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THE ITALIAN FOOD MAGAZINE

BUYER'S • GUIDE

YEAR 4 - N° 1 • JANUARY 2016

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THE 'UNBEARABLE HEAVINESS' OF EXPORT

Federica Bartesaghi

A new year has come. And for the global food industry a new season full of events has begun. Only in the first half of the year, more than 40 international trade shows have to be put in calendar (as you can see from our 2016 exhibitions calendar on page 16-17). From the Winter Fancy Food Show to ISM, from Biofach to Gulfood, from Vinitaly to Thaifex, PLMA, Alimentaria, Cibus and many more. A significant investment of time and money, but necessary to begin 2016 on the right note.

Professionals in the industry know it very well: in order to mitigate the effects that the economic crisis had on many sectors of our industry, in the last years international markets have represented a real oasis in the desert for several Italian food & beverage companies. So it's no surprise that during the first nine months of 2015 - according to the data provided by the Italian food producers' association Federalimentare - Italian exports posted a 7% growth, at over 21 billion euro.

Problem solved, then? Not at all. As recently explained to the Italian newspaper *Il Sole 24 Ore* by Luigi Scordamaglia, president of Federalimentare: "Exports alone can't compensate for the losses of past years and the current weakness of the domestic market. Italian consumers' confidence is gradually improving, but we have still not reached pre-crisis levels. We hope that Christmas season might have a positive effect on sales, growing even stronger in 2016. Waiting for the long-expected flap of wings". Wine remains the most dynamic sector, up 6% and with a 20% market share on total exports (Wine Monitor/Nomisma). "We have witnessed a very positive year - said Sandro Boscaini, president of Federvini - despite the critical situation of the Russian market and the uncertainties of the Chinese market. Sparkling wines paved the way, in particular Prosecco (see article on page 22)."

Wine aside, confectionery products are another growing segment (12% share on exports), together with the dairy (8.9%) and pasta industries (8.4%). For what concerns foreign markets, the US confirm their fundamental role for our economy, up 22.6%. On a growing trend also Libya (+37.8%), China (+24.7%) and Canada (+10%), while Japan grows by a weak 2.3%. Among European countries Spain (+17.4%) and the UK (+8.6%) show the best results. While the Russian scenario went from bad to worst, down 36%, due to the embargo and to the local economic turmoil: "The extension of the Russian embargo is a true crime," underlines Scordamaglia. "We hope the situation will ease up soon."



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Periodico bimestrale - Registrazione al Tribunale di Milano n. 38 del 25 febbraio 2015

Stampa: Ingraph - Seregno (MB) - Anno 4 - numero 1 - gennaio 2016

Una copia 1,00 euro - L'editore garantisce la massima riservatezza dei dati personali in suo possesso.

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PEPSICO AND MÜLLER END U.S. YOGURT JOINT-VENTURE

PepsiCo Inc and German dairy company Theo Muller Group stopped production at their Batavia yogurt plant in upstate New York, since results did not meet expectations. Dairy Farmers of America have agreed to purchase the facility and have also expressed interest in hiring several of the plant's employees, PepsiCo said in an e-mailed statement. The closure of the plant, indeed, will result in job losses for 66 employees.

CENTRALE DEL LATTE DI TORINO & C APPROVES MERGER WITH MUKKI



On the past 4th December Centrale del Latte di Torino & C announced the merger with Centrale del latte di Firenze, Pistoia and Livorno (Mukki brand), creating the third largest Italian milk and dairy hub, specialized in the sale of milk, yogurt, and fresh dairy products. The new society, called Centrale del Latte d'Italia (CLT), will take over all the legal rights and obligations of Mukki, whose net turnover is about 70 million euros.

NEW PRODUCTION LINE FOR GLUTEN-FREE PIZZAS AT RONCADIN'S PLANT



The Italian company Roncadin, leader in the production of high quality frozen pizzas and snacks, has announced the production of gluten-free Margherita and Salami pizzas in its Genoa plant, thanks to a dedicated production line. The company's total yearly production amounts to 80 million pieces, and in 2015 turnover is expected to reach 95 million euro. "The Italian and above all international markets are demanding new products, especially in niche markets such as vegan or gluten-free," said Dario Roncadin, CEO.

1,000 MAGNIT STORES TO BE OPENED IN RUSSIA IN 2016

The largest Russian grocery retailer Magnit has announced the opening of 1,000 new stores on the national territory in 2016. Today, the retail chain counts 9,293 proximity stores, 209 supermarkets, 131 Magnit Famiglia stores and 1,854 shops. In 2014 Magnit net incomes posted a 33.9% growth rate, at over 680 million euro.



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FONTERRA SELLS ITS AUSTRALIAN YOGURT BUSINESS TO PARMALAT

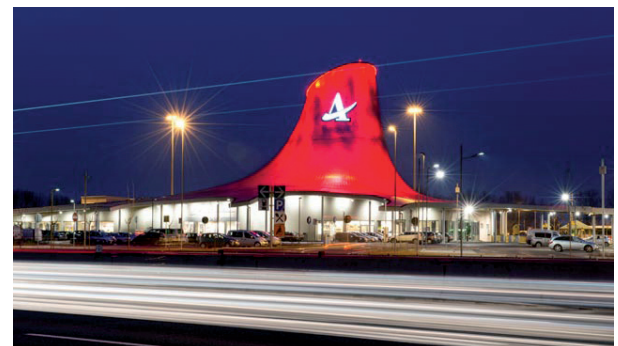
The world's biggest dairy exporter, Fonterra, has sold its Australian yogurt and dessert business for an undisclosed sum to Italian dairy giant Parmalat. It comes two years after the New Zealand co-operative expanded its Australian yogurt operations, buying bankrupt Tasmanian yoghurt brand, Tamar Valley. The transaction, whose details remain confidential, is expected to be completed in the first half of the 2016 calendar year.

ISRAEL'S FRUTAROM BUYS AUSTRIA'S WIBERG FOR 119 MILLION EURO



Israeli flavor and fine ingredients maker Frutarom Industries has agreed to buy Austrian savory flavor maker Wiberg for 119 million euros (about 130 million dollars). This is larger than any of the company's previous 12 acquisitions in 2015. Wiberg, based in Austria, also includes operations in Germany, Turkey, the US and Canada and 2015 revenue is expected to reach 172 million dollars. "Wiberg will also facilitate the acceleration of our penetration into the savory market in North America through its Canadian-based activity, which also has R&D labs, a factory and a sales platform on the west coast of the United States," Frutarom Chief Executive Ori Yehudai said. Completion of the deal is subject to approval from the German and Austrian antitrust authorities, which Frutarom expects will be granted at the beginning of 2016.

AUTOGRILL ENTERS THE DUTCH RAILWAY CHANNEL WITH A CONTRACT IN UTRECHT STATION



Through its HMSHost International subsidiary, Autogrill Group has executed an agreement with Nederlandse Spoorwegen (NS), the main railway operator in The Netherlands, to manage three new locations at Utrecht Centraal railway station. These points of sale are expected to generate total revenues of around euro 60 million over the 10-year contract. The café and restaurant offering in the new points of sale will be introducing a number of innovative concepts developed by Autogrill, including the "Bistrot Centrale" already successfully tested at the railway station of Milano Centrale and at Düsseldorf Airport, and to be launched in the coming months at Frankfurt Airport. The new locations, which will welcome travellers under the signs of "Bistrot Utrecht Centrale", "Koffiehuis" and "Bar Centraal", will cover a total area of over 1,300 square meters. Starting up at Utrecht Centraal railway station is another step forward for Autogrill's expansion in Europe, and in The Netherlands in particular, where the Group operates 75 points of sale at Schiphol Airport (80% of total food & beverage space) and 18 locations on the main motorways.



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GENERAL MILLS BUYS BRAZILIAN YOGURT MAKER CAROLINA



American multinational manufacturer and marketer of branded consumer foods General Mills has bought Brazilian yogurt maker Carolina Administração e Participações Societárias Ltda., a privately-held dairy products company headquartered in Ribeirão Claro, Paraná, Brazil. Terms of the transaction were not disclosed. The family-owned Brazilian company was established in 1969 and it is known for brands Carolina, VeryGurt and Gluck. Operating primarily in southern and southeastern Brazil, Carolina employs more than 390 people in Ribeirão Claro and across the region. "We plan to invest and build on the strong Carolina product portfolio, leveraging our own expertise and the Carolina team to grow and expand in Brazil – a very important market for General Mills International," said Chris O'Leary, General Mills' EVP and COO-International.



DR. SCHÄR GLUTEN-FREE SNACKS NOW AVAILABLE ON FRECCE TRENITALIA



Dr. Schär Foodservice, the division responsible for supplying products to customers who cater for out of home consumption, has reached an agreement with Group Elior, leader in the Italian catering market, for the distribution of its gluten-free snacks on Freccie Trenitalia trains. The products involved are pocket crackers, muffin choco single, salinis snacks and pocket wafers.

IT'S A GIRL!

On the past 14th December in Camposampiero, near Padova, Silvia Ortolani, sales manager at SO4, gave birth to her first daughter, Rebecca Tonello Ortolani, at 9.11 in the morning. The baby girl was weighing 2,650 kilos. To mom Silvia, dad Andrea and the whole Ortolani family, the editorial staff of The Italian Food Magazine gives its warmest hug.



UK, FAO TO COLLABORATE FREELY ON FOOD INITIATIVES

The Department for International Development of the United Kingdom (DFID) and the Food and Agriculture Organization of the United Nations (FAO) have signed a ten-years agreement that serves as an overarching legal umbrella for collaboration between both partners. By eliminating the need to negotiate individual trust fund agreements for each new project, the new arrangement will save cost and time and make collaboration easier. Between 2012 and 2015, the UK government has been the third largest overall donor to FAO with contributions exceeding 360 million US dollars.

DANONE INVESTS 240 MILLION EURO INTO NEW DUTCH FACTORY



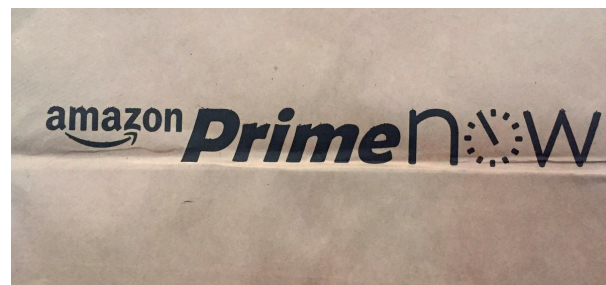
French food giant Danone will invest 240 million euro into a new baby food factory, which will be built in the Dutch city of Cuijk. Not only will it produce baby milk powder, but also food for premature babies. The new factory carries a 240 million euro price tag, but should be able to start manufacturing baby milk powder by the end of 2017. Its products, like Nutrilon and Aptamil, will be exported to some 80 countries. This is the first time Danone has invested an amount this large to expand its European manufacturing capabilities.

FEDERALIMENTARE: STRONG EXPORTS DESPITE WEAK DOMESTIC DEMAND IN 2015



Exports are driving the Italian food & beverage sector: according to the latest data provided by the Italian food-industry association Federalimentare, in 2015 total exports should have reached 37 billion euro, up 7% over 2014. A strong performance if compared to the results achieved by the domestic market, decreasing by 0.2%. "Italian consumer's confidence is growing, and we hope that 2016 will see a strong recovery in consumption," said the president of Federalimentare, Luigi Scordamaglia.

EATALY NEW PARTNER OF AMAZON PRIME NOW



The Italian distributor of best quality Italian foods, Eataly, will be one of the official suppliers of the e-commerce giant Amazon for its innovative one-hour delivery service 'Prime Now', launched on the past 9th December in Manhattan, New York. The Italian chain is also ready to open its second store in the city, above Ground Zero, in May 2016.

WHOLE FOODS TO PAY 500,000 DOLLARS FOR OVERCHARGING NYC CUSTOMERS



Whole Foods Market will pay 500,000 dollars to settle with New York City's Department of Consumer Affairs over accusations that it was overcharging customers. The settlement also requires Whole Foods to conduct audits of at least 50 products from 10 different departments, remove any mislabeled products within 15 days of being discovered, and check the accuracy of that product's pricing, as well as 20 products from the same department, and conduct training for New York City employees that are involved in weighing and labeling products. Whole Foods noted it agreed to pay the fee to "put the issue behind [it]" and criticized the auditing system outlined in the agreement, saying it already has in place auditing and training practices that "go above and beyond the DCA's requirements," reported *The Washington Post*.

THE FIRST PATISSERIE LADURÉE TO BE OPENED IN MOSCOW IN 2016



Famous French network Ladurée will open its doors in Moscow in late January, at Malaya Bronnaya, 27. Ladurée will also have a small shop with souvenirs, perfume and cosmetics. Founded in Paris in 1962, the brand is today present with its stores in 38 world cities, such as London, New York, Milan, Rome and Dubai.

NEW 'FERRARI SPAZIO BOLLICINE' OPENED IN THE MILANO LINATE AIRPORT



The Italian sparkling wine Ferrari brand, in partnership with MyChef Emotion, has inaugurated a new branded store in the international Milano Linate airport. The store will offer the complete range of Ferrari wines, together with some wines from Tuscany and Umbria branded Tenute Lunelli and a selection of prestigious Italian labels. The wine tastings will be accompanied by the creations of the starred chef Alfio Ghezzi. In 2013 and in 2014 the historical Trentodoc producer had already opened two stores respectively in the Roma Fiumicino and Milano Malpensa airports.



ITALIAN 'STROLGHIINO' LANDS IN THE US

The first order has already been dispatched overseas by its producer, Terre Ducali. A great result for the Italian company and for the whole sector. The word to the CEO, Giulio Gherri.

We are talking about just a few kilos of product, that however have a huge weight. On the past November, the first order of Strolghino di Culatello was dispatched in the US by the salumificio Terre Ducali. A small step for a company, but a giant step for the whole sector. Because the fact that a small amount of short-seasoned cured meats managed to 'break through' the US customs is the happy-ending result of the long-lasting hard work of Italian institutions, trade associations, veterinary services and ambassadors.

"Now, we can finally say that we made it," said with justifiable pride Giulio Gherri, CEO of Terre Ducali. "It has been a long-lasting teamwork. In particular, I would like to thank Assica's (Italian association of meat and cured meat producers, e.d.) Vice-President Davide Calderone, who played a significant role in achieving such a result. Together with Marco Pierantoni, of the Emilia Romagna

Veterinary and Food Hygiene Department and Anna Beatrice Ciorba, Veterinary Officer at the Ministry of Health."

Without forgetting, of course, the efforts made by the company itself: "We gradually managed to open the doors of this market. But the real breakthrough came with the High Pressure Processing (HPP), the only technology that can guarantee products with zero listeria and therefore able to comply with the strict American controls." A project that demanded large investments in research & development: "We strongly believed in the potential of this technology, to such an extent that two years ago we opened a new production plant dedicated to products treated with high pressure. Aware that the efforts made to provide consumers with the highest quality and food safety would have been rewarded." So far, only salami such as Strolghino and Felino produced by Terre Ducali have been allowed to enter

the US. Nevertheless, the range of permitted products could be widened soon: "Once the labels have been approved by the Food and Drug Administration (FDA) in compliance with current regulations, we are ready to export many other products typical of the Parma territory, such as Fiocco, Gualciale, Pancetta and Coppa." Products of excellence that US consumers will be very happy to find on supermarket shelves: "Italian products are gaining more and more appreciation in the US. A favourable market, but rich in competitors: in the last years, many local cured meat factories have set up a successful business, manufacturing tasty products that often have Italian names. Which doesn't mean that there is no room for the original ones, it only means that consumers are more aware of what they are buying and therefore play the 'real made in Italy' card is no longer enough. Quality must be the trump card in this game".



STROLGHIINO DI CULATELLO, WHAT IS IT?

This small salami with a centuries-old tradition is obtained with the Culatello trimmed of heavy Italian pork, the same used for Parma Ham. It is sacked into a thin gut (4cm) that accelerates the seasoning (about 20 days). It is characterized by a low-fat mixture, a delicate flavor and a mild tastes. Perfect as a snack or an appetizer when cut in thick slices. It also pairs perfectly with a glass of wine.

THE IARC EFFECT

The specialized cancer agency of the WHO announced that eating red meat could be associated with the risk of developing cancer. Arousing the global public concern. A wrong communication strategy? Meanwhile sales keep dropping.

On the past October 26th the International Agency for Research on Cancer (IARC), part of the World Health Organization (WHO), classified the consumption of processed meats and - to a lower degree - fresh red meats as probably carcinogenic to humans. An official stance that had a large impact on the international press, to the extent of surprising the same authors of the study, who took part to the conference entitled "Meat and animal proteins in the Italian diet, which future?" organized by Sprim Academy in Milan on the past November 27th. The right occasion for understanding something more about the IARC research and evaluate its impact on sales both in Italy and abroad.

"I hate the use of the word 'alarm' in association with the IARC indications," said Professor Paolo Vineis, Chair of Environmental Epidemiology at Imperial College, London, and co-author of the study. "These topics are well known since a long time, and of course they didn't deserve the headlines of newspapers around the world." A quite predictable chain reaction, since for the very first time a food item was directly addressed by the institute: "Usually IARC monographs analyze single chemical elements and not a complex food item, such important from a nutritional point of view such as meat," Vineis said. "A choice that aroused many doubts also inside our Agency."

As it is clearly stated in the last lines of the IARC paper, meat has an important nutritional role and the fact of 'demonizing' it may have negative consequences on people's health. "There was a big communication problem," said Aldo Radice, Assica Vice-President (Italian association of meat and salumi pro-

ducers), present at the conference. "The fact of introducing complex food items - proceeding from all over the world and completely different from each other - in a single category, called 'processed meats', is misleading and simplistic. Such a generalization has created huge problems both to the industry and consumers. Some people are showing a reverse psychology approach to the issue, starting from the idea that 'everything is harmful' and therefore discrediting the same WHO. This is extremely dangerous, since it undermines the organization's credibility and its important role in safeguarding the health of millions of people."

A communication failure recognized also by Vineis: "In the past we have already experienced this kind of problems. And this general uncertainty, in particular for what concerns the red meat issue, has caused problems in developing a common and coordinated communication strategy."

About the study

The IARC working group considered more than 800 studies that investigated associations of more than a dozen types of cancer with the consumption of red meat or processed meat in many countries and populations with diverse diets. The most influential evidence came from large prospective cohort studies conducted over the past 20 years.

So do we have to resign ourselves to stop eating meat and cured meats? "Indications on meat consumption always have to be considered in a wider context", adds Vineis. "I believe we can't completely eliminate fresh meat from our diets, while instead we can do without cured meat". A position shared also



by many nutritionists and experts that will probably affect the whole industry.

As regards quantity, the experts concluded that each 50 grams portion of processed meat eaten daily increases the risk of colorectal cancer by 18%. According to the Italian National Institute of Health, 4% of men and 5% of women in Italy risk to develop colorectal cancer. Therefore eating a daily amount of 50 grams of processed meat for your entire life (or at least until you are 75 years old) increases the risk up to 4.72% for men and 5.9% for women. Which has nothing to do, for example, with the risk of developing lung cancer for smokers. Much ado about nothing? Not exactly. "If we consider the large number of meat consumers in Italy, this small percentages turn into thousands of lives," underlines the institute. From here the need to take a position, maybe just a little bit confused.

UK - PROCESSED MEAT SALES IN THE 2 WEEKS AFTER THE IARC ANNOUNCEMENT

WEEK ENDING OCT. 31
Pre-packed bacon: **-17%**
Sausages: **-15.7%**

IN THE WEEK ENDING NOV. 7
Pre-packed bacon: **-16.5%**
Sausages: **-13.9%**

TOTAL MONEY LOSS FOR UK RETAIL: 4.3 MILLION EURO OVER THE TWO WEEKS

Source: IRI



ITALY - PERCENT CHANGE OVER THE SAME WEEK IN 2014 (VALUE)

	Week ending Oct 18 2015	Week ending Oct 25 2015	* Week ending Nov 1° 2015	Week ending Nov 8 2015	Week ending Nov 15 2015	Week ending Nov 22 2015
Total meat and cured meats	0,6	-1,1	-11,3	-10,7	-7,2	-5,7
Meat	-0,4	-2,4	-12,2	-12,0	-8,4	-6,6
Processed meat	4,6	-0,0	-10,8	-7,3	-3,9	-2,3
ready-made dishes	0,9	-5,9	-19,0	-15,0	-7,6	-6,5
Canned meat	-10,9	-9,3	-16,0	-16,2	-14,2	-16,0
Frozen meat (ready-meals excl.)	-8,1	-4,5	-1,9	-3,9	-6,7	-6,0
Cured meat	1,3	0,8	-9,0	-8,4	-5,2	-4,4
Wurstel and precooked products	-3,1	-5,0	-27,7	-28,0	-25,4	-16,6

* IARC monographs were published on the past 26th October.

Source: IRI



FROM A GREAT PAST, AN EVEN GREATER FUTURE

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THE 'REAL PARMESAN' LIVES HERE

The very first US quality seal for Italian (or 'Italian style') hard cheeses was launched on the past weeks. One more reason, for our producers, to stop and reflect: because what American consumers want today, in Europe has always existed.



On the past 18th November Arthur Schuman Inc. (ASI), leading importer and an award-winning producer of domestic Italian cheeses for retail supermarkets, foodservice and food ingredient channels, announced the creation of the industry's first trust mark for quality assurance. The 'True Cheese' seal is intended to verify the integrity and quality of cheeses ASI makes or sells, and to assist both consumers and wholesale buyers in selecting real cheese made without excessive fillers and unwanted non-cheese ingredients (which are present in about 20% of grated and shredded dairy products sold in the country). A marketing operation prompted by the growing demand for clean and simple labels, able to easily communicate the qualitative attributes of a product. And that should make us reflect upon the role that Italy could play in this game.

The recognition of European PDO and PGI represents one of the most difficult chapters of the negotiations for the TTIP, The Transatlantic Trade and Investment Partnership which is being currently under discussion between the EU and the US. After all, in the US, the production of several cheeses of European origin has become a flourishing business. And the use of names such as Asiago, Fontal or Romano is not considered a theft, since the very same concept of 'Italian Sounding' is obscure and confuse for many professional operators in the sector. Never mind for consumers.

But if US citizens may show no interest for how a cheese is called, I'm pretty sure they would show strong interest for how it is pro-

duced. Attention for ingredients and products' healthy attributes is fast rising also overseas, where quality is more and more often considered a determining factor in purchasing decisions.

The main difference between them and us is that in Europe the fact of calling cheese a product made with ingredients different from milk, rennet and salt is equivalent to breaking the law. And this is true for PDO and PGI products as well as for any other dairy product. In a few words, 'by us', consumers don't run the risk of buying 'cheeses that are not cheeses', simply because they doesn't exist. Not by chance, today in Europe the debate is about the origin of ingredients, and not their composition. Which means that in the US the topic is still one step behind.

This situation offers a huge potential for European companies that have always been producing what Americans want today, but are unable to let them know. And then also the role of an effective communication plan and of clean and clear labels becomes more and more strategic. Names aside.

The new 'True Cheese' quality seal

More than 20% of grated and shredded cheeses sold on the US market claiming to be Parmesan or Romano are actually adulterated versions of the real thing, according to ASI. Of the approximately 463 million pounds (about 200 million kilos) of Italian - or Italian style - hard cheeses sold in the U.S. each year, ASI estimates that more than 90 million pounds (over 40 million kilos) - mostly in grated forms sold in canisters - are adulterated



CONSUMER WANT REAL CHEESE

95%

Are concerned that adulterated cheese is being passed off as real

78%

Indicated companies making fraudulent hard cheeses should not be allowed to label them as "Parmesan" or "Romano"

61%

Would no longer trust a company or brand that marketed fraudulent cheeses and would stop purchasing their products

48% went even further to say they would no longer trust any other products that company makes

75%

Are willing to pay **10% - 25% MORE** for real cheese

Sources: Consumer Survey Italian Hard Cheese, Fountainhead Brand Consulting, June 2014.

HOW IS MADE A 'TRUE CHEESE'?

True Cheese only uses ingredients approved by the FDA Standards of Identity. For example, Parmesan consists of cow's milk, cultures, salt, rennet (a natural enzyme), 12-14 days in a brine bath (for cheese wheels) and at least 10 months of aging. If anti-caking agents are used, such as cellulose, they are used at the absolute minimum levels (always less than 3%).

THE HARD TRUTH ABOUT YOUR CHEESES

PARMESAN

INGREDIENTS

Fresh cow's milk
Cultures
Salt
Rennet *a natural enzyme*



VS.

PARM - ISH - SAN

INGREDIENTS

INCLUDES REAL
CHEESE AND ANY
OF THE FOLLOWING:

Excessive Fillers
Starches
No-dairy proteins
Chemicals to mimic aged
flavor

+

12-14 DAYS
in a brine bath for wheels

10+ MONTHS
of aging

and/or

**INADEQUATE
AGING**

Adulteration isn't limited to Parmesan. Source: Arthur Schuman, Inc.

TOTAL ANNUAL U.S. HARD ITALIAN CHEESE MARKET

3 BILLION DOLLARS
463 MILLION LBS

20%
OF ITALIAN HARD CHEESE
SOLD IN THE U.S.
IS ADULTERATED

this amounts to

93
MILLION LBS

=



Fraudulent
cheese: the
weight of

207

**STATUES
OF LIBERTY**

Sources: Arthur Schuman, Inc. Wisconsin Milk Marketing Board, Inc.
International Dairy Deli Bakery Association (IDDBA), USDA

with excessive levels of starches, fillers, and even vegetable oil based imitation cheese.

"The label may say Parmesan but if the product contains high levels of cellulose or other types of cheese, it is being misrepresented to the consumer," said Dr. Karen Everstine, Research Associate with the Food Protection and Defense Institute at the University of Minnesota. Further, "if a company purposely reduces the amount of cheese and instead uses fillers to lower costs, it could be considered economically motivated adulteration if the product is labeled as real." A Code of Federal Regulation (CFR) exists for most cheese varieties to specify ingredients and cheese making processes in order to earn the right to be legally labeled as Parmesan, Romano or Asiago.

ASI said the True Cheese seal was developed in response to consumer desire to know the cheese they are buying is real – made with quality ingredients and according to required industry practices for manufacturing and labeling. "Consumers and restaurant patrons deserve the real thing – not cheeses made with unwanted and excessive fillers. The public has a right to know the cheese they're buying or eating is indeed what it is represented to be," said Neal Schuman, CEO of Arthur Schuman Inc.

But are American consumers really concerned about the cheese they buy? Yes, at least according to a consumer survey conducted in June 2014 by ASI. 95% of consumers indicated they would be concerned if adulterated cheese is being passed off as real in the marketplace. 78% percent said companies making adulterated cheeses should not be allowed to label them as Parmesan or Romano. And 75% said they would be willing to pay anywhere from 10 to 25% more when assured it is real cheese.

ASI also unveiled TrueCheese.com, an informational web site designed to help consumers and industry stakeholders better understand the reasons and facts underneath adulteration that has plagued the domestic market for years. The True Cheese mark will appear on ASI products in supermarkets under the Cello and Cello Riserva cheese brands and new Cello Whisps parmesan crisps, as well as cheeses sold to restaurants, other packaged food manufacturers and to supermarkets for their private label products.



ITALIAN HARD CHEESE EXPORT TO THE US IS FAST GROWING

During the first eight months of 2015, the value generated by Italian food exports to the US has grown by 13.6% at 2.34 billion euro. The cheese sector, in particular, was up 26.5% at 179 billion euro. No surprise, therefore, that the made in Italy promotional plan for 2015/17 against the Italian sounding phenomenon will count on a 7.5 million founding and will address primarily the US market. As announced on the past 25th November by the Italian Vice Minister for the Economic Development, Carlo Calenda, and by the Vice-President of the Parliamentary Anti-Counterfeiting Inquiry Commission, Colomba Mongiello.



They are both sparkling white wines, and people love to enjoy them during Christmas and Holidays in general. But be aware: they can't be more different from each other. We are talking about Prosecco and Champagne. The first produced in the Italian Veneto region and made from Glera grapes. The second is a French wine, produced in the homonymous region, and is made from Chardonnay, Pinot Noir and Pinot Meunier grapes.

According to a recent Nielsen survey, in the 52 weeks ending October 15, 2015 in the United States sparkling wine sales have been on an upward trend, growing 10%. Prosecco sales alone were up 36% over the year, gaining tremendous ground. Champagne sales, on the other side, rose just by 8%, but still account for 20% of total sparkling wine sales in the country. A significant percentage, against the Italian offering's market share: 14%. Prosecco's lower price point may be spurring the sales growth, as the average price per bottle is 12 dollars, well below the 52 dollars average for a bottle of Champagne (more than four times more expensive than Prosecco).

Prosecco is also bringing new buyers to the sparkling wine category and encouraging expanded sparkling purchases. According to a Nielsen Homescan panel study, one-third of volume growth in the Prosecco category in the year-ended March 1, 2015, came from new sparkling buyers. Another third of that growth came from consumers who already enjoy sparkling wine but bought more Prosecco. The last third of Prosecco's growth came from buyers purchasing Prosecco instead of other sparkling purchases.



CHAMPAGNE

Champagne is a sparkling wine made in the Champagne Region of France, around the city of Reims about 80 miles (130 km) Northeast of Paris. Made with Chardonnay, Pinot Noir and Pinot Meunier grapes, it is produced using the “Classic or Traditional Method” (aka Méthode Champenoise, Metodo Classico, Méthode Traditionelle. Used for wines such as Champagne, Cava and Italian Franciacorta).

PRIMARY FLAVORS OF CHAMPAGNE

CITRUS
PEACH
WHITE CHERRY
TOAST
ALMOND

TASTE PROFILE

Since Champagne is aged longer on the yeast particles (called lees), it will often have a cheese rind like flavor that in finer examples comes across as toasty or biscuity. Since the wines are aged in bottles under high pressure the bubble finesse is fine, persistent and sharp. Vintage-dated Champagnes often have almond-like flavors along with orange-zest and white cherry.

Source: Wine Folly

PROSECCO

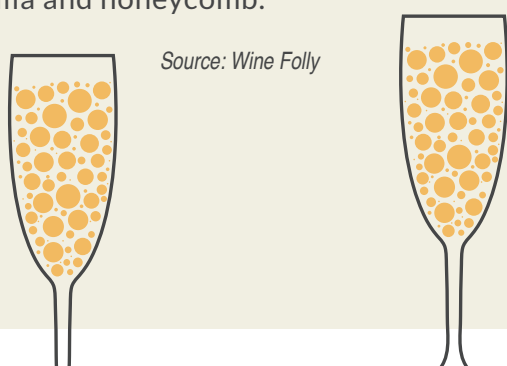
Prosecco is a sparkling wine made in the Veneto Region around the city of Treviso about 15 miles (24 km) North of Venice. Made with Prosecco (a.k.a. Glera) grapes, it is produced using the “Charmat Method” (aka Metodo Italiano, cuvée close. Used on Prosecco, Lambrusco and other lightly sparkling wines).

PRIMARY FLAVORS OF PROSECCO

GREEN APPLE
HONEYDEW MELON
PEAR
HONEYSUCKLE
CREAM

TASTE PROFILE

Prosecco tends to have more present fruit and flower aromas which are a product of the grape. Because the wines are aged in large tanks with less pressure Prosecco bubbles are lighter, frothy and spritzzy with less persistence. Finer Prosecco wines often exhibit notes of tropical fruits, banana cream, hazelnut, vanilla and honeycomb.

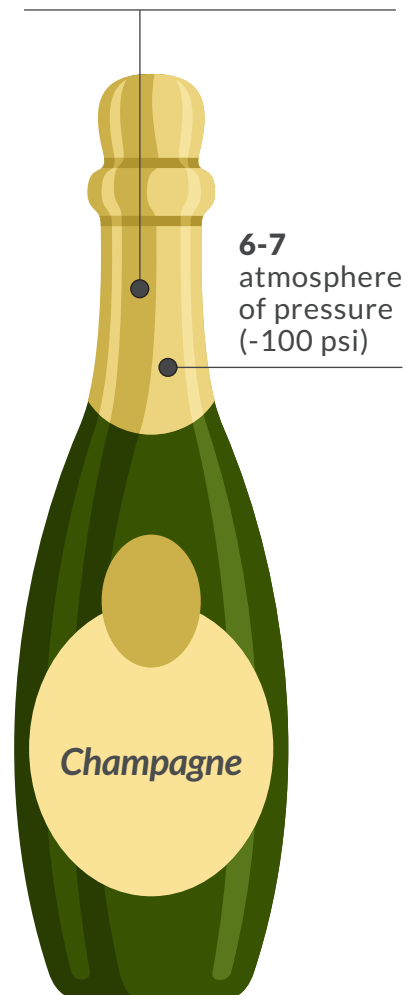


Source: Wine Folly



1693

Dom Pérignon produces the 1st sparkling version of Champagne



Source: Wine Folly

1868

Carpené Malvolti produces the 1st sparkling version of Prosecco

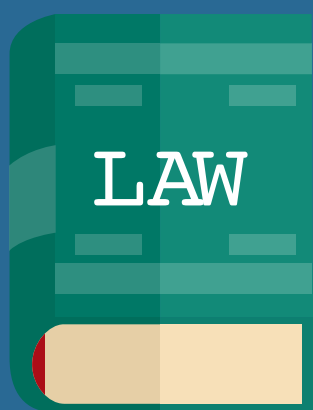


Source: Wine Folly

NEW YEAR, NEW RULES

An overview of 2015 major policy and legal developments in the EU food and beverage sector. And a preview of what 2016 has in store for the industry. Issued by Squire Patton Boggs.

New rules have come into force. And important topics related to taxes, labelling, advertising and much more have been discussed. But what happened in brief during 2015 for the European food & beverage industry? And what is going to change in 2016? The global law firm Squire Patton Boggs actively monitors regulatory, policy and case law developments in the field and related sectors around the world. Here, we present an update on such developments published by the company on the past weeks and focused on the European scenario.



TAX RULES

- The **European Commission** has launched a public consultation on some of the rules on excise duty on beer, wine and other alcoholic beverages to assess whether they should be amended to fight tax fraud and reduce the sale of counterfeit alcohol. The consultation will determine possible future changes to the current Alcohol Excise Structures Directive. The consultation focuses on problems of classification resulting from the development of new products, the system of measurement for excise on beer (degrees Plato, or alcoholic content), the impact of reduced rates for smaller producers of certain drinks and for alcoholic beverages below a certain strength.

- In the **UK**, from 1 January 2016, all existing alcohol wholesalers will be required to apply for registration. New wholesalers will need to apply 45 days before they intend to start trading. The key date for alcohol retailers will be 1 April 2017. From that date, it will be an offence to buy alcohol, if you know or have reasonable grounds to suspect that

your UK wholesaler is not approved. Penalties for breach will be an unlimited fine and/or imprisonment (up to seven years on indictment or 12 months on summary conviction). The new registration scheme is intended to prevent alcohol duty fraud.

- The **Slovak government** has decided to reduce the value-added tax (VAT) on a number of food products from the current rate of 20% to 10%, as announced last May by the country's Prime Minister Robert Fico. The reduction should become effective on 1 January 2016.

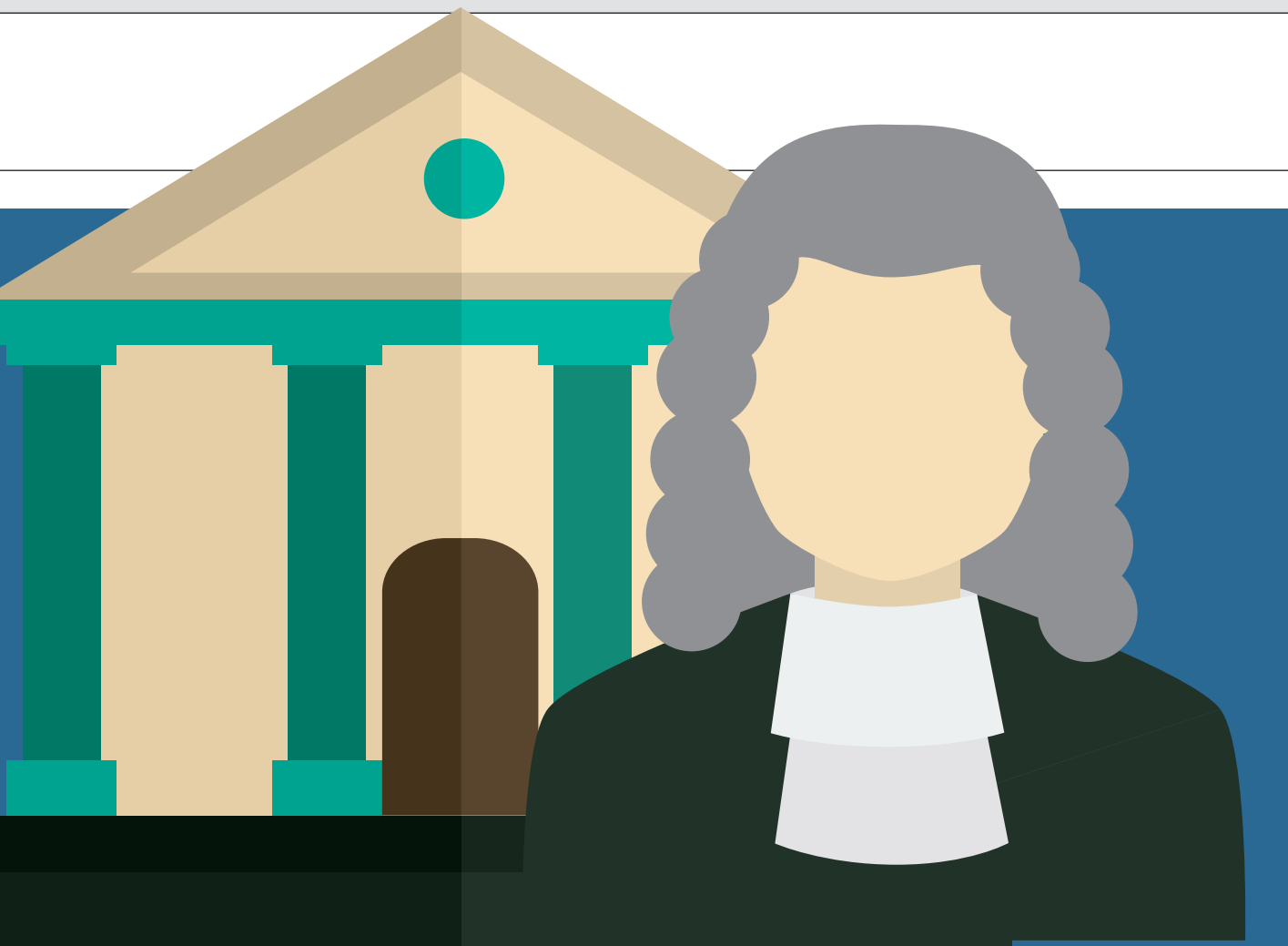
- The **Belgian government** has announced "Tax Shift" measures to simplify the country's complicated tax system. Amongst the measures, an increase on excise duties on alcohol and tobacco was announced. Furthermore, a "health tax" or "grease tax" has been introduced under which "unhealthy" food, such as food or beverages with high sugar content, will become subject to the common VAT rate of 21% and/or specific excise duties.

LABELLING

- **Allergens:** In October, members of the European Parliament voted to approve reforms to EU legislation controlling the production and use of edible caseins, dairy proteins found in mammalian milk and commonly used in meat products for their emulsifying and thickening qualities. The reforms are aimed at tightening control of products containing caseins in order to reduce the potential risk to consumers who are allergic to the protein. In an update to a 1983 directive on caseins and caseinates (their water soluble form), producers supplying products containing caseins to food manufacturers will be required to include allergen labelling, or at least information on the casein component.

- **Country of Origin – Meat:** Rules on country of origin or place of provenance for fresh, chilled and frozen meat of swine, sheep, goats and poultry came into force across the EU on 1 April 2015. The rules require the label to indicate the country where the animal was "reared in" and "slaughtered in". If animals were born, raised and slaughtered in the same country, then the label can simply state the "origin" country.

- **'Colourants' and 'colouring food':** From the end of November 2015, the EC's recommendations in its 2013 guidance on the classification of food extracts with colouring properties must be implemented. "Colourants" and "colouring food" must be clearly distinguished. Synthetic colourants must now be labelled as "colourants". Food and drink companies should check their labelling policies to ensure compliance with these requirements.



ADVERTISING

The **UK Advertising Standards Authority (ASA)** is to launch a public consultation in early 2016 on the introduction of potentially tighter rules governing the non-broadcast advertising, to children, of food and soft drinks high in fat, salt or sugar. “Non-broadcast” includes outdoor, print media, cinema and direct marketing. However, the Prime Minister has ruled out the adoption of a “sugar tax” recommended by government health advisers.

GMO CULTIVATION BAN

Last March 2015, the **EU** adopted a new piece of legislation allowing EU member states to restrict or ban the cultivation of crops containing genetically modified organisms (GMOs) on their own territory, even if this is allowed at EU level. In application of this new piece of law, the Member States had until 3 October 2015 deadline to decide on an “opt-out” option. The Commission recently announced that 19 countries said “no” to Monsanto’s GM maize MON 810. It is the only maize currently authorised for cultivation in Europe and is grown in Spain and Portugal. Belgium and the UK asked for the opt-out mechanism to be applied to only part of their territories, while Germany requested a partial opt-out,

hoping to pursue more GMO research. The full opt-out requests were made by Austria, Bulgaria, Croatia, Cyprus, Denmark, France, Greece, Hungary, Italy, Latvia, Lithuania, Luxembourg, Malta, the Netherlands, Poland and Slovenia. Further to this text, the Commission presented a draft law that would have given individual countries in Europe scope to ban the imports of genetically modified food and animal feed from countries allowing cultivation. On 28 October 2015, the European Parliament overwhelmingly rejected this proposal citing concerns over the potential reintroduction of border checks between Member States in favour of GMO and those against it.

TTIP

Meanwhile, the Transatlantic Trade and Investment Partnership (TTIP) held its 11th round of negotiations which took place in Miami, Florida between the 19 and 23 October 2015. Second offers on tariffs were exchanged by the parties, as well as proposals regarding rules of origin for specific products. During this round, the **EU** identified a number of non-tariff issues which inhibit the trade of EU agricultural products in the **US** market, including the prohibition on direct shipping of EU wine to end consumers in the US, discriminatory tax breaks for US small wine and beer producers, a US inspection requirement for table olives and a specific levy imposed on imported dairy products.

The EU is also aiming to include a set of comprehensive rules on wines and spirits which would protect EU and US wine and spirit names, winemaking practices, labelling rules and certification. Meanwhile, some NGOs are voicing concerns on the impact TTIP could have on public health, for instance, by reducing tariffs on “unhealthy foods”. They have been advocating that the Member States should retain the right to regulate the import of food products which have high sugar, salt or fat content, as well as the right to interfere with the end-price for such products via taxation, subsidies or minimum pricing.

NOVEL FOODS

Authorisation and use of novel foods and food ingredients have been unified in the **EU** by way of adoption of Regulation No 258/97. A new regulation has been in discussion of a number of years at EU level, with the Commission presenting a revised proposal on novel foods back in December 2013. The main changes in the new proposal are: the removal of the former novel food categories; a centralised authorisation process; a shift from applicant-based to generic authorisations; and a simplified procedure for traditional foods from third countries. Most importantly, the new rules would subject novel food to a safety evaluation and authorisation at the EU level. If there were a possibility a new food could affect people’s health, then the European Food Safety Authority (EFSA) would have to carry out an assessment.

On Wednesday 28 October 2015, a milestone was achieved toward modernising the system, when MEPs approved the current draft of the new EU Novel Food regulation with minor amendments. The proposal was then approved by the Council of Ministers on 11 November 2015. The Council is expected to formally adopt the new regulation on 16 November before it is published in the Official

Journal of the EU. It will enter into force 20 days after its publication and will be applicable two years later. The new rules will make it easier to export to the EU market traditional foods from third, non-Member State countries having a history of safe food use. It will also facilitate the approval procedure to sell novel foods in the EU reduced by switching to a EU-level procedure and providing for generic authorisations. This means that once authorised and added to the EU list, a novel food will be able to be placed on the market by any food business operator.

WASTE MANAGEMENT

The **Scottish government** has announced its intention to introduce a formal food waste reduction target in Scotland, believed to be the first of its kind in Europe. Further details of the strategy will be unveiled later in the year following consultation with stakeholders in order to set an appropriate target which supports both the ambitions of the food and drink industry and the Scottish government’s zero waste policy. The Review of Waste Policy in England (2011) identified food waste as a priority for action and the government work with Waste and Resources Action Programme (WRAP) and businesses on voluntary agreements to reduce food and packaging, but to date, have stopped short of a formal food waste reduction target.



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TRADE SHOW

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	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
JANUARY	Fr 1	Sa 2	Su 3	Mo 4	Tu 5	We 6	Th 7	Fr 8	Sa 9	Su 10	Mo 11	Tu 12	We 13	Th 14	Fr 15
													MARCA (BOLOGNA)		
													www.marca.bolognafiere.it		
FEBRUARY	Mo 1	Tu 2	We 3	Th 4	Fr 5	Sa 6	Su 7	Mo 8	Tu 9	We 10	Th 11	Fr 12	Sa 13	Su 14	Mo 15
	ISM-INTERNATIONAL SWEETS AND BISCUITS FAIR (COLONIA) www.ism-cologne.com				EUROPAIN & INTERSUC (PARIGI) www.europain.com					BIOFACH (NORIMBERGA) www.biofach.de					VINIS
								PRODEXPO (MOSCA) www.prod-expo.ru/en							
MARCH	Tu 1	We 2	Th 3	Fr 4	Sa 5	Su 6	Mo 7	Tu 8	We 9	Th 10	Fr 11	Sa 12	Su 13	Mo 14	Tu 15
	www.salon-fromage.com					FOODEXPO (HERNING) www.foodexpo.dk		SPS-SIAF (GUANGZHOU) www.spsinchina.com					PROWEIN (DUSSELDORF) www.prowein.com		
								FOODEX JAPAN (TOKYO) www.jma.or.jp/foodex/en				TASTE (FIRENZE)			
													www.pittimmagine.com/corporate/fairs/taste		
APRIL	Fr 1	Sa 2	Su 3	Mo 4	Tu 5	We 6	Th 7	Fr 8	Sa 9	Su 10	Mo 11	Tu 12	We 13	Th 14	Fr 15
												PROWINE ASIA (SINGAPORE) www.winespirits.com			
													SIAL CANADA (MONTREAL) www.sialcanada.com		
													ANUFOOD EURASIA (ISTANBUL) www.anufood.com		
													WINE & GOURMET (TOKYO) www.wineandgourmet.com		
MAY	Su 1	Mo 2	Tu 3	We 4	Th 5	Fr 6	Sa 7	Su 8	Mo 9	Tu 10	We 11	Th 12	Fr 13	Sa 14	Su 15
					SIAL CHINA (SHANGHAI) www.sialchina.com			CIOGE 2016 (SHANGHAI) * www.chinaexhibition.com							
								CIBUS (PARMA)					www.cibus.it		
			LONDON INTER. WINE FAIR (LONDRA) www.londonwinefair.com					IFFA (FRANCOFORTE) iffa.messefrankfurt.com							
JUNE	We 1	Th 2	Fr 3	Sa 4	Su 5	Mo 6	Tu 7	We 8	Th 9	Fr 10	Sa 11	Su 12	Mo 13	Tu 14	We 15
			GOOD FOOD & WINE SHOW (MELBOURNE) www.goodfoodshow.com.au												SIAL
					IDDBA (HOUSTON) www.iddba.org										
JULY	Fr 1	Sa 2	Su 3	Mo 4	Tu 5	We 6	Th 7	Fr 8	Sa 9	Su 10	Mo 11	Tu 12	We 13	Th 14	Fr 15
								GOOD FOOD & WINE SHOW (PERTH) www.goodfoodshow.com.au							
AUGUST	Mo 1	Tu 2	We 3	Th 4	Fr 5	Sa 6	Su 7	Mo 8	Tu 9	We 10	Th 11	Fr 12	Sa 13	Su 14	Mo 15
			WOFEX - WORLD FOOD EXPO (MANILA) www.wofex.com												
					GOOD FOOD & WINE SHOW (SIDNEY) www.goodfoodshow.com.au										
SEPTEMBER	Th 1	Fr 2	Sa 3	Su 4	Mo 5	Tu 6	We 7	Th 8	Fr 9	Sa 10	Su 11	Mo 12	Tu 13	We 14	Th 15
				SPECIALITY FINE FOOD FAIR (LONDRA) www.specialityandfinefoodfairs.co.uk						SANA (BOLOGNA)		FINE FOOD AUSTRALIA (MELBOURNE) www.finefoodaustralia.com			
			GIDA - WORLDFOOD (ISTANBUL) www.worldfood-istanbul.com									WORLDFOOD (MOSCA) www.worldfood-moscow.com			
OCTOBER	Sa 1	Su 2	Mo 3	Tu 4	We 5	Th 6	Fr 7	Sa 8	Su 9	Mo 10	Tu 11	We 12	Th 13	Fr 14	Sa 15
												EAST AFRIPACK (NAIROBI) www.eastafripack.com			
							Mo 7	Tu 8	We 9						
NOVEMBER	Tu 1	We 2	Th 3	Fr 4	Sa 5	Su 6									
				VEGANFACH (COLONIA) www.veganfach.de			SWEETS & SNACKS MIDDLEEAST (DUBAI) www.sweetsmiddleeast.com								
							GULFOOD MANUFACTURING (DUBAI) www.gulfoodmanufacturing.com								
							FHC CHINA (SHANGHAI) www.fhcchina.com								
							PACK EXPO (CHICAGO) www.packexpointernational.com								
							PLME (DUBAI) www.plmainternational.com								
DECEMBER	Th 1	Fr 2	Sa 3	Su 4	Mo 5	Tu 6	We 7	Th 8	Fr 9	Sa 10	Su 11	Mo 12	Tu 13	We 14	Th 15
					SIAL MIDDLEEAST (ABU DHABI) www.sialme.com										
							WINE2WINE (VERONA)								

FOOD ORGANIC WINE TECHNOLOGY * DATES TO BE CONFIRMED



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Sede operativa: Via Nebulina, 43 - 28047 Oleggio (NO) • tel. +39 0321 93366 - fax. +39 0321 93356
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15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
	Sa 16	Su 17	Mo 18	Tu 19	We 20	Th 21	Fr 22	Sa 23	Su 24	Mo 25	Tu 26	We 27	Th 28	Fr 29	Sa 30	Su 31	
		WINTER FANCY FOOD SHOW (SAN FRANCISCO) www.specialtyfood.com/shows-events				FOOD HOSPITALITY WORLD (MUMBAI) www.fhwexpo.com											
								SIGEP (RIMINI) 									
	Tu 16	We 17	Th 18	Fr 19	Sa 20	Su 21	Mo 22	Tu 23	We 24	Th 25	Fr 26	Sa 27	Su 28	Mo 29			
	SUD (MONTPELLIER) www.vinisud.com					GULFOOD (DUBAI) www.gulfood.com						SALON DU FROMAGE (PARIGI)					
5	We 16	Th 17	Fr 18	Sa 19	Su 20	Mo 21	Tu 22	We 23	Th 24	Fr 25	Sa 26	Su 27	Mo 28	Tu 29	We 30	Th 31	
	EXPO ANTAD & ALIMENTARIA MESSICO (GUADALAJARA) www.alimentaria-mexico.com																
5	Sa 16	Su 17	Mo 18	Tu 19	We 20	Th 21	Fr 22	Sa 23	Su 24	Mo 25	Tu 26	We 27	Th 28	Fr 29	Sa 30		
		FOOD & DRINK EXPO (BIRMINGHAM) www.foodanddrinkexpo.co.uk									GASTRONORD & VINORDIC (STOCCOLMA) www.gastronord.se						
										ALIMENTARIA (BARCELLONA) www.alimentaria.com							
5	Mo 16	Tu 17	We 18	Th 19	Fr 20	Sa 21	Su 22	Mo 23	Tu 24	We 25	Th 26	Fr 27	Sa 28	Su 29	Mo 30	Tu 31	
									SPS IPC DRIVES (PARMA) 				IRAN AGRO FOOD (TEHERAN) www.iran-agro.com				
									THAIFEX-WORLD OF FOOD ASIA (BANGKOK) www.thailandfoodfair.com								
									PLMA (AMSTERDAM) www.plmainternational.com		AFRO PACKAGING EXHIBITION (IL CAIRO) www.afropackaging.com						
5	Th 16	Fr 17	Sa 18	Su 19	Mo 20	Tu 21	We 22	Th 23	Fr 24	Sa 25	Su 26	Mo 27	Tu 28	We 29	Th 30		
	ASEAN (MANILA) www.sialasean.com				FMI CONNECT (CHICAGO) www.fmiconnect.net							SUMMER FANCY FOOD SHOW (NEW YORK) www.specialtyfood.com/shows-events		IFE CHINA (GUANGZHOU) www.ifechina.com			
				AFRICA'S BIG SEVEN EXPO (JOHANNESBURG) www.exhibitionsafrica.com							FINE FOOD NEW ZEALAND (AUCKLAND) www.finefoodnz.co.nz						
5	Sa 16	Su 17	Mo 18	Tu 19	We 20	Th 21	Fr 22	Sa 23	Su 24	Mo 25	Tu 26	We 27	Th 28	Fr 29	Sa 30	Su 31	
						MAFBEX (MANILA) www.worldbex.com/event/mafbex											
5	Tu 16	We 17	Th 18	Fr 19	Sa 20	Su 21	Mo 22	Tu 23	We 24	Th 25	Fr 26	Sa 27	Su 28	Mo 29	Tu 30	We 31	
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					TECNO FIDTA (MESSE FRANKFURT – IFFA) (BUENOS AIRES) www.tecnofidta.com						POLAGRA FOOD (POZNAN) www.polagra-food.pl						
						ANNAPOORNA WORLD OF FOOD INDIA (MUMBAI) www.worldoffoodindia.com											
5	Su 16	Mo 17	Tu 18	We 19	Th 20	Fr 21	Sa 22	Su 23	Mo 24	Tu 25	We 26	Th 27	Fr 28	Sa 29	Su 30	Mo 31	
	SIAL (PARIGI) www.sialparis.fr									CIBUS TEC (PARMA) 							
												GOOD FOOD & WINE SHOW (BRISBANE) www.goodfoodshow.com.au					
5	We 16	Th 17	Fr 18	Sa 19	Su 20	Mo 21	Tu 22	We 23	Th 24	Fr 25	Sa 26	Su 27	Mo 28	Tu 29	We 30		
	WORLD OF FOOD BEIJING (PECHINO) www.worldoffoodbeijing.com													VINITECH - SIFEL (BORDEAUX) www.vinitech.fr			
5	Fr 16	Sa 17	Su 18	Mo 19	Tu 20	We 21	Th 22	Fr 23	Sa 24	Su 25	Mo 26	Tu 27	We 28	Th 29	Fr 30	Sa 31	

THE ITALIAN
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BY BUYER'S GUIDE

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E GLI SPAZI nel tempo di una mostra, raccogliere le effettive **ESIGENZE DEL CLIENTE** e trasformarle in **REALTÀ**.

LESS IS MORE

The increasing number of people suffering from food allergies and intolerances has increased the demand for free-from products worldwide. Especially in the gluten-free sector, for a global market value of about 2 billion euro.

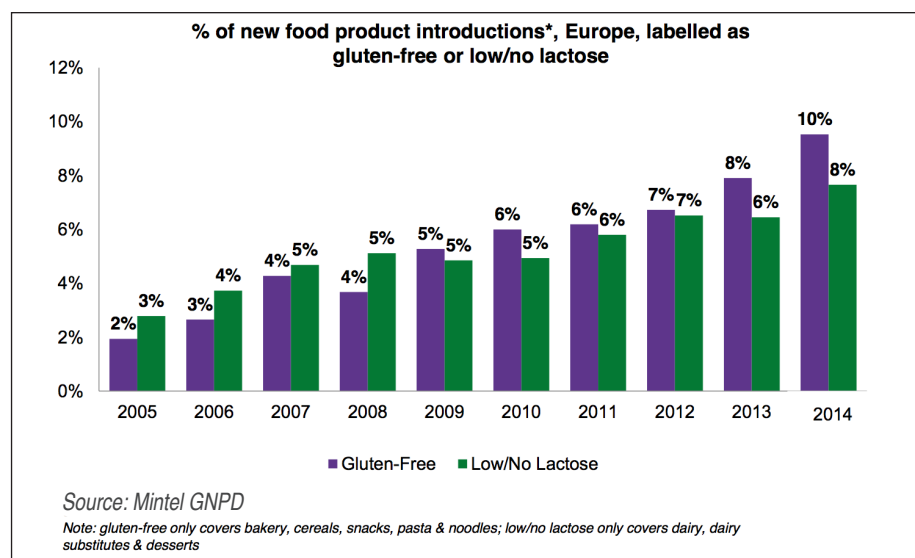
On the occasion of the last edition of the Free From Food Expo (Barcelona, 4-5 June), the Mintel Research Institute and Euromonitor International introduced to the public some recent data about the market for 'free from' goods. Food allergies and food intolerances are a growing public health concern causing higher consumer demand of products that are tailored to meet special dietary requirements. Especially the market for gluten-free foods

is rocketing: the target group includes people suffering from celiac disease or gluten sensitivity as well as people who are very health-conscious. The market is well developed in the U.S. and Europe, due to significant awareness about the need to limit gluten-intake in diets and control the risks in the occurrence of celiac disease. Here we present some of the market data provided by the two global research institutes.



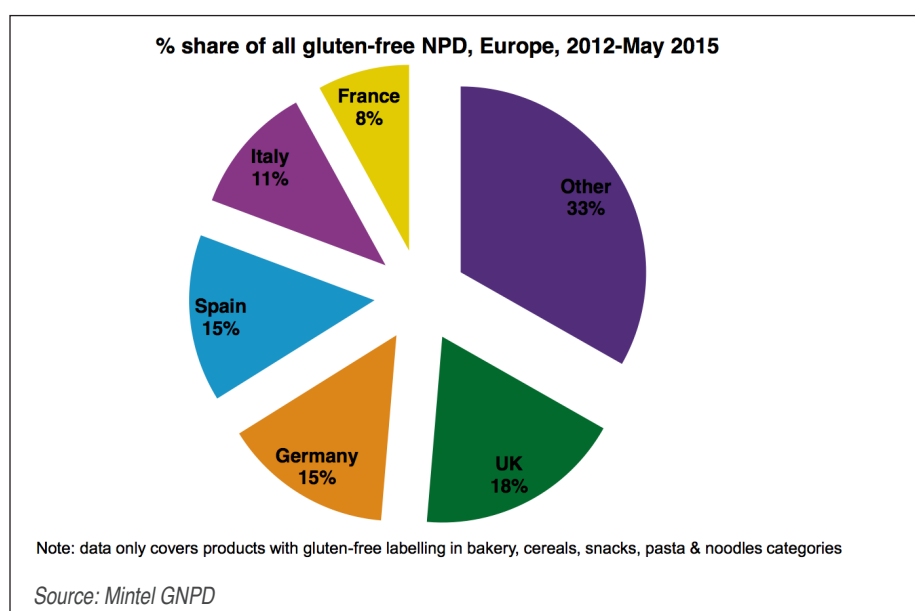
ITALY PAVES THE WAY IN THE EUROPEAN SCENARIO

INNOVATION HAS COME A LONG WAY IN 10 YEARS...



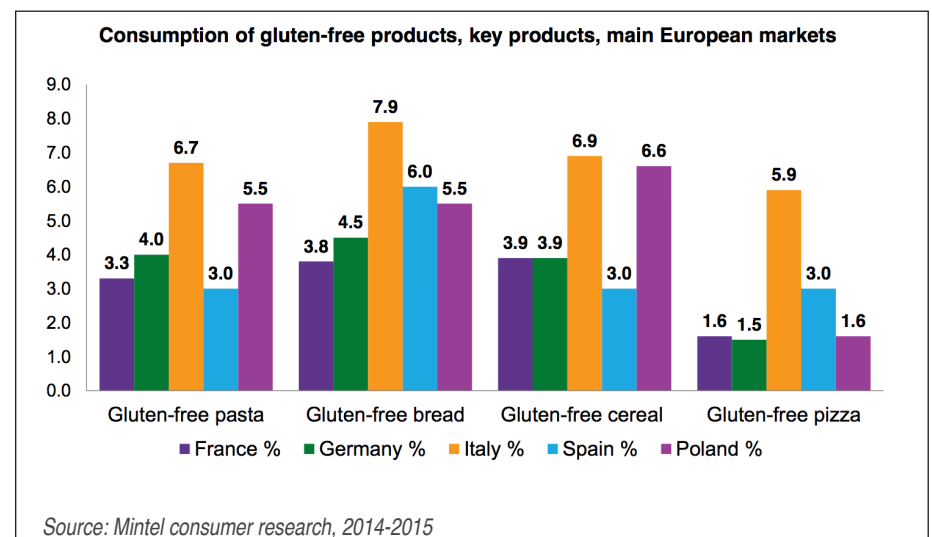
In 2014 the percentage of European new products characterized by gluten-free and low/no lactose claims was up respectively by 10 and 8%. In 2005 this same percentage was 2 and 3%.

WHICH COUNTRIES DRIVE INNOVATION IN GLUTEN-FREE FOODS?



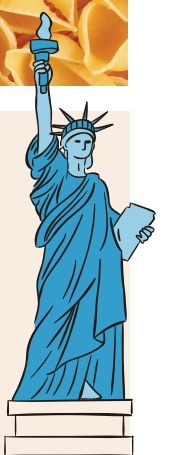
Countries other than the top 5 shown are seeing fastest growth in NPD in gluten-free foods.

ITALY TYPICALLY LEADS IN TERMS OF CONSUMER PENETRATION OF GLUTEN-FREE FOODS



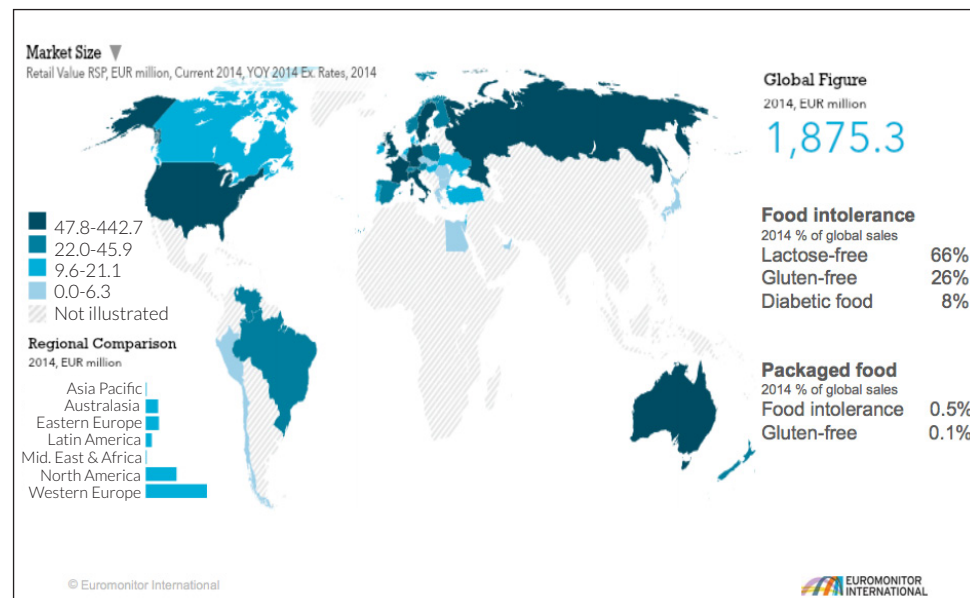
AND THE OSCAR GOES TO...

The US are the largest global market for gluten-free food products. According to a Mintel research, the category has experienced growth of 136% from 2013-2015, reaching estimated sales of 11.6 billion dollars in 2015. With over one quarter (27%) of gluten-free food consumers looking for gluten-free labels on food packaging, gluten-free food sales exploded from 2.8% of total food sales in 2013 to 6.5% in 2015.

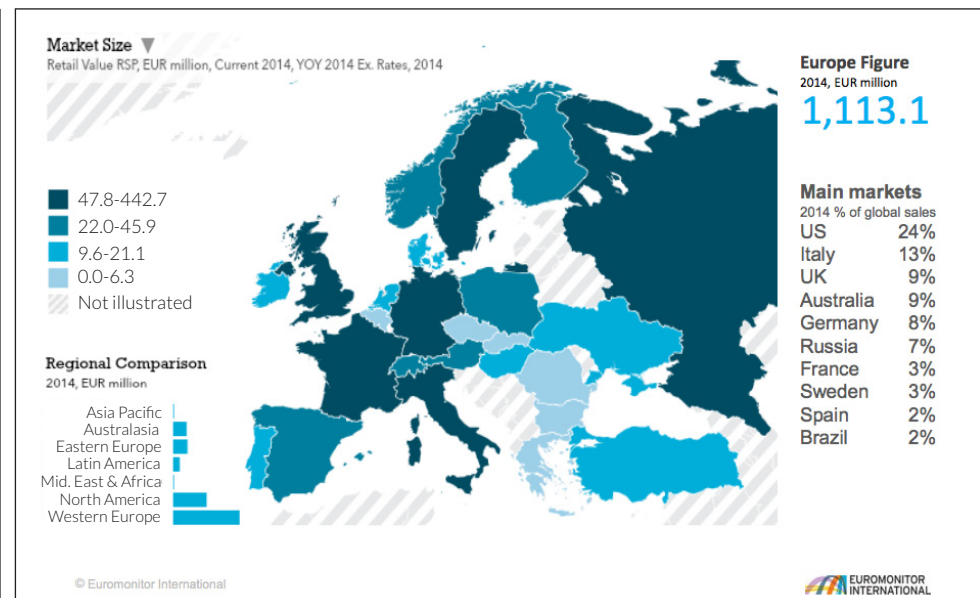


GLUTEN-FREE: PRESENT STATES AND FUTURE PERSPECTIVES

GLOBAL MARKET SIZE OF GLUTEN-FREE FOOD

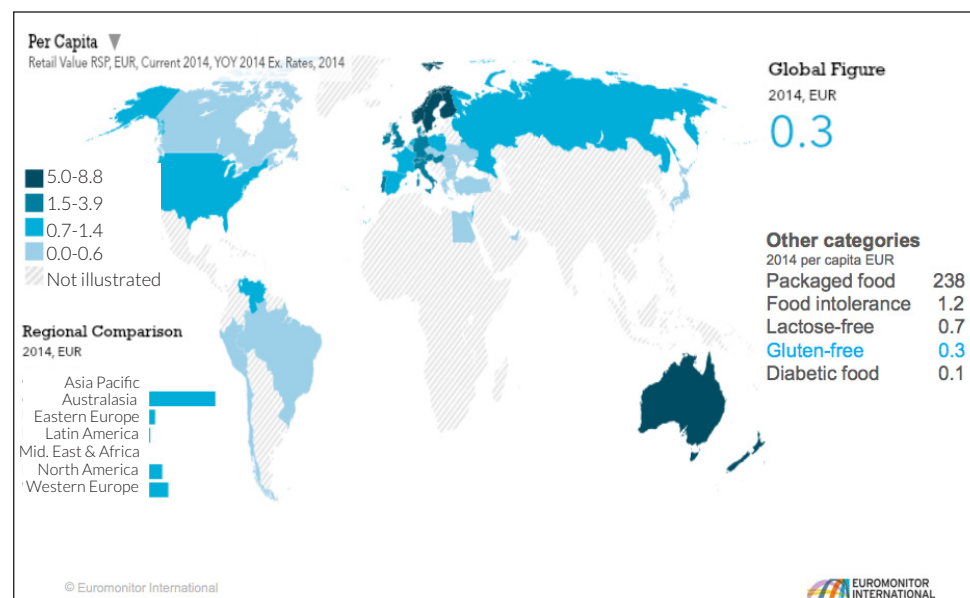


EUROPEAN GLUTEN-FREE MARKET SIZE

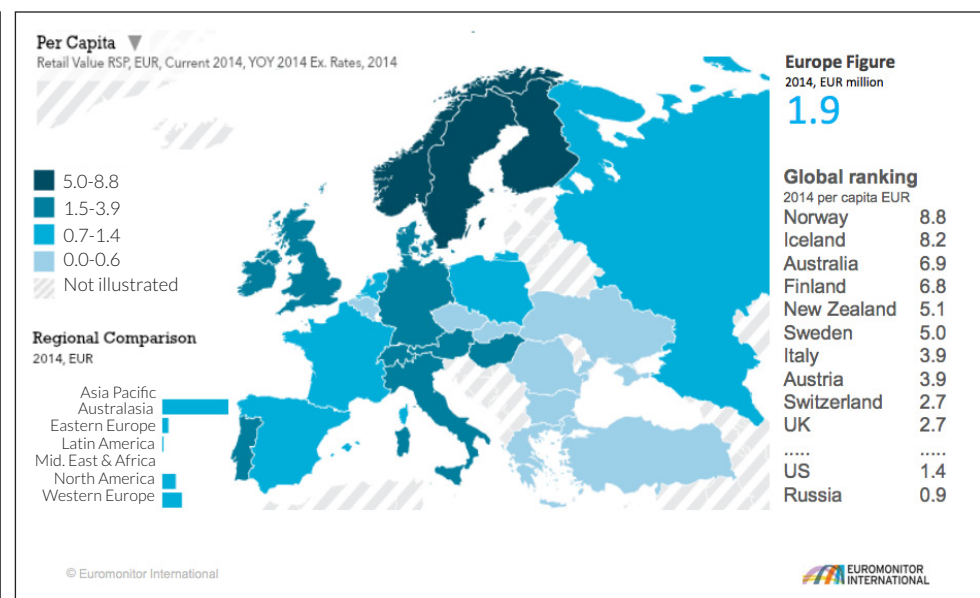


According to Euromonitor International, in 2014 the global market of gluten-free food was worth 1,875.3 million euro. The European market accounts for more than half of global sales, for a total value of 1,113.1 million euro. In 2014 the top five markets for gluten-free products on a global level were the US (24% of sales), Italy (13%), the UK (9%), Australia (9%) and Germany (8%).

GLOBAL GLUTEN-FREE PER CAPITA SALES

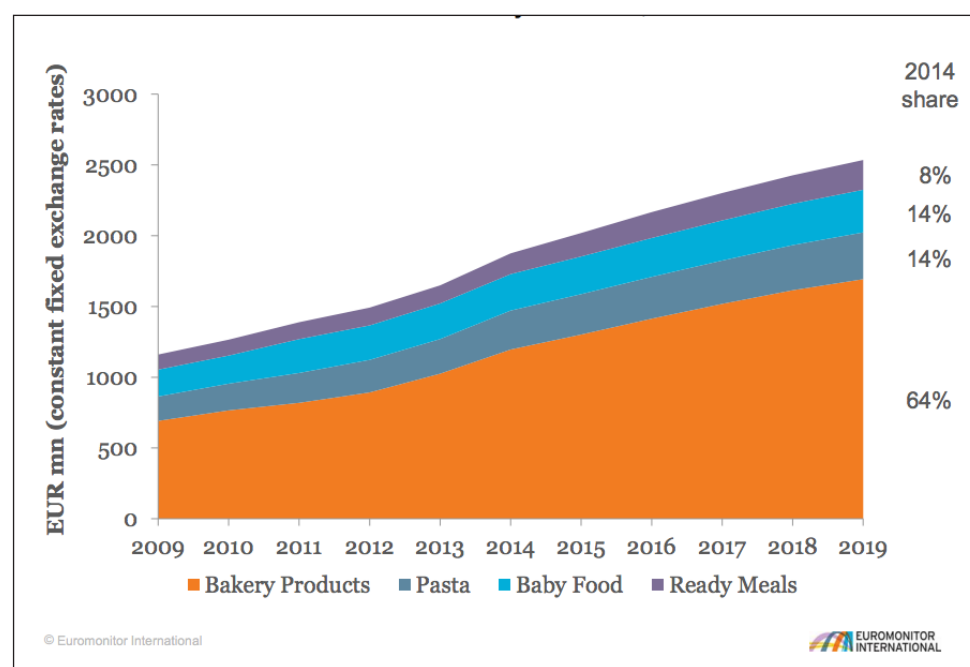


EUROPEAN GLUTEN-FREE PER CAPITA SALES

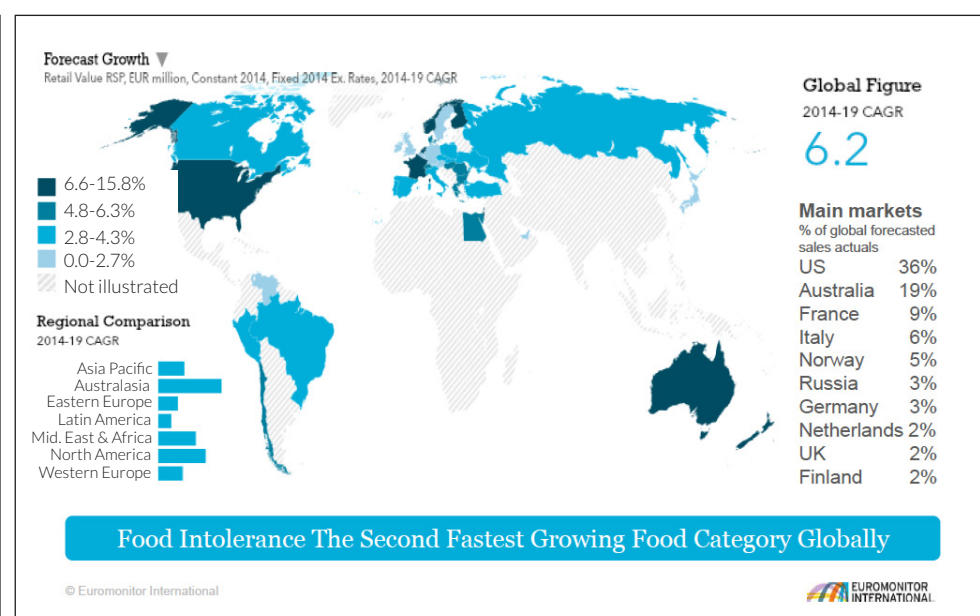


2014 global figures show that per capita sales of gluten-free products were worth 0.3 euro in 2014, against a European average of 1.9 euro. Packaged foods are the leading category worldwide (238 euro per capita), while Northern Europe and Australia-New Zealand are the most performing world areas. In detail, the five leading countries for gluten-free per capita sales are Norway (8.8 euro), Iceland (8.2), Australia (6.9), Finland (6.8) and New Zealand (5.1).

GLOBAL RETAIL SALES OF GLUTEN-FREE BY PRODUCT, 2009-2019



GLOBAL GLUTEN-FREE FORECAST GROWTH



With a 64% rate, gluten-free bakery products are going to be the most performing category in 2019. Followed by pasta (14%), baby food (14%) and ready meals (8%).

According to Euromonitor International, compounded average growth rate (CAGR) for the global gluten-free market between 2014 and 2019 is 6.2%. Markets that are expected to face the most significant growth rate are the US (sales are expected to account for 36% of the global market), Australia (19%), France (9%), Italy (6%) and Norway (5%).

POLENTA, BITTO AND MANDOLINO... IN TORONTO



Young Italian restaurateurs seek for fortune overseas and bring the best of their tradition around the world. Here we present the 'Stelvio' story: a bridge between Canada and Valtellina.

Once upon a time there was a country known for the stereotype of 'pizza and mandolino'. But not today, also thanks to the spread of its 'food culture' worldwide, and the consequent opening of new restaurants, wine-bars and deli shops. In the last years, this new trend has led to the re-discovery of several forgotten dishes, once relegated to regional traditions. And when we talk about tradition, the Italian flag is proudly waving in every corner of the world: from the Old to the New World, including Asia and the Middle East. Where young and skilled restaurateurs, driven by a strong motivation, are spreading the knowledge of Italian regional products of excellence. Achieving amazing success with simple but effective ideas.

This is the case of Stelvio, restaurant specialized in the traditional cuisine of Valtellina and situated in Queen West, Toronto. A district that, in the last 25 years, has experienced tremendous growth, becoming a point of reference for the cultural and artistic life of the city. "We don't make pizza delivery. The new Italian stereotype: polenta, bitto and mandolino", you can read on the restaurant's web page.

The same name of the restaurant, after all, is a clear sign of the intentions of its owners. "To us, Valtellina and the Alps are very important, special places that we love: from the people to the snow, from the food to the wine, including their cows," said Giacomo Erba, co-owner of Stelvio. Who adds: "We always had the idea of exporting the utmost quality you

can find in those lands and Toronto was the idea place to start from: we love Valtellina as much as we love Canada, and we wanted to create a cultural bridge between the two cultures. With the hope that, who enjoys a dinner at our restaurant, will start planning a journey in the country where our menu was born".

And right from the dishes served we can better understand the idea that lies behind the project: "The menu was created faithfully respecting the tradition of Valtellina - he underlines - recipes are the original ones and made with the real ingredients directly proceeding from Sondrio and the province". From 'pizzoccheri' to 'sciatt', from 'taroz' to 'polenta', a quality also granted by the collaboration with two Italian local chefs: Anna Bertola and Mario Dal Farra.

Among major suppliers of the restaurant there are several companies from Valtellina: cheeses from Latteria Sociale di Chiuro, flour from Molino Tudori, wines from Rivetti & Lauro and coffee from SpecialCoffee. "It's not easy to import everything directly from Valtellina," said Erba. "But the secret of a good cuisine is the use of the best raw materials". And the choice to offer clients a real taste experience, as if they really found themselves in Valtellina, is awarding this ambitious team of restaurateurs. "We are different from any other Italian restaurant you can find in town. And we are enjoying the appreciation of clients, press and food blogs alike."

MENU

STARTERS SCIATT

Typical deep fried buckwheat fritters crusty outside and melted inside with Valtellina Casera Dop cheese, served with red chicory and escarole
[\$ 9.95]

TARÒZ

Gluten-free

Potatoes puree with beans, green beans, butter, garlic and cheese [\$ 11.95]

BRESAOLA CON BITTO Dop

Gluten-free

Bresaola served with Bitto Dop cheese, arugula, walnuts, extra-virgin olive oil, lemon [\$ 19.95]

TAGLIERE DI SALUMI

Gluten-free

Selection of cured meats: Prosciutto Crudo, Coppa, Guanciale, Bresaola [\$ 15.95]

TAGLIERE DI FORMAGGI

Gluten-free

Selection of typical Valtellina cheeses : Latteria, Valtellina Casera Dop 70, Valtellina Casera Dop 180, Bitto Dop served with millefiori honey [\$ 17.95] (our cheeses are "Latteria Sociale di Chiuro")

PASTA

PIZZOCCHERI DI TEGLIO

Homemade hand-cut buckwheat organic short pasta with Valtellina Casera Dop cheese, savoy cabbage, potatoes, butter, fresh sage, garlic [\$ 18.95]

MAIN COURSES

MANFRIGOLE

Buckwheat crepes stuffed with Valtellina Casera Dop cheese & Valtellina Bitto Dop [\$ 16.95]

RISOTTO AL BITTO Dop E VINO ROSSO (Min. 2 persons)

Gluten-free

Typical Bitto Dop cheese Carnaroli risotto with red wine [\$ 18.95 x person]

POLENTA

POLENTA TARAGNA

Gluten-free

Typical Valtellinese Polenta (mix of mais and buckwheat flours) blended with Valtellina Casera Dop [\$ 13.95]

POLENTA BURGER CON SALSICCIA E CASERA

Polenta burger with Italian pork sausage, Valtellina Casera Dop cheese, fresh tomato, lettuce served with polenta fries [\$ 12.95]

SECOND COURSES

ZIGEUNER

Gluten-free

Grilled beef rolled around a typical Valtellina big wooden skewer with pancetta and rosemary [\$ 22.95]

DESSERT

CREPPELE DI GRANO SARACENO ALLA NUTELLA

Buckwheat creppelle with Nutella [\$ 9.95]



In the pictures some images of the restaurant. Internals have been designed by Marco Erba, one of the co-owners. The printed materials, decorations, graphic contents and communication activity have been planned by Giacomo Frigerio together with his team at the visual design agency Blossom Communication.



The map of Valtellina



“From the rudeness of the mountains to the sweetness of melt cheese. The Alps have never been so close.”


MARIO COSTA S.P.A.
GORGONZOLA
D.O.P.
.....
GENUINE SINCE 1919




WINE: A RECORD-BREAKING BUSINESS

In 2015 exports were up 6%, at an astonishing 5.4 billion euro.
A flourishing sector, as highlighted on the past December in Verona.

It was held on the past 2 and 3 December at Veronafiere, the second edition of wine2wine, exclusive business platform dedicated to producers and professional operators in the field. "With wine2wine, Vinality has created another important tool for the Italian wine sector, with the goal of boosting even more Italian companies' international business,"

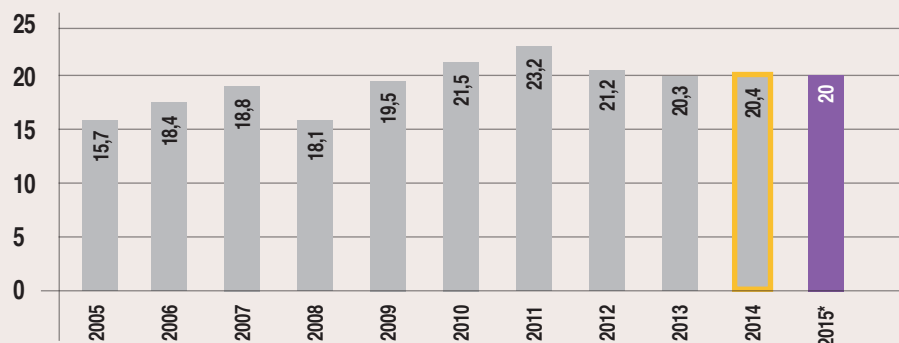
said Maurizio Danese, President of Veronafiere. The event, organized in collaboration with the Italian Trade Agency (ITA), saw the participation of about 2,000 visitors proceeding from the five continents who took part to 40 among workshops, seminars and b2b meetings. Of course, one of the most important topics under discussion was the

Italian wine business in its more consolidated countries - such as the US, Canada, Sweden and Germany - as well as in the emerging ones. Wine2wine also represented the chance to introduce the 50th edition of Vinality (10-13 April 2016) that has been endowed with an 8 million euro investment to strengthen its international appeal.

ITALIAN WINE, A GLOBAL AFFAIR

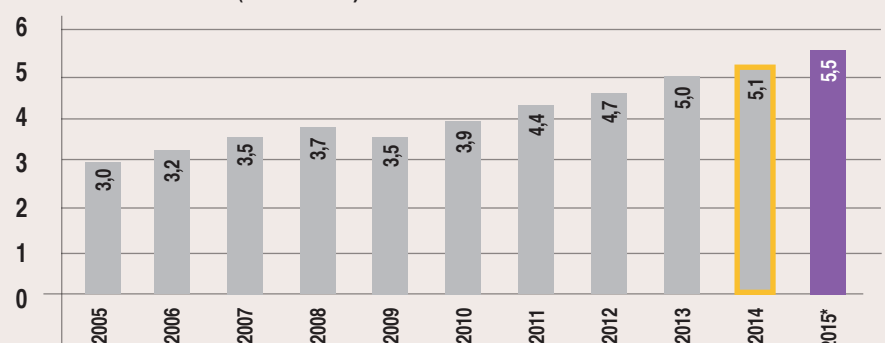
According to the latest data provided by Wine Monitor/Nomisma, in 2015 Italian wine exports were up 6%, for a record value of 5.5 billion euro (they were 5.1 in 2014). Exported volumes, instead, posted a slight decrease for a total of 20 million hectolitres. "Such a positive trend was mainly supported by sparkling wines," said Denis Pantini, responsible at Wine Monitor/Nomisma. "Whose sales abroad have experienced a tremendous growth both in volume and value, at over 10%. Still bottled wines have shown less dynamic performances - even if they still account for more than 75% of total national exports - while bulk wine exports saw a significant decrease".

EXPORTS BY VOLUME (MLN HECTOLITRES)



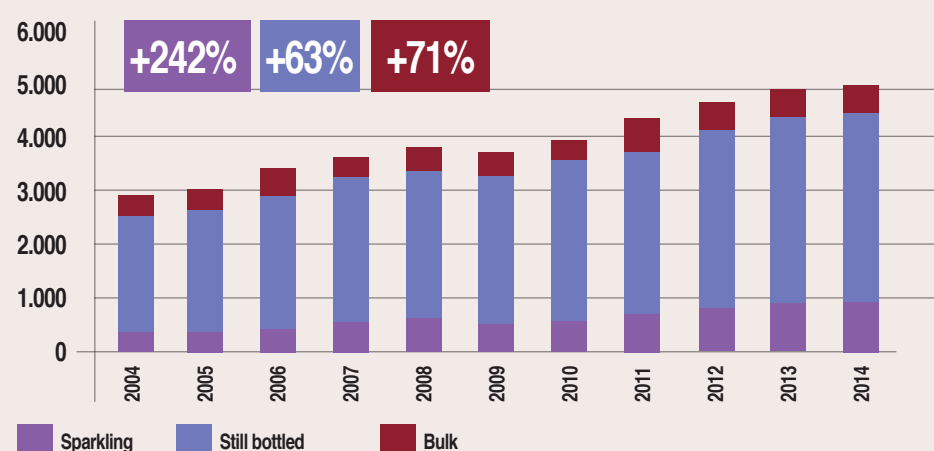
Source: Ismea
* estimates

EXPORTS BY VALUE (BLN EURO)



According to 2014 data provided by Wine Monitor/Nomisma, all wine categories are growing, in particular as regards the sparkling wine sector, that in the past ten years - it is to say between 2004 and 2014 - grew by an impressive 242%. Good performances also for bulk wine, growing by 71% and for still bottled wines, growing by 63%.

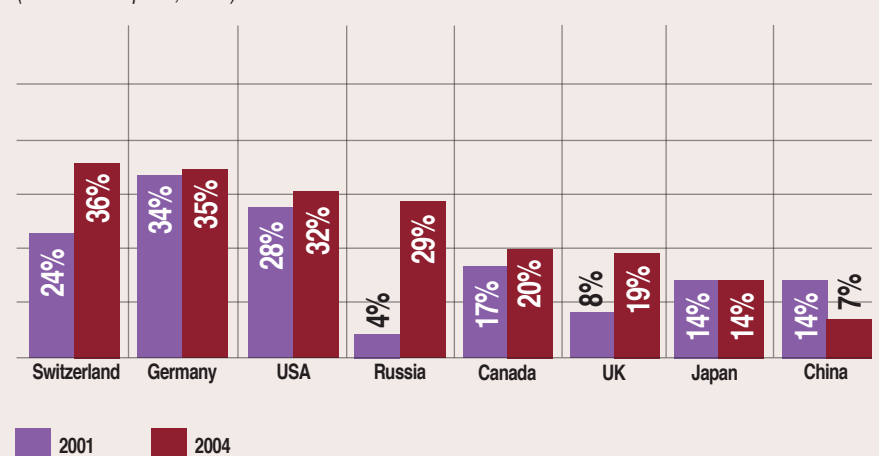
ITALIAN WINE EXPORT GROWTH
(Mln euro)



Source: Nomisma/Wine Monitor

Among top destination markets for Italian wine exports, Russia is definitely the worst performing country. After the severe drop posted in 2014 (-6% in value), 2015 data are even more discouraging: -30%. On the opposite, last year saw the recovery of the Chinese market: despite the critical economic situation, Italian wine exports in the country have reached 1.8 billion euro, growing by an astonishing 50% and turning China into the fourth global market for wine imports after the US, the UK and Germany (in 2014 it was in the sixth place, after Canada and Japan).

ITALIAN WINES' MARKET SHARE
(% on total imports, value)



Source: Nomisma/Wine Monitor



Developing a successful international business is a difficult job for a long series of reasons, including tariff barriers imposed by third countries to protect the domestic industry. As show in this chart, Russia and Ukraine have respectively a 16% and a 10% duty on wine imports; a rate that in China and Japan reaches 14% and 15%. Nevertheless, the most 'protectionist' countries are definitely Brazil - where duties reach 27% - and Malaysia - up to 29%.

EXPORT, A HARD BUSINESS

Average duties on Italian wine in major destination counties (2014) - bottles (<2L)

BRAZIL	27%	UKRAINE	10%	RUSSIA	16%
MALAYSIA	29%				
CHINA	14%	USA	1%	SWITZERLAND	7%
JAPAN	15%	TAIWAN	10%		
CANADA	0%	MEXICO	0%	NORWAY	0%
SOUTH KOREA	0%	HONG KONG	0%	SINGAPORE	0%

AVERAGE DUTY (%)
15% - 30% 1% - 15% ≤ 1%

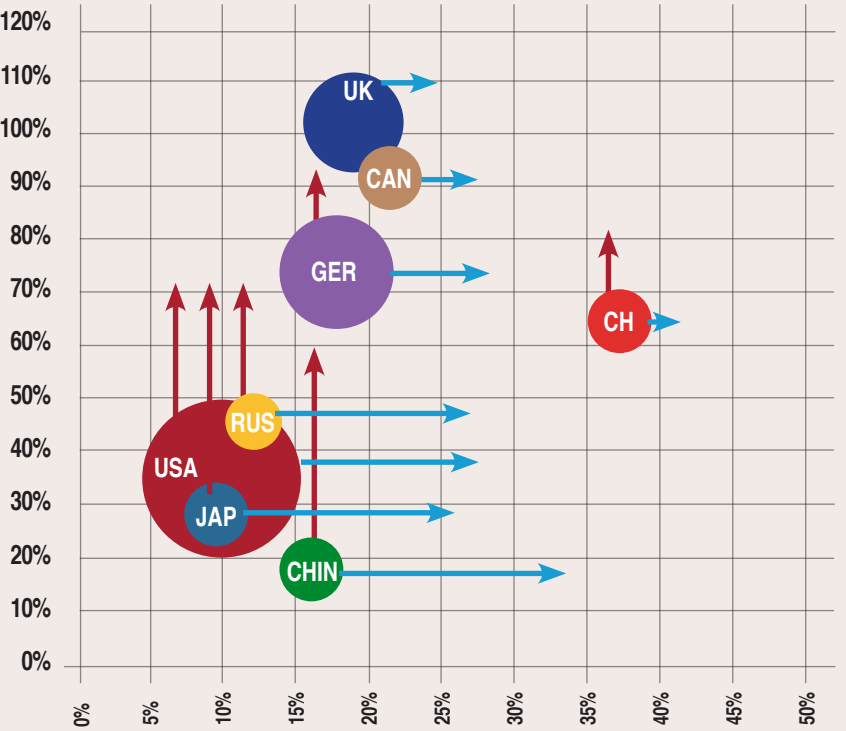
Source: Nomisma/Wine Monitor

But what does the future hold for the global wine market? According to this chart, the countries that in the years ahead are going to post the most significant growth of imports are the US, Japan, China, Germany, Russia and Switzerland. While the most significant countries for wine consumption are going to be Switzerland and China.

FUTURE CHALLENGES FOR ITALIAN WINE

The global wine markets (2014).

The bubble size is linked to the value of wine imports



Wine % on total alcoholic beverage consumption
Source: Nomisma/Wine Monitor

The Good Wine

US: TOP DESTINATION MARKET FOR ITALIAN WINE

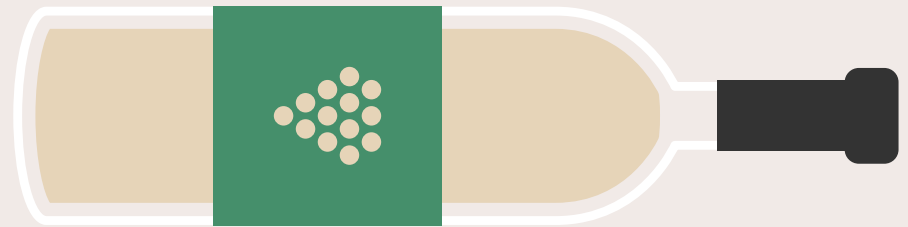
In the first ten months of 2015, the volume of Italian wine exports to the US grew by 4.5% at 2.16 million hectolitres, showing a slight value decrease by 2.2% at 1.1 billion dollars. An overall positive result, considering that according to the Italian Wine & Food Institute the US wine market is steady: in the same time period wine imports in the US have experienced a 0.1% drop by volume and a 1.2% drop by value.

NZ STILL LEADS IMPORTED GROWTH; IT AND FR NEXT

Sales Share		Still + Sparkling Country of origin	Value % Change	Volume % Change	Avg Price/ 750 ml	
Value	Volume					
29.4%	26.4%	Total imported	+4.3	+0.8	\$ 7.92	
10.0	7.6	Italy	+8.9	+5.8	\$ 9.36	+\$.27
5.3	7.7	Australia	-4.6	-3.7	\$ 4.88	
3.0	3.0	Argentina	+0.4	-2.5	\$ 6.92	
3.9	1.5	France	+8.2	+4.0	\$ 18.71	+\$.72
2.3	1.5	New Zealand	+16.9	+15.9	\$ 11.17	
2.0	2.5	Chile	-1.4	-2.6	\$ 5.80	
1.6	1.6	Spain	+1.6	-0.3	\$ 7.14	+\$.13
0.7	0.6	Germany	-5.1	-7.1	\$ 8.58	+\$.18
0.2	0.2	S. Africa	+4.3	+2.7	\$ 9.21	+\$.14
0.2	0.2	Portugal	+8.1	+3.1	\$ 7.12	+\$.33

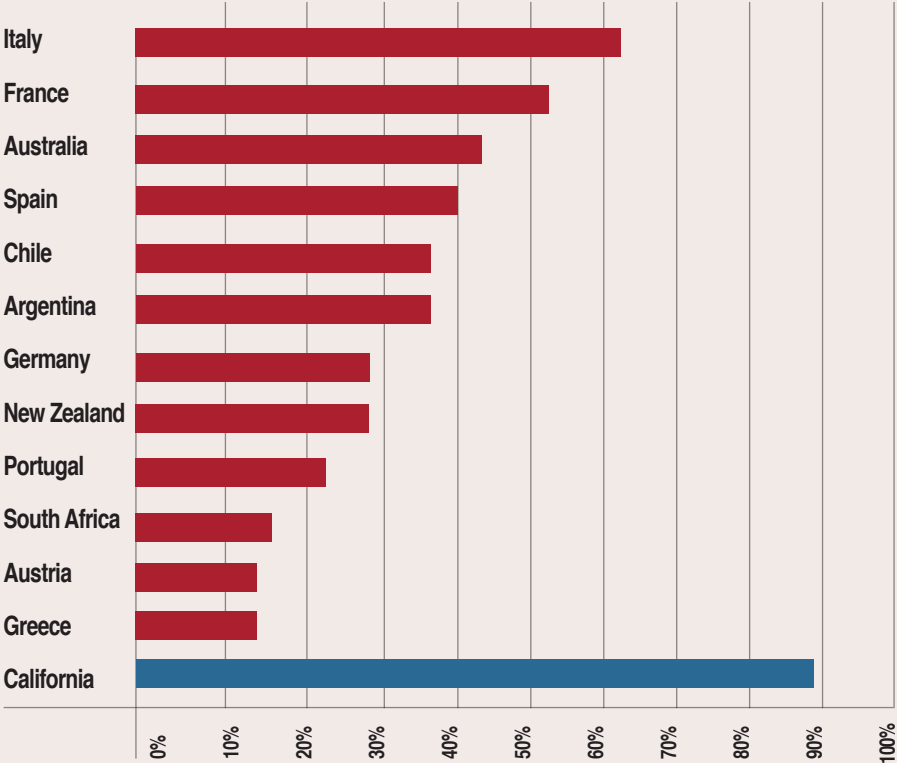
Source: Nielsen

According to Nielsen market data, in the 52 weeks ending the 10th October 2015 total sales of imported wine in the US have grown by 29.4% in value (+4,3%) and by 26.4% in volume (+0.8%). New Zealand is the most dynamic country, rising by 17% in value and 16% in volume. Negative results instead for Australia, Chile and Germany; while Italy shows a 9% growth rate in value and a 5.8% growth in volume.



AMONG HIGH FREQUENCY WINE CONSUMERS, ITALY TOPS THE LIST OF IMPORTS PENETRATION

Have you purchased wine from this region in the past 3 months?



Source: Nielsen

According to Nielsen data, Italy ranks first position among top supplying countries for purchasing frequency pattern. Over 60% of respondents said of purchasing Italian wine in the last three months, against the 55% saying of purchasing French wines and the 42% saying of purchasing Australian wines.

DIVIDE AT AROUND 10 DOLLARS IS VERY CLEAR

Glass packaging (bottle) only

Sales Share		Glass - Price Tier (Equiv. 750 ml)	Value % Change	Volume % Change	Avg Price/ 750 ml
Value	Volume				
100%	100%	Tot. Still Wine	+4.1	+1.1	\$ 7.74
2.1	6.1	< \$ 2.99	-4.0	-5.5	\$ 2.36
24.8	40.9	\$ 3-\$ 5.99	-2.6	-2.4	\$ 4.70
18.9	20.1	\$ 6-\$ 8.99	-2.1	-2.2	\$ 7.25
27.2	20.8	\$ 9-\$ 11.99	+7.6	+7.5	\$ 10.14
10.4	6.1	\$ 12-\$ 14.99	+13.8	+14.2	\$ 13.30
7.8	3.6	\$ 15-\$ 19.99	+13.9	+14.0	\$ 16.95
5.1	1.8	\$ 20-\$ 29.99	+120	+12.2	\$ 22.27
3.7	0.7	\$ 30+	+10.9	-9.6	\$ 42.73

Source: Nielsen

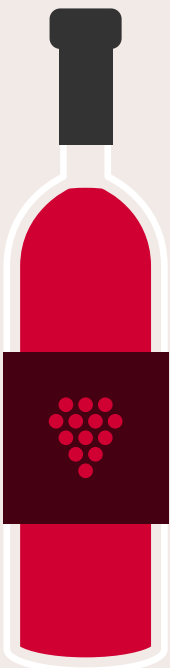
This chart shows a sharp division in the US market of glass-bottled wines. The purchase of bottles costing more than 10 dollars is steadily rising, in particular for what concerns bottles costing between 12 and 20 dollars, whose sale was up 14% in volume and value. The sale of wine bottles costing less than 10 dollars is instead decreasing, in particular for what concerns 'cheaper' bottles costing less than 3 dollars, down by 4% in value and by 5.5% in volume.

U.S. - TOP CONSUMING STATES

Industry estimates (2014) - on plus off-premise

	State	% U.S.
1	California	18.4
2	Florida	8.2
3	New York	8.0
4	New Jersey	4.5
5	Texas	4.5
6	Illinois	4.5
7	Massachussetts	3.8
8	Washington	3.1
9	Virginia	3.0
10	Ohio	2.8
	TOP 10	60.8%

TOTAL WINE



	State	% U.S.	Import %
1	New York	13.7	40
2	California	12.1	15
3	Florida	9.8	28
4	Illinois	6.3	33
5	New Jersey	5.3	27
6	Texas	4.6	24
7	Massachussetts	4.2	25
8	Ohio	3.5	29
9	Virginia	3.0	23
10	Pennsylvania	2.9	27
	TOP 10	65.4%	25%

IMPORTED WINE

Source: Nielsen

According to 2014 estimates provided by Nielsen, the top ten wine consuming US States account for more than 60% of total consumption in the country. The first places are occupied by California (with a stunning 18.4% market share), Florida (8.2%) and New York (8%), followed at distance by New Jersey, Texas and Illinois. If we consider imported wines only, the rank undergoes a substantial change: the first 10 States account for 25% of total consumption and the State of New York ranks first with a 40% market share, followed by Illinois (33%), Ohio (29%) and Florida (28%).

COMING SOON

‘Borsa vini italiani’ in the UK on the 19 and 21 January 2016

The Italian Trade Commission brings an extensive delegation of Italian wine producers to the UK, on the next 19th January in London - at the Sheraton Park Lane hotel of Piccadilly - and on the 21st in Manchester - at the Town Hall. Two events dedicated to professional operators in the filed that will be attended by more that 70 Italian wineries proceeding from all corners of the country, with a special focus on Italian southern regions such as Campania, Calabria, Apulia and Sicily.

ProWein 2016: the countdown has started

Not long now and ProWein will be entering its next round (13-15 March 2016, Dusseldorf). Some 6,000 exhibitors from 50 countries - including all relevant wine-growing regions and countries plus a comprehensive range of spirits - are expected to attend the show. Providing an initial overview is ProWein’s comprehensive exhibitor database to be found at www.prowein.de under the “Exhibitors & Products” heading, featuring many search options and updated on a daily basis. A total of ten participants will be showcasing their innovative ideas revolving around wine production and marketing – thereby providing all sorts of inspiration. Wine packaging is presented in another special show on Packaging & Design, now also entering its second round.

WHO IS UP AND WHO IS DOWN

China will remain the world top grocery market. While India and the MINTs are among the fastest growing countries. Highlights from IGD latest sales projections to 2020.

According to the latest survey conducted by the Institute of Grocery Distribution's (IGD), called 'Global Grocery Market: our forecasts to 2020', the value of the world's grocery market is set to increase by a third over the next five years, reaching 11.8 trillion US dollars by 2020. Low income countries will see the fastest growth but lower-middle income countries are the greatest contributors to global growth, driven predominantly by India, Indonesia and Nigeria.

China over the top

Chinese grocery sales are set to grow by a third between now and 2020 and reach the values of 1.5 US trillion dollars per year, according to IGD's new forecasts. "China will maintain its position as the world's biggest grocery market for the foreseeable future. Although the Chinese growth rate is slowing, it's still very impressive, particularly in 'tier three and four cities'. These are regional, medium-income cities, undergoing rapid development. There are many more opportunities for retailers and Western brands. For example, online grocery will enjoy explosive growth in China, though from a modest base, tripling in size between now and 2020. This will be powered by more Chinese having access to the internet through smartphones and other devices," said Joanne Denney-Finch, IGD chief executive. China will comfortably retain its position as the largest grocery market, although others will grow faster.

India and the MINTs

The grocery sector in India will grow by nearly 80% and be worth just over 90 billion US dollars. "While traditional stores will continue to take the lion's share of the Indian grocery market, consumer spending per capita in real terms will grow faster in the sub-continent than in any of the top grocery markets. Combined with an expanding working-age population this will support the growth of modern convenience and supermarket retailing. Retailers are also rapidly setting up online



rankings", IGD's chief executive added.

Nigeria's grocery market will achieve the fastest growth of the largest markets, increasing in value by 85% to hit just over 300 billion US dollars. The other MINT countries will also experience rapid growth - grocery sales in Mexico, Indonesia and Turkey will increase by nearly 40%, 63% and 61% respectively. Indonesia's grocery market will be worth almost as much as the UK's (ranked 7th in the world): 351 billion US dollars and 352 billion US dollars respectively. According to Joanne Denney-Finch: "Nigeria is the fastest growing of all large scale grocery markets with a rapidly expanding economy, population and middle class. It does, however, face significant challenges such as the need to improve security and limited infrastructure in some regions. The other MINT markets will also expand rapidly. Indonesia in particular benefits from a fast-growing and youthful population and there is a lot of focus on convenience stores to make the most of how this group shops."

What about Europe?

UK is the best performing European country in the global grocery scenario, and it occupies seventh place of the rank, with an expected 14% growth by 2020. Followed by Germany and France - respectively in the 10th and 11th place - and by Italy in the 14th place. According to IGD forecasts, by 2020 our country's grocery market is expected to reach 239 billion US dollars, growing 8% over 2015. "Although growth prospects appear limited in Europe at the moment, this is a time of tremendous opportunity for grocery companies further afield. The vast majority of global grocery growth will come from Asia, Africa and the Middle East supported by increasing affluence, urbanisation, and rising population. With many European products and brands highly regarded in these regions, this will be a boom time for companies with export skills," said IGD's chief executive.

grocery services hoping to tap into the potential of India's half a billion smartphone users. Despite restrictions on foreign direct investment (FDI), international retailers continue to see the potential of investing in India. If the

expected effects of inflation are stripped out, then India would be the fastest growing of the largest grocery markets while most of the MINT countries (Mexico, Indonesia, Nigeria and Turkey) would also appear higher up the growth

/ cured meat

F.LLI GALLONI

www.galloniprosciutto.it

PRODUCT'S NAME

Boneless typical
Parma Prosciutto
Shape Gold Selec-
tion.

INTRASTAT CODE
02101981

PRODUCT'S DESCRIPTION

Coming from a re-
stricted number of
selected national
breeders. This pro-
sciutto is subjected
to the most severe controls to guarantee exceptional quali-
ty and taste at the end of a very long aging, never less than
20 months.

INGREDIENT'S LIST

Pork meat and sea salt.

EXPIRATION DATE AND CONSERVATION

12 months (when boneless).

PACKAGING AND LABELLING

Boneless: trimmed and pressed or linked by hand.

NUTRITIONAL INFORMATION

Values for 100 g: energy 270 Kcal/1132 Kj; fats 18 g; sa-
turated fatty acids 6,1 g; carbohydrates 0,49 g; sugars 0 g;
proteins 27 g; salt 4,6 g; sodium 1830 mg.

CERTIFICATIONS

UNI EN ISO 9001:2008 (ISO 9001:2008); IFS Internatio-
nal Food Certificate; BRC Global Standard for Food safety.



UNTERBERGER

PRODUCT'S NAME

'Dolomiticus' Speck arrosto delle Dolomiti.

EXPIRATION DATE AND CONSERVATION

Total shelf life 180 days, remaining shelf life 120 days. Pre-
serve at max +4°C.

INGREDIENT'S LIST

Pork leg, salt, dextrose, flavours. Stabi-
lizer: E407. Antioxidant: sodium ascor-
bate. Preservative: sodium nitrite. Free
from milk derivates, glutamates, glu-
ten, polyphosphates added.

PACKAGING AND LABELLING

Average weight reference: 3,50 kg;
average weight standard
packaging: 7,00 kg. N°
pieces per standard
packaging: 2.



ROBUSTELLINI

www.robustellini.com

PRODUCT'S NAME

Bresaola della Valtellina PGI Punta d'Anca Etichetta Nera.

EAN CODE

2250974

PRODUCT'S DESCRIPTION

The 'black label' Bresaola is only manufactured with high
quality selected beef meats virtually with no fat, processed
according to the strict PGI procedural guidelines and un-
dergoing a long seasoning cycle. The shape is similar to a
cylinder, the weight is about 3,2 Kg (whole piece) and the
color is red.

INGREDIENT'S LIST

Beef, salt, dextrose, saccharose, natural flavors. Preservati-
ves: E 250, E 252.

PRODUCTIVE PROCESS

Selected meat is salted and after about 15 days hung up
and seasoned in the Valtellina valley.

EXPIRATION DATE AND CONSERVATION

120 days. Store in the refrigerator at 0-4 °C

PACKAGING AND LABELLING

Half piece under vacuum: 1,650

Kg. Sliced: 0,100 Kg.

NUTRITIONAL INFORMATION

It contains no aller-
gens, no milk pro-
teins and is glu-
ten free.



MORGANTE

www.morgante.it

PRODUCT'S NAME

Grandi Amici in 1 minuto light.

EAN CODE

8004593000470

PRODUCT'S DESCRIPTION

Mini frankfurters 'Grandi Amici in 1 minuto' are a ready coo-
ked product. They can be eaten cold but best if eaten hot (30
seconds in microwave or 4 minutes in a saucepan). The light
version has 30% less salt and 40% less fat and calories (com-
pared to the average of frankfurters in the cra-nut table).

INGREDIENT'S LIST

Pork meat (75%), water, vegetable fibres, starch, salt, potas-
sium chloride, sugar, spices, flavourings. Antioxidant: sodium
ascorbate. Preservative: sodium nitrite. Smoke flavouring.

PRODUCTIVE PROCESS

Pork frankfurters obtained from the emulsion of lean meat
and pork fat, bagged in an artificial gut and cooked. The pro-
duct is then deprived of the gut and packaged in a pot, in pro-
tective atmosphere.

EXPIRATION DATE AND CONSERVATION

90 days from packaging date. Keep refrigerated below +4°C.

Once opened consume on the same day.

PACKAGING AND LABELLING

100 g frankfurters, packed in a plastic pot suitable for micro-
wave.

NUTRITIONAL INFORMATION

Average nutritional values for 100 g: energy value Kcal 159/
KJ 665; fats 9.0 g; of which saturates 4.0 g; carbohydrates 4.5
g; of which sugars 1.0 g; proteins 15 g; salt 1.4 g.

CERTIFICATIONS

IT 1298L CE, BRC, IFS and ISO 9001:2008 certifications. The
product is gluten free, it has the Crossed Grain with the fol-
lowing code: IT-045-021.



SAN BONO

www.sanbono.it

PRODUCT'S NAME

Coppa La Dolce Stagionata.

EAN CODE

2962635(for whole product); 2360360 (for half vacuum-
packed product)

INTRASTAT CODE

02101981

PRODUCT'S DESCRIPTION

Cylindrical shape, slightly thinner at the ends obtained by
trimming and removal of fat and some thin pieces of meat, its
consistency is compact and not elastic. When cut, the slices
are homogenous and red in colour with pink-white marbling
streaks. Its aroma is fragrant and typical, its taste is sweet and
delicate which becomes more refined as ageing progresses.

INGREDIENT'S LIST

Muscle mass from upper neck area of pig, salt, spices. Preser-
vatives: E252, E250.

PRODUCTIVE PROCESS

It is obtained by trimming of a cut from the upper muscle of
the pig's collar, which is then salted by adding salt and mixed
spices according to the traditional recipe of the San Bono fa-
ctory. Each single coppa is then wrapped by hand inside pig's
gut, tied, and are taken to a drying chamber for a few days.
They are then taken to the maturing premises where the tem-
perature and humidity are constantly controlled.

EXPIRATION DATE AND CONSERVATION

For a whole product 12 months from the date of production
if the following storage condition are guaranteed and adhe-
red to: store in a cool place with a maximum temperature of
12/15°C, in premises with humidity of 75%-85% UR.

PACKAGING AND LABELLING

Whole product or vacuum-packed product in pieces. Applica-
tion of band and/or labelling. The product is packed in cardbo-
ard boxes containing 6/12 pieces.

NUTRITIONAL INFORMATION

Average values per 100 g: energy
1.673 kj/400 kcal; fats 32 g; of which
saturates 12 g; carbohydrates <1;
of which sugars <1; pro-
teins 27 g; salt 4 g.

CERTIFICA- TIONS

ISO 22000.



G. PFITSCHER

www.pfitscher.info

PRODUCT'S NAME

Speck Light sliced.

INTRASTAT CODE

02091019

PRODUCT'S DESCRIPTION

The spices, the beech wood
smoking and the aging make
the traditional 'Speck' the
most famous product of
South Tyrol. Speck is a dry cu-
red ham smoked over beech
wood with an aromatic taste obtained thanks to the pro-
ductive method handed down from one generation to the
next.

INGREDIENT'S LIST

Pork, salt, dextrose, spices, spices extract. Preservative: so-
dium nitrite.

EXPIRATION DATE AND CONSERVATION

90 days. Keep chilled.

PACKAGING AND LABELLING

Modified atmosphere packaging.

NUTRITIONAL INFORMATION

Values per 100 g: energy Kcal 234/KJ 986; proteins 46,7
g; carbohydrates 0,75 g; sugars 0,4 g; fats 2,48 g; saturates
0,98 g; salt 2,4 g.

CERTIFICATIONS

IFS; BRC.



SALUMIFICIO MARCHISIO

www.salumificiomarchisio.com



PRODUCT'S NAME

Marchisio Salami With Black Truffle.

EAN CODE

2545024

INTRASTAT CODE

16010091

PRODUCT'S DESCRIPTION

We make Salami with Black Truffle following our classical
recipe for the best Marchisio salami: to the traditional mi-
xture of selected meat and spices, we add Black Truffle in
flakes. Once cut, the slice will show pieces of the precious
ingredient and you will be able to appreciate its fragrance
and savor its unique taste. The product stuffed in natural
bowels in "Turista" size (about 280 gr).

INGREDIENT'S LIST

Selected pork meat from Italian pigs, selected sea salt, dex-
trose, herbs and spices. Black truffle: tuber aestivum q.min
1%, red wine (sulphites). Antioxidant: E301. Preservative:
E252.

PRODUCTIVE PROCESS

We carefully mince our selected pork meat from national
pigs, then add a balanced mixture of herbs and spices, red
wine and the characteristic ingredient: chopped up flakes
of black truffle. Once the mixture is ready, we stuff it in na-
tural bowels and tie the salami: most of the work is manual.
The salami is now ready for seasoning: we keep it hanged in
special cellars with a constant air flow and let the salami age
from two to three weeks.

EXPIRATION DATE AND CONSERVATION

You can easily store a salami for up to six months in a dry
and cool place. Ideally, salamis should be hanged in air to let
them "breathe".

PACKAGING AND LABELLING

Brown label with our logo, the ingredients in five different
languages and the average nutritional values.

NUTRITIONAL INFORMATION

Average nutritional values for 100 g: energy 1371 kJ/330
kcal; fats 25,7 g; of which saturates 10,61 g; carbohydrates
<1 g; of which sugars <0,5 g; proteins 23,8 g; salt 3,95 g.

SOC.COOP.LA CONTADINA

www.caseificiocooplacontadina.com

PRODUCT'S NAME

Mozzarella di Bufala
Campana PDO 250 g.

EAN CODE

8032891700020

INTRASTAT CODE

040.61.030

PRODUCT'S DESCRIPTION

Fresh cheese to spun
paste, of soft and ela-
stic consistency with
overlapped thin leaf structure, spheroidal form,
smooth and polish surface and the thinnest crust. White paste,
soft with sweet smell of lactic fermentation, pleasantly acidu-
lous taste, with a light taste of moss.

EXPIRATION DATE AND CONSERVATION

34 days.

INGREDIENT'S LIST

Buffalo's milk, natural whey cultures, rennet, salt.

NUTRITIONAL INFORMATION

Energy 1.198 kJ/288 kcal; total fats 25 g; saturated fats 17 g; to-
tal carbohydrates 0,8 g; sugars 0,5 g; proteins 15 g; salt 0,56 g.

QUALITY CHECK

IFS, BRC, Halal International, ISO 9001/2008, Etica Sedex.



LATTERIA SOCIALE VALTELLINA

www.latteriavaltellina.it

PRODUCT'S NAME

Piattone.

EAN CODE

2733900123453

INTRASTAT CODE

0406 90 79 9900

PRODUCT'S DESCRIPTION

Piattone is a very soft
cheese, whose name
comes from its unusual
flat shape. The flavor is
very sweet and delicate,
obtained by processing of whole milk. The Piattone has a cre-
amy texture that pleases the palate with a slight buttery persi-
stence. Thanks to its versatility, both for its taste, either for its
softness, you can simply serve with bread, nuts, fresh or dried
fruit like pears and figs.

CONSERVATION

Keep refrigerated.

INGREDIENT'S LIST

Milk, salt and rennet.

PACKAGING AND LABELLING

Box cardboard with 4 or 6 pieces. 1piece: 0,8 kg approx.

NUTRITIONAL INFORMATION

Energy 1417 kJ/342 kcal; fats 28 g; of which saturates 17 g;
carbohydrates 1 g; of which sugars <0,5 g; proteins 21 g; salt
1,5 g.



NIGRO CASEARIA

www.nigrocasearia.it

PRODUCT'S NAME

Burrata.

EAN CODE

8033481620230

PRODUCT'S DESCRIPTION

Bag-shaped cheese containing a mixture of soft spun paste.
Paste is while, texture is soft and taste is delicate.

EXPIRATION DATE AND CONSERVATION

20 days at + 4 °C

INGREDIENT'S LIST

Milk, Uht cream, salt, rennet.

PRODUCTIVE PROCESS

Stringy cheese.

PACKAGING AND LABELING

Envelope and paper for each pie-
ce.

NUTRITIONAL INFORMATION

Average values for 100 g: energy
value 273.35 kcal; 22.3 g; proteins
16.1 g; carbohydrates 2.2 g.



CHEESE FACTORY DREI ZINNEN TOBLACH

www.3zinnen.it



PRODUCT'S NAME

Original Toblach.

EAN CODE

(01)98011617400703(3103)000000(15)000000(10)0000

INTRASTAT CODE

00126550219

PRODUCT'S DESCRIPTION

Italian semi-hard cheese. 45% fat in dry matter. Form: rectan-
gular. Dimension: 5 to 6 kg. Colour: yellowish.

EXPIRATION DATE AND CONSERVATION

60 days.

INGREDIENT'S LIST

Fresh pasteurised milk, salt, rennet. Food preservative: ly-
sozyme of egg.

NUTRITIONAL INFORMATION

Per 100 g of product: energy 1520 kJ/378 kcal; proteins 27 g;
carbohydrates 2,5 g; fats 30 g; lactose content <0,1 g.

QUATTRO PORTONI CASEIFICIO

www.quattroportoni.it

PRODUCT'S NAME

Blu di Bufala.

EAN CODE

04064090

PRODUCT'S DESCRIPTION

It is a blue-veined che-
ese with a raw paste,
with a typical paralle-
lepiped form. It's made
only with pasteurized
buffalo milk. It has a
dry and wrinkly crust with an amber grey color. The paste is
creamy and with a light straw yellow color, it has blue veins
more or less widespread and some irregular holes. The scent
is intense of ripped milk and moulds. Extending the maturing
time you can perceive scents of underbrush and mushroom.
The taste is intense and persistent, usually softened by the fat
sensations typical of the buffalo milk. It is seasoned at least 90
days but it can reach the best sensorial appreciation with a se-
asoning of 6 months.

EXPIRATION DATE AND CONSERVATION

60 days. Store between 1-6°C

INGREDIENT'S LIST

Buffalo milk, salt, rennet.

PRODUCTIVE PROCESS

Buffalo milk is filtered, pasteurized at 72 °C for 15 seconds
and cooled down to the temperature of 36 °C. Specific fer-
ments are added and the milk is left to stand for about an hour
to obtain the right acidification. Then rennet, yeast and noble
molds are added. The curd is cut for the first time with the use
of a lyre. After a short pause, the acidity of the serum is mea-
sured and the curd is further comminuted in two successive
sequences. The curd is then mixed gently and slowly for 10-
15 minutes. Then it is put on a table and the excess serum is
allowed to escape. Then it is manually cut in slices and put in
the forms, crossing the various layers properly. The forms are
left at room temperature for 1-2 days. After which they are
immersed in brine. Maturing takes place in cells with control-
led temperature (5 °C) and humidity (95%). After 10 days the
forms of Blue buffalo are punctured manually on one hand and
the next week on the other. The forms are left to ripen for 90
days at a temperature of 5 °C.

PACKAGING AND LABELLING

Vegetable paper wrap and box labelled with the traceability.

NUTRITIONAL INFORMATION

For 100 g of product: energy 387 Kcal/1603 kj; fats: 35,55 g;
of which saturates 27,30 g; carbohydrates 0,96 g; of which su-
gars 0,42 g; proteins 18,13 g; salt 1,4 g.



LATTERIA MONTELLO

www.nonnonanni.it

PRODUCT'S NAME

Il Fresco Spalmabile Nonno Nanni.

EAN CODE

8007222405509

PRODUCT'S DESCRIPTION

Nonno Nanni's new spreadable cheese is a blend of traditional
quality and practical use. A delicately sharp taste, in three years
of product development the right balance between sweetness
and savoury notes was struck, the result of a careful selection
of milk enzymes, in order to create a sensation of delicate, light
tasting cheese.

EXPIRATION DATE AND CONSERVATION

90 days from the shipment date. Storage between 0° and +4°C

INGREDIENT'S LIST

Pasteurized milk, cream, salt. Thickeners: sodium alginate, ca-
rob flour, carrageenan. Preservative-free.

PRODUCTIVE PROCESS

Milk is carefully selected and then transported to the company
where it is analyzed and evaluated prior to beginning the chee-
se-making process. The pasteurization process occurs without
changing the organoleptic and nutritional characteristics of
the milk. Latteria Montello is able to respect natural processing
time, thanks to advanced production processes and a constant
coagulation system. The product is packaged and distributed
nationally and internationally thanks to a widespread network.

PACKAGING AND LABELLING

Available in a 150 g format. Recyclable plastic tub, sealed with
aluminium film and resealable lid.

NUTRITIONAL INFORMATION

Per 100 g of product: energy 1142 kJ/277 kcal; fats 27,5 g; of
which saturates 19,2 g; carbohydrates 3,2 g; of which sugars
2,8 g; fibre 0,1 g; proteins 4,1 g; salt 0,8 g.

QUALITY CHECK

National and international certifications, like Process Certifica-
tion, BRC and IFS Certifications.



SANGUEDOLCE

www.sanguedolce.com

PRODUCT'S NAME

Burrata Frozen.

EAN CODE

8022174002507

INTRASTAT CODE

04061050

PRODUCT'S DESCRIPTION

Fresh kneaded-paste cheese with typical spheroidal shape
filled with shredded mozzarella and cream. Aspect: tender
skin, milky white smooth, shiny and homogenous surface.
Thin paste with a fibrous structure releasing a milky white
semi-liquid filling when cut. Consistency: soft and slight-
ly elastic on the outside with a deliquescent filling inside.
Taste: typical of fresh cheese with a hint of cream, slightly
acidulous. Smell: typical of slightly acidulous milk. Fragrant
and delicate.

EXPIRATION DATE AND CONSERVATION

6 months from production date. The products should be
consumed within 3 days after defrosting.

INGREDIENT'S LIST

Milk, cream, salt, rennet, citric acid, corn starch, lecithin, so-
dium citrates, mono and di- glycerides.

PACKAGING AND LABELLING

In polypropylene thermoformed trays with heat sealed pla-
stic film or in polyethylene glasses intended for food con-
tact.

NUTRITIONAL INFORMATION

Energy 943 KJ/228 Kcal; fats 19 g; of which saturates 9,2
g; carbohydrates 1,1 g; of which sugars 1,1 g; proteins 13
g; salt 0,28 g.



CONTE FERDINANDO GUICCIARDINI CASTELLO DI POPPIANO

www.guicciardini1199.it

DENOMINATION

"La Historia" Toscana Igt.

GRAPES

Merlot 100%

LAND OF PRODUCTION

Farm Castello di Poppiano.

VINIFICATION

In stainless steel vats at controlled temperature of 27-28°C. 18-20 days maceration.

AGEING

In vats, then at least 12 months in French oak barriques (Allier) and in bottle for at least 4 months.

ALCOHOL

14,5% Vol.

ORGANOLEPTIC CHARACTERISTICS

Great structure and elegant character combined to a pleasant fruity sweetness. A well-balanced and harmonic wine with appropriate freshness and mature, velvet tannins. A lingering and intense aromatic finish with fruity flavours of plums mixed to balsamic flavours.

AGING CAPACITY

10 years.

SERVING TEMPERATURE

17-18° C (63-64 F)

N. OF BOTTLES PRODUCED

8,000

SIZES

0,75 l. - 1,5 l.

TOTAL ACIDITY G/L

1,9

RESIDUAL SUGAR G/L

5,10



GIACOSA FRATELLI

www.giacosa.it

DENOMINATION

Barbaresco Docg Basarin Vigna Gianmaté.

GRAPES

Nebbiolo 100%

LAND OF PRODUCTION

Langhe, Neive.

ALCOHOL

14% Vol.

ORGANOLEPTIC CHARACTERISTICS

The soil peculiarities, the climatic conditions from its south/south-east exposure straddling the ridge of the hill, the resting period in small oak casks and lengthy ageing in the bottle give the Barbaresco from this vineyard particular elegance in the fruity notes and roundness of the tannins. The clay-rich sandstones of Gianmaté Vineyard give the grapes, therefore the wine organoleptic characteristics, and an aromatic complexity unlike those obtained from the remaining section of the Basarin hill. With scents of vanilla, an austere tannin and considerably pleasant persistence on the palate.

SERVING SUGGESTIONS

Ideal with roast meats and feathered game.

SERVING TEMPERATURE

At room temperature approx. 18°C.

VINIFICATION

Long maceration with wild yeast.

AGEING

12 months in French barriques.

N. OF BOTTLES PRODUCED

12,000

SIZES

0,75 l.

TOTAL ACIDITY G/L

5,3

RESIDUAL SUGAR G/L

1



LA PIZZUTA DEL PRINCIPE DI CLARA RANIERI

www.lapizzutadelprincipe.it

DENOMINATION

Zingamaro. Val di Neto IGT.

GRAPES

Greco Nero.

LAND OF PRODUCTION

Strongoli Marina.

ALCOHOL

14,5% Vol.

ORGANOLEPTIC CHARACTERISTICS

Deep and dark purple. Absolute appealing fragrance which recalls ripe fruit sweets such as blackberry and black cherry, in which we also find cocoa and violet. Same feelings from tasting it, when it reveals softness, balance and warm atmosphere. Persistent and convincing.

SERVING SUGGESTIONS

Red meat and games.

SERVING TEMPERATURE

18-20° C

VINIFICATION

Cold pre-maceration 5-6° C, fermentation at 26°C, together peelings, malolactic fermentation.

AGEING

More than 10 years.

N. OF BOTTLES PRODUCED

10,000

SIZES

0,75 l.

TOTAL ACIDITY G/L

4,80

RESIDUAL SUGAR G/L

2,00

BOTTLE EAN CODE

80338292501056



LUNAROSSA VINI E PASSIONE

www.viniepassione.it

DENOMINATION

Quartara - Fiano Colli di Salerno IGT.

GRAPES

Fiano 100%

LAND OF PRODUCTION

Giffoni valle piana, Salerno, Campania.

ALCOHOL

12,5 Vol.

ORGANOLEPTIC CHARACTERISTICS

The final creation is a well-integrated wine of golden appearance and shades of green which has never been oxidized.

To the nose the wine has distinguishable aromas of aniseed, hawthorn, annurca apples, acacia and chestnut honey, orange blossom and chamomile. On the palate the wine is fresh, well balanced by sweet tannins and well held by a hint of acidity.

SERVING SUGGESTIONS

Strong fish, medium seasoned cheese.

SERVING TEMPERATURE

16°C

VINIFICATION

Anfora 2 months.

AGEING

12 months tonnaux + 12 months bottle.

N. OF BOTTLES PRODUCED

2,700

SIZES

0,75 l. - 1,5 l.

TOTAL ACIDITY G/L

6,5

RESIDUAL SUGAR G/L

0,3

BOTTLE EAN CODE

8054619040096



MORISFARMS

www.morisfarms.it

DENOMINATION

AVVOLTORE. Maremma Toscana IGT.

GRAPES

Sangiovese 5%, Cabernet Sauvignon 20%, Syrah 5%

LAND OF PRODUCTION

Maremma Toscana.

ALCOHOL

14,5% Vol.

ORGANOLEPTIC CHARACTERISTICS

Colour: Ruby red with violet reflections. Bouquet: Complex with hints of mature fruits and vanilla. Taste: Full bodied, soft, suggesting a velvety sensation on the palate.

SERVING SUGGESTIONS

Flavorful roasts.

SERVING TEMPERATURE

18°C (64°F)

VINIFICATION

Cement.

AGEING

12 months in barriques.

N. OF BOTTLES PRODUCED

40,000

SIZES

0,75 l. - 0,375 l. - 1,5 l. - 3 l. - 6 l.

TOTAL ACIDITY G/L

5,3

RESIDUAL SUGAR G/L

2,8

BOTTLE EAN CODE

8018821775115



OCONE

www.ocone vini.it

DENOMINATION

Diana Taburno Falanghina Del Sannio DOP.

GRAPES

Falanghina 100%

LAND OF PRODUCTION

Taburno, Sannio.

ALCOHOL

13% Vol.

ORGANOLEPTIC CHARACTERISTICS

Straw-yellow in colour with elegant aromas of mature exotic fruit. Full in the mouth, finishing nicely and supported by an optional freshness.

SERVING SUGGESTIONS

Fish courses.

SERVING TEMPERATURE

About 10 °C

VINIFICATION

A brief maceration period followed by a gentle pressing to conserve the scents and fermentation at a controlled temperature of 18 °C.

AGEING

About 4 years.

N. OF BOTTLES PRODUCED

110,000

SIZES

0,75 l.

TOTAL ACIDITY G/L

5,5

RESIDUAL SUGAR G/L

0



ANTONIO FIORE ALIMENTARE

www.fiorealimentare.it

PRODUCT'S NAME

Fragrantini i Tradizionali 50g.

EAN CODE

8026972002523

INTRASTAT CODE

1905909000

PRODUCT'S DESCRIPTION

Typical bakery product of round shape, similar to a donut, characterized by an irregular surface due to the natural leavening. The product has a yellow-gold colour and is very crumbly, exalted by the perfumes of white wine and extra virgin olive oil.

EXPIRATION DATE AND CONSERVATION

12 months. Keep the packaging properly closed in a cool and dry place, away from sources of heat. Recommended storage at a maximum temperature of 25°C.

INGREDIENT'S LIST

Wheat flour type "00", white wine, palm vegetable oil, extra virgin olive oil (10%), salt, yeast.

PRODUCTIVE PROCESS

Working of all the ingredients in a plunging arms mixer for 30 minutes. Natural leavening for about 8 hours. Boiling in water at 90°C. Cooking in the oven at 200°C.

PACKAGING AND LABELLING

Material: polypropylene for food - coupled - thickness 40my.



MONVISO

www.panmonviso.it

PRODUCT'S NAME

Io Sono (I Am) Wholemeal.

EAN CODE

8007770190391

INTRASTAT CODE

19054010

EXPIRATION DATE AND CONSERVATION

The product must be stored in a well-ventilated, dry place at room temperature and away from heat sources or direct light.

INGREDIENT'S LIST

50.6% stone-milled wholegrain wheat flour, wheat flour, gluten (wheat protein), unrefined cane sugar, sunflower oil, yeast, malted cereal flour, salt.

PRODUCTIVE PROCESS

Direct dough and 16 hours of leavening.

PACKAGING AND LABELLING

Packet size lwxhx: 13 x 7.5 x 24.5 cm (250 g). Form: rectangular. Colour: white, blue, brown and mustard.

QUALITY CHECK

BRC, IFS, ISO and OHSAS.



HARIBO ITALIA

www.haribo.com

PRODUCT'S NAME

Haribo Liquivizia - liquirizia & caramello.

EAN CODE

4001686 223604

INTRASTAT CODE

17049099

PRODUCT'S DESCRIPTION

Black and brown rectangular-shaped candies with "nice faces".

EXPIRATION DATE AND CONSERVATION

250 days. Store away from heat and humidity.

INGREDIENT'S LIST

Sugar, glucose syrup, starch, gelatin, liquorice extract (3%), flavouring, salt. Colour: vegetable carbon. Treacle syrup. Glazing agents: beeswax, carnauba wax.

NUTRITIONAL INFORMATION

Nutritional values per 100 g: energy 1479 kJ/348 kcal; fats <0,5 g; of which saturates <0,1 g; carbohydrates 83 g; of which sugars 54 g; proteins 4,0 g; salt 1,3 g.



RONCADIN

www.roncadin.it

PRODUCT'S NAME

La Mediterranea.

EAN CODE

8014294301783

INTRASTAT CODE

19059090

PRODUCT'S DESCRIPTION

Pizza base topped with cheese, endive, cherry tomatoes and black olives. Diameter: 270 mm. Weight: 411 g.

EXPIRATION DATE AND CONSERVATION

12 months.

INGREDIENT'S LIST

Wheat flour, cheese sauce 14,5% (creme fraiche, water, smoked provola cheese [milk, salt, rennet, starter culture], starch, salt. Stabilizer: xanthan gum, mono and diglycerides of fatty acids), seasoned endive 14,5% (endive, sunflower seed oil, parsley, salt, thyme, garlic, black pepper), water, cherry tomatoes 7%, mozzarella cheese 4,5% (milk, salt, rennet, starter culture), black olive 3% (black olive, salt), extra virgin olive oil, olive oil, durum wheat semolina, salt, sourdough (wheat flour, water), yeast.

PRODUCTIVE PROCESS

Mixing of the dough, pressing, cooking, filling, deep-freezing and packing with food thermo-retractile film of deep frozen pizza.

QUALITY CHECK

BRC and IFS certified at higher level.



PERNIGOTTI

www.pernigotti.it

PRODUCT'S NAME

Spreadable Gianduia Cream.

PRODUCT'S DESCRIPTION

With 33% of hazelnuts, 14% of cocoa and natural flavours only. Without hydrogenate fats and palm oil free. A creamy pleasure held in an elegant pack. Give yourself and others the perfect gift.

INGREDIENT'S LIST

Gianduia nut chocolate 30% (sugar, hazelnuts, low fat cocoa powder. Emulsifier: soy lecithin. Cocoa: 19% min.), sugar, hazelnuts (23%), anhydrous butteroil (milk), skim milk powder, lactose, milk proteins. Emulsifier: soy lecithin, natural flavor. Hazelnuts 33% of total product. Without hydrogenate fats and palm oil free.

PACKAGING AND LABELLING

350 g jar.



VALLEDORO

www.valledorospa.it

PRODUCT'S NAME

Rustici 100 g.

EAN CODE

8009280002720

INTRASTAT CODE

19059090

PRODUCT'S DESCRIPTION

Raised breadstick of homemade aspect and with the typical flavour of bread.

EXPIRATION DATE AND CONSERVATION

240 days after production. Keep in a cool and dry place, at temperature not higher than 30°C and far from strong light sources.

INGREDIENT'S LIST

Wheat flour, sunflower oil (5%), malted barley flour, yeast, salt.

PACKAGING AND LABELLING

Plastic PP 40µm white + PP 15µm.

NUTRITIONAL INFORMATION

Energy: 1718kJ/407kcal; fats 6,5 g; of which saturates 2,2 g; carbohydrates 73 g; of which sugars 3,8 g; fibre 4 g; proteins 12 g; salt 2,1 g.

QUALITY CHECK

Valledoro is certified BRC, IFS and ISO and doesn't use chemical additives, animal fats and palm oil.



MAGLIO ARTE DOLCIARIA

www.cioccolatomaglio.it

PRODUCT'S NAME

Amore Di Nonna - Hazelnut Cream Spread.

EAN CODE

Milk 100 g: 8023045007768/ Dark 100 g:

8023045007782

Milk 340 g: 8023045007775/ Dark 340 g:

8023045007799

INTRASTAT CODE

18069060

PRODUCT'S DESCRIPTION

Amore di Nonna hazelnut spread contains a high percentage of cocoa mass and 29% of Giffoni PGI hazelnut paste. It is available with both milk and dark chocolate.

EXPIRATION DATE AND CONSERVATION

18 months.

INGREDIENT'S LIST

Milk: cocoa mass, hazelnut (29%), whole milk powder (10%), cocoa butter. Dark: cocoa mass, cocoa butter, hazelnut (29%).

PACKAGING AND LABELLING

340 g and 100 g glass pots.

NUTRITIONAL INFORMATION

For 100 g milk: energy kcal 586; proteins 7,3 g; carbohydrates 40,3 g; of which sugar 37,7 g; saturated fats 18,3 g; fibre 4,1g. Dark: energy kcal 583; proteins 6,7 g; carbohydrates 34,1 g; of which sugars 30,1 g; saturated fats 19,9 g; fibre 4,6 g.

DI LEO PIETRO

www.dileo.it

PRODUCT'S NAME

Se mi mangi Vivisano.

EAN CODE

8000015002930

INTRASTAT CODE

19053199

PRODUCT'S DESCRIPTION

No milk and eggs are added. Biscuits have a square shaped with a central hole and light brown colour. Dimension: diameter 5 cm and weigh 9 g.

EXPIRATION DATE AND CONSERVATION

12 months.

INGREDIENT'S LIST

Wheat flour, sugar, corn oil, extra virgin olive oil (3%), glucose-fructose syrup, malted barley flour. Raising agents: ammonium bicarbonate, sodium acid pyrophosphate, sodium bicarbonate. Emulsifier: soy lecithin. Salt, flavours. The product may contain traces of milk, eggs and nuts.

PRODUCTIVE PROCESS

Di Leo biscuits are produced using a technique known as wire cutting. The mix is poured into the mould, just like a pastry syringe, and then cut by a steel wire. This makes the surface of the biscuit rougher and more porous, which means it can be dunked into liquids for longer without breaking. This is a very popular feature for breakfast biscuits.

PACKAGING AND LABELLING

Recyclable packaging. Net weight: 500 g. Package size: height 29 cm - width 19 cm - depth 9 cm.

NUTRITIONAL INFORMATION

Average energy value per 100 g: Energy 1877 kJ/449 kcal; fats 12,9 g; of which saturates 2,1 g; of which sugars 26,8 g; fibres 2,3 g; proteins 7,1 g; salt 0,62 g.

QUALITY CHECK

HACCP guidelines, British BRC food certification, UNI EN ISO 22000 for food safety management system and ISO 14001 for environmental management.





EUROFOOD

www.nattura.it

PRODUCT'S NAME

Náttúra - Low-sodium crackers with sunflower oil.

EAN CODE

8000003049497

PRODUCT'S DESCRIPTION

Low-sodium crackers with sunflower oil. Organic, lactose free, yeast free, palm oil free, low in sodium (only 0,07%), vegan.

INGREDIENT'S LIST

Wheat flour*, sunflower oil* (8,7%), barley malt extract*, sourdough starter*, malted wheat flour* (*organic).

EXPIRATION DATE AND CONSERVATION

Store in a cool, dry and dark place.

PACKAGING AND LABELLING

External pack-plastic, internal-paper, single pack-plastic.

NUTRITIONAL INFORMATION

Average values per 100 g: energy 1862 kj/442 kcal; fats 11 g; of which saturates 1,5 g; carbohydrates 72 g; of which sugars 1,8 g; fibre 1,9 g; proteins 12 g; salt 0,19 g.

SIPA INTERNATIONAL

www.martinotaste.com

PRODUCT'S NAME

Happy couscous - ambient bio ready meal.

EAN CODE

803294261-1299

PRODUCT'S DESCRIPTION

150 g bio ambient ready meal with spoon and napkin inside. Ready to eat or to warm in the microwave for some seconds. It's ambient, so it could be stored on the shelves with 1 year as shelf life.

INGREDIENT'S LIST

Bio couscous mixed with basil, green beans, potatoes.

EXPIRATION DATE AND CONSERVATION

12 months to store on the shelf (no particular temperature is required).

PACKAGING AND LABELLING

150 g with label in Italian, English, French and Spanish.

NUTRITIONAL INFORMATION

Energy value per 100 g: 229 Kcal

CERTIFICATIONS

BRC, IFS, kosher, vegan, organic.

LATTERIA VIPITENO

www.latteria-vipiteno.it

PRODUCT'S NAME

Organic full fat yogurt 150 g mango-vanilla.

EAN CODE

Retail unit: 80658054

Billing unit: 68007735194053

INTRASTAT CODE

04031053

PRODUCT'S DESCRIPTION

Whole milk* yogurt 150 g in glass jar with live active cultures, mango-vanilla flavouring luscious and creamy.

INGREDIENT'S LIST

Whole milk* yogurt with live active cultures, mango-vanilla flavouring (mango puree* 10%, beetsugar*, cornstarch*, thickeners: locust bean gum*, bourbon vanilla beans extract, bourbon vanilla powder). Gluten free (organic*).

EXPIRATION DATE AND CONSERVATION

Shelf live at delivery 24 days. Storage temperature ITA +4°C - AUT/BRD +4°/+8°C. Transport conditions/ cold chain: ITA +4°C - AUT/BRD +4°/+8°C

PACKAGING AND LABELLING

150 g glass jar.

NUTRITIONAL INFORMATION

Typical nutritional content per 100 g: energy 431 kj/103 kcal; fats 3,5 g; of which saturates 2,5 g; carbohydrates 14,2 g; of which sugars 12,6 g; proteins 3,1 g; salt 0,1 g.

CERTIFICATIONS

IFS, Bioland.



IL MANGIARSANO

www.mangiarсанogerminal.com

www.germinalbio.it

PRODUCT'S NAME

Quinoa bar with cocoa filling Germinal Bio gluten free.

EAN CODE

8001091002494

INTRASTAT CODE

19059090

PRODUCT'S DESCRIPTION

Quinoa bar with cocoa filling Germinal Bio gluten free is a fragrant gluten free snack. Its taste is a mix of quinoa character, cocoa flavor and the softness of hazelnut.

INGREDIENT'S LIST

*Cocoa cream 35% (*cane sugar, *sunflower oil, *nuts 11%, *low fat cocoa powder 9%, *palm oil. Emulsifier: sunflower lecithin. *Vanilla extract), *cane sugar, *palm oil, *quinoa flour 7,5%, *rice flour, *potato starch, corn starch, *eggs, *corn glucose-fructose syrup, *rice starch, *corn flour, *rice bran, thickeners (*Arabic gum, guar gum), *egg yolk, salt, raising agents (potassium tartrates, sodium carbonates), *natural flavouring. Emulsifier: sunflower lecithin. (*organic). May contain traces of peanuts, milk and soy.

EXPIRATION DATE AND CONSERVATION

360 days. Store in a dry place away from light and heat.

PACKAGING AND LABELLING

6 single portions in a case. UVC net weight: 180g (6x30g).

Unit of sale size (height, length, depth): 14 x 14 x 3,5.

NUTRITIONAL INFORMATION

Typical nutritional value for 100 g: energy 2022 kj/483 kcal; fats 22 g; of which saturates 6,5 g; carbohydrates 64 g; of which sugars 29 g; fibres 4,4 g; proteins 5,0 g; salt 0,56 g.

CERTIFICATIONS

Organic IT-BIO-014 gluten free product SGS.



PROBIOS

www.probios.it

PRODUCT'S NAME

Oat biscuits filled with cherry.

EAN CODE

8018699018741

INTRASTAT CODE

19059060

PRODUCT'S DESCRIPTION

For a gluten-free snack or breakfast, try the "Cuori", oat biscuits heart shaped stuffed with cherry, guaranteed gluten-free and dairy-free. Oat is a cereal naturally gluten-free, obtained with the necessary precautions to avoid contamination with gluten-containing grains.

EXPIRATION DATE AND CONSERVATION

9 months. Keep at room temperature, away from light and heat sources.

INGREDIENT'S LIST

Cherry compote (*cane sugar, *cherry puree, pectin, acidity regulator: citric acid), *whole oat flour, *rice flour, *palm oil, *cane sugar, *eggs, *glucose-fructose syrup from corn, *corn starch, *rice bran, *toasted chickpeas flour, raising agents (potassium tartrate, sodium carbonate, ammonium carbonate), salt, *natural flavoring (*organic).

PRODUCTIVE PROCESS

Dairy-free and gluten-free.

PACKAGING AND LABELLING

Pack. 10x6x33, 4g (packaging with plastic outer case - inner bag in paper).

NUTRITIONAL INFORMATION

Average values per 100 g: energy KJ 1600,0/Kcal 380,0; fats 11,0 g; of which saturates 5,3 g; carbohydrates 63,0 g; of which sugars 28,0 g; fibres 3,3 g; proteins 5,6 g; salt 0,5 g.

QUALITY CHECK

IT BIO 007 - agricoltura EU/non EU; conformity of gluten-free product - SGS



SARCHIO

www.sarchio.com

PRODUCT'S NAME

Snack bar with quinoa and cranberries.

EAN CODE

8003712009530

INTRASTAT CODE

1904 1030

PRODUCT'S DESCRIPTION

The new quinoa and cranberry snack bar is soft, organic, gluten-free and suitable for vegans, as it is free from animal products or derivatives. Gorgeous quinoa grains come together with soft and juicy cranberries for a delicately flavoured, enjoyable snack that is low in fat and a great source of fibre.

INGREDIENT'S LIST

Rice syrup, crispy rice (*rice, *cane sugar, salt), *cranberries (20%), *puffed quinoa (7,6%), *cane sugar (*organic product). May contain traces of milk, shell fruit, sesame and soy.

PRODUCTIVE PROCESS

Produced in Italy in a hand-crafted way using only simple and natural ingredients: organic, gluten-free and vegan.

EXPIRATION DATE AND CONSERVATION

Average conservation 16 months.

PACKAGING AND LABELLING

Packaging of 80 g with four individually wrapped bars.

NUTRITIONAL INFORMATION

Typical values per 100 g: energy 1492 kj/352 kcal; fats 0,8 g; of which saturated 0,2 g; carbohydrates 82 g; of which sugars 37,5 g; fibre 3 g; proteins 2,6 g; salt 0,4 g.

CERTIFICATIONS

Gluten-free product certified by Italian Celiac Association, 100% organic certified by CCPB, Vegan with the logo Vegan society.



FIORENTINI ALIMENTARI

www.fiorentinialimentari.it

PRODUCT'S NAME

Organic small corn cakes with rosemary.

EAN CODE

8002885005080

INTRASTAT CODE

19041010

PRODUCT DESCRIPTION

Shape: circular, irregular surface. Diameter: 45 mm; thickness: 3 -5 mm. Average weight of one snack: >1,4 <2,6 g. Colour: yellow with green spots. Texture: crisp and crunchy. Smell and taste: delicate roasted corn, typical of rosemary aromatization, no unpleasant taste.

EXPIRATION DATE AND CONSERVATION

9 months from production. Store in a dry and cool place. Do not expose to sunlight.

INGREDIENT'S LIST

75% Corn*, 15% corn oil*, corn starch*, salt, rosemary* 0,6%, aromatic herbs* and spices* (*from organic farming).

PRODUCTIVE PROCESS

Corn grains are popped at 280°C in a heating press, then cakes fall on conveyor type. They go through in atomizer of flavourings and oil in a flavourer machine, where they are sprayed with raw oil and dusted with natural ingredients and spices.

PACKAGING AND LABELLING

Squared bottom pack, white and green, with a product photo for serving illustration.

NUTRITIONAL INFORMATION

Average values per 100 g: energy 1921 kJ /457 kcal; fats 14,9 g; of which saturates 1,9 g; of which mono unsaturates 4,6 g; of which polynsaturates 8,4 g; carbohydrate 73,1 g; of which sugars 0,3 g; fibre 2,1 g ; proteins 6,4 g; salt 1,0 g.

QUALITY CHECK

Quality department often check quality product, and in every workshift there is a process control one time on every product line.



**IMPIANTI CONDIZIONAMENTO
SALUMIFICI DI VANNI SPROCATI & C.
www.icscond.it**



PRODUCT'S NAME

AS100/A.

STRONG POINTS OF THE MACHINE

AS100/A is the only cabinet for drying and aging salami working with a dehumidification and cooling plant of static type that reduces drastically the danger of incrustations and excessive dehydrations of the products to treat. This technology allows a big versatility of working like cold drying to product really plain salami or conventional, innovative and experimental drying. The large color 7" touch-screen display allows the setting and the complete control of all operating parameters: provided with clear and intuitive graphics, allows to view graphs of all desired parameters (temperature, humidity...), the set programs, the alarms and can be controlled remotely via PC or tablet. The USB port which is fitted allows downloading of all data on the PC to perform all desired analyzes. The equipment is completed by 20 salami carrying bars made of stainless steel.

PRODUCTS OF APPLICATION

Salami.

TECHNICAL INFORMATION

- dimensions mm. 1.400 x 800 x 2.030
- power kw 1,3 at V. 220
- storage capacity up to 100 kg

**TECNO BRIANZA BREVETTI
www.tecnobrianza.it**

PRODUCT'S NAME

TYING MACHINE FRT-MF-400 G.

PRODUCTS OF APPLICATION

The tying machine FRT-MF-400, that substitutes the well-know "Mosca", presents many options of work, so that it can tie every type of food product.

STRONG POINTS OF THE MACHINE

The working plan allows the sling and the harness of the product up to a maximum lenght of 43 cm. In addition to traditional binding (1,2,3 or 4 rounds), it makes two different tying system: 1) cross tying system: it makes a cross with only one knot, it's ideal for small cold cuts, cooked pork sausages and roasts. 2) Spiral tying system: it makes a spiral on cold cuts and medium cut meats doing a knot at the end.

TECHNICAL INFORMATION

- brushless motor
- power: 230V, 50/60 Hz, 1,6 Kw
- dimensions: mm 880 x 565 x 1495 h
- weight: 165 kg



**MANIFATTURA QUATTRO
www.manifatturaquattro.com**



PRODUCT'S NAME

Twine.

STRONG POINTS OF THE TECHNOLOGY

Our company produces twine using only the best raw materials in natural linen, hemp and ramie, and synthetic polypropylene and polyester. We can produce twines of different titles and colors, offering a package specifically for your use (balls, coils, fuses and pieces).

PRODUCTS/FIELDS OF APPLICATION

All kind of sausages.

**SIRMAN
www.sirman.com**



PRODUCT'S NAME

Horizontal cutter Katana.

PRODUCTS OF APPLICATION

Preparing burgers, wurstel, steak tartare, fish tartare.

DESCRIPTION

Completely made of AISI 304 stainless steel. Blades driven by powerful, ventilated induction motor. Sturdy, removable stainless steel bowl AISI 304. Interlocked, easily removable lid for easy cleaning and sanitizing. Stainless steel IP 67 button switch. Blades hub easily removable. Highly water protected knives shaft.

STRONG POINTS OF THE MACHINE

Gently processing all kind of food avoiding heat, friction and stress. Result is a full flavour product maintaining original colours and natural food properties. By managing working time and blade speed, different level of processing can be achieved. Hand knife cut look. Minced, with different grain level. Homogenized like patè or wurstel. During the processing in the bowl the product is completely mixed. The processing of small quantities is possible thanks to the fine alignment of the knives to the bowl. Ideal for meat and vegetables and suitable for many other products. Model 12 and 20 are available with inverter that allows a fine adjustment of the blade speed from 600 to 2.600 rpm.

TECHNICAL INFORMATION

- power: Watt/Hp 370/0,5 (Katana 6); 750/1 (Katana 12); 750/1 (Katana 12 VV); 2.200/3 (Katana 20)
- power source: V/Hz 230/50 (Katana 6); 230-400/50 (Katana 12); 230/50 (Katana 12 VV); 230-400/50 (Katana 20)
- blades: n. 2 (Katana 6); n. 3 (Katana 12); n.3 (Katana 12 VV); n.3 (Katana 20)
- bowl capacity: lt. 6 (Katana 6); lt. 12 (Katana 12); lt. 12 (Katana 12 VV); lt. 20 (Katana 20)
- revolution: r.p.m. 1.440 (Katana 6); 1.440 (Katana 12); 600/2.600 (Katana 12 VV); 600/2.600 (Katana 20)
- dimensions: mm 832x512x472 (Katana 6); 758x578x508 (Katana 12); 758x578x508 (Katana 12 VV); 1013x700x572 (Katana 20)
- net weight: kg 60 (Katana 6); 75 (Katana 12); 75 (Katana 12 VV); 80 (Katana 20)

**MINERVA OMEGA GROUP
www.omegafoodtech.it – www.laminerva.it**

PRODUCT'S NAME

Slicing machine 350/370. VS (version with ham hopper) and VM (version with meat hopper).

STRONG POINTS OF THE MACHINE

Professional equipment to fit more and more demanding customer needs. Made of aluminium alloy treated with anodic oxidation. Gear drive. Built-in sharpener.

FIELDS OF APPLICATION

Supermarkets, hypermarkets, packaging centres, food retail, collective catering.

TECHNICAL INFORMATION

- blade diameter: mm 350 (VS-VM 350); 370 (VS-VM 370)
- motor: KW (HP) 0,37 (0,50) (VS-VM 350); 0,37 (0,50) (VS-VM 370)
- carriage stroke: mm 400 (VS-VM 350); 400 (VS-VM 370)
- cutting dimension : mm 270 (VS-VM 350); 280 (VS-VM 370)
- cutting dimension : 260x300 (VS-VM 350); 270x300 (VS-VM 370)
- cutting thickness: mm 0/22 (VS-VM 350); 0/22 (VS-VM 370)
- net weight: Kg 58-56 (VS-VM 350); 59/57 (VS-VM 370)



**RISCO
www.risco.it**



PRODUCT'S NAME

Meatballer DF Series.

PRODUCTS OF APPLICATION

Meatballs, fishballs, soyballs, vegetables balls, cheese balls etc.

STRONG POINTS OF THE MACHINE

Optimal forming of balls and meatballs; exact portions; possibility to integrate a product conveyor belt; high performance; user friendly.

The DF series allows to produce balls with different composition and size with precise shape and constant weight. The system is directly connected to Risco filler that feeds in a continuous way the forming head, available from 2 to 6 diaphragms. The balls are then formed alternately by the head's diaphragms. The Risco ball forming system is mounted on a mobile frame with wheels for easy connection and disconnection during the daily production.

TECHNICAL INFORMATION

- installed power: 0,4 kW
- machine weight: 75 kg
- max production: max 150 rpm or 250 rpm (according to the model)
- product diameter: from 10 mm to 95 mm
- product weight: from min 4 gr to max 200 g

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