

## **Key products**

Lars Stip is specialized in production of preserved vegetables 100% Natural, with different flavors, packaged in different forms based on the request of the buyers.

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## **Clients and markets**

Lars Stip, founded in 1985, has been pioneer in processing and production of preserved vegetables in the Republic of Macedonia. In 2000, the company was completely privatized which allowed even more serious investments in technological and production updates of the capacity. Today, the company has installed capacity of 5.000.000 kg. finished goods per season and is positioned as serious and reliable supplier of preserved vegetables to local, regional international clients. With its modern, custom designed drying facilities, own and contracted crop production, Lars Stip is capable of producing high quality preserved vegetables and meeting very strict food safety and food quality requirements.

Lars Stip represents one of the major suppliers of canned vegetables for the domestic market, especially the big retail chains.

However, the bulk of production Lars Stip is intended for export markets in the region and in the EU Holland, Germany, Italy, Croatia, Serbia, Montenegro, Greece, Australia, Canada USA...

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## **LOCATION**

The management of the company strongly believes in cooperation, networking and information sharing. Lars Stip is one of the founding members of the Macedonian Association of Processors (MAP) a branch association established in 2002 with the overall purpose to support and to further strengthen the fruit and vegetable processing business in the country and to establish cooperation and business linkages with similar institutions and organizations from the region and abroad. By the end of 2004, the MAP joined the Organization of European Industries Transforming Fruit and Vegetables (OEITFL) from Brussels and has become their first member coming from a non EU country. These initiatives allow the management of LARS Stip to widen its business-related knowledge and to operate more successfully in the forthcoming period. The production facility is located in the central highlands of Macedonia near the town Stip, in the heart of rich agricultural region with ideal climatic conditions and soil characteristics. These preconditions, along with up-to-date drying expertise, allow the company to enjoy excellent potential and factory expansion.

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## **Managing quality**

Lars Stip continuously seeks to meet the taste and demands of the Macedonian and foreign consumer markets and food processing industry. With the resources available on hand in the region of Stip and its surrounding, the possibilities for further growth and expansion of the company are almost limitless, especially in terms of new product development, implementing the latest technologies for the production of healthy food 100% natural with no preservatives or artificial colors.

The management of the company is particularly focusing on continuous improvements in raw material supplies, production processes and application of quality and food safety standards, such as GHP, GMP, HACCP, IFS etc..

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## **Primary production**

Agroservis center Raw materials are key prerequisite for production of high quality products. Therefore Lars Stip, apart from its regular contract farming arrangements, started its own agricultural production, applying the latest agricultural techniques and practices. The quality of the raw materials is secured through utilization of premium seed materials coming from the EU as well as through continuous monitoring of the primary production and technical assistance provided by the experts of the Agricultural institute and laboratory institutions.