

Case study

“The BRCGS Food Safety Global Standard takes Exportquilsa & Productores Asociados S.A. to a higher level in our entire supply chain and certifies our products are processed under the highest quality standards.”

Gabriela Corona

Head of Marketing & CSR



Exportquilsa & Productores Asociados S.A.

Achieves A Grade for BRCGS Food Safety Certification.

Gabriela Corona, Head of Marketing & CSR outlines why they chose BRCGS and how it has benefited them.

Tell us a little bit about Exportquilsa & Productores Asociados S.A.

We are an Ecuadorian company with more than 15 years of experience in shrimp farming (*Litopenaeus Vannamei*), also known as Pacific white shrimp.

In 2011, we started selling shrimp to different international markets, such as the United States, China and Europe. Today, we seek to expand our production chain by acquiring a packing plant located in Yaguachi, (Guayas). Therefore, we guarantee traceability and total control from farming, fishing and packing; obtaining a shrimp with the best organoleptic properties, allowing business success by bringing healthy and fresh products to all tables.

At Exportquilsa we aim to position ourselves in the world market, guaranteeing the best quality, commitment and sustainable development in our products. Allowing sustainable business success based on bringing healthy and fresh products to all tables.

Why did you decide to become certificated, and why did you choose BRCGS?

Consumers are more demanding and require the products they consume to meet and exceed their expectations. This is the main reason why we decided to choose the BRCGS Food Safety Global Standard. It is one of the most demanding certifications related to food safety in the world.

Its strict requirements mean it provides greater brand assurance and gives more confidence to consumers.

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REPUTATION AND COMPLIANCE**

Employing
approx 350

Established
2002



Plus, with our global objectives we needed to partner with a global organisation that could give us access to companies all over the world. With its global footprint, BRCGS allows us to do this.

What benefits has your company experienced in being compliant and gaining certification?

Bearing in mind our global ambitions, one of the main benefits of the BRCGS certification is to be able to enter new markets that place the highest demands on food safety systems and processes. In many cases, for the clients we want to work with it is mandatory to have a GFSI certification. This ensures that everything related to food handling is carried out under strict compliance.



The Food Safety Global Standard certification is the stamp of approval that shows we provide our clients and consumers a reliable and safe product.

By achieving the BRCGS certification in Food Safety, we also improve the economic measures that contribute to the sustainable growth of the company. This is because it helps to build long-term business relationships with our clients and consumers as they are aware that they are acquiring a differentiated product from competitors. The result? A positive perception (cost-benefit) is generated.

Finally, the COVID-19 pandemic has shown that businesses need to be flexible and adapt, whilst maintaining the highest food safety standards. Certification in the BRCGS Food Safety Global Standard ensures that our management system can respond to any eventuality that may arise, guaranteeing business continuity over time.

