AGRO EXPORT SERVICE

ATS Foods

Frozen horse placenta from Kyrgyzstan

Export offer



INFORMATION ABOUT THE COUNTRY

Kyrgyzstan, a picturesque mountainous country in Central Asia, is located among the highest mountain ranges of Asia: Tien Shan and Pamir. The country is covered in crystal clear mountain streams and waterfalls, blue lakes, green valleys and natural mountain pastures. Almost 90% of the country are situated above 1,500 meters, the average height being 2750 m, with the highest point 7439 m (Pobeda Peak) and the lowest 401 m above sea level (Leilek district).



The territory of the Kyrgyz Republic stretches 900 km from west to east and 410 km from north to south, and it is situated between 39° and 43° north latitude. The area of the territory of Kyrgyzstan is 199.9 thousand km2. It borders in the north on the Republic of Kazakhstan, to the west with the Republic of Uzbekistan, in the south-west on the Republic of Tajikistan, on the south-east with China.

The climatic conditions of Kyrgyzstan are determined by its geographical position. Most of the territory of the republic is located in the temperate climate zone, southern areas are in a subtropical climate zone. Most part of territory is covered by mountains (95%).

A variety of climatic conditions allow to cultivate hardy and heat-loving crops. Most of the agricultural land is occupied by natural pastures, rich meadows, valuable nutrients and herbs.

Pastures of Kyrgyzstan are not processed with chemicals, thus ensuring a full and healthy animal feed and healthy products as a result. The presence of extensive natural pastures led to an economic focus on livestock, especially sheep, horse and yak breeding.



HORSE BREEDS

Among the thoroughbred horses in Kyrgyzstan the Novokyrgyz factory productive breed prevails, which has been bred for meat, horse milk (kumiz) and participating in horse sport.

A new Kyrgyz breed is bred in the country; occupying more than 80% and the second largest local Kyrgyz breed – 20%.



OVERVIEW OF THE HORSE-BREEDING SYSTEM IN KYRGYZSTAN

Kyrgyzstan has been and remains a country with a developed horse breeding, not only in the region of Middle Asia, the Commonwealth of Independent States (CIS), but also Central Asia. Horse breeding has been practiced by the Kyrgyz people since ancient times, and this industry has played an important role in the way of life of the people, served as transport and food (not containing antibiotics). This is due to first of all, the form of nutrition of the animal itself - pasture feeding all year round. Nomadic way of life of nations was simply unthinkable without horse. Years of experience has shown that the horse breeding is an important industry. Increasingly important value is given to the development of equestrian sport and tourism, export of sport and meat horses, breed horses, the collection and sale of horse placenta in the Republic.





GENERAL INFORMATION ABOUT «AGRO EXPORT SERVICE» COMPANY

The company was founded in 2008 in order to sell agricultural products for domestic and foreign markets. Currently, the company is the only exporter of horse placenta and horse oil to foreign countries.

Main activities:

- acquisition, cultivation, processing and sale of agricultural products, livestock;
- import-export trade of livestock and agricultural products.

The structure of the organization includes the General Director, Deputy Director for Export Potential Development, Accountant, Regional Coordinators, Local placenta agents, seasonal auxiliary staff.



Danil Asanov –
Director of
«Agro Export Service» Ltd.



Tatiana Semenova –
Deputy Director for Export
Potential Development



Dimitrinka Dimitrova –
Director of
ATS Foods Ltd.

The main partner for logistic is Logistic company "Maximum" (Bishkek) which helps in preparing products for export.

The official and exclusive distributor for the promotion of placenta on external market is ATS Foods Ltd. (Bulgaria).

The company began exporting horse placenta in 2008. During this time, there were collected and exported more than 40 tons of raw materials from At-Bashy and Kochkor districts of Naryn region and Chuy district of Chuy region. Behind this time there was established business cooperation with Japanese companies: LLC «ION» (2008-2009), Saania (2010), Charites Japan (2012), ESTLAB, Japan (2015-2016), SEA INTERPRISE CO., Ltd., Japan (2017) and others.

For the last years, «Agro Export Service" the company has established a wide network for collecting, cleaning and freezing the horse's placenta in Kyrgyzstan.

Product collection is carried out by the experienced professionals in accordance with the veterinary and sanitary standards on an environmentally friendly pastures. The staff is trained, provided with workwear and equipped refrigeration equipment. The company has its own logo, branded packaging material.

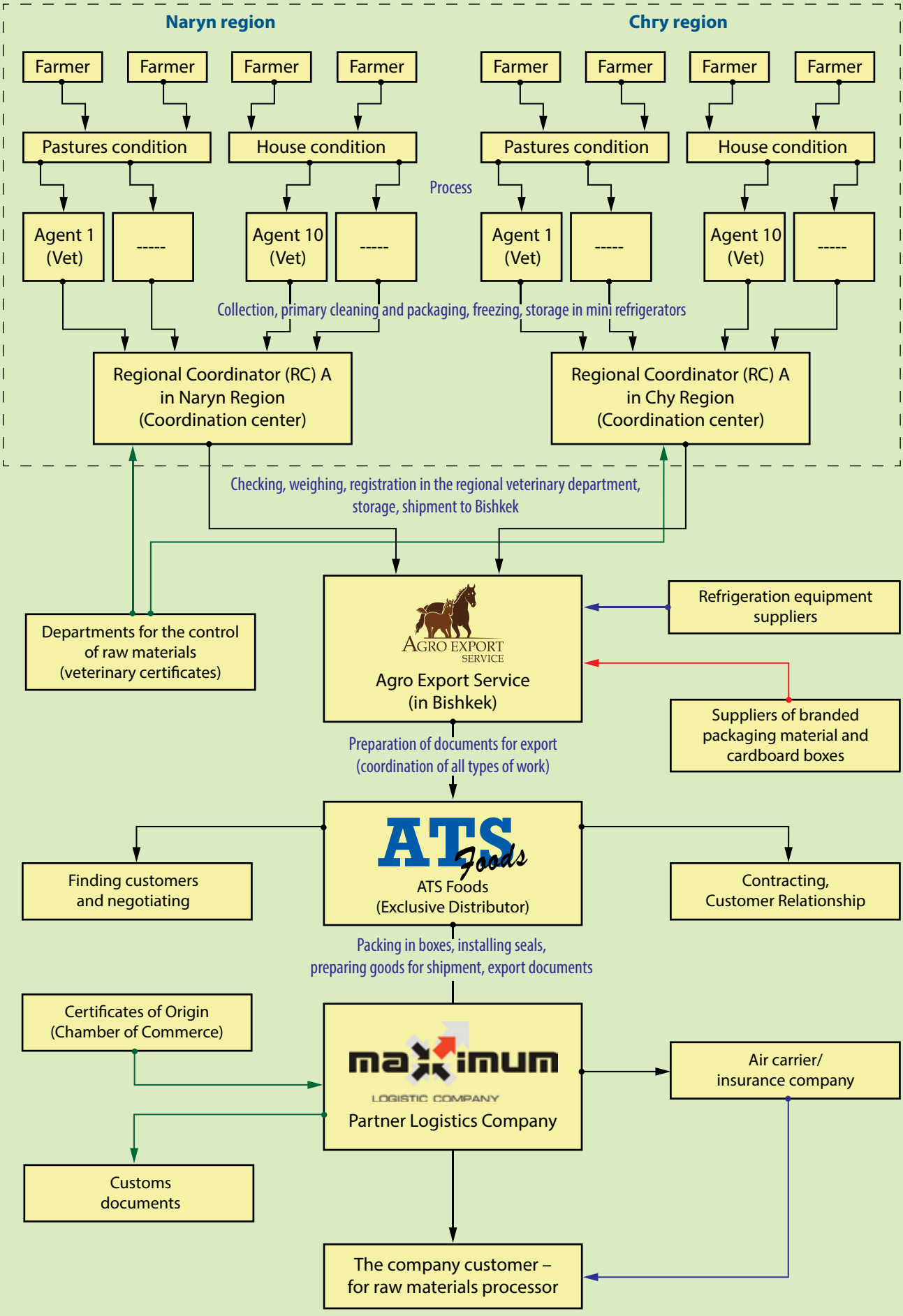
In 2016, the company received a copyright certificate on methodology for collecting and exporting a horse placenta in the Kyrgyz Republic (Kyrgyzpatent). And developed the technology of obtaining the high-quality horse oil with the preservation of all nutrients. In 2017 the company received the state award «The best exporter of Naryn region».

The company offers two unique and innovative products received from Kyrgyzstan, which intended mainly for export:

1. **Frozen horse placenta** – natural livestock raw materials, used in cosmetology, microbiology, veterinary medicine and other areas;
2. **Horse oil** is a traditional Asian remedy, which helps to cope with dryness, treats burns and skin damage. Animal fat is rich with essential fatty acids (for example, in it contains alpha lipoic and linoleic acid, and also vitamin A and E).



БИЗНЕС ПОТОК СБОРА, ОЧИСТКИ, ХРАНЕНИЯ И ЭКСПОРТА ЛОШАДИНОЙ ПЛАЦЕНТЫ В КЫРГЫЗСТАНЕ



PLACENTA PREPARATION PROCESS

Placenta preparation process takes place either on pastures or at home. The veterinary agent does the collection of the placenta, no later than 2 hours after the colt. The placenta is placed in the bag and delivered to the collection point, then the agent inspects the placenta, makes the primary cleaning.



1. Collecting the placenta after birth of a foal



2. Inspection of raw materials



3. Trimming and draining blood



4. Mechanical cleaning



5. Cleaning with the running cold water



6. Thorough rinsing process





7, 8. Process of dehydration and cutting

PACKING AND PROCESS OF THE PREPARATION FOR SENDING





9, 10. Packing the placenta in branded bags



11. Weighing and registration



12. Vacuum Packing



13. Deep freeze



14. Storage in the warehouse



15. Collection, weighing and registration of the placenta from regional curators



16. Registration of primary documents and sending of placenta to a warehouse in Bishkek

PROCESS OF PACKING AND SHIPMENT TO THE CUSTOMER



17. Preparation of the box (double bottom + «H» figurative sizing with adhesive tape of the bottom of the box + oilcloth)



18. Packages with placenta are put into the box



19. Sealing the box, fixing the edges of the box in the following form - «H»



20. Installation of protective seals on the box



21. Wrapping the box with a protective wrap



22. Gluing logos, addresses and shipping requirements





23. Delivered Cargo

DOCUMENTS FOR CARGO

1. Veterinary certificate (State Veterinary Inspectorate under the Government of the Kyrgyz Republic).
2. The certificate of origin (Chamber of Commerce and Industry of the Kyrgyz Republic).
3. AWB (Air carrier).
4. Invoice (Logistics company).



CONTACTS

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