



ABOUT US

We are an agricultural business development agency focused on small to medium-sized growers, with the purpose of promoting exports from South America to Europe and China. We are specialized in the fresh fruit and dried fruit sector.

We are a team passionate about agriculture, international trade and the target markets where we are located, with a professional background and valuable experience at the service of our partners and collaborators.

Our mission is to develop business opportunities with the objective of improving the positioning of our clients, products and brands in an effective manner, reducing risks, ensuring organic growth and taking care to maximize our partners' profitability.

WHAT DO WE OFFER TO OUR SUPPLIERS?

- Export strategy assessment and planning
- Business and customer development
- On-site support

HOW DO WE DO THIS?

We study the target markets in search of potential business opportunities.

- We produce trade reports with up-to-date information
- We have an active presence at international trade fairs and events of interest

We create and promote business relationships

- We have commercial agents in the target markets
- We facilitate intercultural communication
- We create bonds of trust with our clients
- We provide assistance with the handling of customs documents
- We closely monitor our business transactions and the delivery of our products

Risk assessment

- Financial assessment of our clients abroad (Coface)
- Risk reporting
- We coordinate and manage the quality control checks of the fruit with reliable inspectors (Decofrut)



WHY WORK WITH US ?

We work with reliable importers

We know that they are reliable because we have a close relationship with them and we know that they are capable and efficient when distributing the fruit, obtaining the expected sale for the goods according to the prices established by the market. On the other hand, we are constantly looking for new collaborators who fulfill this objective.

We are committed to ethical sourcing

We select suppliers who respect good production practices throughout the supply chain and who can maintain good traceability of their products, as well as comply with the necessary certifications for the target markets we have selected. This also makes our partner importers want to continue expanding their portfolio with the new producers we introduce to them.

We understand how important it is to achieve the ideal payment terms and the best prices.

Therefore we strive to get the best possible deal and ensure that payments are made right on time.

We are efficient and effective in our operations

We are a team of proactive and experienced professionals in the field of international trade. With offices in the target markets, our Trade Associates make the work of finding and developing trade opportunities efficient and effective. In addition, we are always available 24/7 for our clients in case any problems or inconveniences arise during the export process.

We are supported by ProChile

We are one of the companies selected by the Chilean Government. Export Promotion Bureau to promote Chilean exports abroad.

OUR PRODUCTS

- Fresh Fruits
- Dried fruits & nuts
- Frozen Fruits
- Fruit aseptic puree
- Wine

