



SPECIAL
EDITION



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THE ITALIAN FOOD MAGAZINE BUYER'S • GUIDE

YEAR 4 - N° 2 • FEBRUARY 2016



SPECIAL
EDITION

حلال
HALAL

PRODUCTS SHOWCASE

THE EVENT
DESTINATION GULFOOD

ITALIAN TRADE AGENCY
"THE KEY IS ITALIAN
QUALITY"

FOCUS ON
HALAL, INSTRUCTIONS
FOR USE



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FOOD WASTE

A SHAMEFUL
RECORD

CHEESE EXPORTS

A GIANT OF 301
THOUSAND TONS

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TO CONSUMERS

CONQUERING THE (MIDDLE) EAST

Federica Bartesaghi

After Thaifex, Anuga, Sial, Summer Fancy Food, Plma and World of Food Beijing, The Italian Food Magazine has landed to Gulfood: top global event for the food industry in the United Arab Emirates, the Gulf Countries and the Middle East. In its 28 years long history, the show has grown to tremendous heights. Just think that the very first edition, in 1987, was attended by 65 exhibitors and 1,600 visitors. Today, 5,000 exhibitors are expected, as well as 85,000 professional visitors. Of course we couldn't have missed it. Over 200 Italian companies are getting ready to introduce their products to the wide and varied public of Gulfood: from wholesalers to importers, from international retail chain buyers to professionals in the food service. The latter channel, in particular, is going to experience tremendous growth in the years ahead. In 2020 Dubai will host the Universal Exhibition. And the government has announced the opening of hundreds of new hotels and restaurants.

Today, the city is already considered a strategic commercial hub, and a true crossroad between East and West. Every

year, over 70 million tourists travel through its huge airport. But tourists are not the only - nor the most interesting - consumer target for the Italian food industry. Whose exports in the country reached the value of 240 million euro in 2014 (rising 23.6% in the first nine months of 2015).

In the United Arab Emirates live today 10 million people, that are used to eat out of home very often, trying every kind of international cuisine. And if Italian producers have the 'disadvantage' of looking less competitive with respect to others at the eyes of large scale distribution - due to our small exports volumes - on the other hand have the fortune of enjoying high reputation among locals. Which makes our products extremely appealing for the 11,000 restaurants of the country, 4,000 only in Dubai.

And it doesn't end up here. The global Halal market is estimated to be worth 3,000 billions yearly. 590 billions only in the food sector. In Italy lives a Muslim community of 4 million consumers (growing at a rate of 10% yearly), for a market that is worth 12 billion euro.



Alla conquista del (Middle) East

Dopo Thaifex, Anuga, Sial, Summer Fancy Food, Plma e World of Food Beijing, The Italian Food Magazine arriva anche a Gulfood: evento numero uno al mondo per il settore agroalimentare nella regione degli Emirati Arabi Uniti, dei Paesi del Golfo e di tutto il Medio Oriente. Nei suoi ben 28 anni di storia, la kermesse è cresciuta a ritmi vertiginosi. Basta pensare che alla prima edizione, nel 1987, hanno preso parte 65 espositori e 1.600 visitatori. Oggi, sono attesi 5mila espositori e oltre 85mila visitatori professionali.

Mancare, dunque, sarebbe stato imperdonabile. Più di 200 aziende del Bel Paese si preparano a esibire la propria offerta al vasto e variegato panorama di visitatori presenti in fiera: dai grossisti agli importatori, dai buyer delle catene di retail internazionali agli operatori della ristorazione locale. Un canale, quest'ultimo, che diventerà sempre più strategico negli anni a venire. Nel 2020, infatti, Dubai si prepara ad accogliere 20 milioni di visitatori, poiché ospiterà la prossima edizione dell'Esposizione Universale. E il governo ha già in cantiere l'apertura di un centinaio di nuovi alberghi e altrettanti ristoranti.

Già oggi, Dubai rappresenta un hub commerciale di rilevanza strategica, nonché un vero e proprio crocevia tra l'Oriente e l'Occidente. Attraverso il suo gigantesco aeroporto, passano ogni anno oltre 70 milioni di visitatori, ma i turisti non costituiscono di certo l'unica (o la più interessante) fascia di consumatori per l'industria agroalimentare italiana. Le cui esportazioni nel paese hanno raggiunto il valore di 240 milioni di euro nel 2014 (in crescita del 23,6% nei primi nove mesi del 2015).

Negli Emirati Arabi Uniti vivono infatti 10 milioni di persone, abituate a consumare molto spesso pasti fuori casa sperimentando ogni genere di cucina internazionale. E se i produttori italiani hanno lo 'svantaggio' di risultare meno competitivi di altri agli occhi della grande distribuzione - principalmente a causa dei limitati volumi esportati - d'altro canto hanno la fortuna di godere di una reputazione altissima tra i locali. Il che rende i nostri prodotti molto ricercati dagli 11,000 ristoranti presenti nel paese. 4,000 solo a Dubai.

Il valore del mercato Halal globale poi è stimato in oltre 3mila miliardi di euro all'anno. 590 miliardi solo nel comparto alimentare. E non è tutto: in Italia, vive una comunità musulmana di 4 milioni di consumatori (che cresce a un tasso del 10% annuo), per un valore di mercato stimato in 12 miliardi di euro.

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Managing director: ANGELO FRIGERIO
Editorial director: RICCARDO COLLETTI
Edited by: Edizioni Turbo Srl - Palazzo di Vetro
Corso della Resistenza, 23 - 20821 - Meda (MB)
Tel. +39 0362 600463/4/5/9 Fax. +39 0362 600616 - e-mail: info@tespi.net

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ASDA JOINS EMD BUYING GROUP



European buying alliance EMD has announced that UK-based Asda has joined it as a member with immediate effect. Asda will become a shareholder of EMD at an extraordinary general meeting during the first quarter, when it will become a leading shareholder in the group. For Asda, joining EMD will enable it to increase its buying power, generating savings from its supply chain, which will enable it to reinvest in lowering prices. EMD Managing Director Philippe Gruyters: "With the newly acquired partner Asda, EMD affirms its leadership among the purchasing and marketing alliances operating all over Europe." Following this addition, EMD's membership will have a potential turnover of 178 billion euro.


Asda entra in Emd, la prima centrale d'acquisto europea 

Il gigante inglese Asda entra a far parte di Emd, il gruppo d'acquisto più importante in Europa per il settore alimentare al dettaglio e per quello dei beni di largo consumo. In virtù della nuova partnership, Asda (31 miliardi di euro il fatturato annuo), di proprietà di Walmart dal 1999, aumenterà il suo potere di acquisto, generando risparmi significativi nell'approvvigionamento delle merci, che reinvestirà riducendo i prezzi e aumentando ulteriormente la qualità dell'offerta. "Con l'acquisizione del nuovo socio Asda, Emd afferma la sua leadership tra le alleanze di acquisto e marketing che operano in Europa", commenta Philippe Gruyters, amministratore delegato di Emd, il cui fatturato totale al consumo raggiungerà ora i 178 miliardi di euro.

TESCO "DELIBERATELY" DELAYED PAYMENTS TO SUPPLIERS ACCORDING TO GCA

According to the supplier watchdog The Groceries Code Adjudicator (GCA) Tesco seriously breach of the code of practice, prioritising its own finances over treating suppliers fairly and acting unreasonably when delaying payments to suppliers, often for lengthy periods of time. "The most shocking thing I found was how widespread it was and that it was in every sector and every supplier I spoke to had evidence in delays in payments," said Christine Tacon, the GCA head. Now the GCA has demanded Tesco to improve relations with suppliers and correct the numerous errors that would occur on its payment systems.



Tesco richiamata dal Gca per pagamenti ai fornitori "irragionevolmente in ritardo" 

Tesco ha "irragionevolmente ritardato i pagamenti ai fornitori, spesso per lunghi periodi di tempo". A dirlo è il Groceries code adjudicator (Gca), l'autorità inglese che vigila sui rapporti tra supermercati e fornitori. Che dopo un anno di investigazioni ha stabilito che la catena posticipava il pagamento per falsare i profitti. "La cosa più incredibile che ho scoperto è quanto fosse diffusa (la pratica, ndr), ed estesa a tutti i settori. Ogni fornitore con il quale ho parlato era in possesso di prove del ritardo nei pagamenti", sottolinea Christine Tacon, a capo del Gca. Ora a Tesco è stato accordato un mese di tempo per "rivedere il proprio comportamento" e mettere in pratica le raccomandazioni delle autorità.

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ARLA FOODS SLASHED MILK PRICE



Arla Foods has announced a reduction in its farm gate milk price for February, a senior company official said. The Arla Foods amba co-operative is cutting the "on-account price" it pays to its farmer members by one eurocent per kilo, with effect from 1 February. When this reduction is applied to the UK standard litre it equates to a downward movement of 0.75 pence. There is also a small adjustment of 0.05 pence per litre, due to the commodity market impact. These two adjustments, totalling 0.8 pence, take the UK standard litre price to 21.81 ppl.

Arla Foods abbassa il prezzo del latte alla stalla 

A partire dal 1° febbraio, la cooperativa internazionale Arla Foods, con sede in Danimarca, ha annunciato una riduzione del prezzo del latte alla stalla di un centesimo di euro al chilo. Equivalente a 0,75 penny sul mercato inglese. Che, sommato a un ulteriore aggiustamento di 0,05 penny al litro, si traduce in un totale di 0,8 penny. Portando il prezzo standard del litro a 21,81 penny al litro.

WALMART COSTCO AND KROGER ARE THE GLOBAL LEADING RETAILERS

US companies Walmart, Costco and Kroger lead the list of the top 250 global retailers according to a study by Deloitte and specialised magazine Stores, published by the National Retail Federation. According to the 2016 Global Powers of Retailing study, Walmart leads the list, with 485.6 billion dollars in revenue, based on data from the financial year ending 2014. Costco Wholesale Corporation is second, with 112.6 billion dollars in retail revenue, while Kroger moved from sixth to third place with 108.4 billion dollars in retail revenue. Rounding off the top ten are Schwarz (102.7 billions), Tesco (99.7 billions), Carrefour (98.5 billions), Aldi (86.5 billions), Metro Group (85.6 billions), Home Depot (83.2 billions) and Walgreens (76.4 billions). Retail revenue for the top 250 global powers of retailing totalled almost 4.5 trillion dollars in fiscal year 2014.



Walmart, Costco e Kroger salgono sul podio del retail globale 

Le insegne Usa Walmart, Costco e Kroger guidano la 'Global powers of retailing 2016', la classifica dei 250 maggiori retailer globali, stilata da Deloitte in collaborazione con la rivista specializzata Stores e pubblicata dalla National Retail Federation statunitense. Walmart si classifica primo, con un fatturato di 485,6 miliardi di euro nell'anno fiscale 2014. Costco Wholesale Corporation occupa il secondo posto, con un fatturato di 112,6 miliardi di dollari mentre Kroger passa dalla sesta alla terza posizione, con un fatturato di 108,4 miliardi di dollari. A chiudere la top ten ci sono Schwarz (102,7 miliardi), Tesco (99,7 miliardi), Carrefour (98,5 miliardi), Aldi (86,5 miliardi), Metro Group (85,6 miliardi), Home Depot (83,2 miliardi) e Walgreens (76,4 miliardi). Complessivamente, nel 2014 i 250 retailer mondiali hanno generato un volume d'affari di 4,5 trilioni di dollari.



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ASDA TO CUT MORE THAN 1,000 JOBS

Asda is cutting more than 1,000 store jobs under plans to close hundreds of staff canteens and shopfloor services. The cuts come after Asda revealed plans to axe about 200 jobs at its head office in Leeds. An Asda spokesperson said: "2015 was a tough year for UK supermarkets and Asda is no exception." The Walmart-owned chain has yet to reveal how it performed over Christmas, but data from Kantar Worldpanel last week suggested sales slumped 3.5% in the 12 weeks to 3 January, reducing the grocer's market share by 0.6 percentage points to 16.2%. Tesco, Sainsbury's and Morrisons all performed better than expected, while discounters Aldi and Lidl achieved double-digit sales increases.

Asda pronta a tagliare oltre 1.000 posti di lavoro

Asda taglierà oltre 1.000 posti di lavoro. L'annuncio è arrivato a pochi giorni di distanza da quello in cui il retailer inglese comunicava 200 esuberi nel suo quartier generale a Leeds. "Il 2015 è stato un anno difficile per i supermercati inglesi e Asda non fa eccezione", commenta un portavoce della catena. Benché i dati sulle performance natalizie non siano ancora stati diffusi, secondo il Kantar Worldpanel le vendite del gruppo sono calate del 3,5% nelle 12 settimane terminanti il 3 gennaio. Riducendo di sei punti percentuali la quota di mercato di Asda, che si attesterebbe quindi ora al 16,2%. Le performance di Tesco, Sainsbury's e Morrisons (che assieme ad Asda formano i famosi 'big four') hanno invece superato le aspettative. Mentre i discount Aldi e Lidl hanno fatto registrare vendite in crescita a doppia cifra.



THE 'WORLD PROCESSING TOMATO CONGRESS' IS BACK

The 12th World Processing Tomato Congress - the most strategic yearly event for professional global players in the industry - will be held on the next 6-9 March at the W Hotel in Santiago del Chile. It's a unique opportunity to interact, build strategic relationships and know, firsthand, scientific and technological advances with the greatest impact for tomato processors. With the presence of renowned international speakers, participants will get an overview of the economic future trends in consumption, the new consumer profile and challenging methodologies to innovate.



In scena a marzo il 12esimo 'World processing tomato congress'

Avrà luogo dal 6 al 9 marzo, presso il W Hotel di Santiago del Cile, la 12esima edizione del 'World processing tomato congress'. Il più importante evento annuale internazionale dedicato all'industria del pomodoro, che ospita ogni anno i maggiori player del settore. Tra gli argomenti chiave che saranno discussi nel corso del convegno: i trend di mercato del futuro, i costi del settore agricolo, le nuove tecnologie, i cambiamenti climatici e la sostenibilità dell'impatto idrico.



EASYJET FOUNDER LAUNCHES DISCOUNT FOODSTORE CALLES EASYFOOD

Aldi and Lidl are about to get a taste of their own medicine, after EasyJet founder Stelios Haji-loannau opened his first EasyFoodstore in north-west London, bringing the challenging spirit of the discount airline to the grocery sector. The Park Royal shop will sell a limited and basic range of items. And throughout February all prices will be dropped to 25 penny as an introductory offer. "Given my experience in distributing food for free in Greece and Cyprus, this is a more commercial attempt to sell basic food for 25p per item to those less well-off in the Park Royal area," said Haji-loannau. Stores are set to be built in deprived parts of South East London to attract shoppers "either on benefits or in low-paid or zero-hour jobs", an easyFood spokesman said.

Nasce a Londra easyFood, insegna low cost lanciata dal fondatore di easyJet

Dai voli aerei al food, tutto all'insegna del low cost, per lanciare una sfida ai colossi Aldi e Lidl. L'imprenditore Stelios Haji-loannou, fondatore di easyJet, ha infatti annunciato l'apertura di una catena di negozi alimentari a basso prezzo in Inghilterra: easyFood. Il primo ha aperto a Londra, nella zona di Park Royal.

Tutti i prodotti in assortimento, nella fase promozionale di lancio della nuova insegna, costano solo 25 penny, pari a circa 35 centesimi di euro.

In vendita, ovviamente, soprattutto scatolame. Secondo un portavoce di easyFood, i clienti tipo dell'insegna sono "persone che vivono di assistenza pubblica o fanno lavori a basso salario e part time". I prossimi negozi verranno inaugurati nelle aree più povere e disagiate di Londra e di altre città.



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Half weight: 1,5/2 Kg

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Half weight: 1,5/2 Kg

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Half weight: 1,3/1,8 Kg

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Half weight: 1,8/2 Kg

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WE LOOK FORWARD TO SUGGEST YOU OUR PRODUCT RANGE

FERRERO GROUP TO INVEST 21 MILLION EURO IN BELGIUM



The Ferrero Group will invest 21 million euro in its production plant based in Arlon, a small town between Belgium and Luxembourg. The investment will provide a new production line for the 100 grams Kinder Eggs, and it will lead to the creation of 50 new jobs, in addition to the 700 already existing.

Ferrero pronta a investire 21 milioni di euro in Belgio



Ferrero ha annunciato un investimento di 21 milioni di euro per potenziare il suo stabilimento di Arlon, cittadina belga al confine con il Lussemburgo. L'investimento, finalizzato alla costruzione di una nuova linea per la produzione di uova Kinder da 100 grammi, porterà alla creazione di 50 posti di lavoro che si aggiungeranno ai 700 attuali.

PECORINO IS THE MOST EXPORTED ITALIAN FOOD PRODUCT IN 2015



Pecorino cheese was the 'king' of Italian food exports in 2015, with a 23% growth in foreign sales. The United States remain Pecorino's top destination market, rising 28% over 2014. Positive results were also achieved in Europe (up 22%) in the UK (+22%) and in France (+16%). Good performances also in Asia, where the Japanese market increased by 9%. But the record was set by China, with a 500% increase over the same period in 2014. Total Italian food exports in 2015 were up 7%, reaching the record value of 36 billion euro.

È il pecorino il prodotto agroalimentare più esportato nel 2015



Pecorino "re" delle esportazioni agroalimentari italiane nel 2015. Con le vendite oltreconfine che crescono del 23%. Il primo mercato restano gli Usa (+28%), bene anche Gran Bretagna (+22%) e Francia (+16%). Cresce anche il Giappone (+9%), ma a mostrare le performance migliori è senza dubbio la Cina, che registra un incredibile +500%. È quanto emerge da un'indagine Coldiretti, che sottolinea anche come l'intero comparto agroalimentare chiuda l'anno a +7% sui mercati internazionali, per un valore record di 36 miliardi di euro.

NESTLÉ TO BUY REST OF ISRAELI FOODMAKER OSEM FOR 840 MILLION DOLLARS

Swiss food giant Nestlé has agreed to buy out minority shareholders in Israel's largest listed foodmaker Osem for about 840 million dollars. Nestlé has invested in Osem for over 20 years and already owns 63.7% of the company, Israel's third-largest food maker by sales, competing with market leader Thuva and Strauss Group. Osem produces and sells pasta, salad dressings and ice cream under the Nestlé and other brand names. In Europe, Osem is best known for its Tivall line of soy-based meat alternative products. It has nine factories across Israel and for the first nine months of 2015 it reported a net profit of 294 million shekels (67,7 million euro).

Nestlé acquisisce il produttore israeliano Osem per 840 milioni di dollari



La multinazionale svizzera Nestlé ha annunciato l'acquisizione del produttore israeliano Osem per il valore 840 milioni di dollari. Nestlé possedeva già il 63,7% della compagnia, che è tra i maggiori produttori alimentari del paese per fatturato dopo i leader di mercato Thuva e Strauss Group. Osem produce e distribuisce pasta, condimenti per insalata e gelato per il brand Nestlé. In Europa, l'azienda è meglio nota per la sua linea di prodotti a base di soia sostitutivi della carne, Tivall. Complessivamente l'azienda ha nove stabilimenti nel paese e ha chiuso il 2015 con un fatturato di oltre 67 milioni di euro.

UNILEVER ROLLS OUT 250 CALORIES CAP COMMITMENT FOR ICE CREAM

Unilever UK & Ireland has confirmed that from spring 2016 its entire adult single-serve ice cream range will contain 250 calories or fewer, with no change to recipes. The move follows the successful introduction of 110 kcal or fewer across the children's ice cream range. Noel Clarke, Brand Building Director for Ice Cream, Unilever UK & Ireland, explains: "It was important there be no compromise to taste or quality and that's exactly what we've delivered. Our products will still taste as good as ever, but through a process of development and resizing we will ensure our entire single-serve ice cream portfolio will contain 250 calories or fewer."



Unilever: i nostri gelati presto non supereranno le 250 calorie



A partire dalla prossima primavera, i gelati monoporzione prodotti dalla multinazionale anglo-olandese Unilever e distribuiti nel Regno Unito e in Irlanda, non conterranno più di 250 calorie. Sulla scia del successo dell'iniziativa che ha visto scendere a 110 il contenuto calorico dei gelati per bambini. A cambiare non saranno le ricette, ma i formati di vendita. "Era importante riuscire a salvaguardare il gusto o la qualità ed è esattamente ciò che abbiamo fatto", spiega Noel Clarke, brand building director per la divisione gelati di Unilever UK e Irlanda. "I nostri prodotti sono ancora buoni come prima, ma attraverso un processo di riduzione dei formati assicureremo che l'intera gamma di gelati mono porzione per adulti non superi le 250 calorie".

ITALIAN AND SPANISH RESEARCHERS CREATED 'SUPER-SPAGHETTI'

Rich in fibres, proteins and antioxidants, they could help preventing cardiovascular diseases. We are talking about the so-called 'super pasta' created by researchers from University of Bologna, University of Molise and University of Granada. According to the results of the study, published in the *Food Research International* journal, the researchers separated the components of the grain using air, in a method called air-classifying, which allowed them to unite the nutritional properties and create the pasta in an environmentally friendly way without waste.

Un panel di ricercatori brevetta i 'super spaghetti'



Ricca in fibre, proteine e antiossidanti e potenzialmente utile a ridurre il rischio cardiovascolare. Stiamo parlando della 'super pasta', frutto delle ricerche che da anni coinvolgono l'Università di Bologna, del Molise e l'ateneo di Granada. I risultati pubblicati di recente sulla rivista *Food Research International* dimostrano la possibilità di produrre super spaghetti in modo rispettoso dell'ambiente senza sprecare nulla del chicco di cereale. Il tutto grazie a un metodo di separazione dei componenti del chicco mediante l'aria (air-classifying). Il cereale viene infatti diviso in due parti, una più grossa e ricca di fibre e antiossidanti, una più fine e più proteica. Questi 'ingredienti' vengono quindi lavorati per ottenere un pasta dalle caratteristiche uniche.

INALCA ACQUIRES THE MANZOTIN BRAND FROM GENERALE CONSERVE

Generale Conserve, an Italian company specialising in canned food, and Inalca, a company of the Cremonini Group leader in Europe in the production of beef, signed an agreement governing the sale to Inalca of Manzotin, the historic brand of canned meat. Thanks to this move, the acquisition ensures that the Manzotin brand continues to be a trademark "Made in Italy" under all aspects. In fact the two companies confirm that the passage is the valorisation, optimisation and the concentration of their respective integrated supply chains. The final conclusion of the agreement is expected by March.

BARILLA: THE ONLY ITALIAN FIRM IN GLOBAL BENCHMARK ON ANIMAL WELL-BEING



The Barilla group is the only Italian firm that has improved in the evaluation of the 2015 Business Benchmark on Farm Animal Welfare (BBFAW), out of the other 6 companies analyzed in the country: Barilla, Ferrero, Gruppo Cremonini, Autogrill, Gruppo Veronesi and Camst (from the best to the worst placement). The Business Benchmark is the first global measure of company performance on animal welfare and, since its inception in 2012 has established itself as a catalyst for influencing change in corporate practices on animal welfare management and reporting. In total, 90 global food companies were included in the 2015 benchmark that classed them into one of six tiers.

Benessere animale: Barilla guadagna posizioni nella classifica globale



Il Gruppo Barilla è l'azienda italiana con il miglior posizionamento all'interno della classifica 'Business benchmark on farm animal welfare' (Bbfaw). Che fornisce un report annuale su come i leader mondiali del settore gestiscano le proprie policy in tema di benessere animale all'interno degli allevamenti. Quest'anno sono 90 le aziende analizzate e inserite in una classifica che va dal livello uno (il più alto) al livello sei in base alle informazioni rese pubbliche. Sei le italiane coinvolte: Barilla, Ferrero, Gruppo Cremonini, Autogrill, Gruppo Veronesi e Camst (dal migliore al peggiore posizionamento).

SPAR TAKES OVER 26 STORES OF THE AUSTRIAN GROCERY RETAILER ZIELPUNKTE

The Spar grocery retail chain will take over 26 stores of the recently failed Austrian supermarket chain Zielpunkte. At the moment, according to the Austrian Federal Competition Authority Bundeswettbewerbsbehörde (Bwb), 26 stores will be taken over by Despar, 20 by Rewe, 11 by Hofer, 7 by Denn's, two by Lidl and eight by the Turkish chain Etsan. Seven will be taken over by the German drugstore chain Dm, four by the Austrian chain Bips, two by the pet shop Fressnapf and one by the Libro book chain. After the closure of other 39 stores on the past weeks, since the beginning of the year over two third of the 229 Zielpunkte supermarkets in Austria were closed down.

Spar rileva 26 punti vendita Zielpunkte in Austria

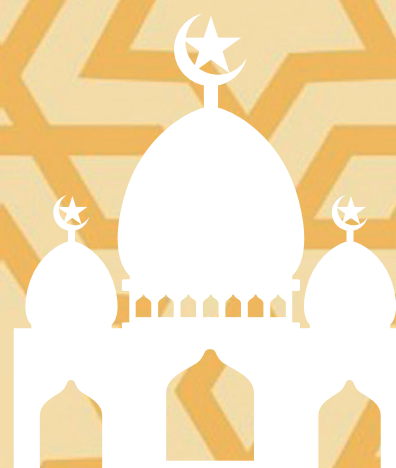


Spar si prepara a rilevare 26 punti vendita della neo-fallita catena di supermercati Zielpunkte. Al momento, secondo quanto preposto dall'autorità federale austriaca garante della concorrenza indipendente Bundeswettbewerbsbehörde (Bwb), 26 punti vendita andranno a Spar, 20 a Rewe, 11 a Hofer, sette a Denn's, due a Lidl e otto alla catena turca Etsan. Sette andranno invece alla catena di drogherie tedesca Dm, quattro alla catena austriaca Bipa, due ai negozi per animali Fressnapf e uno alla catena di cartolerie Libro. A seguito della chiusura di altre 39 filiali nelle scorse settimane, da inizio anno sarebbero stati chiusi più di due terzi dei 229 supermercati a marchio Zielpunkt presenti in Austria.

Inalca acquisisce il marchio Manzotin da Generale Conserve



Manzotin passa di nuovo di mano. Inalca, società del gruppo Cremonini, ha perfezionato l'acquisizione dello storico marchio delle carni in scatola, che solo pochi mesi fa era stato rilevato da Generale Conserve. L'operazione è stata confermata da una nota congiunta, in cui si precisa che l'esecuzione finale dell'accordo è prevista per marzo. "Le due aziende confermano che il passaggio rappresenta la valorizzazione, l'ottimizzazione e la concentrazione delle rispettive filiere produttive integrate", spiega un comunicato congiunto. Inalca è infatti tra i maggiori produttori europei di carni bovine, mentre Generale Conserve è la seconda azienda italiana nel settore del tonno.



Inside this special insert you will find many new products suitable for consumption in the United Arab Emirates, the Gulf States and the Middle East. From confectionery products to salty snacks, from coffee to preserves, including ready-meals, cheeses and cured meats. Many of them have been certified Halal, some others are currently under certification, while many others haven't been asked to comply with a certificate since they are naturally fit for consumption by Muslim households. A wide and varied products range, sign of the increasing interest paid by Italian food companies to business opportunities in this world area.

Vetrina prodotti



All'interno di questo inserto speciale, troverete molte novità di prodotto dedicate al mercato degli Emirati Arabi Uniti, dei Paesi del Golfo e del Medio Oriente. Dai dolci agli snack salati, dal caffè alle conserve, dai piatti pronti ai formaggi e ai salumi. Molti sono provvisti della certificazione Halal, altri sono attualmente in fase di certificazione, mentre altri ancora non hanno la certificazione ma in virtù della loro composizione sono adatti al consumo da parte della popolazione Musulmana. Un'offerta ampia e diversificata, che testimonia l'attenzione sempre maggiore da parte delle aziende agroalimentari italiane per le opportunità di business rappresentate da quest'area del mondo.

DESTINATION GULFOOD

The 21st edition will be held on the next 21-25 February in Dubai. Over 85,000 visitors and 5,000 exhibitors are expected to attend the show. Interview with Mark Napier, exhibition director.

A geo-strategic location, for a globally recognized event, able to generate a billion-dollar business. Of course, we are talking about Gulfood, leading trade show for the international food industry in the United Arab Emirates and the Middle East, soon in its 21st edition. Italy will be the largest participating country at Gulfood 2016. With more than 190 companies covering a surface of 3,956 square meters.

In the last years Italian food product sales to the UAE have grown steadily, reaching a total value of 241.3 million Euro. And the whole region remains highly attractive for its growth potential. We talked about the reasons behind this success with Mark Napier, Gulfood exhibition director.

20 years after its very first edition, how much has grown Gulfood in terms of exhibitors, visitors and square meters?

As you point out, 2016 marks the 21st edition of Gulfood but the show actually dates back significantly further than 20 years. The very first Gulfood debuted in 1987 and, ever since, the show has provided a dedicated trade platform for the international food industry to meet, network, trade and transact out of Dubai. Indeed, during its lifespan Gulfood has evolved into the world's biggest annual food and hospitality show and the 2016 event will welcome more than 5,000 local, regional and international companies from 120 countries and over 85,000 visitors from 170 countries - a considerable jump from the 65 exhibitors from 13 countries and 1,600 specialist trade visitors that attended the first Gulfood in 1987.

During this time-lapse, which sectors and markets have taken a leading role in the show?

It is important to remember that the history of Gulfood spans almost three decades. During the lifetime of Gulfood various food industry sectors - from specialist product categories to traditional go-to nations for trading commodities - have risen and fallen in equal measure. The one constant, for us anyway, has been the growth of Dubai and the show itself. Indeed, Gulfood has grown to such an extent over the years that we have accentuated the core Gulfood offering with the launch of various



sector-specific spin-offs over the last decade. The Gulfood umbrella now covers highly specialised trade events including Halal World Food, Gulfood Manufacturing, Speciality Food Festival, Seafex and Yummex - a resounding portfolio of diverse, highly-specialised food industry events.

Today, Gulfood has become a global point of reference for the food sector. Which are, in your opinion, the reasons for such a huge success?

Gulfood is internationally renowned for providing a trusted and accessible platform for the world's food industry to meet, transact and trade out of Dubai - one of the world's most diverse, energetic and vibrant trading hubs. As global food producers and traders establish new supply routes to reach customers and monetise opportunities in emerging markets, the heightened visitor experience at Gulfood enables industry heavyweights to make strategic purchasing decisions with trusted suppliers, all while consolidating the UAE's key role as a major transshipment destination for food products and hospitality equipment. The show, much like Dubai, is a strategic gateway to monetisation opportunities in dozens of emerging markets across the Middle East, Africa and Asia.

What makes Gulfood unique with respect to other international trade shows?

In simple terms, its size and business capacity. We expect Gulfood 2016 to draw over 85,000 finished food suppliers, bulk commodity who-

lesalers and exporters and hospitality equipment suppliers from more than 170 countries including international heads of state, ministers, government officials and national trade associations from five continents. The geo-strategic location of Dubai complemented with its world-class infrastructure and facilities make it an ideal and strategic location for the show. Furthermore, one of the reasons Gulfood is so highly-regarded internationally is our world-class global visitor profile. Gulfood remains the region's premier platform for worldwide food suppliers to meet, trade and explore business opportunities with the regional industry.

As regards trade visitors, where do they come from and what do they look for in particular?

Gulfood 2016 will welcome over 85,000 visitors from 170 countries - our trade visitors genuinely come from every corner of the globe. In addition to seeking new and innovative products from around the world and keeping abreast of trends across the global food industry, Gulfood provides a tailored platform to meet and network with regional trade partners, and explore supply chain solutions and alternative trading routes into emerging markets across the Middle East, Africa, Asia and beyond. The show's annual trading legacy runs into billions of dollars and with fresh exhibitor features and new supply chain potential, there's every reason to believe new trading records will be set in 2016.

Which are the market segments

that in the last editions proved to be more dynamic?

The global food industry covers so many sub-sectors and specialised verticals, we face a constant challenge to keep the show relevant and focused for our tremendously broad visitor pool. To ensure that we deliver a compelling show floor environment, the launch of several successful Gulfood spin-offs platforms has ensured all of Dubai World Trade Centre's food industry platforms remain relevant to our loyal exhibitors and key international buyer groups. As such, The Speciality Food Festival, Seafex and Yummex - our trio of sector-specific autumn trade fairs focusing on gourmet, seafood and sweets and snacks - are all now established shows in their own right and attract tens of thousands of food industry visitors every year, while 2014 saw the launch of our dedicated Gulfood Manufacturing platform. This diversity of offering - in-line with the constantly changing dynamics of market segments - has ensured the overarching Gulfood umbrella remains attractive to food industry professionals from all over the world.

In the case of our country, which are the most appealing Italian products for consumers in the United Arab Emirates?

Italy will be the largest participating country at Gulfood 2016 and our Italian friends are looking to drum up even more business for hospitality equipment and their diverse food and beverage products roster. Italian interest in Gulfood's market outreach just keeps on growing and consumers across the Emirates remain a key focus. At Gulfood 2016, Italy is focusing on a very high-end offering of products from fresh fruits and vegetables, to dairy - mainly cheese - pulses, dried and canned foods, dried and frozen foods, grocery products, olive oils and vinegar, juices, gelato, sweets and snacks, coffee and coffee equipment. At Gulfood 2016, more than 190 Italian companies will occupy 3,956 square meters while a few Italian producers will also go-it-alone with specialized stands.

And vice-versa, what makes the UAE such a promising market for Italian food companies?

The UAE is the Italian food industry's fastest growing market and it remains very attractive because of





Mark Napier



Destinazione Gulfood

Una location strategica. Per un evento ad alto concentrato di business. Che genera a ogni edizione un volume d'affari quantificabile in miliardi di dollari. Parliamo naturalmente di Gulfood, fiera di riferimento per l'area del Golfo e tutto il Medio Oriente, che si appresta a inaugurare la sua 21esima edizione il prossimo 21 febbraio. Attesi in fiera oltre 85mila visitatori e 5mila aziende provenienti da 120 paesi. Forte la rappresentanza delle nostre aziende, tanto da rendere l'Italia il primo paese straniero per numero di espositori. Non a caso, negli ultimi anni il mercato degli Emirati Arabi Uniti ha visto tassi di crescita a doppia cifra per le importazioni agroalimentari della Penisola, che hanno superato il valore di 240 milioni di euro. Mark Napier, direttore di Gulfood, ci spiega le ragioni di questo successo.

huge prospective tourism development - including scores of new hotels and hundreds of new restaurants - associated with Expo Dubai 2020, when the city's total number of restaurant outlets will double to cater to upwards of 20 million visitors. The Emirates also play a pivotal role as a transshipment hub for the rest of the Gulf, wider Middle East, Africa and Asia for Italian food exports. Italian food product sales to the UAE have grown steadily recently. They rose 31.1% in 2012, a further 39.5% in 2013 and again by 9% in 2014 to reach 241.3 million Euro. In Q1 of 2015 exports climbed a further 23.6%. Without doubt, the Euro fluctuation against the Dollar and Dirham has significantly assisted Eurozone exports and Italy in particular has reaped the benefits.

How is going to change, in the near future, the local food market?

With rising populations and increasing consumer affluence in many regional markets, I foresee the regional food industry - specifically in GCC markets - going from strength to strength in coming years. At the heart of that growth, Gulfood plays a huge role in underlining Dubai's strategic role as a key global food industry hub. With on-event and year-round legacy trading running into billions of dollars, Gulfood connects nations and suppliers, opens distribution channels for industry-related business to trade out of the emirate, and continues to set the international agenda by positioning Dubai as a key player in the global food trade industry.

In 2016 it will also take place the third edition of Gulfood Manufacturing. That has already been named the largest and most influential industry show for its sector in the region. What do we have to expect?

Gulfood Manufacturing was conceived to capitalise on unprecedented market demand for the region's F&B processing industry. After only two editions, Gulfood Manufacturing has established a global reputation for being the primary regional gathering for the international F&B processing industry to share latest industry insights, market trends and state-of-the-art technology and product innovations in a cache of niche shows, conferences and technical workshops. Gulfood Manufacturing has welcomed major local, regional and global firms such as Tetrapak, UFT, IMA, GEA, IPS, Multivac, Al Thika, Mecatherm, Rieckerman, Dohler, Cargill, Wild, Ishida, TNA and JBT in 2014 and 2015. These industry heavyweights utilise Gulfood Manufacturing's unique proposition as a one-stop-shop to source the latest ingredients, processing machinery, packaging equipment and logistics, warehousing and cold chain solutions to enable faster, cheaper and cost-effective production of safer and more reliable products - key enablers in saving costs and increasing revenues in the increasingly competitive global food trade industry.

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“THE KEY IS ITALIAN QUALITY”

Last year our food exports in the region were up 35.4%. Our country has a strong reputation in this world area. But companies are still considered too small to meet the local market demand.

Even if they don't rank among the top 10 destination countries for Italian food exports, the EAU are definitely one of the most dynamic markets for our industry. And they are going to become even more interesting in the near future, thanks to the investments planned by the government for Expo Dubai 2020. Promising but also extremely complex, the EAU are a strategic commercial hub for the entire Middle East and the Indian subcontinent. “And the Italian food & beverage industry, with its 130 billion turnover, 6,850 companies and high quality products, can legitimately compete to gain a significant share in this market”. Interview with Gianpaolo Bruno, Italian Trade Commissioner for the UAE and Oman.

Which is the value generated by the import of Italian food and beverage products in the EAU?

The Italian food business in the EAU has been steadily growing in recent years: Italian food and beverage exports experienced a 47.5% rise in 2012 and a 20.2% rise in 2013. On the following year, they were up 5.3% totalling 252 million euro. In the first nine months of 2015, exports were up another stunning 35.4% over previous year. Most imported products are fruit and vegetables (38% of total imports), beverage (9.7%), cocoa, chocolate and candies (15.25%), cured meats (10.2%), bakery (9.2%) and dairy products (4.6% especially cheese).

Which are the main distribution channels for the promotion and sell of Italian specialties?

Distribution and wholesale businesses in the EAU are advanced and well structured. About 65% of sales are made through international supermarket and hypermarket chains such as Carrefour, Spinneys, Waitrose, Lulu, Union Coop or chains of the GCC area such as Al Maya, Aswaaq and Choithrams. However in these stores, the presence of Italian products is still limited, due to the small sales volumes. Large distribution groups make their purchases through international 'consolidators', rather than directly from manufacturers. The overall value of food retail is estimated at about 2.7 billion dollars, for an average household yearly expenditure of 3,600 dollars. It is worth mentioning that in December 2013 an Eataly store was inaugurated at the prestigious Dubai Mall. Nevertheless, for high-quality premium products such as the Italian ones, the most significant gateway to do business in the EAU are high-end restaurants: over 11,000 in the region, 4,000 in Dubai only, 3,000 in Abu Dhabi and 2,700 in Sharjah. Most of the times located



Gianpaolo Bruno

inside hotels, since the consumption of alcoholic beverages is allowed only there, while restaurants outside hotels are not allowed to serve alcohol.

How changed, in recent years, the food market in the EAU?

The presence of restaurants offering an international cuisine has definitely increased. People living in the EAU (about 10 millions in 2015) are busy workers, used to eating out of home very often for job or family reasons and therefore looking for new and exclusive tasting experiences. Population is growing, as well as its spending power. Furthermore, we must not forget that the Dubai airport traffic reached 70 million passengers in 2015 (about 66 in 2014 and 60 in 2013). And the presence of tourists is set to increase even more for Expo Dubai 2020: the government has already planned the opening of hundreds of new hotels and high-end restaurants in the city. People living in Dubai, the most densely populated city of all the EAU, are really passionate about Italian food. And we can definitely say that, among all Western cuisines, the Italian one is definitely the most popular. The most requested Italian products are rice, pasta and bakery products in general. Olive oil is also gaining importance, but it remains a niche so far.

Butter, margarine and seeds oil are instead very requested.

Which are the major restrictions that prevent the spread of Italian products in the Emirates?

There are no specific limitations on the import of food products, except for pork meat and alcoholic beverages, that can be imported only by authorized distributors. Much more significant, on the other hand, are cultural differences - potential buyers are often unaware of how a product can be used - as well as food habits. Members of the Indian community, for example, love spicy food and cook using clarified butter 'ghee' instead of olive oil. Overall, Italy has a strong reputation but Italian companies are still considered too small to export to the EAU. In addition, a fierce competition is often focused on price, even if sometimes - due to society-wide stereotypes - the origin of a product is synonym with quality: French and Holland cheeses, Italian pasta etc.

Which are the most popular Italian products in the region?

The most popular Italian food product is definitely pizza. Other very popular specialties are pasta, mozzarella, parmigiano, vinegar, canned tuna, tomato sauce, pesto, chocolate and sweets, coffee and ice creams. While some of the most renewed Italian food brands are Barilla, Buitoni, De Cecco, Divella and Giovanni Rana for pasta; Bertolli olive oil; Ponti, Pomì and Saclà for sauces, preserves and canned food; Lavazza, Illy Caffè and Segafredo for coffee; Bauli, Matilde Vicenzi, Panmonviso, Ferrero and Venchi for bakery and confectionery products; Galbani and Latbrie for cheese; Veroni and Citterio for cured meats; Rio Mare for tuna.

Are the Emirati people reliable business partners?

In general, commercial disputes are pretty unusual. When they occur, they are mainly related to products' shelf life - rules governing this matter are very strict, due to the peculiar climatic conditions of this geographic area - or related to the packaging that fails to meet what established by the contract. Anyway, we can confidently say that partners from the Emirates are always correct also for what concerns payments.

How do negotiations take place? What's the average time to reach an agreement?

The first contact often takes place during some of the leading trade shows held in the Emirates. Dubai, in particular, is one of the most important commercial hubs among the GCC countries, the Mena area and more in general the Middle East and Asia.



Every year, in Dubai are held more than 100 trade shows. The most important two are definitely Gulf Food in February and Food Specialty in November. Local buyers want to have a wide variety of choice and they want to get to know better the companies they work with and the products they buy, in order to establish a trust-based relationship with the company. On average, negotiations follow a 'Mediterranean-style' process, and can last even 6 months or one year. Therefore, I tell companies not to get discouraged if after a first wave of interest local operators take time to deepen the knowledge.

What would you suggest to Italian companies willing to enter this market?

Their focus should be placed on understanding the market and the rules governing it. Therefore, I suggest companies to contact our office in order to get all the information needed and avoid making mistakes or facing setbacks. Ice is committed to support companies at the moment of identifying the most reliable business partners and the most suitable opportunities for them and their products. This method is useful for local operators, who are contacted directly from our office and therefore feel protected and guaranteed about our professionalism. As well as for companies, that can rely on a tailor made, cost-saving service to present themselves at their best.

"La chiave è la qualità italiana"



Pur non figurando tra i primi 10 mercati per l'export agroalimentare italiano, gli Emirati Arabi Uniti costituiscono una delle piazze commerciali più dinamiche per la nostra industria. E sono destinati a diventare ancora più interessanti in virtù degli investimenti pianificati dal governo in vista di Expo Dubai 2020. Promettente, ma anche molto competitivo, il mercato degli Eau costituisce un hub commerciale strategico per tutta l'area mediorientale e il subcontinente indiano. E secondo Gianpaolo Bruno, Italian trade commissioner per gli Eau e l'Oman, "il settore agroalimentare italiano, con i suoi 130 miliardi di fatturato, 6.850 imprese e oltre 385 milioni di occupati, può a buon diritto gareggiare per guadagnarsi un'importante fetta di questo mercato".

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HALAL, INSTRUCTIONS FOR USE

Italian companies are increasingly attracted by the potential of this business. But according to Sharif Lorenzini, president of the official certification body: “Grocery retailers are still worried about the cultural gap”.



More than 400 Italian companies have already sought and obtained the Halal Certification. For a total of over 15,000 certified products. A market that - in our country alone - is worth 12 billion euro. A strategic business opportunity for the food industry. But grocery retailers are still very skeptical about introducing this kind of products in their offer. We talked about that and much more with Sharif Lorenzini, president of the international certification body Halal International Authority.

“Most of the times we certify commodities that are later processed into finished products in foreign countries. About 70% is sent to international non-Islamic countries such as Europe, China or Japan,” said Sharif Lorenzini. “Nevertheless, we have recently experienced a rise also in the request for certification of ‘finished’ items, thanks to the foresight of certain Italian entrepreneurs who understood the potential of this business also in Italy, where there is a Muslim community of over 4 million consumers, growing at yearly a rate of more than 10%”.

Even if it often happens that companies provide some sort of self-certification, the real Halal certification can be achieved only through a strict procedure: “We can split the certification process in two distinct moments: first of all we ask companies to send us all the material related to products composition and manufacturing process. Second of all, once analyzed the material we conduct an on-site audit of the facility, in order to make sure that it meets all the requirements for Halal production.” Potentially, any company that

produces a good can be certified. As long as there is no trace of foods forbidden by Islam, called in Arabic ‘Haram’ (the contrary of Halal): alcohol and pork meat.

During the certification process, the major critical element is constituted by two small but ‘insidious’ substances: “The first substance are the so called ‘process aids’, used in production and often made of alcohol or animal ingredients, whose presence is not mentioned in the label and therefore hard to identify for consumers,” explained Lorenzini. “The second substance are food additives: not present in the label as well, because used in very small quantities, or called with ambiguous terms such as ‘colourings’ of ‘thickeners’, often made of animal gelatine whose origin is unclear.”

Unfortunately, the Italian food industry’s enterprise is not backed by grocery retail, still reluctant to open up to this new type of products: “Retailers are showing a greater degree of awareness with respect to the past, but they are still unable to take a step forward: which means to certify themselves.” Lorenzini underlines. “Some slight attempts have been made. I think of Megamarkt, Conad or Ipercoop. But it was nothing more than an information exchange. The main concern expressed by the retail managers I talked to was that the inclusion of these products might have a negative impact on total sales. In other words, they are worried that ‘traditional’ customers may not be willing to do their shopping side-by-side with Muslim consumers. A thing that, however, already takes place,” underlines Lorenzini, without managing to hold back a smile.



"In addition, they don't consider that Halal products are characterized by an extremely high qualitative level. That makes them appealing also for non-Muslim consumers. Especially in the case of meat".

In the last years, many concerns have been expressed about the Halal slaughtering method in relation to EU rules on animal welfare. "Unaware critics based on preconceptions," according to Lorenzini. "During a series of thematic international meetings we explained to several animal rights group how the Halal slaughtering methods works. And you can be sure that, once properly informed about how much important animal welfare is for our religion, they have been the first to support our technique."

But which are, exactly, the principles behind Halal slaughtering? "First of all, our main concern is the respect of the animal as a living being. According to our religion, intensive farming as well as animal force feeding are forbidden. Furthermore, we provide animals with the most natural feed possible, free from animal flours, harmful to animals and humans alike. Just think of what

happened some years ago in the UK with the mad cow disease. It would have never happened with the Halal farming and slaughtering method." But it doesn't end up here: "The food industry uses a pre slaughtering method called 'stunning', that we prefer to call 'torture', since it inflicts huge pain and generates in the animal the highest level of tension. In addition, in the animal slaughtered according to the European law there is a level of residual blood much higher with respect to the animal slaughtered according to the Halal method. And if you consider that in the blood there is something like 95% of all harmful microorganisms presents in the animal, we understand why Halal meat is also more healthy and tasty. Beside having a definitely longer shelf life".



Halal, istruzioni per l'uso



Sono oltre 400 le aziende italiane che hanno richiesto e ottenuto la certificazione Halal. Per un totale di 15mila prodotti certificati. Un mercato che, solo nel nostro paese, vale già 12 miliardi di euro. Per le aziende del comparto agroalimentare si tratta di un'opportunità di business strategica. Meno convinta la Grande distribuzione. Ancora resta a includere questa tipologia di prodotti nella propria offerta. Ne abbiamo parlato con Sharif Lorenzini, presidente di Halal International Authority, organo di certificazione internazionale.



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ALIMENTARI RADICE

www.alimentariradice.com

PRODUCT'S NAME

Roasted Turkey.

EAN CODE

50144

PRODUCT'S DESCRIPTION

Roasted smell and taste, delicate and natural. The internal colour is creamy white, externally is brown due to roasting process. Texture is compact when cut, soft, not chewy.

INGREDIENT'S LIST

Turkey breast (80%), water, salt, dextrose, sugar, starches, flavours. Gelling agent: E407. Stabilizers: E450, E451. Antioxidant: E301. Preservative: E250. OGM, gluten and allergens free.

EXPIRATION DATE AND CONSERVATION

90 days. Store at a refrigeration temperature between 0°C/+4°C

PACKAGING AND LABELLING

Medium weight per piece: 2,2 kg. Number of pieces per cardboard box: 6.



DIMENSIONE CARNE

www.dimensionecarne.it



PRODUCT NAME

Royal Sheep.

PRODUCT DESCRIPTION

Product obtained by the back of the sheep, boneless meat with a little bit of fat, flavoured, cold smoking on selected woods.

LIST OF INGREDIENTS

Back of the sheep, boneless, salt, species. Preservatives: E252, E 250.

SHELF LIFE & STORAGE

180 days (if vacuumed). Storage: 0°C +4°C temperature if vacuumed, or +4° to +12° for aging.

PACKAGING AND LABELLING

Vacuum packed or in natural state. Boxed for transport.

CERTIFICATIONS

Halal Italia. Our authorised distribution partners are: Promar Trading for UAE and 20 WAYS Ltd for United Kingdom and Rep. of Ireland.

SALUMIFICIO PEDRAZZOLI

www.salumificiopedrazzoli.it

PRODUCT'S NAME

Bresaola bio (organic bresaola).

EAN CODE

247382

INTRASTAT CODE

02102090

PRODUCT'S DESCRIPTION

Color: carmine red. Scent: slightly aromatic. Taste: delicate.

INGREDIENT'S LIST

Beef meat*, sea salt, cane sugar*, spices*, wine*. Preservatives: sodium nitrite (*organic product). Gluten free, without additional preservatives and without milk-by products.

EXPIRATION DATE AND CONSERVATION

90 days. Preserve at a temperature between 0 and +7°C.

PACKAGING AND LABELLING

Vacuum Packed. Front label with the PrimaVera brand.

CERTIFICATIONS

BRC, IFS, FSSC22000, certification of organic conformity.



D'AUTORE FOOD

www.dautore.com

PRODUCT'S NAME

Beef Speck Halal.

INTRASTAT CODE

16025010

PRODUCT'S DESCRIPTION

Beef speck Halal is our top quality product. It is made from selected beef cuts dry salting with a mix of salt and spices and cured for several months.

INGREDIENT'S LIST

Beef meat, salt, spices and natural aroma.

EXPIRATION DATE AND CONSERVATION

180 days. Store between 0 and +7° C.

PACKAGING AND LABELLING

With D'autore Brand or Halal.eat Brand.

CERTIFICATIONS

Halal.



SALUMIFICIO MOTTOLINI

www.mottolini.it



PRODUCT'S NAME

Halal Bresaola della Valtellina IGP.

INTRASTAT CODE

02102090

PRODUCT'S DESCRIPTION

The Bresaola della Valtellina IGP is endorsed by the IGP mark (Protected Geographical Indication). Made through the selection and the manufacturing of the best Halal bovine meat, the traditional salting process, the maturation in the typical climate of Valtellina and the regular inspections from the control bodies in compliance with the European legislation and the product specifications.

INGREDIENT'S LIST

Beef, salt, dextrose, natural flavor. Preservatives: E-250, E-252. OGM and gluten free.

EXPIRATION DATE AND CONSERVATION

180 days. Store between +2 and +4°C

PACKAGING AND LABELLING

In bulk, whole under vacuum, ½ pieces under vacuum. 2/3 kg whole piece (production's regulations requires 1,80 kg).

CERTIFICATIONS

Certified by Halal Italy.

IBS

www.ibsspa.it

PRODUCT'S NAME

Bacone – Bovine Bacon.

EAN CODE

2002190

PRODUCT'S DESCRIPTION

Italian only animals are used, meat obtained from ritual slaughtering, selected, cut, salted and flavored with a special recipe, is roasted in a mold to give a regular shape, and then sealed and pasteurized in a shrinking bag.

INGREDIENT'S LIST

Bovine meat, water, salt, starch (from potato), dextrose, aromas. Antioxidant: E301. Preservative: E250. Stabilizer: E451.

EXPIRATION DATE AND CONSERVATION

60 days. Store in a refrigerated place between +2 and +4 °C

PACKAGING AND LABELLING

Anonymous packaging, plastic bag suitable for direct contact with foods.

CERTIFICATIONS

Product certified by Halal International Authority, product number HIA-ITA-00189-001.



SALUMIFICIO MARCHISIO

www.salumificiomarchisio.com



PRODUCT'S NAME

Marchisio Salami with Black Truffle – 100% beef.

EAN CODE

2545024

INTRASTAT CODE

16010091

PRODUCT'S DESCRIPTION

The production follows our classical recipe for the best Marchisio salami, using exclusively halal beef. To the mixture of selected meat and spices, we add Black Truffle in flakes.

INGREDIENT'S LIST

Selected halal beef, selected sea salt, dextrose, herbs and spices, black truffle (tuber aestivum min. 1%). Antioxidant: E301. Preservative: E252.

PRODUCTIVE PROCESS

We carefully mince our selected halal beef, then add a balanced mixture of herbs, spices, and the characteristic ingredient: chopped up flakes of black truffle. Once the mixture is ready, we stuff it in natural bowels in "Turista" size (about 280 gr) and tie the salami: most of the work is manual. The salami is now ready for seasoning: we keep Marchisio salami hanged in special cellars with a constant air flow and let the salami age from two to three weeks.

BOME' SILVIETTO E DARIO & C.

www.bome.it

PRODUCT'S NAME

Carne Salada.

EAN CODE

000002219210

INTRASTAT CODE

02102090

PRODUCT'S DESCRIPTION

Authentic Trentino salted meat prepared artisanally by Bomè using traditional methods. Salted meat is low in fat (only 100 kcal per 100 g and only 1.5% fat) and does not contain allergens, gluten, milk derivatives or GMOs. 4-5 kg whole, 2-3 kg half.

INGREDIENT'S LIST

Beef, salt, dextrose, herbs, spices, natural flavorings. Preservatives: E250, E251. Antioxidant: E301.

PRODUCTIVE PROCESS

The best rump steaks are carefully selected and prepared au naturel, dry-salted with coarse salt, pepper and other spices, placed in tubs and brined for approximately 30 days.

EXPIRATION DATE AND CONSERVATION

90 days. Store at temperatures between 0 and +4° C.

PACKAGING AND LABELLING

Vacuum-packed in plastic bags material for food. The packaged products are packed in cartons for foods.

CERTIFICATIONS

Halal; BRC; IFS.



RIGAMONTI SALUMIFICIO

www.rigamontisalumificio.it

PRODUCT'S NAME

Bresaola della Valtellina IGP Extra 1/1.

EAN CODE

2208650

INTRASTAT CODE

2102090

PRODUCT'S DESCRIPTION

Cured and matured meat product Halal certified, obtained from beef haunches.

INGREDIENT'S LIST

Beef, salt, dextrose, natural flavourings. Preservatives: E250, E252.

PRODUCTIVE PROCESS

It is produced with the highest quality of beef topside and through a careful process of spicing and curing, which allow you to have the best bresaola for visual, olfactory and gustatory characteristics. This bresaola is further distinguished by a slightly higher level of seasoning that makes the product more compact.

EXPIRATION DATE AND CONSERVATION

180 days. Store between +3 and +6 °C

PACKAGING AND LABELLING

Under vacuum. First wrapping: aluminium envelope. American-type corrugated cardboard.

CERTIFICATIONS

ISO 14001, Gluten free, Halal, IFS, BRC.



SALUMIFICIO SOSIO

www.labresaoladebaita.it

PRODUCT'S NAME

La Bresaola De 'BAITA' Halal.

EAN CODE

2 944310 000000

INTRASTAT CODE

0210 2090

PRODUCT'S DESCRIPTION

Our Bresaola is characterized by its delicate and slow production process which results in a product of tender and elastic texture, no darker edges, with uniform red colored slices. Genuine flavor and smooth clean taste. Fresh, light and good!

INGREDIENT'S LIST

Beef, salt, dextrose, saccharose, natural flavors. Preservatives: sodium nitrite, potassium nitrate. Rich in proteins and vitamins BPP - zinc - iron. Low in fats, gluten and lactose free. GMO free and allergens free.

PRODUCTIVE PROCESS

The Bresaola De 'BAITA' Halal is produced with the choice loin cut, the excellent selection of beef leg. First it is trimmed, then accurately and patiently salted. During this process, periods of rubbing and rest alternate; then the drying and seasoning grant it a delicate and pleasant taste and its red and homogeneous colour always intact.

EXPIRATION DATE AND CONSERVATION

6 months. Keep refrigerated between 0 and +4°C

PACKAGING AND LABELLING

Vacuum pack and labelling in Italian, English and Arabic.

CERTIFICATIONS

Halal certification, Organic certification. In the next few months we will perform an audit, in order to obtain the BRC, IFS and ISO 22000 certifications.



/ others

ALBIO

www.laspigabio.it

PRODUCT'S NAME

Ravioriselli Creamy Risella and Spinach.

EAN CODE

8022230000836

INTRASTAT CODE

1902 20 99

PRODUCT'S DESCRIPTION

Innovative and 100% organic fresh filled pasta. Certified by the prestigious Vegan Society.

EXPIRATION DATE AND CONSERVATION

70 days, store at + 4° C.

PACKAGING AND LABELLING

Product pasteurized and packaged in a protective atmosphere.

CERTIFICATIONS

ICEA - Vegan Society.



CONSORZIO CASALASCO DEL POMODORO

www.pomionline.it

PRODUCT'S NAME

Pomi Organic.

EAN CODE

8032793342205

INTRASTAT CODE

20029019

PRODUCT'S DESCRIPTION

Organic strained tomatoes in carton brick.

INGREDIENT'S LIST

Organic tomatoes, salt.

PRODUCTIVE PROCESS

The product is obtained from sound, fresh and ripe organic tomatoes of horticultural farming using 'hot break' technique, refined slightly concentrate, with added salt, thermally pasteurized. 100% Italian tomatoes, GMO free seeds.

EXPIRATION DATE AND CONSERVATION

39 months. Store at room temperature.

PACKAGING AND LABELLING

Glass bottle 500 gr with Pomi, closing with green twist off, with brand Pomi Organic.

CERTIFICATIONS

ISO 9001, BRC, IFS, ISO 14001, ISO 22500:2008, Global-GAP, Emas, Carbon Reduction Label.



LAURETANA

www.lauretana.com

PRODUCT'S NAME

Pininfarina Precious 33 cl.

EAN CODE

Still = 80 04192 10510 1/Sparkling = 80 04192 105200

INTRASTAT CODE

Still = 22.01.1011/Sparkling = 22.01.1019

INGREDIENT'S LIST

Mineral water.

PRODUCTIVE PROCESS

Bottling.

EXPIRATION DATE AND CONSERVATION

Still 12 months, sparkling 18 months.

CERTIFICATIONS

ISO, Kosher. Not yet labeled with Halal certification.



MOLINO ROSSETTO

www.molinosrossetto.com

PRODUCT'S NAME

Mix Soft Cake 400 gr.

EAN CODE

8018211400061

INTRASTAT CODE

PFID0040MRTM

PRODUCT'S DESCRIPTION

Weight: 400 g. Pack's dimensions: b - 9 cm, h - 20 cm, p - 5 cm.

INGREDIENT'S LIST

Wheat flour 00, sugar, rice flour. Raising agents: diphosphates. Sodium carbonates, salt, flavours.

PRODUCTIVE PROCESS

Made in a factory that handles soya, sesame seeds and milk.

EXPIRATION DATE AND CONSERVATION

24 months from manufacturing date. 18 months from delivery date.

CERTIFICATIONS

ISO 9001, IFS Food, FDA, Bio Organic certificate, Gluten free certificate, Licence for Kamut, Vegan Ok.



ALCASS

www.alcass.it

www.amicanatura.it

**PRODUCT'S NAME**

Vegan Lasagne with soy bolognese sauce.

EAN CODE

8008168009059

INTRASTAT CODE

20049048

PRODUCT'S DESCRIPTION

Sheets of excellent no eggs pasta, meat-free ragù sauce made from soy and delicate no milk besciamella sauce 100% vegetable, always obtained from soy. All prepared like the traditional typical Italian lasagne, tasty and rich in vegetable proteins. Dedicate to all want eat healthy and well, suitable also for a vegan consumption. Thanks to the practical tray the products is ready in a few minutes in the microwave or traditional oven.

EXPIRATION DATE AND CONSERVATION

Frozen product, 18 months from the production date.

PACKAGING AND LABELLING

Carton box with inside a microwaveable tray.

CERTIFICATIONS

CSQA/IQNET ISO 9001:2008 - Bioagricert (organic) - SQMS-SWA (Mc Donald's).

EUROVO

www.eurovo.com

PRODUCT'S NAME

Facilissimo.

EAN CODE

8010053100031

PRODUCT'S DESCRIPTION

Pasteurised liquid egg whites. High functional capacity: shorter beating time, more significant mousse volume, uniformity of results.

INGREDIENT'S LIST

100% egg whites.

PRODUCTIVE PROCESS

Pasteurisation.

EXPIRATION DATE AND CONSERVATION

Shelf life up to 6 months. Once opened, store in the refrigerator and use within 48 hours.

PACKAGING AND LABELLING

Plastic bottle with cap and easy-to-use ergonomic design.

CERTIFICATIONS

Agrovet, Ansm, FSSC22000, Haccp, Halal, Kosher.



LEVICO ACQUE

www.levicoacque.it

PRODUCT'S NAME

Levico Organic Sparkling

Beverages.

INTRASTAT CODE

22021000

PRODUCT'S DESCRIPTION

Four flavours of the Italian tradition, presented in a 200 ml glass bottle: Orange Soda, Lemonade, Apple/Pomegranate, Chinotto.

PRODUCTIVE PROCESS

Made only with premium fruit and cane sugar from organic agriculture for a refreshingly natural taste, and exclusively in glass.

EXPIRATION DATE AND CONSERVATION

18 months.

CERTIFICATIONS

ISO 9001, ISO 14001.



PROBIOS

www.probios.it

PRODUCT'S NAME

Mayorice Original - Rice&Rice.

EAN CODE

8018699011872

INTRASTAT CODE

21039090

PRODUCT'S DESCRIPTION

Mayorice is a vegan and gluten-free mayonnaise prepared from Rice&Rice rice drink and sunflowerseeds oil. All flavours in range, jar of 165 gr: original (available in the 360 gr family pack as well), with herbs, cocktail, with curry, and tartar.

INGREDIENT'S LIST

*sunflowerseeds oil, rice drink (water, *rice, *oil sunflower seed, salt), *apple vinegar, salt, *rice starch,*mustard, *lemon juice. Stabilizers: xanthan gum, guar gum. (*organic)

EXPIRATION DATE AND CONSERVATION

12 months. Store in a cool and dry place. Refrigerate after opening, use within few days.

CERTIFICATIONS

Organic Certification: Bioagricert IT BIO 007 nr. 11132, Vegan Society: membership nr. 022023, AIC (Italian Celiac Association) handbook.



CALLIPO GIACINTO CONSERVE ALIMENTARI

www.callipo.com

PRODUCT'S NAME

Callipo Tuna Fillets.

EAN CODE

80533962

INTRASTAT CODE

16041431

PRODUCT'S DESCRIPTION

The Yellowfin Tuna Fillets, which come in a glass jar, are available either in olive oil or in brine.

INGREDIENT'S LIST

Ingredients: solid light tuna, olive oil, salt.

PRODUCTIVE PROCESS

For 100 years now, we have been selecting only the highest quality tuna to produce our fillets, and all stages of the processing procedure are carried out in Italy at our plant at Maierato (VV), in line with an age-old tradition of our native Calabria.

EXPIRATION DATE AND CONSERVATION

Once opened keep refrigerated and consume within 3 days.

CERTIFICATIONS

BRC, IFS, Kosher.



KING CUP ITALIA

www.kingcupcoffee.com

PRODUCT'S NAME

King Cup Ginseng Coffee.

EAN CODE

7640158910016-7640158910047-7640158910061

INTRASTAT CODE

IT 03412400131

PRODUCT'S DESCRIPTION

20 gr x 20 single sachet; 6,5 gr x 10 Nespresso compatible Capsule; 6,5 gr x 10 Dolce Gusto compatible Capsule.

INGREDIENT'S LIST

Sugar, glucose syrup solid and not hydrogenated solid coconuts oil (contains: sodium caseinate (milk protein). Emulsifiers: E471. Anti Caking Agent: E551. Stabilizers: E331iii, E340ii. Colouring: E160a), instant coffee powder (11.5%), ginseng (Panax Quinquefolius) extract powder (<1%), coffee flavouring.

EXPIRATION DATE AND CONSERVATION

2 years after production. Store in clean, cool and dry condition.

CERTIFICATIONS

ISO 22000:2005 World Certification Service - Halal Certification from Jakim, Malaysia - Haccp, World - MeSTI Certification (Haccp from Ministry of Health Malaysia - Gluten Free product (Reg. CE 41/2009). Lactose Free product, Hydrogenated oils free product, Trans-fat oils free product.



MOLINO GRASSI

www.molinograssi.it

PRODUCT'S NAME

Pizza Flour.

EAN CODE

8013971002234

INTRASTAT CODE

11010015

INGREDIENT'S LIST

Soft wheat flour.

EXPIRATION DATE AND CONSERVATION

1 year.

PACKAGING AND LABELLING

Weight: 25 kg, 5 kg and 1 kg. Length: 59, width: 39, height: 13.5

CERTIFICATIONS

Halal certification.



DONELLI VINI

www.donellivini.it

DENOMINATION

Sparkling red grape juice.

GRAPES

Lambrusco and Sangiovese.

LAND OF PRODUCTION

Provinces of Modena and Reggio Emilia.

ORGANOLEPTIC CHARACTERISTICS

Alcohol free. Red-ruby colour. Fresh and fruity bouquet. The taste is pleasantly sweet and intense.

SERVING SUGGESTIONS

Nicely refreshing drink, rich in minerals and totally alcohol free. With no preservatives or sulphur dioxide added. Suitable for the entire family, during special occasions or the informal ones.

SERVING TEMPERATURE

8-10 °C

VINIFICATION

The pressing is followed by a short cold maceration. Soft crushing, draining, cooling, cleaning and storage of the grape must in sterilized tanks at a temperature of 0 °C to avoid any alcoholic fermentation.

SIZES

0,75 l

BOTTLE EAN CODE

8008920654336



/ cheese

AGRIFORM

www.agriform.it - www.italiachese.com

PRODUCT'S NAME

Asiago Fresco PDO.

EAN CODE

8003518903025

INTRASTAT CODE

0406 9075

PRODUCT'S DESCRIPTION

It's a fresh semi-hard, semi-cooked cheese made with pasteurised cow's milk originating from the Asiago Alpine plateau. It is white to slightly straw yellow in colour, with marked and irregular holes and a thin and elastic rind. Rich in live milk enzymes, it has a delicate, supple and pleasant taste with a delightful aroma of milk. Weight: from 11 to 15 kg (average 14 kg).

INGREDIENT'S LIST

Cow's milk, salt, Halal rennet. Rind not edible, treated with plastic coating.

EXPIRATION DATE AND CONSERVATION

Shelf life from pack date - vacuum packed: 150 days.

PACKAGING AND LABELLING

Vacuum packed.

CERTIFICATIONS

The rennet is Halal certified. Halal certification of the product in progress.



CASEIFICIO VILLA

www.caseificiovilla.it

PRODUCT'S NAME

Ricotta 250 gr.

EAN CODE

8010558404030

INTRASTAT CODE

04061050

PRODUCT'S DESCRIPTION

Milk white color, soft and creamy texture, characteristic smell of sweet milk.

INGREDIENT'S LIST

Milk whey, salt, lactic acid.

PRODUCTIVE PROCESS

Obtained from the whey of cow by diathermy. The lactic acid is added to the whey and is brought to high temperature. After the draining, the ricotta is packed.

EXPIRATION DATE AND CONSERVATION

30 days. Store at 0-4 °C

PACKAGING AND LABELLING

Packed in special tray with a closure plug.

CERTIFICATIONS

ISO 900, BR, IFS, Halal.



BAYERISCHE MILCHINDUSTRIE EG

www.bmi-eg.com

PRODUCT'S NAME

Cheddar 50% fat in d. m., Halal.

EAN CODE

4040900100789

INTRASTAT CODE

0406 90 21

INGREDIENT'S LIST

Milk, salt, lactic acid bacteria, microbial rennet substitute.

PRODUCTIVE PROCESS

Reception of raw milk, separation/bactofugation, heating (pasteurisation)/cooling, standardisation of fat content in vat milk and storage, filling of cheese making machine/addition of ingredients and technical additives, processing of curd, drainage belt/cutting, block former, slicing optionally.

EXPIRATION DATE AND CONSERVATION

365 days from date of production, chilled ≤ 8° C

PACKAGING AND LABELLING

Foil with carton

CERTIFICATIONS

Certificate from Halal Control (Germany).



BOTALLA

www.botallaformaggi.com

PRODUCT'S NAME

Veggy.

INTRASTAT CODE

04069099

PRODUCT'S DESCRIPTION

100% Italian selected cow's milk with natural and vegetable rennet, a perfect choice for people who are looking for delicate flavor and a unique aroma.

INGREDIENT'S LIST

Cow milk, salt, vegetable rennet.

EXPIRATION DATE AND CONSERVATION

65 days from packaging date. Keep in cool, dry place.



CASEARIA CASABIANCA

www.caseariacasabianca.it

PRODUCT'S NAME

Mozzarella di bufala campana PDO.

EAN CODE

8019889020506

INTRASTAT CODE

IT 12 029 CE

PRODUCT'S DESCRIPTION

White ball.

INGREDIENT'S LIST

Buffalo milk, natural whey-inoculation, salt, rennet.

PRODUCTIVE PROCESS

Fresh cheese with spun.

EXPIRATION DATE AND CONSERVATION

30 days.

PACKAGING AND LABELLING

500 gr bag in polystyrene box.



CASEARIA S. PAOLO SNC

www.caseriasanpaolo.com

PRODUCT'S NAME

Mozzarella di bufala campana PDO.

EAN CODE

8032535370015

INTRASTAT CODE

4061020

PRODUCT'S DESCRIPTION

Feature: porcelain white color, soft gummy texture. Fragrance: of lactic ferments. Taste: sweetly milky and softly sourish.

EXPIRATION DATE AND CONSERVATION

25 days from production day.

INGREDIENT'S LIST

PDO Buffalo milk, natural lactic ferments, rennet, salt.

PACKAGING AND LABELLING

Printed film for food.



CASEIFICIO PRINCIPE

www.caseificioprincipe.it

PRODUCT'S NAME

Mozzarella di bufala campana PDO.

EAN CODE

8033003565704

INTRASTAT CODE

04061030

PRODUCT'S DESCRIPTION

Colour: pearly white. Smell: fresh, mild, typical. Consistency: slightly elastic. Appearance: smooth, uniform.

INGREDIENT'S LIST

Buffalo milk, salt, rennet.

EXPIRATION DATE AND CONSERVATION

30 days from production.

PACKAGING AND LABELLING

Pillow bag 125 gr thermosealed.

CERTIFICATIONS

BRC, IFS, Halal, ISO 9001, ISO 14001.



CASEIFICIO LA BUFALAT

www.labufalat.it

PRODUCT'S NAME

Mozzarella di bufala campana PDO.

EAN CODE

8010012001027

INTRASTAT CODE

NC8 04061020

PRODUCT'S DESCRIPTION

Roundish shape, weighing about 250 gr, color porcelain white.

INGREDIENT'S LIST

Pasteurised Buffalo's milk, salt, rennet.

EXPIRATION DATE AND CONSERVATION

15 days. Keep refrigerated between +4° C and +8° C



ZAPPALÀ

www.zappala.it

PRODUCT'S NAME

Fiordilatte Mozzarella 200 gr.

EAN CODE

2854420

INTRASTAT CODE

04061030

PRODUCT'S DESCRIPTION

Look: shiny, uniform structure. Taste: pleasantly sour, characterized by a typical flavor of "traditional crafted mozzarella". Consistency: moderately elastic and pliable, particularly milky. Color: white porcelain.

INGREDIENT'S LIST

Pasteurized cow milk, milk enzymes, salt, rennet.

EXPIRATION DATE AND CONSERVATION

12 days from production. Keep refrigerated at +4 °C

PACKAGING AND LABELLING

Internal paper. External welded bowl.

QUALITY CHECK

Haccp.



CASEIFICIO LA VILLANELLA

www.caseificiolavillanella.it

PRODUCT'S NAME

Mozzarella di bufala campana PDO.

EAN CODE

8 032685 360584

INTRASTAT CODE

0406 10 30

PRODUCT'S DESCRIPTION

Fresh cheese with buffalo milk. The product is essentially round, the crust is very thin with bright, stringy texture, white porcelain pleasantly sourish, typical and traditional slightly musky moderately stretch and soft, particularly milky.

INGREDIENT'S LIST

Pasteurized buffalo milk, natural whey, salt, rennet.

EXPIRATION DATE AND CONSERVATION

20 days. Refrigeration +4°C

PACKAGING AND LABELLING

Polythene.

CERTIFICATIONS

Haccp, ISO 9001.



CASEIFICIO PALAZZO

www.caseificiopalazzo.eu

PRODUCT'S NAME

Burratina affumicata / Smoked burratina.

EAN CODE

8014745013883

INTRASTAT CODE

04061030

PRODUCT'S DESCRIPTION

Smoked Burratina is a variant of the traditional burrata, which undergoes a brief natural smoking process.

INGREDIENT'S LIST

Pasteurized cow's milk, Uht cream (35%), whey starter culture, salt, microbial coagulant. Natural smoking with virgin wood shavings.

PRODUCTIVE PROCESS

Milk curdling with natural whey starter. Hand shaping. Natural smoking process. No additives. No preservatives.

EXPIRATION DATE AND CONSERVATION

22 days from production. Keep at a temperature of max +4°C.

PACKAGING AND LABELLING

Fancy and handy PP cup - yellow.

CERTIFICATIONS

IFS, BRC, Halal.



CASEIFICIO ALBIERO

www.albiero.it

PRODUCT'S NAME

Grana Padano PDO Halal.

EAN CODE

98022284002339

INTRASTAT CODE

04069061

PRODUCT'S DESCRIPTION

Form 1 kg, colour straw yellow.

INGREDIENT'S LIST

Milk, salt, rennet. Preservative: lysozyme protein from egg.

PRODUCTIVE PROCESS

The quality of the milk used and the area of production give Grana Padano its unique nuances and enable you to choose between robust and more delicate notes, from different vintages. The minimum aged guaranteed is 10 months.

EXPIRATION DATE AND CONSERVATION

270 days. Conservation: between +4 and +6 °C

PACKAGING AND LABELLING

Vacuum packed.

CERTIFICATIONS

BRC, ISO:9001, Halal.



CASEIFICIO SOCIALE MANCIANO

www.caseificiomanciano.it

PRODUCT'S NAME

Pecorino Toscano PDO Halal.

PRODUCT'S DESCRIPTION

The rind is smooth and it has a straw-yellow colour. The paste is white, compact, with small and irregular eyes. The scent reminds milk, butter and vegetable smells. The taste is sweet, never salty.

INGREDIENT'S LIST

Pasteurized sheep's milk, salt, rennet, milk ferments autochtones. Surface treated with natamycin. Not edible rind.

EXPIRATION DATE AND CONSERVATION

210 days.

CERTIFICATIONS

BRC, IFS, Halal, Accredia certified interna lab, Organic certification.



/ cheese

PODERE DEI LEONI DI PONTICELLI LUISA & C.

www.poderedeileoni.com

PRODUCT'S NAME

Mozzarella di bufala campana PDO.

EAN CODE

8032665822224

PRODUCT'S DESCRIPTION

The color of the paste is pearly white. The taste is salty and characterized by wild flavour. The structure is elastic. Externally it has a surface more solid and glossy.

INGREDIENT'S LIST

Buffalo's milk, salt, rennet.

CONSERVATION

Store at +4°C.

PACKAGING AND LABELLING

Primary packaging: bag; secondary packaging: polystyrene.

CERTIFICATIONS

PDO, Halal, BRC, IFS.



REGINELLA D'ABRUZZO

www.reginelladabruzzo.it

PRODUCT'S NAME

Nodino Amordilatte.

EAN CODE

8012661002103

PRODUCT'S DESCRIPTION

Mozzarella hand made with vegetarian rennet.

INGREDIENT'S LIST

Pasteurized milk, salt, vegetable rennet (cynara cardunculus), milk enzymes.

EXPIRATION DATE AND CONSERVATION

20 days.

PACKAGING AND LABELLING

Available in tow packaging 200 gr.



SACHSENMILCH LEPPERSDORF

www.sachsenmilch.de

PRODUCT'S NAME

Mozzarella 40% Fi.D.M. Halal.

INTRASTAT CODE

04061030

PRODUCT'S DESCRIPTION

Block, dimensions 490 x 290 x 100, ca. 15 kg, without color.

INGREDIENT'S LIST

Pasteurised cow's milk, salt, culture (contain milk), microbial rennet.

EXPIRATION DATE AND CONSERVATION

90 days from production.

PACKAGING AND LABELLING

Primary packaging: transparent foil.

Secondary packaging: carton.

CERTIFICATIONS

Halal certificate.



GRA-COM

www.gra-com.it

PRODUCT'S NAME

Butter.

EAN CODE

8007817000041

INTRASTAT CODE

04051011

PRODUCT'S DESCRIPTION

Color: white/yellow. Consistency: creamy. Smell and flavor: delicate.

INGREDIENT'S LIST

Cream, cream churn, butter, selected lactic acid bacteria. Allergens: milk protein and lactose.

EXPIRATION DATE AND CONSERVATION

120 days, storage temperature+ 1/6°C

PACKAGING AND LABELLING

Coated paper, aluminium paper, bags food. Also available: 8 gr, 125 gr, 250 gr, 500 gr.

CERTIFICATIONS

Halal certified.



/ sweet & bakery

DIVINO

www.lovedivino.com



PRODUCT'S NAME

Handcrafted Gelato Filled Fruit.

EAN CODE

Amalfi Lemon: 8032715991634

PRODUCT'S DESCRIPTION

Handmade in the Italian Amalfi Coast. Volcanic water and fresh fruit are mixed to create a special kind of frozen dessert.

INGREDIENT'S LIST

Amalfi Lemon: lemon pulp, water, sugar, invert sugar.

EXPIRATION DATE AND CONSERVATION

24 months, keep frozen (-18 C° or lower) until consumption.

PACKAGING AND LABELLING

Light freezer resistant cardboard box. 12 unit per cardboard case. Spoon and serving tray inside.

CERTIFICATIONS

Gluten free certified, Non-GMO Project Verified.

VALLEDORO

www.valledorospa.it

PRODUCT'S NAME

Zulù (Milk & Dark).

PRODUCT'S DESCRIPTION

Crunchy breadsticks covered in extra fine milk or dark chocolate. An innovative and handy chocolate snack in individual single-portion sachets, each containing 2 breadsticks. Zulù are preservative-free and contain no chemical additives. No animal fats.

INGREDIENT'S LIST

'Zulù Dark': Bittersweet chocolate (chocolate liquor, sugar, cocoa butter, anhydrous milk fat. Emulsifier: soy lecithin, vanilla flavor), wheat flour, sunflower seed oil 4%, salt, baker's yeast, malted barley flour, sugar. Contains wheat, soy and milk derivative. May contain traces of sesame and nuts.

EXPIRATION DATE AND CONSERVATION

240 days.



VERGANI SECONDO

www.vergani.it

PRODUCT'S NAME

White Passion Chocolate Pralines.

EAN CODE

8002325611703

INTRASTAT CODE

1806.9019

PRODUCT'S DESCRIPTION

Gift box with white chocolate pralines filled with pistachio and strawberry cream.

EXPIRATION DATE AND CONSERVATION

18 months.

PACKAGING AND LABELLING

Gift box 200 gr.

CERTIFICATIONS

BRC, IFS, ISO 9001.



INDUSTRIA DOLCIARIA QUARANTA

www.quaranta.it

PRODUCT'S NAME

507A - Nougat Passion Display Bars Summer Fruits.

EAN CODE

8009650018535

INTRASTAT CODE

17049099

PRODUCT'S DESCRIPTION

An assortment of 25 bars in 5 different summer fruit flavours: Sour Cherry, Lemon, Exotic Fruit, Country Berries, Strawberry. Each bar weights 100 gr, has a rich and tasty cream and it is finely decorated on the top. Gluten, alcohol and pork free.

INGREDIENT'S LIST

'Strawberry': sugar, almonds and hazelnuts in variable proportion, strawberry cream 13% (sugar, strawberries 20%, vegetable oils (palm, rapeseed, sunflower), milk whey powder, skimmed milk powder, lactose, red grape juice, water, concentrate of vegetables. Acidity corrector: citric acid. Emulsifier: sunflower lecithin. Stabilizer: pectin. Natural flavours), honey, glucose syrup, cornstarch, lyophilized strawberries 2%, egg albumen, wafers (potato starch, water), flavours.

EXPIRATION DATE AND CONSERVATION

2 years from production date.

CERTIFICATIONS

All our products are BRC and IFS certificated.



M.G. BISCOTTERIA VENEZIANA

www.biscotteriaveneziana.it

PRODUCT'S NAME

Mixed cookies.

EAN CODE

8012600210064

INTRASTAT CODE

19053199

INGREDIENT'S LIST

Wheat flour type "0", sugar, butter, egg mix and egg yolk, non hydrogenated vegetable fats, chopped peanuts, raisins, chocolate, coconut, mixed berries, maize flour, maize starch, cocoa. Raising agents: disodium diphosphate, sodium carbonate, wheat starch. Pepper, skimmed milk powder, lemon spice, vanillin and salt.

PRODUCTIVE PROCESS

Kneading, baking, packaging.

EXPIRATION DATE AND CONSERVATION

1 year. Store preferably away from sunlight.

PACKAGING AND LABELLING

250 gr. Food polypropylene bags.

CERTIFICATIONS

None yet, IFS pending.



BISCOTTIFICIO GRONDONA

www.biscottificiogrondona.com

PRODUCT'S NAME

Canestrelli Coop Fior Fiore 280 gr.

EAN CODE

8001120967527

INTRASTAT CODE

19053130

PRODUCT'S DESCRIPTION

Typical butter cookies of the traditional Ligurian recipe, with dairy shape having an external diameter of about 6 cm.

INGREDIENT'S LIST

Wheat flour, sugar, butter, egg yolks, lemon juice. Raising agents: disodium diphosphate, sodium hydrogen carbonate.

EXPIRATION DATE AND CONSERVATION

8 months. Store in a cool and dry place.

PACKAGING AND LABELLING

One or more multi-compartment PET trays, wrapped with anonymous bi-lacquered acrylic polypropylene film, inserted into printed cardboard box with 6 colors + varnish.

CERTIFICATIONS

DNV, ISO 9001.



BONOMI

www.fornobonomi.com

PRODUCT'S NAME

Savoiardi/ Ladyfingers 200 gr.

EAN CODE

8002720003103 (packaging)

08002720504624 (carton)

INTRASTAT CODE

19053119

PRODUCT'S DESCRIPTION

Dry product with gold brown color and vanilla flavoured.

INGREDIENT'S LIST

Wheat flour, sugar, eggs 26%*. Raising agents: sodium carbonate acid, ammonium carbonate acid. Glucose syrup, natural flavourings, salt (* in the finish product). May contain traces of milk derivatives.

EXPIRATION DATE AND CONSERVATION

12 months after production date. Keep cool (5/25 °C) and dry, do not expose to the sunlight.

PACKAGING AND LABELLING

Sheet material: PP - Coex 20+20 - 4,8 gr - 355*310 mm - 8 colours.

CERTIFICATIONS

Halal, IFS, GSFS/BRC, ISO 9001:2008.



BABBI

www.babbi.it

PRODUCT'S NAME

Pasta Pistacchio

100% de Luxe.

EAN CODE

8012012124195

INTRASTAT CODE

21069098

PRODUCT'S DESCRIPTION

Semi-finished paste product used to prepare cold and warm base mixes for artisanal pistachio-flavoured gelato and pastry desserts.

INGREDIENT'S LIST

100% guaranteed natural pure top-quality pistachios. Colouring: matter E133.

EXPIRATION DATE AND CONSERVATION

24 months. Storage: room temperature.

PACKAGING AND LABELLING

3 kg plastic bucket. 4 buckets per carton.

CERTIFICATIONS

CsQa, IqNet, Ciq, Gluten free, Vegan Ok.



/ sweet & bakery

GALBUSERA

www.galbusera.it

PRODUCT'S NAME

Buonicosi cocoa biscuits with vanilla cream.

EAN CODE

8002190020037

INTRASTAT CODE

19053299

INGREDIENT'S LIST

Wheat flour, vanilla flavoured filling 25%: (maltitol sweeteners, non-hydrogenated vegetable oils and fats (palm), rice starch, whole milk powder. Emulsifier: sunflower lecithin. Flavours, vanilla natural flavour). Maltitol sweeteners, non-hydrogenated vegetable oil (palm), eggs, whey powder, cocoa 5% (of the cocoa biscuit), whole milk powder, raising agents (sodium bicarbonate, ammonium bicarbonate, disodium diphosphate), whole sea salt, flavours. May contain traces of hazelnuts and other nuts.

EXPIRATION DATE AND CONSERVATION

13 months. To be conserved at no more than 18°C

PACKAGING AND LABELLING

Package dimension: 22 cm x 3 cm x 12,5 cm. Net weight: 160 gr.

CERTIFICATIONS

Halal certification.



ICAM

www.vaniniciocolato.it

PRODUCT'S NAME

Vanini Dark chocolate 62% with rosemary.

EAN CODE

8006070072536

INTRASTAT CODE

18063290

PRODUCT'S DESCRIPTION

100 gr. slim chocolate bar.

INGREDIENT'S LIST

Cocoa paste, sugar, cocoa butter, sugared rosemary (sugar, rosemary). Emulsifier: soya lecithin. Vanilla extract. May contain traces of nuts, lactose and milk proteins. Gluten free.

EXPIRATION DATE AND CONSERVATION

24 months. Store in a cool and dry place.

PACKAGING AND LABELLING

FSC wrapper. Consumer unit dimensions (cm): 9,3 x 18,9 x h. 0,8

Delivery unit dimensions (cm): 19,5 x 16,5 x h. 9,7.

CERTIFICATIONS

Bean to Bar made in Italy, Sustainable Trade, Gluten free, Kosher, Halal.



INTEGRUS

www.integrus.it - www.ilikecrepes.com

PRODUCT'S NAME

I Like Crepes.

EAN CODE

8005608112171

INTRASTAT CODE

19023090

PRODUCT'S DESCRIPTION

Round 75 gr frozen crepes of 30 cm diameter.

INGREDIENT'S LIST

Rehydrated skimmed milk, soft wheat flour (type "0"), pasteurized hen's eggs whole (12%), sunflower oil, salt.

EXPIRATION DATE

18 months after production. Frozen product: store below -18 °C

PACKAGING AND LABELLING

Each box contains 5 bags of 5 Crêpes and the exact number of cones for tasting.

CERTIFICATIONS:

ISO 22 000: 2005 certificated by Csqa.



RONCADIN

www.roncadin.it

PRODUCT'S NAME

Ultra Thin Pizza Vegetariana.

EAN CODE

8014294301479

INTRASTAT CODE

19059090

PRODUCT'S DESCRIPTION

Pizza Vegetariana with eggplant, peppers and asparagus. Ultra thin, long resting dough.

INGREDIENT'S LIST

Tomato sauce, mozzarella cheese, seasoned eggplants, seasoned grilled peppers, seasoned grilled courgettes, smoked Provo-la cheese, asparagus, olive oil and dried oregano.

PRODUCTIVE PROCESS

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

EXPIRATION DATE AND CONSERVATION

12 months.

CERTIFICATIONS

Haccp, BRC, IFS.



KUCHENMEISTER GMBH

www.kuchenmeister.de

PRODUCT'S NAME

Afternoon Cake 400 g.

EAN CODE

Fruit: 41015490

INTRASTAT CODE

1905 90 60 90

PRODUCT'S DESCRIPTION

400 gr, gold-brown color, coated in chocolate compound. 9 flavors available: Marzipan, Chocolate, Lemon, Marble, Choc Chip, Cherry, Kiwi, Fruit, Strawberry.

INGREDIENT'S LIST

Fruit: cake with 16% raisins, 2% candied orange peels and 1,5 % candied lemon peels. Ingredients: wheat flour, sugar, eggs, raisins, palm fat*. Humectants: sorbitols, glycerol. Glucose-fructose-syrup, orange peels, rice flour, lemon peels, natural flavouring. Raising agents: diphosphates, sodium carbonates. Salt, wheat starch. Emulsifier: mono- and diglycerides of fatty acids. Acidity regulator: sodium acetates. Colour: carotenes. (*certified sustainable palm oil). It may contain traces of nuts and milk products.

EXPIRATION DATE AND CONSERVATION

9 months. Store in dry and cool place.

PACKAGING AND LABELLING

Packaged in a protective atmosphere. Printed foil.

CERTIFICATIONS

IFS, Halal.



MAJANI 1796

www.majani.it

PRODUCT'S NAME

Sfoggia Nera Classica 250 gr.

EAN CODE

8003288068900

INTRASTAT CODE

18069019

PRODUCT'S DESCRIPTION

The careful selection and blend of the finest cocoa varieties gives it a crumbly texture and vintage aroma, let alone the particular wrinkle and irregular rectangular shape.

INGREDIENT'S LIST

Super-fine extra dark chocolate (cocoa: 51% min). Cocoa paste, sugar, cocoa butter, vanilla. May contain traces of nuts, milk and soya. Gluten free.

EXPIRATION DATE AND CONSERVATION

30 months from production date. Keep cool, dry and lacking of smell (16/18° C - RH 60% max).

CERTIFICATIONS

Food Safety System Certification 22000, SGS.



MENZ&GASSER

www.menz-gasser.it

PRODUCT'S NAME

Strawberry portions 200 x 14 gr.

EAN CODE

8008660014254

INTRASTAT CODE

20079933

PRODUCT'S DESCRIPTION

High quality fruit, treated gently at low temperature to preserve its colour, aroma and flavour. Jam round pots with transparent base and printed top foil on the top.

INGREDIENT'S LIST

Glucose-fructose syrup, strawberries, sugar. Gelling agent: pectin. Acidity regulator: citric acid. Elderberry juice concentrate.

EXPIRATION DATE AND CONSERVATION

18 months. Keep in a cool place.

PACKAGING AND LABELLING

Portions closed with film and packaged in a properly labeled cardboard box. Placed in a paperboard carton with dimension: width 24.2 cm, length 19.80 cm and height 15.15 cm.



TRE MARIE RICORRENZE

www.tremariericorrenze.it

PRODUCT'S NAME

Panettone Milanese.

EAN CODE

8004205030024

INTRASTAT CODE

19059060

PRODUCT'S DESCRIPTION

Naturally leavened bakery product with sultanas and candied citrus fruit.

INGREDIENT'S LIST

Wheat flour, sultanas 17%, butter, candied citrus fruit 9,5% (diced, orange peel, glucose-fructose syrup, sugar, ground orange peel, diced citron), sugar, egg yolk, natural leaven (wheat). Emulsifier: mono- and diglycerides of fatty acids. Whey, powder, salt, natural flavourings. May contain traces of soy and nuts.

EXPIRATION DATE AND CONSERVATION

Store at room temperature.

PACKAGING AND LABELLING

Box dimensions: 24 cm x 24 cm x 13,7 cm. Net weight: 750 gr.

CERTIFICATIONS

Halal Certification.



MORGAN'S

www.morganspizza.com

PRODUCT'S NAME

Deep Frozen gluten-free Margherita Pizza.

EAN CODE

8033986350014

INTRASTAT CODE

19059090

INGREDIENT'S LIST

Bakery product mixture (rice starch, maize starch, instant potato flakes. Thickening agent: guar gum, whole powdered eggs, dehydrated glucose syrup, dextrose. Acidity regulator: sodium diacetate. Acidifier: citric acid), water, mozzarella (milk, rennet, salt), tomato, salt, sunflower seed oil, yeast, sugar, olive oil, basil, ground black pepper, oregano. Made from gluten-free ingredients.

EXPIRATION DATE AND CONSERVATION

15 months. Store at -18 °C.

PACKAGING AND LABELLING

The pizza, placed inside a cardboard box, is wrapped in transparent film suitable for contact with food. Weight: 340 g. Diameter: 30 cm.

CERTIFICATIONS

UNI EN ISO 9001:2008, AIC Certification.



VICENZI

www.matildevicenzi.com

PRODUCT'S NAME

Grisbi Biscuits filled with chocolate cream.

EAN CODE

8033102690062

PRODUCT'S DESCRIPTION

Grisbi is the unique combination between a sheet of fragrant short pastry and a heart of velvety cream.

INGREDIENT'S LIST

Wheat flour, sugar, vegetable oils (palm oil and sunflower oil), cocoa 5.5%, glucose syrup, hazelnut paste, eggs, whole milk powder, butter, cocoa mass 3% in the cream, chocolate 2.5% in the cream (sugar, cocoa mass, cocoa butter. Emulsifier: sunflower lecithin, flavourings). Emulsifier: sunflower lecithin. Salt. Raising agents: sodium carbonates and ammonium carbonates. Flavourings. May contain peanuts, soy and other nuts. No hydrogenated fats.

EXPIRATION DATE AND CONSERVATION

12 months. Keep cool and dry, away from light sources.

CERTIFICATIONS

Halal.



POLAR MINT DI PILOTTO ALESSIA

www.polarmint.it

PRODUCT NAME

Stopponcini alla frutta. Cube 150 gr "La caramella artigianale".

EAN CODE

8051827205132

INTRASTAT CODE

17049075

PRODUCT'S DESCRIPTION

These candies are rounded, very small (0,5 cm). Their colors are: white, yellow, purple, pink, orange, blue and green. Their flavours are: lemon, orange, strawberry, banana, raspberry and peach.

INGREDIENT'S LIST

Sugar, tragacanth, edible gelatin, flavourings. Colourings: E133, E100, E120, E141, E163. Traces of corn starch. Gluten free.

EXPIRATION DATE AND CONSERVATION

36 months. Store in dry place and far from heat sources.

PACKAGING AND LABELLING

Also available in a 60 gr box, in a 500 gr bag and in the 150 gr Venice Line.



CONAPI SOC.COOP. AGRICOLA

www.mielizia.com

PRODUCT'S NAME

Noi Apicoltori Honey - 70 gr (forest honey).

EAN CODE

8,012,527,000,670

INTRASTAT CODE

04090000

PRODUCT'S DESCRIPTION

Dimensions: 7 cm (P), 7cm (L), 6 cm (H).

EXPIRATION DATE AND CONSERVATION

30 months from packaging. Store in a cool and dry place, away from sunlight.

INGREDIENT'S LIST

Italian honey.

PACKAGING AND LABELLING

Glass jar.



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THE NEW AMERICANS' DIET

Released on the past weeks the updated edition of the U.S. Dietary Guidelines (2015-2020). For the first time, a clear limit on added sugar and saturated fats of no more than 10% of daily calories is recommended.

Since 1980, the Dietary Guidelines have been providing information to Americans aged two and older on how to make choices to reach a healthy weight, prevent disease and promote overall good health.

The updated edition was published on the past 7th January, released by the Secretary of Health and Human Services Sylvia M. Burwell and Secretary of Agriculture Tom Vilsack. Once again, the aim is to encourage Americans to adopt a series of science-based recommendations to improve how they eat in order to reduce obesity and prevent chronic diseases like Type 2 diabetes, hypertension, and heart disease. Valid through 2020, the new Dietary Guidelines is the nation's trusted resource for evidence-based nutrition recommendations and serves to provide the general public with the information they need to make informed choices about their diets at home, school, work and in their communities. "Protecting the health of the American public includes empowering them with the tools they need to make healthy choices in their daily lives," said Secretary Burwell.

By reading the newly released Guidelines, you will find plenty of suggestions that could be dictated by common sense, more than by a prestigious panel of scientists. Eat more fruit, vegetables, lean meats and cheese. Reduce the amount of sugar, saturated fats and sodium. Nothing new under the sun, then. But after a more careful analysis, you will find out that the new edition brings some key differences with respect to the previous ones.

First of all, for the first time in their history the Dietary Guidelines give a series of specific recommendations about the amount of added sugars and saturated fats that should be included in a healthy diet. In both cases the

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THE SPECIFIC RECOMMENDATIONS FIT INTO FIVE OVERARCHING GUIDELINES IN THE NEW EDITION:

- Follow a healthy eating pattern across the lifespan. Eating patterns are the combination of foods and drinks that a person eats over time.

- Focus on variety, nutrient-dense foods, and amount.

- Limit calories from added sugars and saturated fats, and reduce sodium intake.

- Shift to healthier food and beverage choices.

- Support healthy eating patterns for all.



limit is set at 10% of calories per day of a recommended daily intake of about 2,000 calories. Currently the average American consumes about 270 calories a day in the form of sweeteners, equal to about 13%.

The USDA estimates total national sweetener demand by food and beverage manufacturers at around 19 million tonnes. On that basis, a reduction of a roughly 20% drop in sugar calories consumed could amount to 3.7 million tonnes - small relative to worldwide use of over 186 million tonnes, but still more than enough to meet the entire needs of Egypt.

Another innovative aspect is that the newly released edition recognizes the importance of focusing not on individual nutrients or foods in isolation, but on the variety of what people eat and drink, which means healthy eating patterns as a whole.

The Healthy U.S.-Style Eating Pattern is one of three USDA Food Patterns (together with the Healthy Mediterranean-Style Eating Pattern and the Healthy Vegetarian Eating Pattern). It is based on the types and proportions of foods Americans typically consume, but in nutrient-dense

forms and appropriate amounts. Because calorie needs vary based on age, sex, height, weight, and level of physical activity, the pattern has been provided at 12 different calorie levels.

But what should Americans eat, exactly, in a balanced and healthy diet?

A variety of vegetables, including dark green, red and orange, fruits (especially whole fruits), grains, at least half of which are whole grains, fat-free or low-fat dairy, including milk, yogurt, cheese, and/or fortified soy beverages, a variety of protein foods, including seafood, lean meats and poultry, eggs, legumes (beans and peas), soy products, and nuts and seeds. Oils, including those from plants (canola, corn, olive, peanut, safflower, soybean, and sunflower) and those naturally present in nuts, seeds, seafood, olives, and avocados.

What instead, do Americans have to pay attention to?

A healthy eating pattern limits saturated fats and trans fats, added sugars, and sodium. These components are of particular public health concern in the United

States, and the specified limits can help individuals achieve healthy eating patterns within calorie limits:

- Less than 10% of calories per day from added sugars. Which are the sugars and syrups that are added to foods or beverages when they are processed or prepared. This does not include naturally occurring sugars such as those consumed as part of milk and fruits.
- Less than 10% of calories per day from saturated fats. The Nutrition Facts label can be used to check for saturated fats. Foods that are high in saturated fat include butter, whole milk, meats that are not labeled as lean, and tropical oils such as coconut and palm oil.
- Less than 2,300 milligrams (mg) per day of sodium for people over the age of 14 years and less for those younger. The Nutrition Facts label is a helpful tool to check for sodium, especially in processed foods like pizza, pasta dishes, sauces, and soups.
- If alcohol is consumed, it should be consumed in moderation - up to one drink per day for women and up to two drinks per day for men - and only by adults of legal drinking age.

La nuova dieta degli americani



È stata pubblicata lo scorso 7 gennaio l'ottava edizione delle Linee guida alimentari Usa. Elaborate da una commissione di ricercatori e scienziati in campo alimentare e approvate dal segretario alla Salute Sylvia M. Burwell e dal segretario all'Agricoltura Tom Vilsack. Valide fino al 2020, le nuove direttive vogliono incoraggiare la popolazione degli Stati Uniti a seguire uno stile alimentare sano, che aiuti a prevenire l'insorgere di patologie come il diabete di tipo due, l'ipertensione e i problemi cardiaci. Per la prima volta nella loro storia, all'interno delle Linee guida viene fissato un tetto del 10% giornaliero sul quantitativo di calorie provenienti da zuccheri aggiunti e grassi saturi rispetto al totale delle calorie ingerite. Inoltre, l'attenzione è focalizzata sull'importanza di una corretta alimentazione nel suo insieme, ovvero su dei veri e propri 'modelli alimentari' più che sui singoli alimenti o nutrienti.

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A SHAMEFUL RECORD

Every year, European countries waste something like 90 million tonnes of food. The UK is the most wasteful of the 27 member states, needlessly throwing away 14.3 million tonnes.



According to the most recent figures from Eurostat, the EU wastes 89.2 million tonnes of food each year. The UK is the most wasteful of the EU's 27 member states, with a total food waste of 14.3 million tonnes per year, followed by Germany (10.3 million tonnes), the Netherlands (9.4 million), France (9 million) and Poland (8.9 million). Together, they make up the top five most profligate countries. Malta is the least wasteful country, with the relatively little excess of 25,000 tonnes per year.

An inquiry conducted by the House of Lords last year suggest that the figure of 89 million tonnes will rise to around 126 million tonnes by 2020 if no preventative action is taken - raising the prospect of significant costs to the environment and the economy.

Compared to the rest of the world, Europe

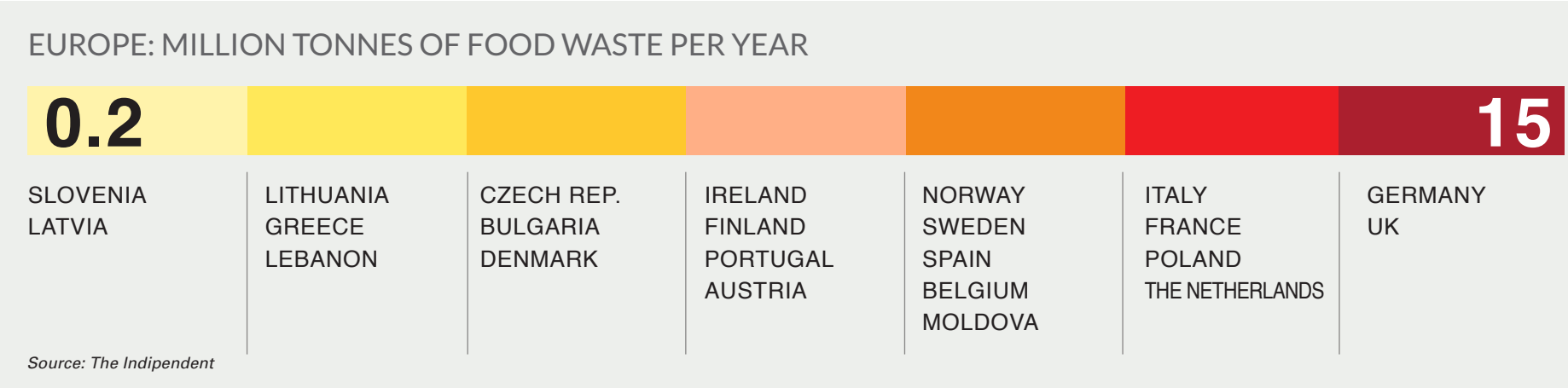
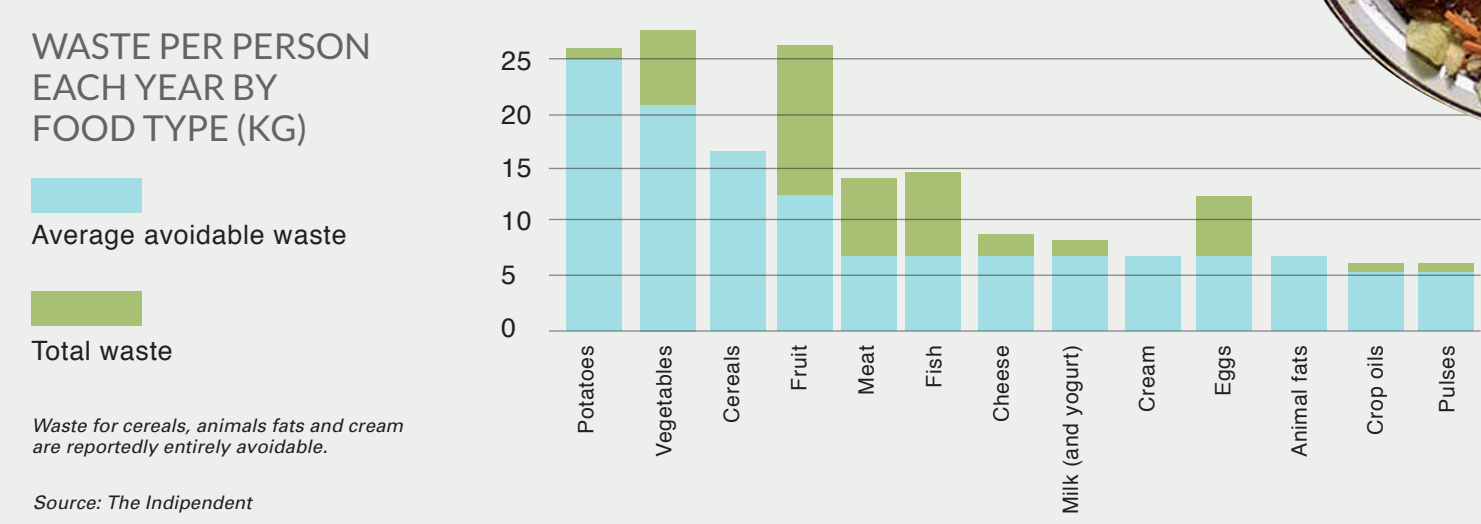
is second only to North America and Oceania when it comes to per capita food losses and waste, according to a report by the Food and Agriculture Organization of the United Nations. Europe's food waste amounts to 280 kg per capita each year, but North America and Oceania tops the list with 295 kg per capita - more than three times the total of South and Southeast Asia.

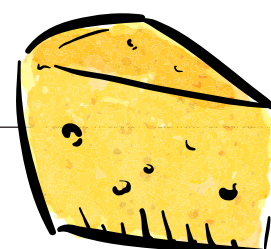
Despite the EU's high level of food waste, nearly three quarters of it is avoidable, according to a study conducted by the European Commission which covered the UK, the Netherlands, Denmark, Finland, Germany and Romania. Waste for cereals, animal fats and cream are reportedly entirely avoidable, as they are edible, whereas avoidable food waste for fruit (49.41%), meat (53.10%) and fish (51.03%) is relatively lower, yet still significant.

Western countries have a far higher ratio of personal waste. Consumers in North America and Oceania create 40% of the region's waste, in Europe that figure is over a third, but in Sub-Saharan Africa it is only 2.94%. A 2013 report by the Institution of Mechanical Engineers claimed that around 2 billion tonnes of food produced in the world each year goes to waste. It suggested that key contributors to this were unnecessarily strict sell-by dates, poor storage, promotional offers and consumer demand for cosmetically perfect food.

Un vergognoso primato 

Ogni anno, l'Europa spreca oltre 89 milioni di tonnellate di alimenti. Una cifra destinata a raggiungere i 126 milioni entro il 2020, se non si interverrà per fermare questo sperpero di risorse. In base ai risultati di uno studio pubblicato da Eurostat, tra il 27 Stati membri il Regno Unito è in cima alla lista dei paesi che generano il maggior spreco, per un totale di 14,3 milioni di tonnellate l'anno. Seguono la Germania (10,3 milioni), i Paesi Bassi (9,4 milioni), la Francia (9 milioni) e la Polonia (8,9 milioni). Per quanto riguarda lo spreco pro capite, l'Europa è seconda sola a Nord America e all'Oceania: 280 kg l'anno contro 295 kg.





A GIANT OF 301 THOUSAND TONS

According to Istat data elaborated by Clal, Italian cheese exports rose by 9.3% between January and November 2015, while prices are decreasing. Imports, instead, experienced a 1% drop at 426 thousand tons.

+9.3% in volume, at about 301 thousand tons, and a negative trend in pricing, that posted a 5.1% drop, averaging 6.22 euro per kg. These are the market data related to the exports of Italian cheese and milk-based products in the first ten months of 2015, as shown by Clal.it elaborations on Istat data. As regards import, instead, volumes decreased by 1%, at 425,945 tons. Also prices decreased by 13.1%, for an average price of 3.16 euro per kg.

Exports in detail

During the first ten months of 2015, exports of fresh cheeses rose by 9.2%. In particular, fresh cheeses such as mozzarella and ricotta experienced a 25% growth rate. Counterbalanced by a 23.2% drop in mascarpone exports. Grated or powdered cheeses also experienced a significant growth (+19.5%), at over 26 thousand tons. Slight increase for processed cheeses (+3%) and blue-

veined cheeses (+3.6%). In the latter category, gorgonzola exports keep growing (+12.4%) at over 15 thousand tons. Exports of grana padano and parmigiano reggiano are still on the rise (+6.2%). As well as pecorino and fiore sardo (+8.2%), provolone (+6.2%), asiago, montasio, ragusano and caciocavallo (+7.1%). Also cheeses with fat <40% and water >72% show a 27.3% growth rate. While cheese with fat <40% and water >62% but <72% experienced a 37.7% drop. Also fontina, fontal and not PDO seasoned cheese exports decreased respectively by 4.3% and 2%.

If we consider prices, instead, at the top of the rank we find cheese with fat <40% and water >62% but <72%, growing 34.7% for 7.46 euro per kg. Follow pecorino and fiore sardo, showing a 13.7% growth rate, for 9.37 euro per kg. The prices of all other Italian exported cheeses are instead on a decreasing trend. In particular for cheeses with fat <40% and water >72% (-16% for 4.82

euro per kg), mascarpone (-10.2% for 4.48 euro per kg), taleggio and italico (-7% for 6.28 euro per kg), grana padano and parmigiano reggiano (-7.5% averaging 8.9 euro per kg).

Un gigante da 301 mila tonnellate



+9,3% a volume, per quasi 301 mila tonnellate. Segno meno, invece, sul fronte prezzi, che calano del 5,1%, attestandosi su una media di 6,22 euro al chilo. E' questo il dato complessivo delle esportazioni di formaggi e latticini italiani nei primi dieci mesi del 2015, come emerge dai dati Istat elaborati da Clal.it. Quanto all'import, i volumi calano dell'1%, a 426 mila tonnellate. A valore, si registra un decremento delle quotazioni del 13,1%, per un prezzo medio di 3,16 euro al chilo.

Being fifty and looking great.



FIFTY YEARS OF BUSINESS ARE A GREAT ACHIEVEMENT AND AN IMPORTANT STEP OF OUR JOURNEY. SINCE THE VERY FIRST DAY WE'VE BEEN WORKING ACCORDING TO OUR KEY VALUES: RIGHT, GOOD AND SAFE. WE'VE BEEN PURSUING THESE VALUES TO ACHIEVE CONSTANT STANDARD OF EXCELLENCE IN OUR PRODUCTION. NATIONAL AND INTERNATIONAL MARKETS RECOGNIZE OUR QUALITY AND ENCOURAGE US TO KEEP THE SAME COMMITMENT AND PASSION IN OUR WORK DAY AFTER DAY. TO START THIS NEW YEAR WITH THE BEST PERSPECTIVES WE INTRODUCE TWO NOVELTIES THAT WILL SURELY BE APPRECIATED BY CLIENTS AND CONSUMERS: THE MOZZARELLA, SOLELY MADE WITH ITALIAN MILK AND THE SLURPY BURGER CHEDDAR SLICES, FREE OF GLUTEN, POLYPHOSPHATES AND PRESERVATIVES.



inalpi
www.inalpi.it - Moretta (CN)



THE WORD TO CONSUMERS

A negative perception of palm oil and its impact on health and the environment is spreading among many European countries. Especially in Italy. According to a recent survey from TNS Research Institute.



European consumers' attitude towards palm oil, the most internationally produced and traded oil, changes significantly from one state to another. But the reasons underlying their perception are not always supported by scientific and tangible proofs. These are the key findings of the 'Palm oil perception' survey, conducted by the TNS Research Institute and based on 1,000 interviews made between March and September 2015 in Italy, France, Germany, Australia, Belgium and Turkey; and in 2014 in the US and UK.

Research highlights show that an anti-palm oil movement is fast making its way in Italy, the EU's second largest importer of palm oil. With critics voicing concerns over the health impacts of an ingredient high in saturated fat as well as over the commodity's links to deforestation in South-East

Asia. Over the past year, more than 160,000 people have signed a "stop the invasion of palm oil" petition created by Italian online magazine *Il Fatto Alimentare*.

The magazine has been campaigning to reduce the use of palm oil in food products on (alleged) health and environmental grounds, compiling lists of biscuits and other snack foods made without the oil. In April 2015, the Five Star Movement – the anti-establishment party led by comedian-activist Beppe Grillo – introduced a parliamentary motion to ban palm oil from public cafeterias, including schools, citing health and environmental concerns.

And many grocers and manufacturers have already reacted to the consumer backlash by introducing cakes, biscuits, crackers and spreads made without palm oil.

COUNTRIES DYNAMICS

- **France:** perception is still very negative, but slightly improving
- **Belgium:** south is still very negative
- **Italy:** alarming increase in negative perception
- **Other surveyed countries:** rather stable

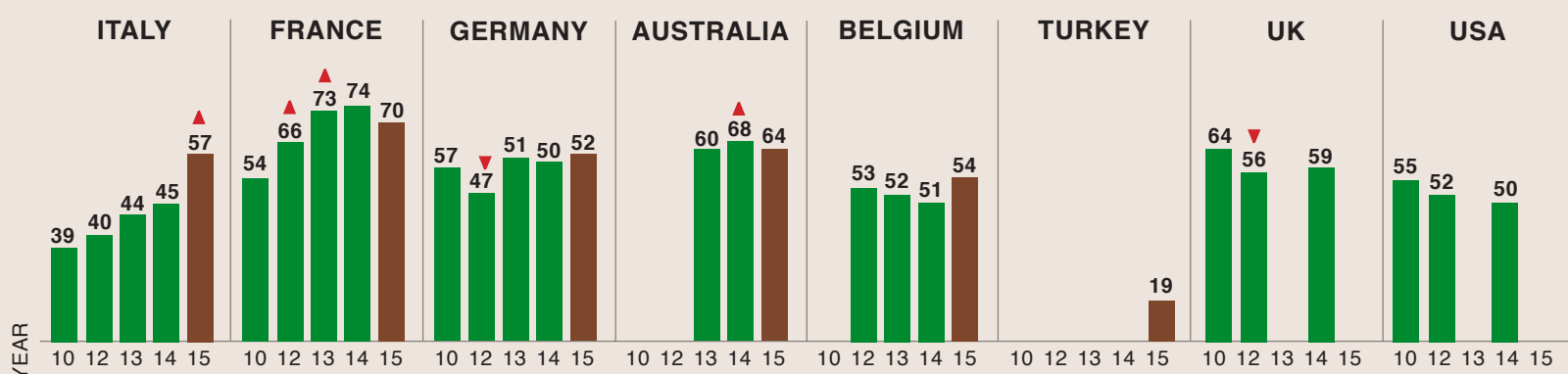
KEY FINDINGS

NEGATIVE PERCEPTION MOSTLY DRIVEN BY HEALTH AND ENVIRONMENT CONCERNS

- Environment concerns mainly linked to deforestation
- Health concerns have no objective and rational reason
- Palm oil has the poorest health perception of any fat in France and Belgium
- High relevance of "palm oil free" proposition in most countries
- People are not aware of sustainable palm oil
- Most people find sustainable palm oil not credible

DO YOU KNOW OR HAVE YOU HEARD ABOUT PALM OIL?

Awareness: large increase in Italy, slight decrease in France, stable in other countries.



According to the study, the number of consumers aware of the existence of palm oil has increased exponentially in Italy (57%), while it has slightly decreased in France and remains relatively stable in other countries.

▲ or ▼ difference statistically significant at 95% (vs previous wave)
Value %
Base: total sample
(1000 interviews in each country)



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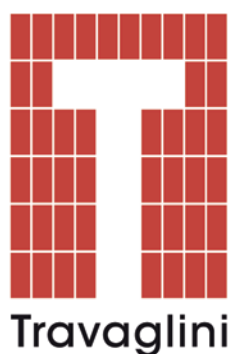


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/ palm oil

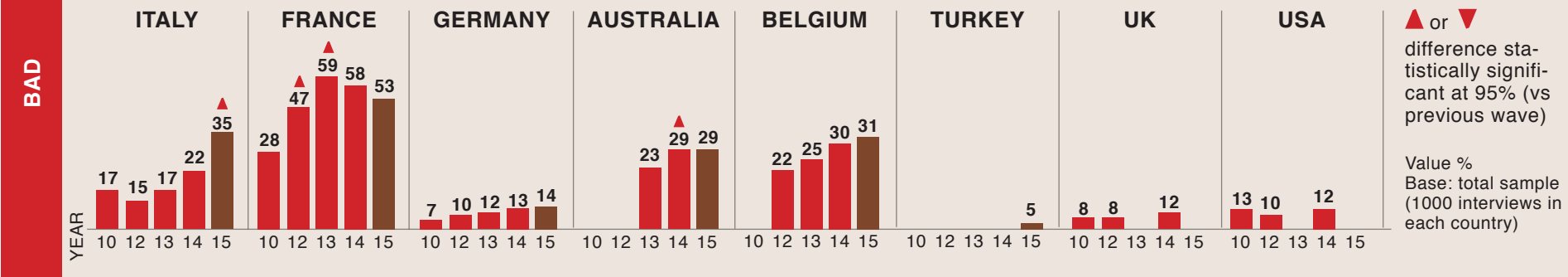
PALM OIL GLOBAL PRODUCTION EXPECTED TO SLOW DUE TO POOR WEATHER

Indonesia is the largest palm oil producer in the world, and together with Malaysia, they account for over 85% of the world supply of palm oil. In 2014, Indonesia produced 31 million tonnes of palm oil, though Research & Markets predict that the country's 2015 production will experience limited growth due to poor weather linked to the El Niño phenomenon, which has delivered reduced rainfall in South-East Asia. According to the report, palm oil is now the most widely produced category of vegetable oil produced globally, and consumption has grown consistently at approximately 7% per annum for the last two decades. At the same time, global demand has grown substantially as it receives a boost from increased consumption in emerging Asian economies, primarily in India and China.



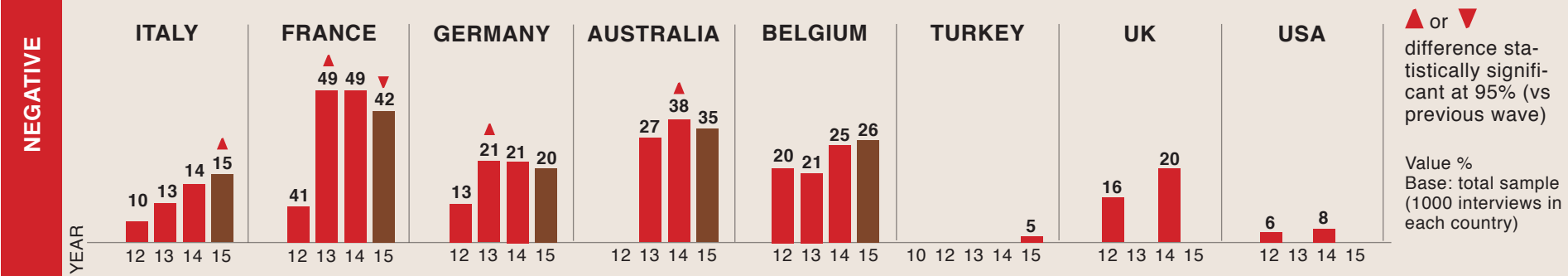
DO YOU THINK THAT PALM OIL IS GOOD, NEUTRAL OR BAD FOR YOUR HEALTH?

Bad perception is increasing significantly in Italy, whereas it's slightly improving in France and it's remaining stable in the remaining countries.

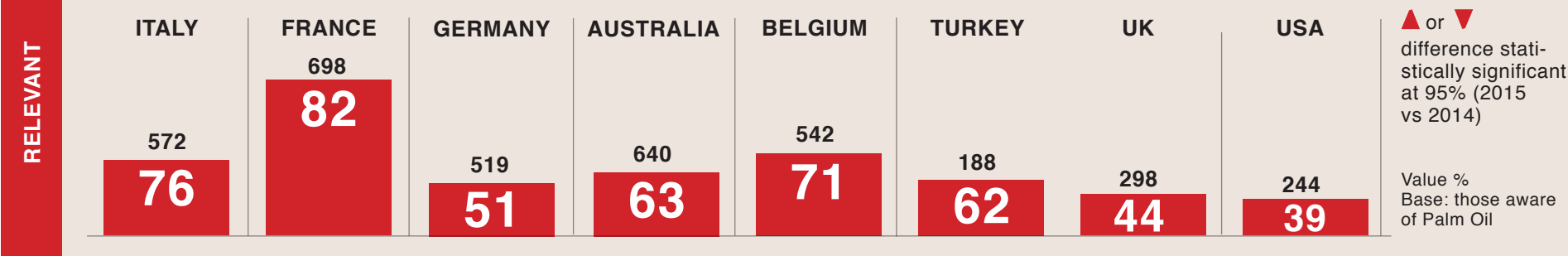


DO YOU THINK THAT PALM OIL IS GOOD, NEUTRAL OR NEGATIVE FOR THE ENVIRONEMENT?

Negative perception increases significantly in Italy, decreases in France and remains stable in remaining countries.

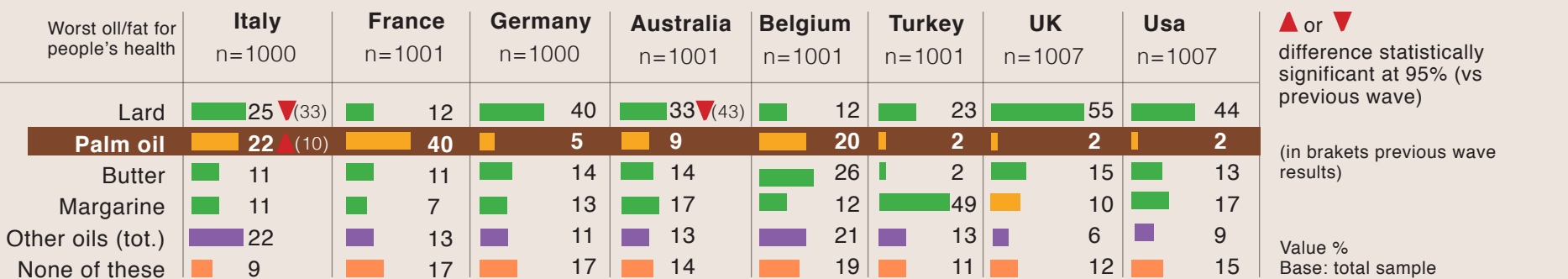


WOULD IT BE RELEVANT FOR YOU IF INDUSTRIAL FOOD DID NOT CONTAIN PALM OIL ?



WHICH OIL / FAT IS THE WORST FOR PEOPLE'S HEALTH?

Palm oil is considered the worst in France and Belgium south. In Italy its negative perception is increasing, reaching same level as lard.



MOST RESPONDENTS NEVER HEARD OF SUSTAINABLE PALM OIL, GREEN PALM AND RSPO

| | Italy n=572 | France n=698 | Germany n=519 | Australia n=640 | Belgium n=542 | Turkey n=188 | UK n=596 | Us n=500 |
|---------------------------------------------------------------|----------------|-----------------|------------------|--------------------|------------------|-----------------|-------------|-------------|
| HAVE YOU EVER HEARD OF SUSTAINABLE PALM OIL? | | | | | | | | |
| SUSTAINABLE PALM OIL % YES | 10 | 11 | 12 | 19 | 13 | 21 | 13 | 5 |
| % YES ON TOTAL POPULATION | 6 | 8 | 6 | 12 | 7 | 4 | 8 | 3 |
| HAVE YOU EVER HEARD ABOUT AN ORGANIZATION CALLED RSPO? | | | | | | | | |
| RSPO % YES | 6 | 5 | 5 | 8 | 7 | 19 | 6 | 2 |
| % YES ON TOTAL POPULATION | 3 | 3 | 3 | 5 | 4 | 4 | 4 | 1 |
| HAVE YOU EVER SEEN THIS LOGO? | | | | | | | | |
| SUSTAINABLE PALM OIL % YES | 6 | 3 | 3 | 5 | 6 | 23 | 5 | 4 |
| % YES ON TOTAL POPULATION | 3 | 2 | 2 | 3 | 3 | 4 | 3 | 2 |

When asked about the reason why palm oil is harmful to the environment most of the answers talk about deforestation (Italy 52%, France 64%, Germany 61%, Australia 59%, Belgium 48% and Turkey 32%). But only a bunch of people ever heard anything about sustainable palm oil and RSPO certification.

▲ or ▼ difference statistically significant at 95% (2015 vs 2014)

Value %
Base: those aware of Palm Oil

Olio di palma: la parola ai consumatori



Agli europei non piace l'olio di palma, anche se il più delle volte non sanno spiegare il perché. È quanto emerge da una recente indagine dell'istituto di ricerca Tns, intitolata 'Palm oil perception' e condotta su un campione di 1.000 interviste realizzate in Italia, Francia, Germania, Australia, Belgio e Turchia tra marzo e settembre 2015; e negli Stati Uniti e nel Regno Unito nel 2014. In base ai risultati dello studio, l'Italia è il paese che registra il maggior aumento nel numero di consumatori consapevoli dell'esistenza dell'olio di palma. Anche se la nazione con la peggiore considerazione, da un punto di vista salustico, resta la Francia. Cresce anche la preoccupazione per le tematiche ambientali legate a questa coltura, soprattutto relative alla questione del disboscamento, benché una percentuale d'intervistati molto ridotta sia consapevole dell'esistenza di olio di palma sostenibile e della certificazione Rspo.

the end

LPR_08



Linea automatica di taglio spicchi peso fisso
Exact weight wedges automatic cutter



Linea automatica taglio blocchi peso fisso
Exact weight slices automatic cutter



LPR_02



Linea semi-automatica taglio spicchi peso fisso
Exact weight wedges semi-automatic cutter



ICM_01



Incartatrice automatica
Automatic wrapping machine



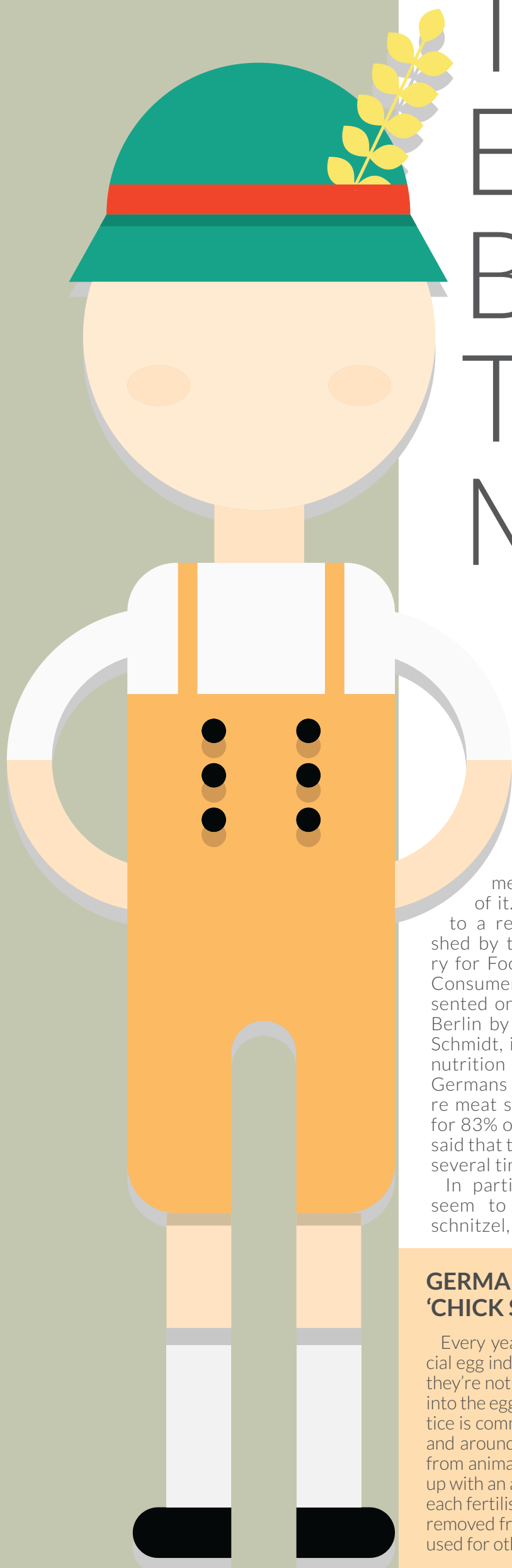
Spazzolatrice automatica
Automatic brushing machine



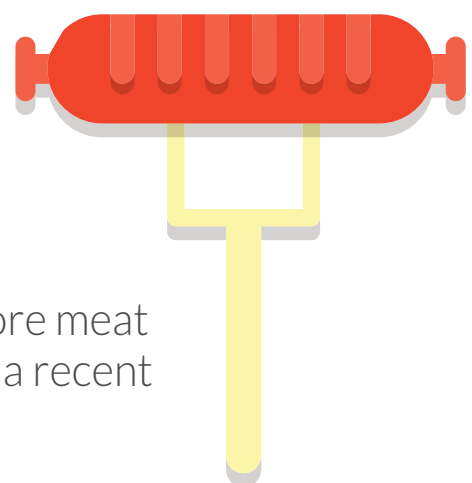
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Da 40 anni di esperienza... 40 anni di soluzioni



TAKE ME EVERYTHING, BUT DON'T TOUCH MY MEAT!



A majority of Germans continue to eat more meat than the European average. According to a recent report published by the national Ministry for Food and Agriculture.

Germans love their meat, and eat plenty of it. At least according to a recent survey published by the Federal Ministry for Food, Agriculture and Consumer Protection. Presented on the past weeks in Berlin by Minister Christian Schmidt, it resulted in a real nutrition report, detailing Germans eating habits, where meat still plays a key role for 83% of respondents, who said that they would eat meat several times a week.

In particular, men cannot seem to go without their schnitzel, salami and steak.

Some 47% of men eat meat on a daily basis, whereas for women, the figure is 22%. Only 3% of respondents said that they never eat meat. In terms of vegetarians, 6% of women said that they never eat meat, but only 1% of men said the same. Germany finds itself topping the European table in terms of meat consumption along with Denmark, Spain and Portugal.

Despite the recent health concerns associated with the consumption of meat - fuelled by the IARC Monographs saying that eating red meat is probably carcinogenic to

humans - the results of the report show that Germans' consumption of meat and ready-made products has stayed rather constant. And 70% of respondents, said to believe that their diet is healthy and balanced. While nutrition experts advise that individuals consume a maximum of 300-600 grams of meat a week, about 30 kg a year, the statistics show that the actual figure is somewhere around 61 kg, in addition to the consumption of pasta, which a third of those surveyed said was their preferred meal. Furthermore, around

GERMANY IS THE FIRST COUNTRY TO BAN DISTURBING 'CHICK SHREDDING' PRACTICE FROM EGG INDUSTRY

Every year millions of male chicks are ground up alive or suffocated by the commercial egg industry. This is because male chicks don't grow up into egg-laying chickens, and they're not considered suitable to be slaughtered for meat. Around half of all chicks born into the egg industry are male, and end up being 'shredded' right after hatching. The practice is commonplace across both caged and free-range egg producers all over the world, and around 45million chicks are killed after birth in Germany alone. But after pressure from animal rights activists, the German government teamed up with scientists to come up with an alternative. From now on, new technology will be used to determine the sex of each fertilised egg before the chick inside develops. All of the male-identified eggs will be removed from the hatchery, leaving only the female ones to hatch. The male eggs will be used for other products, instead of being destroyed.



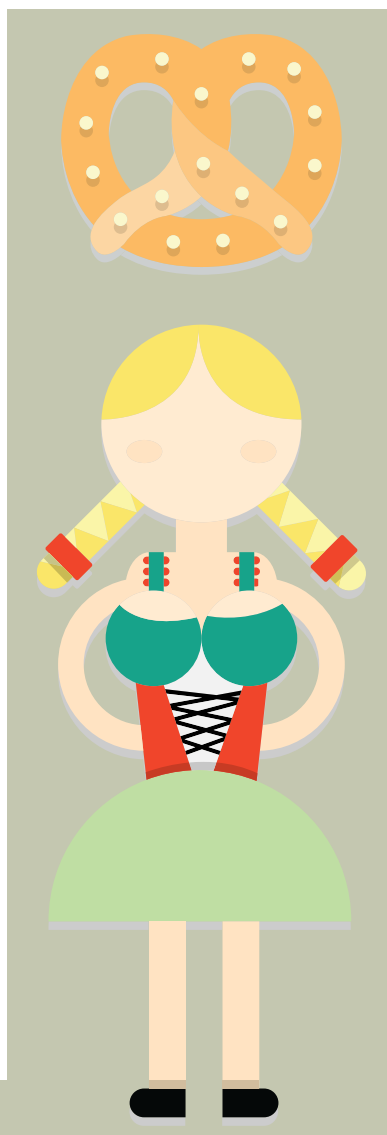
30 kg of each German's yearly intake comes from animal feed, industrially-recycled products or ends up in the bin. Ready-meals are also very popular in Germany at the moment, with around a third of the respondents saying that they enjoy, for example, frozen pizza. This is particularly true of the 14-18 year old bracket.

Christian Schmidt sees these habits as a threat to health, the environment and animal welfare. He warned that there is a danger that a "competence deficit" could emerge among young people and their ability to eat healthily. "Diet must be prioritised, particularly because of its high social cost," said Schmidt. He added that awareness regarding food and a balanced diet is low among children and adolescents.

Schmidt is now planning to bring nutrition education into schools and will soon discuss the subject with the culture minister. "Later this year, we'll roll out concepts for better education at a federal level," said the minister. On some le-

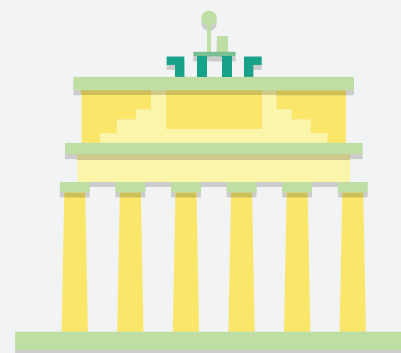
vels, however, the study showed that Germans do have a growing interest in what they put on the dinner table and the will to learn more about nutritional value is on the up. For example, one in five respondents said that they use their smartphone while at the supermarket in order to learn more about a product, while 25% said that they use Internet forums to do the same while at home.

Furthermore, people are more willing to pay more for their meat products if it means improved animal welfare, with 90% saying that they would be willing to pay up to 6.50 euro more per kilo for that assurance. Three-quarters said that they prefer local or regional products. Germans, in comparison to other European nations, spend less on their meat. For example, in 2010, Italians consumed roughly the same amount of meat as their Teutonic neighbours, spending 537 euro each, whereas the Germans only spent 396 euro.



Toglieteci tutto, ma non la carne

Il consumo medio di carne dei tedeschi è nettamente superiore alla media europea. A sottolinearlo è Christian Schmidt, ministro dell'Alimentazione e dell'agricoltura, che si dice preoccupato per le abitudini alimentari della popolazione. Dallo studio emerge infatti che l'83% degli intervistati dichiara di consumare carne più volte alla settimana. In particolare, i tedeschi sembrano non riuscire a fare a meno della tradizionale schnitzel, dei salumi e delle bistecche. Circa il 47% degli uomini mangia carne ogni giorno, una percentuale che scende al 22% nelle donne. Solo il 3% degli intervistati, invece, afferma di non mangiare mai carne. Qualche preoccupazione per la salute? Assolutamente no. Il 70% degli intervistati si dice infatti convinto di seguire una dieta salutare ed equilibrata.



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