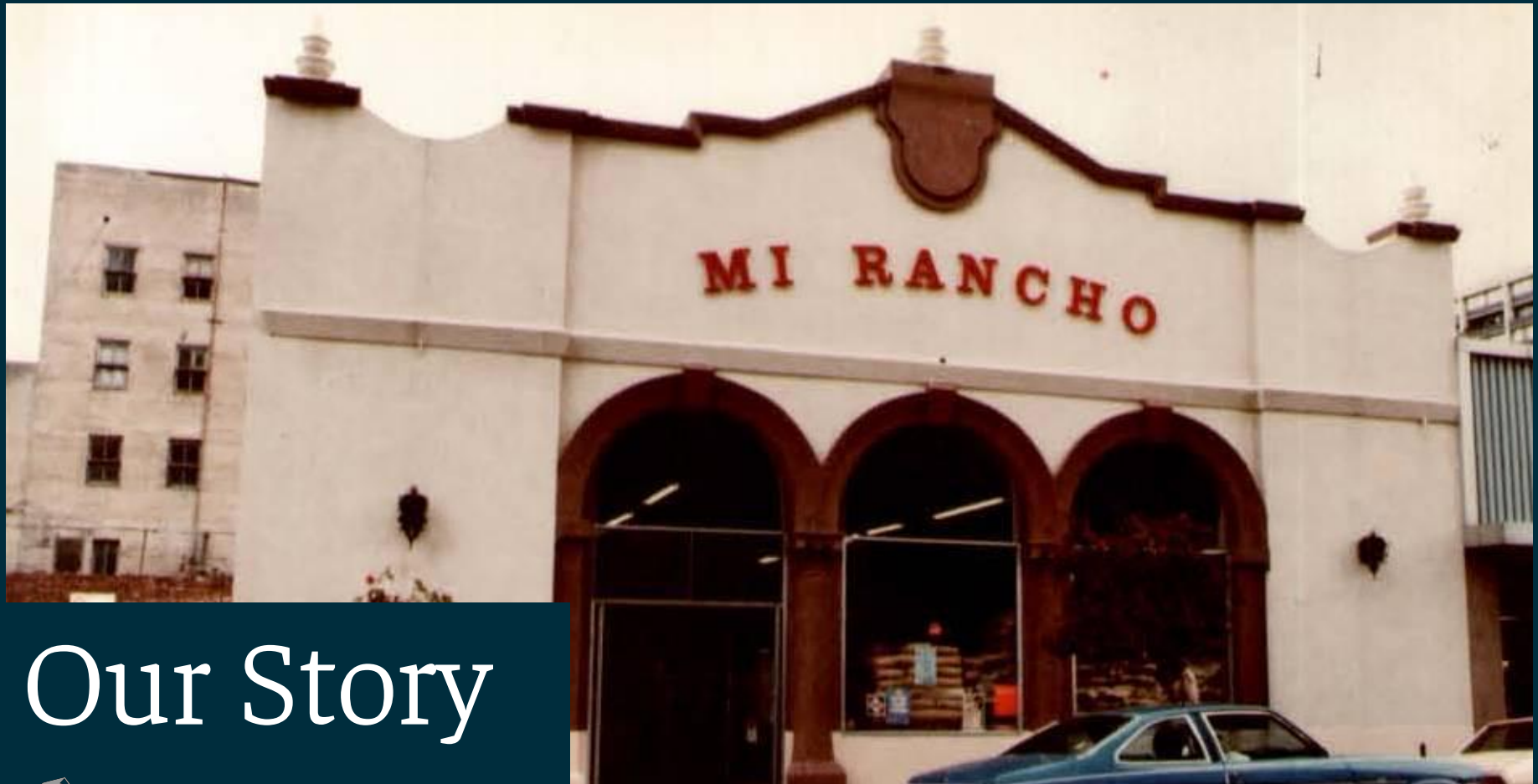




# Sales Presentation

2022





# Our Story

## ABOUT US

For us, it's never been about just making tortillas.

We believe in the value of hard work and a daily dedication to our craft. With these practices in hand over the last four generations, we've been fortunate to build a 100% family-owned business alongside our incredible employees — our Mi Rancho family.



## COMPANY HISTORY

Founded in 1939, Mi Rancho is proudly a family and minority-owned company based in Northern California. We've expanded beyond our humble beginnings as a Mexican grocery store in Oakland, California and now have a growing presence in Foodservice and Grocery.



# MI RANCHO THROUGH THE YEARS

## 1939

Mi Rancho store opening on 7<sup>th</sup> Street in Downtown Oakland



## 1954

Robert Berber Sr. and Robert Berber Jr. purchase Mi Rancho



## 1960s & 1970s

Began servicing and delivering fresh food to local restaurants



## Early 1980s

Manuel Berber expands distribution beyond the Bay Area



# MI RANCHO THROUGH THE YEARS

## 1990s & 2000s

Expands nationally and internationally



## 2010s

Expands into the Retail Grocery sector



## 2021

Moved into Elk Grove facility





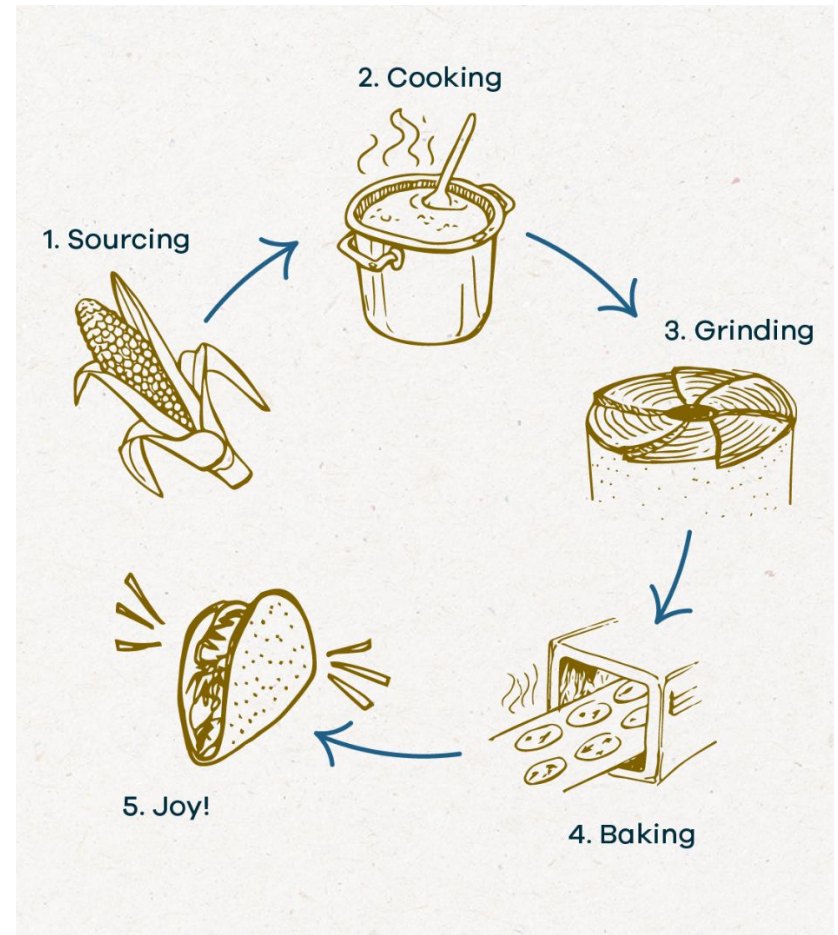


# Our Process



## PROCESS

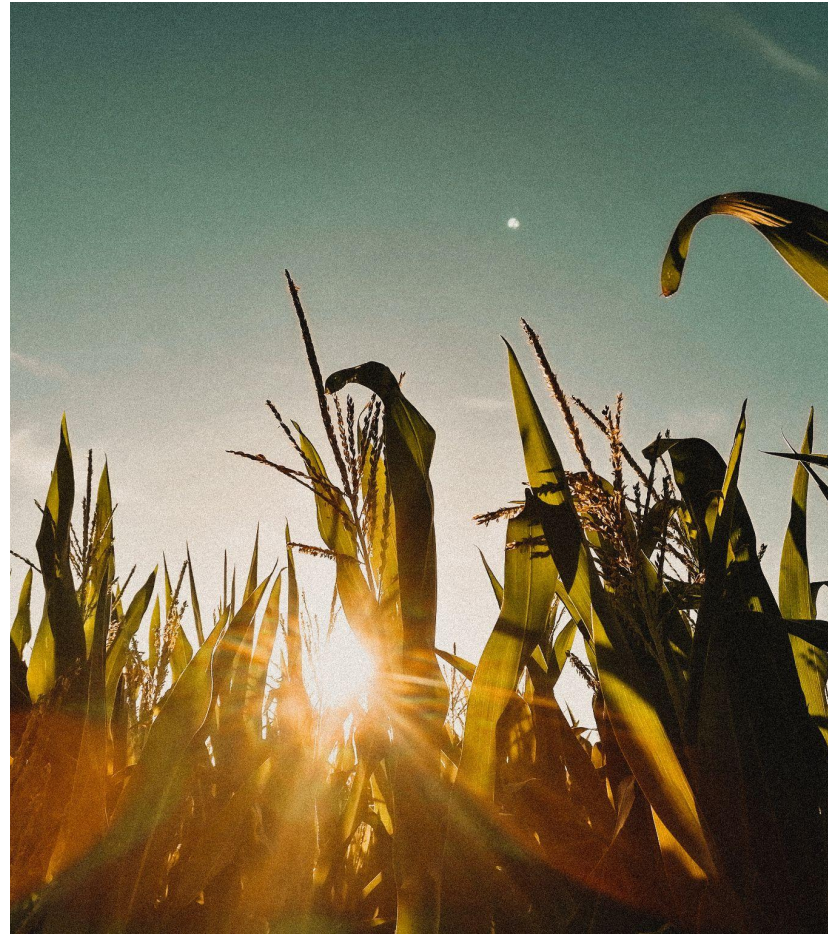
We are widely known throughout the industry for our corn tortillas, which is made using the nixtamalization process, an ancient Aztec method where whole kernel corn is cooked in water and lime, and steeped for eight to 10 hours. The masa used to make the tortillas is ground using hand-carved lava stones, just as tortillas have been produced for centuries.





## SOURCING

We pride ourselves on the discerning quality of our ingredients, recipes, and production methods. Combining old world authenticity with new world innovation, our state of the art automated equipment produces products at high volumes with consistent quality, flavor, and texture.



## CERTIFICATIONS

Mi Rancho is committed to producing products that you can trust are safe and wholesome, as seen with our extensive food safety audits and verified by our many certifications.



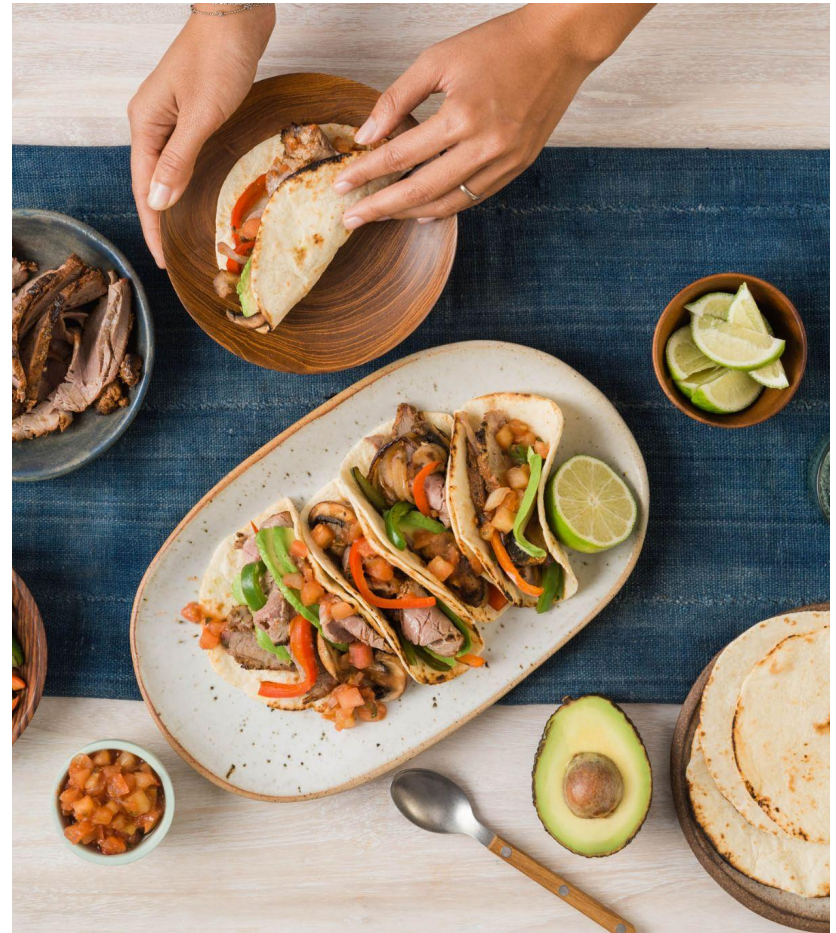


# Foodservice

## FOODSERVICE PRODUCTS

# Quality you can taste

Mi Rancho has provided exceptional Foodservice tortillas to taquerias, local restaurants, and national accounts since 1939. We offer a wide variety of products to meet the needs of various restaurants, concepts, and businesses alike.



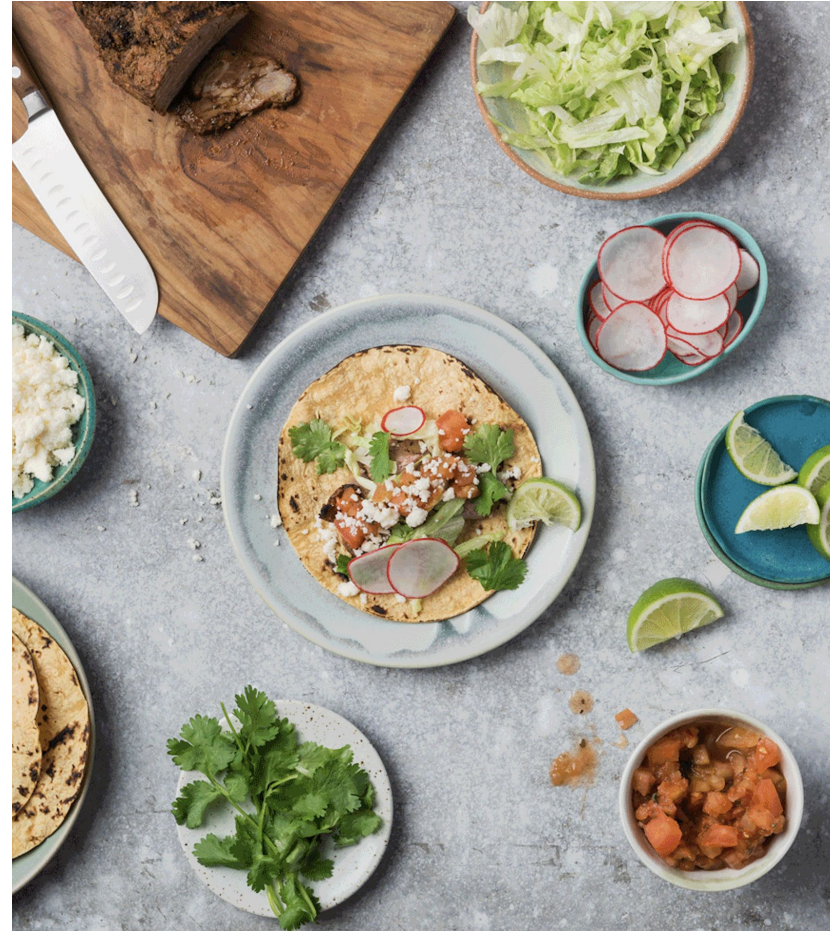
## FOODSERVICE PRODUCTS

# Corn Tortillas

Mi Rancho® corn tortillas have an authentic flavor and texture that can only come from being crafted with real corn with sizes ranging from 4.5" to 6".

### CATEGORIES:

- Table Corn Tortillas
- Corn Tortillas for Frying
- Organic and Non-GMO Corn Tortillas



## FOODSERVICE PRODUCTS

# Chips

Mi Rancho® pre-cut chips and strips are made from stone-ground corn and ready to fry for an irresistible taste and texture. Additionally, our pre-fried tortilla chips are made with fresh corn for flavor that shines through with every bite.

### CATEGORIES:

- Pre-cut, ready to fry
- Fried Chips, ready to eat





## FOODSERVICE PRODUCTS

# Pressed Flour Tortillas

Mi Rancho® flour tortillas are baked in small batches, taking time to slowly proof the dough before they're heat pressed, baked and gently cooled for packaging. The result is soft, pliable tortillas that are easy to roll in any application – from fajitas and burritos to soft tacos and quesadillas. Size ranges from 6" to 14".

### CATEGORIES:

- Wheat Flour Tortillas
- Whole Wheat Flour Tortillas
- Organic and Non-GMO Flour Tortillas
- Gluten- Free
- Hybrid or Blended Tortillas



## FOODSERVICE PRODUCTS

# Flavored Wraps

Our flavored tortilla wraps will perk up any dish with the irresistible scent, vibrant color and taste of fresh herbs and spices. They're available in a variety sizes ranging from 10", 12", and 14".

### AVAILABLE FLAVORS:

- Chile Tomato
- Chipotle
- Spinach
- Garlic Herb
- Tomato Basil
- Wheat



## FOODSERVICE PRODUCTS

# Masa

Mi Rancho® masa is incomparable, made daily from freshly ground whole corn kernels for real corn flavor.

### CATEGORIES:

- Masa for Tortillas
- Masa for Tamales
- Certified Organic & Non-GMO Masa





# Questions?

## Contact us

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