



***“From the farm to our plant, from our plant to your factory and
from your factory to the household table”***

www.korsakof.cl



Korsakof

Quality • Food Safety • Service

- We are a company specialized in the production, processing, selection and export of dried and dehydrated fruits and nuts
- Our management team has more than **35 years of experience** working in the areas of production, processing and marketing of dried and dehydrated fruits both in Chile and abroad.
- We especially **focus on adding value to the production of raisins** to be used in the manufacture of ice cream, cookies and other food products.
- We have **highly specialized personnel and machinery** to ensure the quality of our products and services.
- We have **developed strategic alliances to support the placement of products in different world markets**, for that we make yearly sales trips to different countries and participate in most important international food trade shows such as SIAL, ANUGA, FI, Thaifex, Gulfood, and Sial China.



What sets us apart from the rest



ZERO TOLERANCE

We have developed a production process to minimize the presence of foreign materials and ensure the strictest adjustment to the client specifications.



FOOD SAFETY

We have highly trained personnel, state-of-the-art equipment and established protocols and processes to ensure the highest quality and food safety of all our products. All our products are safe for direct consumption.



CUSTOMER SERVICE

We are 100% focused on satisfying our clients. We are committed to always being available and doing our best to adjust to your needs.



INTERNATIONAL EXPERIENCE

We have more than 35 years of experience producing, processing and selling dried fruits, nuts and other products to different countries in the five continents. We have experience and participation in the most important food fairs and have developed strategic alliances that allow us to negotiate, sell and deliver products to the main markets in the world.



CONTINUOUS IMPROVEMENT AND INNOVATION

We are constantly researching and developing new products, as well as improving existing processes and products to meet and exceed the needs of our customers. We have a group of collaborators committed to the pursuit of excellence, whom we support with ongoing training.



COMMITMENT TO SOCIETY AND THE ENVIRONMENT

We are committed to permanent training of our collaborators, permanent interaction and communication with our surrounding and society in general, follow the law and care for the environment and to the respect for the laws.



Some of our products and clients we have service.



Dried fruits and nuts

- **More than 35 years** producing, processing and exporting dried and dehydrated fruits, nuts and vegetables.
- **We produce various types of raisins** (Golden, Thompson, Flame, among others), **dehydrated fruits** such as blueberries in addition to **dried nuts**.
- **Zero tolerance for foreign matters and full food safety.**
- **We give added value to our products** (raisins or cherries macerated in rum or with sugar infusion).



Services

- Do you need a partner to process, select and package your products?
- **We offer selection and packaging of dried and dehydrated fruits**, as well as dehydrated vegetables and other foods such as dried mushrooms.
- **We have highly specialized personnel and machinery. We have develop specifications and protocols** to ensure the quality of our processes and packaging.
- We can pack in bulk (10kg carton boxes or 20 kg. paper or plastic sacks or other sizes)
- We can pack in consumer packaging such as 250 grs., 500 grs. Or 1kg. In Doy Pack, pillow bags or cannister.



Brokerage

- Are you thinking of selling your products in the international market? You don't know how? Let us help you.
- **We participate in the most important international food fairs** such as SIAL, ANUGA, FI, Thaifex, Gulfood, Sial China, etc.
- Yearly we travel and visit different countries and markets around the world.
- **We have strategic alliances to support product placement in the main world markets.**



Some companies that have trusted in us



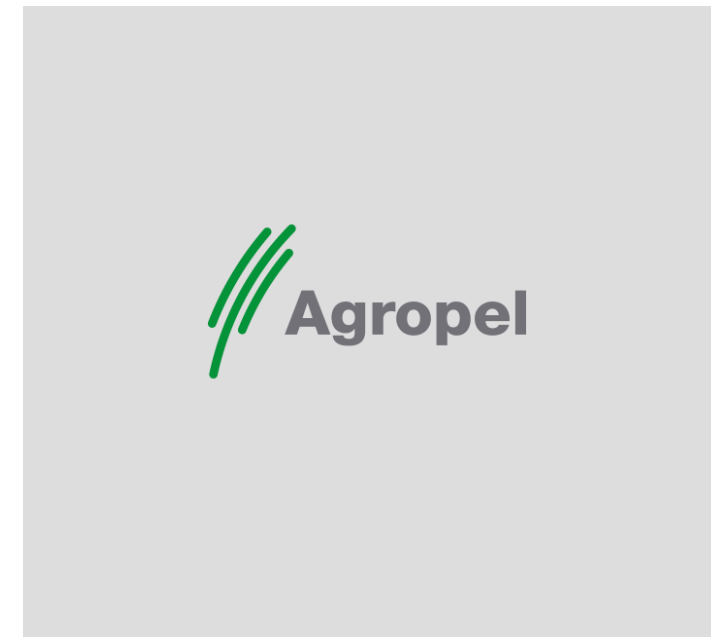
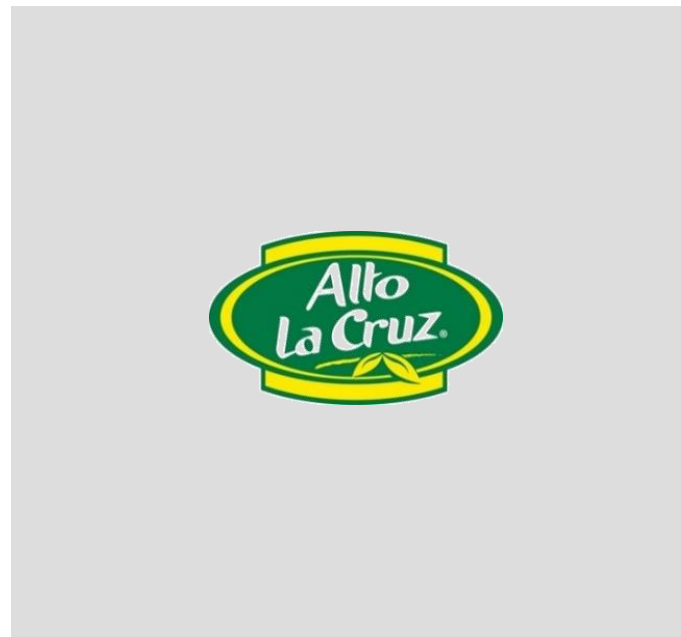
Dried fruits and nuts



Services



Brokerage



Success story (1/3): Nestlé



Macerated in rum raisins

- Nestle approached us to develop quality macerated in rum raisins that would comply with all food safety measures and be ready to be used in their production process
- Together with their quality assurance department we have developed a raw material that can be used directly on their processing line of different products
- To achieve the required quality we optimized our production, harvest, drying and processing processes and developed a protocol for each step to ensure the maximum food safety for the product we deliver for them
- Today we supply them with raw materials for their ice-cream and chocolate products.

Success story (2/3): Processing and packaging services for Alto la Cruz



ALTO LA CRUZ

Alto la Cruz

- Alto La Cruz contacted us to give them a service process, selection and packaging of mushrooms for export. This was a major challenge since we had not previously provided this service and the “mushrooms” product, due to its way of production, is a very difficult raw material to process, clean and select.
- To overcome this challenge, we designed a protocol for receiving the product as raw material and then made a process and selection manual to ensure product packaging according to the specifications of the different clients.
- For this we took the specifications that were on the market and compared them with the requirements of Alto la Cruz and its clients. Once the specification was agreed, we made a work manual and adjusted our equipment to provide an optimal selection service.
- The biggest challenge in the case of mushrooms is the presence of foreign matters such as stones, leaves and sticks. Thanks to our experienced human team and our state of the art equipment, we were able to develop an optimal layout. This has allowed us to deliver a product with which Alto La Cruz’s customers are happy and sure that what they will receive corresponds to what they have purchased.
- The same principle of analysis of the needs and specifications of our clients, plus the flexibility to adjust our processes and equipment to different requirements, ensure a very special and customized service. We are focused on meeting and even exceeding our client’s expectations and building long-term relationships where our clients’ success is our own success.
- This working methodology gives us the possibility of selecting and packing any type of dried or dehydrated fruit, vegetable or nuts.



Success story (3/3: Helping Agropel conquer the Asian market



Agropel

- Agropel, a company that produces and exports oats, contacted us to help them develop the Asia and Middle East market. They already had an international presence and were exporting some containers to a client in China.
- We started the project developing and implementing a sales plan for these markets which consisted of the presence and participation in different international fairs as well as commercial visits to the different destination markets.
- Additionally, we introduced the company to the advantages of working with the tools that the government provides through Prochile. This is how we participated in SIAL 2018, SIAL CHINA 2019, GulfFood 2019 and 2020 and Thaifex 2019. In addition, we visited the different markets in Asia (including China and India) and the Middle East.
- In just 2 years we managed to establish the company's presence in more than 4 markets (including the two largest in the region) and currently we are in talks to open two more markets in the near future. In the main markets we have at least two important established clients and we are working on the implementation of the defined strategies to ensure the growth and consolidation of the company.
- Today we continue to work with Agropel to secure and deepen the company's position in the Asian and Middle East markets.



International certifications



- **Certified since 2016**



- Certified under **Nestlé Responsible Audit Program**
- Audited and approved by Nestlé Macul and Nestlé Maipú



Supplier Ethical Data Exchange

- **Certified since 2016**



- In certification process (pre-audit already carried out)



Our philosophy



Misión

"Our mission is to provide our customers with different products, food supplies and services of first and constant quality, always ensuring the safety of our employees and the environment"



Visión

"Consolidate ourselves as suppliers of products and services of a select group of prestigious food companies, both at home and abroad. Ensuring a service of excellence in time and form, and delivering to our clients a healthy, safe and top quality product. Internally we see our company as a good place to work, with a pleasant and friendly atmosphere where personal development goes along with the company success"



Compromiso

"We are committed to do our best to assure our clients the delivery of products and services in a timely manner, and quality. We are also committed to the personal development of our collaborators and the continuous improvement of our products, processes and services."

Our team



Juan Eduardo Laso
Commercial Manager

- More than 35 years of experience in national and international food marketing
- Founding partner and company director at Korsakof Limited (2015-present)
- Founding partner and company director at GVF Alimentos Limitada (2008-2015)
- President of the Chilean raisins board and Chilean representative for the world raisins board from 1996 to 2012
- Sales Manager, Dehydrated Division Ltda. At Del Monte Fresh Produce Chile SA (1996 – 2008)
- Dehydrated Program Manager at David del Curto SA (1988-1996)
- Bachelor of Multinational Business Operations at Florida State University



Luis Díaz
Production Manager

- More than 35 years of experience in food production and processing
- Founding partner and company director at Korsakof Limited (2015-present)
- Founding partner and company director at GVF Alimentos Limitada (2008-2015)
- Head of Dehydrated Products Programs at Del Monte Fresh Produce Chile SA (1996 – 2008)
- Production Manager at ASBO Dehydrated Limited (1989-1995)
- Bachelor of Biology at Universidad de Chile and Bachelor of Food Microbiology at INACAP



Contact us for more information



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