

Teno Fruit Spa

Family project to export fruit of the highest quality to supply the most demanding markets in the world.



Executive Summary

As a family business, we have the ability to take complete control of our fruit from our fields, at the same time, we have small producers with whom we have a direct and constant contact, this generates a permanent flow of information, delivery of information and feedback in real time, in addition to a bond of trust, we achieve loyalty to the producers in order to always have the same standard of fruit and be committed to the care of the fields.

Differentiating Attributes

In order to offer a quality product, a very good segregation and a complete traceability from orchard to destination, Teno Fruit was created.

- ▶ Fruit Export Service.
- ▶ Own fruit production.
- ▶ Export of third-party Fruit.
- ▶ Validation of fruit quality.
- ▶ Differentiated prices according to fruit quality.
- ▶ Lower processing costs by owning our own processing plants.
- ▶ Fast and efficient communication with growers.
- ▶ Short lead times from harvest, packing and shipment to final destination.

Traction or sales information

Teno Fruit, in its quest for quality and speed in the delivery date of fruit, will export cherries from the city of Ovalle to Chillan, covering 12 weeks of harvest and continuous production of cherries.

Business Model

Dynamic and flexible model depending on each client. Smaller company, which speeds up conversations and generates less bureaucracy in negotiations.

Clients or Strategic Partners

Alliance with producers and strategic partners in order to offer an excellent product for as long as possible, prolonging the cherry season.

Team

Commercial Manager: Hugo Vidal

Operations Manager: Michael Rivera

Certifications

BRC Certification