

# Lakeland Food Company

**Representative coming to Switzerland:** Mr. Des Kiely, General Manager

**Webpage:** <http://www.lakelandfoodco.com>

---

## Visit Objectives

### Objective one

To establish a Joint Venture with a European manufacturer of like products (fruit or savoury blends) that is looking to expand their operation into South Africa. Lakeland can offer such a company direct access to select fruits such as berries that may be able to compliment and/or be made available to them in their off season. These fruits and berries would be processed here in SA and exported back to the investor country. This JV would require extensive investment to set up a full aseptic manufacturing facility in South Africa. This facility would in turn work with local fruit producing farmers giving them an immediate market for their non-export standard fruit. In addition to the 240 tons of A grade strawberries, local strawberry farmers produce about 300 tons that is suitable for processing. Subject to Lakeland establishing a fully fledged processing facility, these farmers would be willing to increase these volumes, by planting additional crops specifically for Lakeland's requirements. We would also process local Guava, Blueberry and now Sharon (persimmon) fruit, the latter being a major opportunity as the crop for processing is about 900 tons pa. Other than the small current Lakeland manufacturing facility, there is no other fruit processing facility in the Garden Route Region. Other fruits grown in the region are Apples and pears. A business venture like this would further create much needed jobs in a region where employment is hard to find. Lakeland is also very keen to broaden our own potential and find foreign markets for the range of products we produce. An investor is crucial for the process of expansion as we desperately require our own manufacturing facility designed to our specific product needs. Currently we cannot access additional power which is paramount to increasing production capacity. At the cost to install a separate sub station, we are not at the financial means to do this and have stagnated our own growth and development because of this shortfall. A serious investor would assist us to overcome these obstacles and maximise the production out put that is possible.

We are a leading and preferred supplier to a number of large SA Dairies and Food Manufacturing companies and We are strategically well located in terms of supply..

Lakeland is already HACCP certified and will soon receive our ISO 22000 accreditation, which is the international food safety and management standard.

### Objective 2

To establish a business relationship with a European Importing agent, that would be interested in a range of Fruit preparations specifically manufactured for the Bakery, Food Service and retail markets. These products are sold under our own "funkit" brand.

---

## Products

Lakeland has established its position in the market, by manufacturing a wide range of stabilised fruit and savoury preparations that have achieved both local and International recognition. These include preparations with fruit pieces suitable for both Yoghurt or Ice cream, or flavoured syrups for "smooth" applications like Drinking Yoghurt or a flavoured Milk.

Lakeland is the market leader when it comes to savoury applications for Soft Cheese or Dips, and this is evident from the number of leading South African brands that use our products. Whether you need an indulgent treat or savoury blend, we have the experience and creativity to produce the perfect topping or filling for your specific needs. Our product development laboratory is readily available for a customer's specific product requirement, provide technical assistance and offer products with a competitive edge.

Lakeland product categories include:

- Contract Packing
- Bulk savoury blends and additives
- Bulk fruit pulps, purees and syrups
- Retail fruit pulps, purees and syrups
- "Biscookie", 3D teaspoon shaped unique licensed biscuit

---

### Bulk products

Lakeland Bulk Products can be manufactured in both a pulp and smooth preparation using a wide variety of different fruits and vegetables. These products can be produced to a customer's specific requirements. These products are manufactured for use in Soft Cheese, Dips, Ice-Cream, Bakery Toppings and Fillings, Yoghurt, Drinking Yoghurt and Flavoured Milk. All Bulk Products are packed at a set 20kg weight in a double lined plastic bag in a box. (BIB)

---



funkit..... is the Housewife's, the Chefs, the Baker, the Barman the Retailer, the Wholesaler, the Hotelier, the Restaurateur and the coffee shop owners best friend.

We believe that funk it is your one and only choice, and at funk it HQ in George we choose to make only the most funk it unbelievable quality wholesome food products, and pride ourselves on giving our food plenty of freedom to express their individuality which is why you will find no better. We refuse to cut corners when it comes to our funk it manufacturing disciplines, and we do not don't deal in artificial filler fodder because we know you will taste the difference.

So mix it up with either our funk it retail or food service range of perfected Fruit Fillings, Garlic flavours or Cheese Sauces.



**Funkit Garlic Range**  
Packed: 24 x 125g tub; 6 x 500g tub; 6 x 1ltr tub  
Garlic Crushed; Garlic & Ginger; Garlic & Coriander



**Funkit Fruit Filling**  
Packed: 4 x 2.5kg Shrink Strawberry; Passion Fruit; Red Cherry; Blue Berry



**Funkit Fruit Filling**  
Packed: 12 x 400g pouch pak per Carton  
Strawberry; Passion Fruit; Red Cherry; Blue Berry

---

## Biscookie



**biscookie**, the worlds only pure butter 3d teaspoon shape biscuit

---

## **Company Profile**

### **Vision**

Lakeland's vision is to be a recognised supplier of choice in South Africa for the very best fruit preparations and savoury blends and additives.

This will be achieved through excellent quality, and a flexible and innovative approach, with our best possible service at all times.

It is our objective to grow our business partly through partnerships with local farmers and staff and to include exports and a wider but associated product range.

---

### **Mission**

As an accredited HACCP and BEE South African Food Manufacturing Company, we are committed to the empowerment process, and to the provision of high quality food products utilising local staff and materials.

We strive to be socially responsible, creating equal opportunity employment, product and factory excellence and sound business relationships with our suppliers and customers.

---

### **Values**

#### **Partnership**

Everyone we work with, our employees, colleagues, partners, shareholders, customers and suppliers, we will consider, treat and involve with respect regardless of status.

#### **Responsibility & Accountability**

Our contribution is to provide added value and deliver to the best of our ability.

#### **Integrity**

We are accountable for our actions and will approach our work with transparency and honesty.

#### **Dedication**

We want to be the best at what we do and we will commit to continuously seeking ways to improve our performance. We will listen to and share our views and ideas with colleagues openly, constructively and respectfully.

#### **Enthusiasm**

We are passionate in making our business enjoyable and fulfilling for everyone involved, and at the same time being sustainably profitable.