

How to find new clients during the Covid-19 pandemic?

Didzis Smits

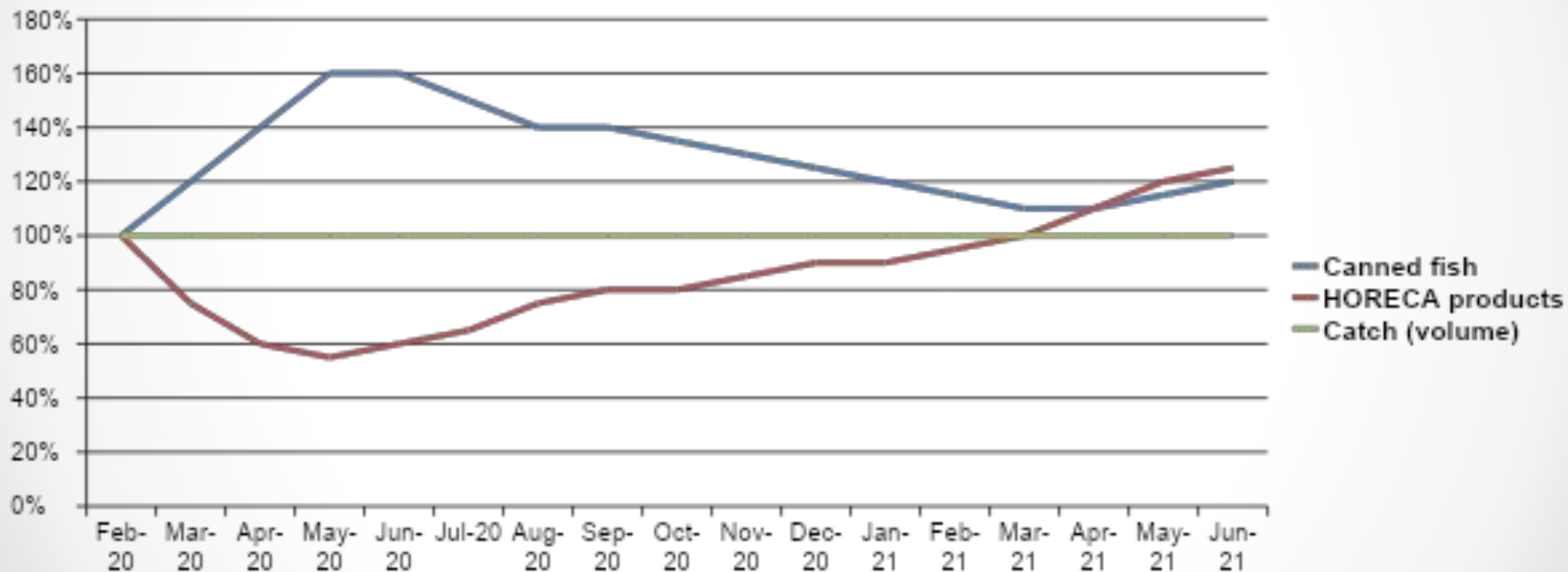
President of the Union of the Latvian Fish
Processing Industry

The 4th Baltic Sea Fisheries Forum

2021



Covid-19 impact on Latvian fishery sector (turnover %)



Covid-19 impact on finding new markets

- No international seafood exhibitions
- No personal contact with potential client
- No good alternatives

Exhibition, place	Status
PRODEXPO Moscow, Russia	postpone
SEAFOOD EXPO GLOBAL Brussels, Belgium	postpone
PRIVATE LABEL Amsterdam, Netherland	postpone

processing industry

SEE ALL LATVIA
Latvian fish processing
industry on-line exhibition

12.04. – 14.05.

KARAVELA
12.04. – 16.04.

BANGA
20.04. – 21.04.

GAMMA-A
26.04. – 28.04.

BLUE CIRCLE
10.05.

VERGI
11.05.

SUDRABLINIS
12.05. – 14.05.

CANNED FISH.LV

Financed by European Maritime and Fisheries Fund

Advertised on www.eurofishmagazine.com

NACIONĀLAIS
ATTĪSTĪBAS
PLĀNS 2020



EIROPAS SAVIENĪBA

Eiropas Jūrlietu un
zivsaimniecības fonds

Atbalsta Zemkopības ministrija un Lauku atbalsta dienests

SEE ALL
by KARAVELA
RIGA

12.04.2021 – 14.05.2021

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Meetings and presentations

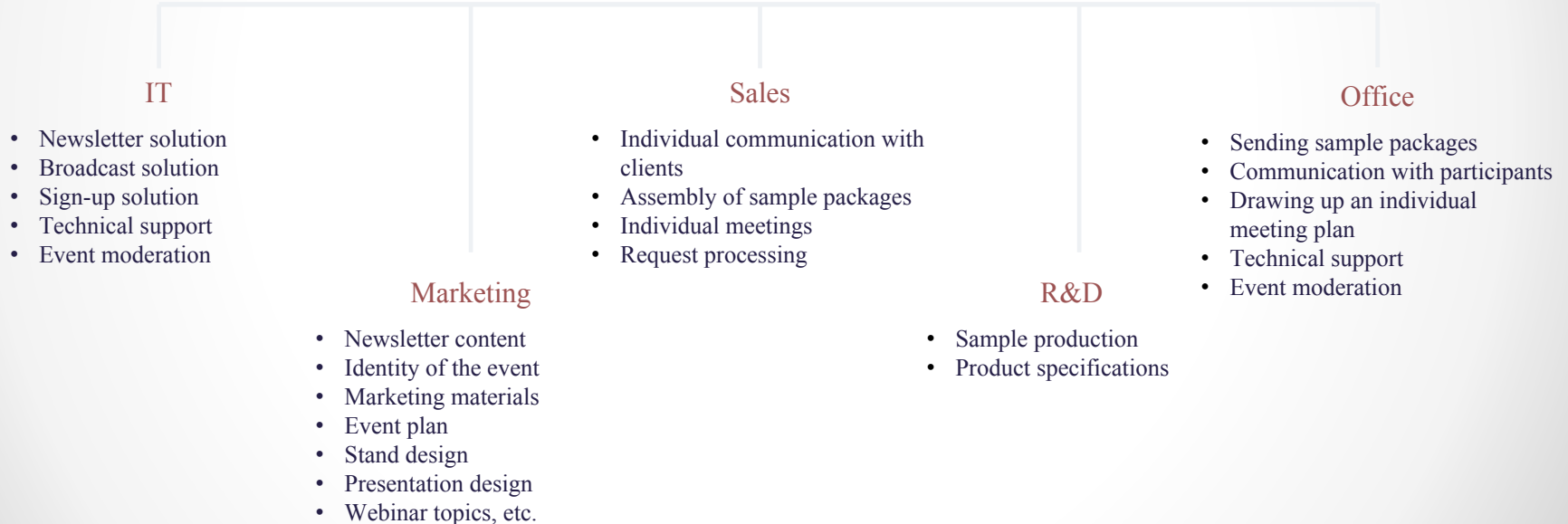
- ✓ More than 150 meetings
- ✓ 30 presentations, including 12 presentations from industry professionals and scientists
- ✓ Countless strategic negotiations on product development
- ✓ Expressed customer interest in new products
- ✓ Video presentations of new products

Process



Project management team

SEE ALL team





Time schedule

		W10	W11	W12	W13	W14	W15
Online comun.	Newsletter solution selection and customization						
	Test newsletter						
	SEE ALL newsletter						
Sample pack	Catalog design and printing						
	Catalog printing						
	Sample production						
	Design of sample specifications						
	Sending samples						
Stand	Stand design						
	Stand production						
	Stand installation						
	Audio / Video equipment presentation						
	Testing						
SEE ALL	Online broadcast 9: 00-18: 00						
	Individual meetings						
	Presentations						

Newsletter SEE ALL




→


KARAVELA is moving its booth to an exciting **ONLINE** experience **SEE ALL** in **RIGA**, **April 12-16, 2021**

SAVE THE DATE
12-16 APR. 2021

Registration deadline for ONE-ON-ONE MEETINGS - **8 Apr 2021**

SIGN UP FOR ONE-ON-ONE MEETINGS HERE

ONE-ON-ONE MEETINGS

Apr 12-16, 2021, 9:00-18:00 (Time Zone - GMT+3)
You will have opportunity to:
Talk with our sales manager
Learn about our novelties
Negotiate the best offers for your company

How to participate?
Click on "SIGN UP FOR ONE-ON-ONE MEETING" button
Fill in the form
Choose a preferable time for a meeting
Wait for a confirmation e-mail with an individual link from TEAMS platform to follow

WEBINARS
Webinars schedule, topics and registration links will be provided in next **SEE ALL Riga 2021** Newsletter

New product booklet and novelties catalogue can be found here:
[DOWNLOAD HERE](#)


If you have missed your registration for one-on-one meetings or you have questions or technical difficulties, please contact our support team at SEEALL2020@KARAVELA.LV



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Looking forward to see you @SEE ALL Riga by KARAVELA




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DON'T MISS TODAY'S WEBINAR!

APR 13, 15:00 (Time zone GMT +3)

Refresh of Canned Wild Salmon Market. Updated!
Speaker: Andris Bile, CEO of KARAVELA

JOIN WEBINAR
To join in the webinar just click on the link at a scheduled time

REGISTER FOR UPCOMING ONLINE WEBINARS HERE !

LIVE VIEW (9:00 - 18:00, GMT +3)

WEBINARS & ACCESS LINKS

APR 14 15:00
JOIN WEBINAR
Product marketing trends & Innovative Vegan Tuna products
Speaker: Andris Bile, CEO of KARAVELA

The pelagic industry in Scotland and the science behind the SCORIES
Speakers: Robert Duthie, Managing Director of Dehvoim Seafoods Ltd
Nicola Hope/Sales Executive of Dehvoim Seafoods Ltd

APR 15 15:00
Speakers: Ian Gatt, CEO of Scottish Pelagic Fishermen Association
Dr Steve Macdonald/Chief Scientific Officer, Scottish Pelagic Fishermen Association

The north atlantic pelagic advocacy group (NAPA) - A pre-competitive collaboration established to improve the management of NE Atlantic pelagics
Speaker: Dr Tari Piskarski - NAPA Project Lead
JOIN WEBINAR


New Product Booklet and Novelties catalog can be found here:
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TODAY IS THE DAY! SEE ALL 2021 HAS STARTED!

Below you can find **registration buttons** and links to webinars
To join in the webinar just click on the link at a scheduled time
Please keep in mind that the time zone of schedule is GMT+3

REGISTER FOR ONLINE WEBINARS HERE !

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Registration form



Register for free Online webinar

Name

Surname

E-mail address

Company

TOPICS


Refresh of Canned Wild Salmon Market Yes No

Catch up on Catches and Challenging Times in the Scottish Fish Market Yes No

Karavela's Jump Into a Vegan Market Yes No

Go Transparent with Clear Lid Yes No

Submit →



Sign up for an individual meeting with our representatives

PLEASE PROVIDE INFORMATION ABOUT YOURSELF

First name

Last name

Email address

+ (Area Code) Phone number

Country

Organization

If you wish to add more participants from your Company to the meeting, please enter additional email addresses in the field below. For multiple addresses please separate them with a comma.

Additional attendees (e-mail addresses)

Current status

Type of cooperation

Topics to discuss

Trade region

PLEASE CHOOSE THE MEETING DETAILS

Meeting confirmation will be sent within three days before the event.

Preferred Date

Preferred Time (UTC+2)

Choose our sales manager

Submit →

Preparation and delivery of samples

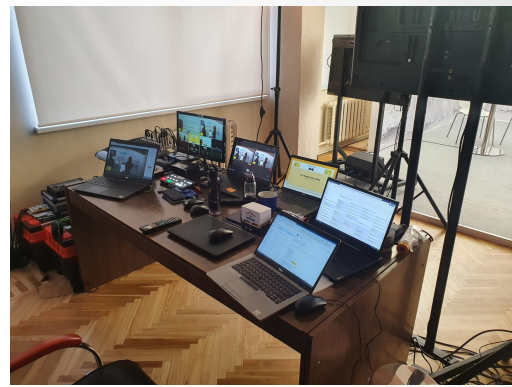
- ❖ A total of 200 packages with samples were sent
- ❖ The total weight of the samples is 1200 Kg
- ❖ Samples sent to 71 countries



Stand design



Behind the scenes



Thank you!

