



The Israel Export & International Cooperation Institute

Company Profile

The IEICI is the primary organization facilitating trade ties, joint ventures and strategic alliances between overseas and Israeli companies charged with the promotion of Israel's exports in all its forms, it provides comprehensive, professional assistance, trade information, contacts and promotional activities to Israeli companies, and complementary services to businesspeople, commercial groups, and trade delegations from abroad.

The Institute is a non-profit organization, founded in 1958 as the Israel Export Institute by the Israeli government and the private sector. The Institute today provides services to 5000 companies, half of them as members of the IEICI and the rest as its clients. These companies represent more than 90 percent of Israel's industrial and services exporters, excluding defense and diamond exports. The IEICI promotes Israel's external trade and business cooperation through International initiatives and through extensive exporters' service programs.

The Institute is governed by a board of directors representing the Manufacturers Association of Israel, the Export Trading Companies of the Federation of Israeli Chambers of Commerce, the Kibbutz Industries Association, the Ministry of Industry and Trade, the Ministry of Finance, and elected member companies.

Israeli Agrotechnology

Background

Israel's Agrotechnology industry is characterized by intensive research and development of innovative systems that in large part stemmed from the need to overcome the scarcity of the country's natural resources, in particular water and arable land. The constant growth in agrotechnologies is due to the close cooperation between researchers, extension agents, farmers, and agriculture-related industries. These cooperative efforts have led to breakthrough achievements and methods in all branches of agriculture and have fostered a market-oriented agribusiness that exports its Agrotechnology solutions worldwide. The result is modern agricultural methods, systems, and products in a country where more than half the area is desert.

Key Segments	Water and Irrigation	Greenhouses
Dairy Farming	Poultry Farming	Aquaculture
Seeds	Mechanization	Fertilizers
Plant Protection	Turnkey Projects	Organic Crops

Consulting Services and Know-How

Yitzhak Kiriati- Head of the Business Delegation and the GroWin program

Director Dep. of Agrotechnology, Water & Environment

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Mumbai

afimilk™
The Heart of the Dairy Farm

GroWin 

Israeli Advanced Water &
Agriculture Solutions

S.A.E. Afikim, 15148, Israel

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www.afimilk.com

S.A.E. Afikim was founded in the early 70's and was a pioneer in introducing electronics into the milking parlor. The first electronic milk meter was developed by the inventor and visionary Eli Peles who came ahead to create a whole new philosophy of dairy farming. Since then S.A.E. Afikim is committed to develop manufacture and market computerized dairy management systems. The brand name Afimilk consists of milk meters, individual cow identification, pedometers, management and analysis software, as well as sorting, weighing and automatic individual feeding for the dairy farm.

S.A.E. Afikim is among the world leaders in computerized dairy management systems and milk meters. More than 1500 systems, including more than 100,000 of our milk meters, have been sold and installed in many countries throughout the world. Many parlors have been built by S.A.E. Afikim in many countries, on a turnkey basis, supported by advisory services to ensure implementation success.

Afimilk with its modules (Afiact, Afisort, Afifeed and Afiweigh) create a complete dairy management system concluded of the most comprehensive decision making tools. Besides giving the farmer accurate milk recording per cow, the system improves animal health by earlier mastitis detection and improved breeding and fertility rates thus increasing milk production and lowering costs.

Based on the concept Management by exceptions the Afimilk family of products enables the user to pin-point problematic or unusual behavior of each individual cow in the herd. Average parameters established for each cow provides an early warning of any deviation. At every milking the Afimilk system analyzes the numerous data for each cow such as milk yield, electrical conductivity of the milk, cow activity (number of steps per hour), cow body weight and more.

S.A.E. Afikim invests substantial resources in maintaining its technological and innovative leadership. A strong, creative and motivated R&D team is fully devoted to this mission, focusing on creating comprehensive integrated systems. These systems combine the experience of leading Israeli producers joined together with academic researchers to stay in the forefront of dairy management technology.

Company Profile:



Promoting Israel's Trade

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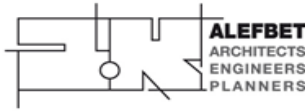
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www.abt.co.il



ALEFBET is Israel's leading farm design enterprise. Specializing in the design of a variety of agricultural and agro-industrial facilities, it develops detailed designs for Dairy Farms, Feed Centers, Poultry Projects, Slaughterhouses, Meat Processing and other farming projects. Abiding by ISO-9001:2000, ALEFBET applies strict quality control procedures throughout its design and planning process.

When you turn to ALEFBET you benefit from:

- Conceptual design and master plan
- Detailed design
- Functional & architectural design based on the latest technologies
- Design of earth works, roads and infrastructure
- Specifications for equipment and machinery
- Overall supervision

ALEFBET's background is part of what makes it so unique. The company's roots go back 70 years, when it started out as the planning department of Israel's Kibbutz movement – an enterprise composed of Israeli agricultural and industrial communities. As a result, ALEFBET's engineers and architects have lent their expertise to numerous agricultural communities throughout Israel over the years. Although a small country, Israel's regions are characterized by varying climatic conditions. Consequently, ALEFBET's engineering teams have accumulated decades of experience in dealing with ecological issues, different types of climate, water shortage and other limited resources.

Ensuring High Efficiency in Farming & Agro Industry Around the World

Over the past fifteen years ALEFBET has successfully adapted its farm and agro-industrial know-how to projects in India, Vietnam, England, Mexico, Nigeria, Spain, Romania, Russia, China, South Africa and more. With ALEFBET by their side, farmers in these countries have benefited from maximized yields.



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ARGOS (AGRI PROJECTS) LTD.

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Website: www.argosinvest.net

An Israeli agricultural company that is specializing in design and execution of advanced turnkey projects in agriculture and water management fields.

- Agriculture :: cultivation of wide-ranging agricultural crops in different climatic conditions in greenhouses, open fields, plantations, orchards etc. Implementation of the most innovative agro-technologies in our projects allows to cultivate various crops throughout the year, planning the harvest time in accordance with local market conditions.
- Water Management :: innovative solutions for water storage and distribution, and state-of-the-art irrigation systems.

Areas of Expertise:

- Regional /Community agricultural development
- Project implementation & Turnkey projects
- Advanced indoor & outdoor technologies
- On-job training
- Post harvest: packinghouses & added value facilities
- Nurseries
- Water management: storage tanks, reservoirs and irrigation systems
- Reforestation



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AGROTOP Ltd. is a private company established in 1989 as a subsidiary of HAPACH Metal Industries Ltd., A well established 60 year-old company working for the Israeli poultry sector.

AGROTOP specializes in planning design and implementation of complete turnkey projects worldwide, for the agriculture and industrial sectors.

AGROTOP Is Israel's leading company for poultry complex turnkey projects, having a market share of 80% in Israel.

AGROTOP highly-qualified engineers and technicians work in close cooperation with leading scientific and agricultural institutes to produce products ideally suited to meet today's demands.

AGROTOP construction techniques and service methods enable the company to offer several specific and important advantages, namely:

- Turn-Key Service: are able to take responsibility for entire, integrated projects, from the planning and manufacturing stage till the on-site installation of completely equipped structures, ready for use within a set budget and time table.
- Versatility and Flexibility: the prefabrication techniques enable to supply both standard type and custom designed structures as it were 'off the shelf', without the need for retooling.

Agrotop's Turnkey system

- Better design to achieve maximum growing results
- Saving time and money by using multidisciplinary agro company.
- Up-to-date agro technology
- Perfect on-site coordination



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ASSA AHARONI CONSULTING ENGINEERS LTD

web-site : www.a-aharoni.com

Asa Aharoni consulting Engineers Ltd develops and provide innovative post harvest technologies design that help individuals, Farmers export companies, distribution companies, public organizations to sort, pack, cool and store perishable product, vegetables and fruits, meat and seafood to reduce losses by using modern technology and procedures which will maintain the best quality. We are designing and building cold storages, sorting and packing stations according to our customer needs.

Date of establishment: 1974

Our experienced team prides itself on its innovative approach to client problem solving. We work closely with our clients therefore the solutions are custom designed. Our systems can be designed to suit almost all types of produce, every size of operation, cooling, ripening and storage needs.

Our expertise is based on a vast experience in Israel and abroad (export facilities and local markets).

Category: Consulting , Engineering services, Building and operating.

Sub Category: Handling, Packing , Sorting , Pre-cooling, Fast Cooling ,Refrigeration , Long term Storage facilities, post harvest technologies.

Technoloov :

General description : To retain peak condition, harvested produce must be sorted, packed, cooled rapidly. This fast cooling should be followed by storage and transport at a constant temperature, high humidity, suitable air movement and atmospheric composition. Our expertise and knowhow enable our clients to enjoy better produce and better profit.

Function of the Product(s) : Feasibility Studies, detailed design, construction and commissioning , technical assistance and training.

Objectives/target companies:

Private and government companies, dealing with growing, marketing, packing, storing, distributing and exporting vegetables, (Carrots, Onions , potato etc.) fruits and other perishable products.



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AZROM is the leading Israeli company specializing in the design, engineering and production of greenhouses that suit all crop requirements and climatic conditions, in Israel and in more than 45 countries worldwide.

AZROM specializes in the implementation of Turnkey Projects that include feasibility studies, consultation regarding the choice of structure, area location, supply of infrastructure and greenhouse equipment, as well as irrigation, fertilization and climate control systems, installation, instruction of agro-technology growing methods and long-term service.

AZROM greenhouses are the result of 35 years of hands-on experience and the extensive knowledge of expert engineers working closely with farmers, agricultural research institutes and the Israeli Ministry of Agriculture.

This vast knowledge and experience has made AZROM the major supplier of greenhouses in Israel, with worldwide annual sales of more than 600 hectares.

AZROM, world-class expert in all aspects of greenhouse equipment and advanced agro-technology, is totally committed to supporting customers directly from company headquarters in Israel, as well as through local subsidiaries strategically located around the world.

Farmers and growers throughout the world know that AZROM greenhouse, together with extensive support and professional service; provide the optimal conditions for increased quality yields and profitability.



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www.amiad.com

Amiad's core filtration technology is designed for a small footprint, low maintenance requirements for end users, reliability, scalability and low energy consumption. Amiad currently markets its products to over 70 countries across the Americas, Africa, Europe, Asia and Australasia.

The Company operates from its headquarters and manufacturing center in Israel. In addition, Amiad has offices in Singapore, Australia, China, France, Holland, North America, Turkey, Germany, India, Chile and Uruguay and third party distributors around the world. Amiad maintains a team of trained sales personnel who sell the Company's products to local distributors or, in some cases, directly to the end customer.

Amiad Filtration Systems is one of the world's major producers of water filtration products and supplier of filtration solutions. For more than 45 years, Amiad has developed a range of compact automatic, self-cleaning filters incorporating innovative technology characterized by low operating cost and short capital payback. These filters have been effective in providing solutions to applications worldwide. Now in its fifth decade of successful designing, manufacturing and marketing, Amiad Filtration Systems is known for its high-quality standards, prompt delivery, and consistent availability of parts.

Technology & product(s): Manufacture & development of water filtration systems.

- Plastic filters- from 3/4" to 3" in diameter- Various types of screens and grooved disc cartridges.
- Carbon steel and stainless steel filters ranging from 2" to 36" connection diameter.
- Manual, semi-automatic and fully automatic self-cleaning screen & disc filters.
- Automatic Micro-fiber filters down to 2 micron filtration.
- Media filtration systems including sand, gravel and multi-media filters.
- Complete filtration systems for irrigation, industry, municipal and domestic use.
- Potable water treatment systems and effluent water treatment systems.
- Fertilizer & chemical dosing injectors hydraulically and electrically activated.



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JURAN METAL WORKS LTD. was founded in 1966 as a private family enterprise. The plant is situated in Rishon Le Zion, on Israel's coastal plain just south of Tel-Aviv. The firm employs 35 skilled personnel, 8 of whom are qualified mechanical engineers and holders of degrees in management.

In addition to their constant search for new ideas and solutions, the technical department's team of engineers serves Juran's customers solving specific problems, helping meet their needs, and dealing with any planning problems.

As part of its research endeavors, Juran enjoys a close relationship with the Agricultural Engineering Institute and over the course of 30 years of cooperative efforts has registered several joint patents.

Juran's main fields of activity include:

- A. Modern agricultural mechanization
- B. Machinery and equipment for packing houses handling fruit and vegetables
- C. Material handling systems for agriculture and a range of other industries
- D. Innovative means of internal conveyance for agriculture and a range of other industries
- E. Dehydration and conveyance equipment (dryers/ovens) for the food industry including fruit and vegetables, as well as other industries such as metal, wood and plastics
- F. Innovative Sulfur-Free Litchi Treatment

The production process for all products from each of these main fields of activity, consists of the following stages:

1. Initial planning aimed at meeting each client's specific needs
2. Engineered planning and design of each item
3. Technical planning and design of mechanical, electronic, hydraulic, pneumatic, and any other type of system
4. Production and assembly/erection, running-in and commissioning equipment
5. Follow-up customer support - Advice and instruction in maintenance



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M.D.POM.

A group of Agronomies, mechanical engineers, food engineers and irrigation experts, directed by inventor – Mr. Mizrahi, exploring the wide potential of pomegranate

Aiming to create high quality healthy products according to latest market analysis and academic researches.

Expertise:

- High Tech Plantation Method for multiplied yield
- Latest technology for processing & preserving
- Knowhow for various end products
- Unique R&D facilities.

With higher yield, R&D facilities and The Latest technology for processing, M.D.HAI R&D projects is giving a whole solutions for pomegranate, making the process easy and cost-effective for different top quality products!



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NAANDANJAIN
IRRIGATION

NaanDanJain Irrigation Ltd., a global irrigation company, provides technological leadership with the widest range of cost-effective and customized solutions. With over 70 years of experience in over 80 countries, we offer top quality products that deliver higher productivity per unit of resources. Our expertise contributes to higher yields, lower risks, and savings of precious resources. The 2007 merger of NaanDan and Jain Irrigation, India, generated an enriching multi-cultural synergy with significant expansion of the product portfolio, R&D activities, and the global sales and marketing network. Jain India and Naan Kibbutz Israel each own 50% of the company.

With nine subsidiaries, five international manufacturing plants and a wide network of representatives, the company has a strong presence on all continents. NaanDanJain technologies are implemented by skilled professionals and comply with stringent ISO 9001:2000 quality and engineering standards. Extensive know-how accumulated by the company's highly qualified agronomists, design engineers and technicians provide cost-effective solutions tailored to meet the challenging requirements of growers all over the world. Our professional team provides on-site support and training. Courses and seminars are held in various languages, in Israel and abroad, for dealers, designers, consultants and growers.

Main products and services

NaanDanJain's extensive product range includes comprehensive irrigation and climate-control technologies for greenhouses and nurseries, open fields, orchards and plantations, residential and landscape areas, and industry. These technologies include a wide range of integrated round regular and pressure-compensated dripline systems, thin wall dripline and tapes micro- and mini-sprinklers for climate control and irrigation, diverse metal and plastic agricultural sprinklers, as well as landscape applications incorporating gear and impact pop-up sprinklers.

NaanDanJain's advanced systems are a result of intensive R&D. Five percent of the company's turnover is invested in the R&D department, which includes a number of well-equipped flow analysis and material development laboratories. The 2007 merger intensifies the group's R&D efforts for the full product palette.

Comprehensive turnkey projects & Consultation

NaanDanJain is involved in major international agro-projects. Our engineers, agronomists and economists will work closely with you, from Feasibility Studies & planning through to project establishment and support, to help you optimize production and adapt to dynamic market demands. Area of Specializations: Irrigation; Water Supply & Treatment; Floricultural & Horticultural Projects; Greenhouses; Organic & Contract Farming; Demonstration & Training Farm.



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P_maim@palgey-maim.co.il

"Palgey-Maim" was founded in 1973 since then, it is a leading company in Israel in the field of water and sewage systems and in all the scope of flow infrastructures. The company is part of the TAHAL group which is a leading international engineering company. "Palgey – Maim" comes with considerable knowledge and experience in all areas where the Company operates. "Palgey-Maim" Company has an annual turnover of 11.5 million dollars.

Our Company specializes in projects where a holistic and integrative approach is required, while providing a professional and optimal response to challenges and processes, involved in the engineering work. The fields in which the company works include: General and detailed planning of wastewater and water systems, operation of wastewater and water systems and installations, reclaiming effluents, sewage and sludge solution, manure treatment, supervision and managing projects as well as additional areas. Over the years the company has planned, operated and managed the following projects:

- Regional master plans for sewage, water and effluents' reclamation
- 20 Wastewater treatment plants, using different technologies (activated sludge, MBR, SBR, extensive installations)
- Planning dozens of pumping stations with hourly flow rates ranging from less than a hundred m3 up to thousands of m3 in addition to operating about 200 pumping stations
- 75 reservoirs with an overall capacity of 60 million m3
- Compost plants

In recent years the company has been involved in a number of regional projects in the field of wastewater treatment and removal, and they serve as a tangible example of the full range of our services. More than 50% of our clients are regional councils, who confederate 20 to 50 settlements in a diverse kind: urbanite and agriculturist, in an average population of 400,000 inhabitants. The uses of the effluent, for this population, are different in every settlement.

"Palgey-Maim" lead the planning and operation of wastewater and water systems in a professional, fair and reliable manner.



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PASKAL

PARTNERSHIP FOR GROWTH

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WWW.PASKAL.BIZ

Paskal Technologies, Ltd. is a worldwide supplier of agricultural accessories, specializing in tomato trellising products. Other product lines are greenhouse products, vineyard and orchard products and net connectors. We offer top quality products at competitive prices.

Paskal develops, manufactures and markets agricultural accessories, aiming to increase efficiency and reduce costs, while remaining focused on improving crops quality and yield.

As a front-runner in the field of agriculture, the advantages of Paskal products are well known in more than 50 countries around the world.

There are thousands of growers all over the world who have their door wide open for Paskal products and people.

At any given moment 5,000 – 6,000 greenhouse growers worldwide open a box of Paskal products, and they have been doing so for years.



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yhalperin@tyco-valves.com

RAPHAEL, founded in 1949, was the first Israeli manufacturer of quality valves. Since then RAPHAEL has been leading Israel's valve industry through its wide range of production and innovative products.

TYCO International, Today RAPHAEL is a member of TYCO International Ltd., a global manufacturer, installer, and distributor of products and systems in four business segments: Electrical and Electronic Components; Healthcare and Specialty Products; Fire and Security Services; and Flow Control. The company operates in more than 80 countries around the world with more than 650 profit centers employing 240,000 people with an annual turnover of \$35 billion.

Manual & Hydraulic Valves: RAPHAEL's manual and hydraulic valves and other accessories for liquid conduction in water industries, fire protection systems, chemicals, air conditioning, food industries and irrigation are extensively used in Israel as well as in more than 30 countries around the world.

Dimensions: RAPHAEL produces its pressure reducing, sustaining and other hydraulic control valves at sizes from 2" – 32". Check valves and butterfly RAPHAEL Valves Industries (1975) Ltd. valves are produced up to 72" and for pressure of up to 64 Bar.

State-of-the-Art Plant: The company's plant is located in a leading edge facility and utilizes state-of-the-art equipment for its production lines. The coating department includes enamel, epoxy paint and nylon 11 (Rilsan) facilities. The various coatings enable the company to supply high standard finishes for special purposes.

Quality Assurance: All products are subject to stringent quality control procedures and pass strict pressure tests in the company's testing lab during manufacture and assembly. RAPHAEL's quality management system meets ISO 9001 standards.

Highly Skilled Professionals: RAPHAEL's highly professional work force and technical engineering team are one of the company's major assets. All staff are highly skilled, trained and experienced in their respective fields.

R&D: RAPHAEL's R&D Department constantly strives to introduce new and innovative products.

Diverse Solutions: The winning combination of state-of-the-art technology and accumulated know-how enables RAPHAEL to offer its customers various solutions for different needs in a wide range of areas including short-run production, large diameter articles and high pressure products.



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TOP GREENHOUSES LTD.

The company is a 15 year old company, a subsidiary of one of the biggest pipe and profile manufacturers of Israel. The company is active in Central America, East Europe, Far East and Australia. It has presence in India. There are four representatives in India – Trishna Biotech for institutional sales and three regional distributors namely ACE Agro in Maharashtra, Floritech in Delhi and one in Rajkot, Gujarat. The Company was a part of GroWin program last year also.

The Company is into manufacturing of greenhouses and turnkey implementation of greenhouse projects. The company is interested in providing turnkey solutions for greenhouse projects. The scope of services include feasibility study, design, procurement/supply, installation and operation. They are also ready provide agronomic supervision for 12 months after the implementation of the project including training to the local staff. For agronomic supervision, company has tie-ups with institutes/companies both in Israel and in India. The Company has established some projects in India. A few of them are 1) Essar Group (Roses) 2) ACE Agro in Pune and one large farm in Bangalore.

The company is looking to expand its network in India and in search of partners in South and East India. The company plans to establish a representative office in India in future and plans to set up a manufacturing in India, once it achieves the critical mass in sales. Since steel industry in India is at par with any in the world, the company will be in great disadvantage with respect to price if it imports all the structural material from Israel. To compete in India on price front, the company is advised to enter into partnership with a reputed steel/profile manufacturer in India who will provide infrastructure and equipment while the company supplies the technical know-how. This partner/facility would also act as company's representative office in India as envisaged. Meanwhile, company should expand its presence in Indian market by appointing distributors in the regions where it is not present i.e South and East.

The company has a good understanding of Indian market and policy framework which was evident from its understanding of Mega Food Park projects and the subsidy norms for greenhouses under NHM – they have developed and standardized a low cost modular greenhouse of 1000 sq.m size (standard size under NHM subsidy scheme). The company should appoint a local representative/partner who should be able to take advantage of this knowledge.

We believe that Top Greenhouses has the potential and knowledge to exploit the Indian market. They should join GroWin program and make special arrangements to showcase/advertise their modular greenhouses which have immense potential in India.



Promoting Israel's Trade

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