic Payments Software</li></ol> <b>Seeking to Establish a Representation of:</b> <ol style="list-style-type: none"><li>5. Software Products to be introduced in the Dominican Market</li><li>6. Technical Support Service of any Software, and/or Technology Products in the Dominican Republic</li><li>7. Interested in expanding knowledge in International Trade &amp; Commerce between the US and Dominican Republic and offers its computer programming science services to US companies.</li></ol>
<b>Type of Business:</b>	Service
<b>Size of Company:</b>	1 - 9
<b>Year Established:</b>	2015
<b>Description of Company and Products they represent.</b>	ENCODE is a IT Technology Service company that offers consulting, advice, programming and implementation of software and hardware. Its staff counts with more than 25 years of experience developing and implementing computer science applications such as multi-platform app, mobile app, web app. The company is interested to diversify and expand its capacity by adding new services and products for US Clients and Partners.
<b>Type of Customer:</b>	Small and Medium Size Companies in all sectors

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<b>Company</b>	<b>ING. RUDY MORENO &amp; ASOCIADOS SRL</b> Prol. Av. 27 de Febrero, Calle 5ta entrada Ciudad Agraria Las Caobas, Dominican Republic
<b>Contact/Representative</b>	Rudy M. De Jesus Moreno A., General Manager Yaredy Moreno Tejada, Import Manager
<b>Objective of participation</b>	<b>Seeking to Purchase from Manufacturers or Authorized Distributors &amp; Exporters of:</b> <ol style="list-style-type: none"><li>1. Low and High Tension Cables</li><li>2. Aluminum Triplex Wires/Cables Low voltage for electrical distribution switchboard</li><li>3. Copper Wires for landing stations connections</li></ol>
<b>Type of Business</b>	Importer, Distributor, Manufacturer, Service
<b>Size of Company</b>	1 - 9 employees
<b>Year Established</b>	2008
<b>Description of Company and Products they represent</b>	Ing. Rudy Moreno & Asociados is an electrical company that manufactures smart panels/circuit breakers for electrical energy-saving & efficient controls and distribution. Importers and distributors of electrical technology of high and low voltage wires. They represent brands such as LAPP Group of Germany for DR and Haiti market.
<b>Type of Customers</b>	Electrical Contractors, Electrical Companies & Industries

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<b>Company</b>	<b>CONSTRUCTORA ELECTROMEGA</b> Av. Independencia, Km 9, Carretera Sanchez Dominican Republic
<b>Contact/Representative</b>	Tatiana Piñeiro, Administrative Manager
<b>Objective of participation</b>	<b>Seeking to Purchase from Manufacturers or Authorized Distributors / Exporters of:</b> <ol style="list-style-type: none"><li>1. Electrical Generators</li><li>2. Solar Panels</li><li>3. Inverters</li><li>4. Air Conditioners / Splits / Refrigeration</li><li>5. Construction Materials</li><li>6. Electrical Products in General</li></ol>
<b>Type of Business</b>	Service
<b>Size of Company</b>	10 - 49 employees
<b>Year Established</b>	2003
<b>Description of Company and Products they represent</b>	Constructora Electromega is a company that offers civil engineering services including general construction, electrical and electromechanical technical consulting, support and implementation.
<b>Type of Customers</b>	Public and Private Entities

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<b>Company</b>	<b>INVERSIONES TECNICAS TATIS SRL</b> c/Juan Isidro Jimenez Grullon No. 22 - Alma Rosa Iera, Santo Domingo Este, DR
<b>Contact/Representative</b>	Judisa Fernandez Paulino, Marketing Manager Ronald Rafael Toribio Tatis, Purchasing Manager Jonatan Mauricio Alcantara Sena, Sales Executive
<b>Objective of participation</b>	<b>Seeking to Purchase from Manufacturers and Authorized Distributors of:</b> <ol style="list-style-type: none"><li>1. Laboratory Equipment, Supplies, Reactive, Instruments</li><li>2. Laboratory Glassware and Plasticware</li><li>3. Chemical and Pharmaceutical Reactive for all type of test and for any industry: water analysis, dairy products analysis, etc</li><li>4. Safety, Personal Protector Equipment and Disposable Supplies</li><li>5. DNA Test Kits, Equipments, Supplies, Reactive for all type of DNA testing diagnostics: Paternity, Prenatal, Ethnicity, Genealogy, Ancestry, etc</li><li>6. Raw material for Industries including Rennet, PH Balance meters/Testers</li></ol> <b>Make direct contact with Manufacturers to Establish a Representation of:</b> <ol style="list-style-type: none"><li>1. Innovated products in our line of business to be introduced in the Dominican Market.</li></ol>
<b>Type of Business</b>	Importer, Retailer, Distributor, Service
<b>Size of Company</b>	10 – 49 employees
<b>Year Established</b>	1998
<b>Description of Company and Products they represent</b>	Inversiones Tecnicas Tatis SRL is an importer, distributor and retailer of equipment, supplies, reactive, instruments, glassware, plastic ware, materials, substances and safety supplies used in laboratories for industries, medicine, universities. Its vast portfolio of clients includes all type of Laboratories including those dedicated to perform microbiology analysis for water, sugar, alcohol, among others; Universities and Training Schools that use lab reactive, safety products during their training.
<b>Type of Customers</b>	Industries: Food Manufacturers, Hospitals, Pharmaceuticals, Sugar Refineries Laboratories: Water, Dairy, Alcohol, Schools, Universities, Food, health and beauty, etc