



**FOODS  
FROM**

**Chile**

# **GULFOOD** 2019

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**FEBRUARY 17 - 21**

**VISIT US!**

Booth S-H4/S-J3 | Hall Sheikh Saeed Halls  
Dubai World Trade Centre



## VISIT US!

### CHILEAN PAVILION AT **GULFOOD 2019**

Booth S-H4/S-J3 | Hall Sheikh Saeed Halls

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| S-H18  | S-J17    |       |
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| S-H24  | S-J23    |       |
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FOODS FROM Chile



FOODS FROM Chile



FOODS FROM Chile



FOODS FROM Chile



The background of the entire page is a close-up, high-angle photograph of numerous almonds. The almonds are light brown with a distinct ribbed texture. They are scattered across the frame, with some in sharp focus and others blurred in the foreground and background, creating a sense of depth and abundance. The lighting is warm, highlighting the natural color and texture of the nuts.

**FOODS  
FROM**

**Chile**

## **THE ATTRIBUTES OF CHILEAN FOOD**

Chile is a country with great natural and human potential located in a place of amazing geographical and climatic contrasts. Chile's unique characteristics lend it unrivalled conditions for producing fresh, pure, healthy, good quality food which is appreciated around the world.

### **FOOD SAFETY**

Natural phytosanitary barriers, which isolate Chilean foods, keeping them free from pests and diseases. In Chile, we do not have foot and mouth disease, fruit flies, phylloxera or other diseases.

### **QUALITY**

The result of our combination of geography, climate, experience and professionalism. Taken together, these characteristics enable Chile to produce food which is world-renowned for its quality.

### **INTERNATIONAL GUARANTEE**

Valuation and recognition in global markets. Our attributes and long track record in international trade enable us to provide guarantees for our products, which are valued by consumers on every continent.

### **TRACEABILITY**

Complete monitoring of the productive process in accordance with strict quality control standards means we can offer certified products.

### **NATURAL FLAVOUR**

Purity and freshness from the place of origin. Thanks to our climate - very warm summers and cold winters - and geography - our mineral - rich soils, amongst other factors - our products are a source of life.



## AGROPEL S.A.

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|                    |  |
|--------------------|--|
| <b>Stand</b>       | S-J23  |
| <b>Contact</b>     | Javiera De Ugarte Fernández   Juan Eduardo Laso Molina   |
| <b>Position</b>    | Export Manager   Asia, Middle East and India Sales Manager   |
| <b>Phone</b>       | +56 9 78488426   +56 9 65030787  |
| <b>Mail</b>        | javiera.deugarte@agropel.cl   juanedo.laso@agropel.cl  |
| <b>Web</b>         | www.agropel.cl   |
| <b>Description</b> | Oats producers, processors and exporters with more than 100 years of experience in the agricultural business. We produce cereals in more than 5.700 hectares which allow us to have a strong base in our raw material supply. We've been in the export business since year 2000. Located in Araucanía region (Main Chilean oat production area), our production capacity is 30,000 tons per year at the most modern oat processing factory in Chile. The new plant just inaugurated in 2018, has state-of-the-art German technology (Streckel) and certifications that allow us to ensure food safety and the highest international quality standards. |
| <b>Product</b>     | Groat, rolled oat flakes and muesli. Specifications available in our website.  |

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## ANAKENA

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|                    |   |
|--------------------|---|
| <b>Stand</b>       | S-H4  |
| <b>Contact</b>     | Benjamin Valdivieso   Pablo Cadiz   |
| <b>Position</b>    | Regional Commercial Manager   |
| <b>Phone</b>       | +56 228243702   |
| <b>Mail</b>        | anakena@anakena.cl  |
| <b>Web</b>         | www.anakena.cl  |
| <b>Description</b> | In ANAKENA we are producer, processor and exporters specialist in shelled and inshell walnuts. As walnut´s specialist since the onset, we are recognized throughout our customers as a reliable supplier of high quality products. ANAKENA can turn around high volumes in a short time and start shipping as early harvest in April. |
| <b>Product</b>     | Shelled walnuts<br>Inshell walnuts<br>Products retail pack and wholesale format   |

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## AUSTRAL GRANOS OAT FLAKES

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**Stand** S-H24

**Contact** Patricia Fuentes

**Position** Export Asia

**Phone** +56 232626650

**Mail** contacto@australgranos.cl

**Web** www.australgranos.com

**Description** Austral Granos is a company dedicated to produce high quality processed oats, committed on quality, innocuity and innovation. Austral Granos is the only processed oats exporters in Chile certified ISO 22000, ISO 9001 and HACCP, holding also Non GMO and Halal certification among others. Austral Granos offers a wide range of conventional products (oat flakes, whole oat flour and oat bran among others) and GLUTEN FREE products (oat flakes and whole oat flour), being one of the few company in the whole American continent with GLUTEN FREE oat products. For more information please visit [www.australgranos.com](http://www.australgranos.com)

**Product** Oat Groats (Kiln Dried Hulled Oats) - Conventional and Gluten Free Oat Flakes and Oat Flour - Oat Bran  
Products wholesale format and retail pack.

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## AVENATOP S.A.

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**Stand** S-H12

**Contact** Alex Strodthoff

**Position** CEO

**Phone** +56 963082600

**Mail** astrodthoff@empresasagrotop.cl

**Web** www.empresasagrotop.cl

**Description** Avenatop S.A. is part of the Chilean holding Empresas Agrotop. As the largest oat exporter in Latin America, Avenatop buy the raw material from more than 500 farmers in southern Chile, storing and processing and exporting oat groats (KDHOs), quick oat, rolled oat, oat flour and steel cut oat, as well as sweet lupins to 30 countries. The company handles high quality standards. Our clients use the products for packing it for retail, muesli production, granola and granola bars production, as well as bakery and different food ingredients. Avenatop is certified under BMP, HACCP, Kosher, Halal and SMETA.

**Product** Oats and Oatmeal products (instant oats, quick oats, rolled oats and oat flour), sweet lupins.

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## BAYAS DEL SUR S.A.

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**Stand** S-J17

**Contact** Miguel Montes Silva

**Position** General Manager

**Phone** +56 987691280

**Mail** miguel.montes12@bayasdelsur.cl

**Web** www.bayasdelsur.com

**Description** Bayas del Sur is dedicated to the production and sale of fruit and vegetable concentrates, single strength purees, freeze dried and spray dried products from berries and vegetables, mainly berries from the category Superfruit ( Maqui Berry). The sales are focused on international markets ( North America, Asia, Oceania and Europe) where Bayas del Sur have achieved sales in over 33 countries.

**Product** Concentrate juice, purees - Freeze dried and spray dried products of maqui berry - Raspberry - Strawberry - Blueberry - Blackberry Natural essences ( water phase). Products retail pack and bulk pack.

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## CALBU

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**Stand** S-J25

**Contact** Juan Pablo Costabal

**Position** Commercial Director

**Phone** +56 222417799

**Mail** jpcostabal@calbu.cl

**Web** www.calbu.cl

**Description** Calbu is family owned company dedicated exclusively to the production and export of high quality walnuts from Chile. Located in the center of Chile, one of the world best production areas for growing walnuts, we are focus on the requirements of our clients in more than 35 countries. Always looking for long-term relationships with our clients, we offer the whole range of walnuts products. BRC and Halal certified.

**Product** Inshell walnuts; Hand and mechanical shelled walnut; Walnut flour.

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## CHILEFOOD EXPORT

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**Stand** S-J9

**Contact** Sebastian González

**Position** Comercial Manager

**Phone** +56 965775377

**Mail** sgonzalez@chilefood.com

**Web** www.chilefood.com

**Description** CHILEFOOD is an exporter of dried fruits and nuts with a strong presence in the European, Middle Eastern, African, and South American markets. Our mission is to provide our customers with fruit that complies with the highest standards. Chilefood's certified processes ensures the quality of our fruit from the orchard to the table. Delivering excellence and personalized service allowed us to develop trust and long term business partnerships with our clients. We offer a variety of products as well as tailoring to our customers specific needs. We strive to maintain the prestige of the Chilean fruit through quality and innovation.

**Product** Shelled Walnuts - Inshell Walnuts - Cranberries - Almonds  
Hazelnuts - Marraschino Cherries - Products retail pack.

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## EXPORTADORA BAIKA S.A.

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**Stand** S-J29

**Contact** Felipe Valenzuela

**Position** Commercial manager – Dry fruit division

**Phone** +56 989980396

**Mail** fvalenzuela@baika.cl

**Web** www.baika.cl

**Description** Baika S.A. was established on 2010 as part of the San Jose Farms Group with more of 20 years of agricultural experience. As growers, we cultivate more than 1700 hectares spread all over the country. Our facilities count with the necessary infrastructure to deliver certified products with a comprehensive service in traceability and environmental care. Our products include Walnuts, Almonds, Raisins and Prunes. Our exports fulfill the most demanding markets with a reliable presence on North America, Europe, Asia, Middle East and Latin America.

**Product** Shelled Walnuts - Inshell Walnuts - Almonds - Prunes  
Dehydrated berries - Products retail pack and wholesale format

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## EXPORTADORA DRYFRUT LTDA.

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**Stand** S-J5

**Contact** Pedro Pablo Piretta Gellona

**Position** Managing Director

**Phone** +56 993211979

**Mail** ppiretta@dryfrut.cl

**Web** www.dryfrut.cl

**Description** Exportadora Dryfrut Ltda. is a company that produce & trade dried fruits and nuts since 1991; the products we export are raisins, prunes and walnuts. Our main markets are Europe, Asia, USA, Middle East and Latin America. We have a reputation in the markets with loyal customers and we are trying to open new markets, specially in Middle East and Asia.

**Product** Raisins - Prunes - Walnuts - Products retail pack and wholesale format

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**GROWEX**  
Growers & Exporters

## EXPORTADORA GROWEX

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**Stand** S-H10

**Contact** Tomás Amadori B.

**Position** Export Manager

**Phone** +56 96899 9070

**Mail** tamadori@growex.cl

**Web** www.growex.cl

**Description** Walnut grower and exporter company, focused on high quality walnuts packing, hand and mechanical cracking.

**Product** Inshell walnuts, Hand and mechanical shelled walnut. Products retail pack and wholesale format.

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## EXPORTADORA NATURAL CHILE

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**Stand** S-J15

**Contact** Junny La Serna

**Position** Export Manager

**Phone** +56 229022409

**Mail** jlaserna@i-fruit.cl

**Web** www.natural-chile.cl

**Description** Natural Chile was founded in 1996, producing premium raisins in the valleys of northern Chile, especially in Copiapó Valley, located in the heart of the Atacama Desert. As a result of the weather conditions from the north of Chile, we obtain premium fruit with perfect organoleptic characteristics. We started our own exportations on 2011, and nowadays we send our products to more than 50 countries around the world, standing out Middle East Market. We also expand our product range to prunes, walnuts and almonds. Today, we put our “know how”, technology and services at the disposal of customers.

**Product** Golden raisins - Black raisins - Pitted prunes - Unpitted prunes  
Products retail pack and wholesale format

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## EXPORTADORA SANTIS FRUIT

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**Stand** S-J3

**Contact** Miguel Angel Trincado Manzur

**Position** Manager

**Phone** +56 997329475

**Mail** administracion@santis.cl

**Web** www.santis.cl

**Description** Santisfruit is a company dedicated to producing, procesing, packaging and exporting dry or dehydrated fruit. Our factory located in San Felipe has BRC, Kosher and Halal certificated.

**Product** Golden and dark Raisins - Dried Apricot and Dried Peach  
Products retail pack and wholesale format

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## FRUNUT SPA

**Stand** S-J19

**Contact** Rafael Bianchini

**Position** Executive Director

**Phone** +56 3 42481796

**Mail** rbianchini@frunut.cl

**Web** www.frunut.cl

**Description** Frunut is a Chilean growers company, expert in the production and export of walnuts. With commitment and experience in the industry, our mission is to provide premium healthy walnuts for our clients worldwide. We look forward to developing strong partnerships with customers who demand the highest quality obtainable and insist on continuous improvement. This strategy has allowed us to achieve long-term commitments with our worldwide partners and growers. Besides exporting our own production, Frunut provides a variety of services for local customers such as walnut nursery, orchards management, technical advisory, hulling, drying and walnut packing.

**Product** Inshell walnuts (Ser, Howard y Chandler).  
Hand and mechanical shelled walnut.  
Premium nut oil in 250 ml bottles.



## FRUTAMERICA

**Stand** S-H32

**Contact** Guillermo Irrarazaval

**Position** President

**Phone** +56 342530455

**Mail** guillermo@frutamerica.cl

**Web** www.frutamerica.cl

**Description** We are growers and exporters of fresh, dry and dehydrated fruits for more than 15 years already. We supply the main supermarket chains around the world and diferent wholesalers. Among our products we have fresh grapes, shelled and inshell walnuts, dark and golden raisins.

**Product** Inshell walnuts - Shelled walnut - Golden and dark Raisins (Thompson, Flame) - Products retail pack and wholesale format



## FRUTEXSA

**Stand** S-H30

**Contact** Sebastian Plaza

**Position** Sales & Product Manager

**Phone** +56 992333733

**Mail** splaza@frutexsa.cl

**Web** www.frutexsa.cl

**Description** Frutexsa is the largest exporter of dried fruits and nuts from Chile, established as one of the most relevant organizations of the national agricultural industry and also as a relevant actor in the dried fruit market worldwide. With over 30 years of history Frutexsa has succeeded in delivering excellence and quality to different parts of the world on each shipment. Prunes, raisins, walnuts and almonds among other products are carefully selected and processed with the highest quality standards, thus ensuring compliance with the commitment, security and confidence that every partner around the world expects from Frutexsa.

**Product** Inshell walnuts - Shelled walnut - Pitted and unpitted prunes  
Golden and dark - Raisins - Almonds  
Products retail pack and wholesale format



## HACIENDA CHOROMBO S.A.

**Stand** S-H20

**Contact** Juan Pablo Rivera

**Position** Commercial Manager

**Phone** +56 223776640

**Mail** jprivera@carozzi.cl

**Web** www.haciendachorombo.cl

**Description** Agrobusiness since 1942, strategically located in the central valley of Chile, Melipilla province at 70 km of Santiago and 65 from Valparaiso. Hacienda Chorombo has more than 5000 hectares and is dedicated to the production of table grapes, Olive Oil, honey and Walnuts among others. Growers, packers and exporters we use modern technology and the higher quality standards in order to supply the demanding markets of Europe, Asia and United States. We have HACCP and kosher certification. Hacienda Chorombo has Walnuts of Chandler variety that with optimum climate conditions offer a product with extra light color and excellent calibers.

**Product** Olive oil - Honey - Walnuts - Products retail pack and wholesale format



## INDUFRUT INTERNACIONAL

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**Stand** S-H8

**Contact** Nicolas Giaquinto

**Position** General Manager

**Phone** +56 992386417

**Mail** nicolas@indufrut.com

**Web** www.indufrut.com

**Description** Family owned company, devoted to the dried fruit & nut business since 1991. Grower, processor & exporter from Chile. We have a BRC certificated plant.

**Product** Inshell and shelled walnuts, Jumbo Golden & Jumbo Black Raisins, pitted and unpitted prunes, All our Products are available in retail pack and wholesale format.

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## JUGOS CHILE

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**Stand** S-H28

**Contact** Hector Muñoz

**Position** Managing Director

**Phone** +56 974316201

**Mail** hmunoz@jugoschile.cl

**Web** www.jugoschile.cl

**Description** We are a company with 29 years of experience in the market of grape juice, ingredients and retail products for food industry. Our portfolio of ingredients including product such as white, reds, deionized and varietales grape juice concentrates; grape skin extract and high colors. In retail we created the juice "Frutos Rojos": juice 100% natural, no sugar, water or preservatives added, obtained of the best 6 super fruit from Chile. Grape, Prune, Raspberry, Strawberry, Blueberry and Maqui. 60% more antioxidants than red wine and Low Calorie (41 Kcal / 100 ml). Jugos Chile, is the main producer in Chile.

**Product** Functional Juice "Red Fruits" Juice of Chilean red fruits, (retail) in 2 formats 750 and 300 cc. Concentrated juices of grape (white and black and varieties) at 68 brix.

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# invernada

## INVERNADA

**Stand** S-J11

**Contact** Cristóbal Socías

**Position** Sales & Marketing Director

**Phone** +56 942610295

**Mail** csocias@lainvernada.com

**Web** www.lainvernada.com

**Description** Invernada is a vertical integrated company as GROWER-PACKER-EXPORTER. Has more than 1.200 hectares of orchards planted. It is certified "High level" under the norm IFS and is also subscribed to SEDEX Global. In a short history it's been able to position itself as second largest Chilean walnut exporter delivering quality and added value to their customers worldwide.

**Product** Inshell walnuts 25 kilos bags - Shelled walnuts 10 kilos bags  
Shelled walnuts 150 grams doypacks - Shelled walnuts 100 grams plastic cans  
Inshell walnuts 500 grams bag



## MELIFEN

**Stand** S-J7

**Contact** Tomás Correa

**Position** CEO

**Phone** +56 983145741

**Mail** t.correa@melifen.com

**Web** www.melifen.com

**Description** MELIFEN stands for "four seeds" in mapudungun native language. Our 4 values are: Quality, Sustainability, Innovation and Client-oriented relationships. MELIFEN partners have been involved in the Chilean Dried Fruit industry for more than 15 years, from production to export of premium products. This has meant that we are recognized in the 5 continents and that every day more people allow us to be part of their life. Our products include walnuts, raisins and mixes including roasted walnuts with natural ingredients. Our process features both retail packaging or bulk orders. We are looking forward to become your next Dried Fruit supplier.

**Product** Inshell Walnuts - Hand and mechanical cracked shelled walnuts  
Golden Thompson and Flame Raisins - Walnut cubes roasted with natural ingredients and other Dried Fruits. It includes both retail and wholesale packaging



## NOVAFOODS S.A.

**Stand** S-H22

**Contact** Benjamín Medina

**Position** General Manager

**Phone** +56 222947252

**Mail** export@novafoods.cl

**Web** www.novafoods.cl

**Description** Novafoods S.A. produces instant drinks mixes, powder desserts, milk modifiers and nutritional supplements. Using modern mixing and packaging technology, appropriate purchasing policy and productive efficiency it creates healthy, tasty and quality products with competitive prices. Novafoods started in 1993 producing and packing liquid drinks, four years later, the company was oriented to powder mixes for the export markets with the brands TURBO Plus, O'ky Drink and Vivalite. Nowadays, we manufacture more than 80 different products and have a production capacity of 150 million pouches per year. The 24 present export markets are located in USA, South and Central America, the Caribbean and Oceania.

**Product** Instant Drinks Mixes (TURBO Plus, O'KY Drink & Thirst Blaster)  
Powder Desserts (Turbo and Turbo Zero) - Milk Modifiers (Turbo BENNY)  
and Nutritional Supplements (Vivalite)



## ONIZZO EXPORTACIONES SPA

**Stand** S-H26

**Contact** Agustín Marin Cobo

**Position** Commercial Manager

**Phone** +56 2226829200

**Mail** agustin@onizzo.com

**Web** www.onizzo.com

**Description** Established in 2001, Onizzo is a dehydrated fruit and agricultural export company with a special concern to ensure the quality of its products. Current line consists of tenderized pitted and unpitted prunes, dehydrated prunes packed in its natural state, inshell and kernell walnuts and fresh garlic. Main destinations for our fruit are Europe (Russia, Poland, United Kingdom, The Netherlands, Spain), America (Mexico, Colombia, Guatemala, Ecuador, The Caribbean), Australia, China, etc. Strict quality control and use of technologies, such as metal detectors and laser and Xray equipments, as well as a computerized application of preservatives and traceability, allow us to provide an optimum and reliable product.

**Product** Pitted and unpitted prunes - Inshell walnuts - Shelled walnut  
Products retail pack and wholesale format



## PRUNESCO

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**Stand** S-H6

**Contact** Marcelo Lacunza

**Position** Regional Manager

**Phone** +56 224890022

**Mail** mlacunza@prunesco.com

**Web** www.prunesco.com

**Description** Our Company Founded in 1941 by a group of producers seeking better conditions to export their products, the company has grown and become the biggest exporter of top quality prunes in the Southern Hemisphere. Prunesco has implemented a policy of Corporate Social Responsibility (CSR) focused on the development of its employees, its community and the exploration of new energy sources such as pit burning that reduce the impact of its activities on the environment.

**Product** Prunes - Prune Juice Concentrate - Prune Pulp  
Products retail pack and wholesale format

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## SUBSOLE NUTS

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**Stand** S-J21

**Contact** Edmundo Valderrama

**Position** Managing Director

**Phone** +56 228406340

**Mail** evalderrama@subsole.com

**Web** www.subsole.com

**Description** Subsole Nuts is a fully integrated company from growing, processing to export. With close to 800 hectares planted of walnuts and chestnuts is one of the major Nuts producers of Chile Is having a rapid growth with an average of 1.000 tons per year, reaching 5.200 tons on 2018 and becoming one of the top 5 walnut companies of Chile. The company has Primus GFS, BRC and Kosher certifications. Actually exports to Latin America, Europe, Africa, Asia and Oceania.

**Product** Shelled Walnuts Hand Cracked - Shelled Walnuts Machine Cracked  
Inshell Walnuts - Products retail pack and wholesale format

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## SUPERFRUIT

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**Stand** S-J27

**Contact** José Soffia

**Position** Market Manager

**Phone** +56 985054241

**Mail** jsoffia@superfruit.cl

**Web** www.superfruit.cl

**Description** Superfruit is a company dedicated to the production, process and export of Prunes and Walnuts (inshell and shelled). Superfruit owns more than 1.000 hectares of prunes and close to 750 hectares of Walnuts in the zones of Rancagua, Melipilla, Tantehue, Lolol. Is the Prune biggest producer of Chile and the third exporter. Superfruit exports to more than 40 countries in the world and to the 5 continents. Currently Superfruit is in the stage of expanding the market of retail line of prunes and walnuts, and in bulk as well. On the other hand, the year 2019 will be the first year that Superfruit will offer organic prunes.

**Product** Prunes (retail and wholesale format) - Walnuts retail pack

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## TERRA ANDES

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**Stand** S-H16

**Contact** Juan Pablo Molina Ossa

**Position** Commercial Manager

**Phone** +56 972168340

**Mail** juanpablo@terraandes.cl

**Web** www.terraandes.cl

**Description** Our company has been the leader in Chilean beekeeping industry for the past 30 years. We work alongside hundreds of beekeepers to obtain the most exclusive varieties of honey found in the Chilean Patagonia while keeping a strong focus on having organic and sustainable production practices. Our products are exported to different countries in Europe, America, Asia, and we are always looking for new markets interested in premium quality honey. Currently, we are certified as HACCP, Organic, Fairtrade, Kosher and Halal.

**Product** We have a wide range of retail honey formats and a special format for hotels and restaurants, all our honeys have HACCP, organic, halal and kosher certifications, and come from native and wild environments along the mountain of the Andes.

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## VALBIFRUT S.A.

**Stand** S-H18

**Contact** Rémi Decottignies

**Position** Commercial Manager

**Phone** +56 227836300

**Mail** rdecottignies@valbifrut.cl

**Web** www.valbifrut.cl

**Description** From the planting of the first orchards in 1978, Valbifrut's mission has been to modernize and to develop the Chilean walnut industry. We now process 9.000 MT in our BRC factory and export to over 20 countries inshell, hand and machine-cracked walnuts.

**Product** Inshell Walnuts Chandler - Inshell Walnuts Serr  
Machine Cracked Walnuts - Hand Cracked



**FOODS  
FROM**

**Chile**



FOODS FROM Chile



FOODS FROM Chile



FOODS FROM Chile



FOODS FROM Chile



**CARLOS SALAS**

Trade Commissioner  
ProChile - Dubai

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