



# MAGAZINE

YEAR 4 - N° 4 • APRIL/MAY 2016





SPECIALITÀ DOLCIARIE

LIQUORI LAZZARONI

# Authentic Italian Finest Premium Brands



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# ASIA: ASTRATEGIC HUB FOR ITALIAN FOOD

Angelo Frigerio

In the years ahead, Asia will play a game of strategic importance for Italian companies. But if the role of China and India in global economic growth is clear, it is less clear that these two countries are not the only gates to the huge Asian market. There are other routes to meet the challenge of global competition. About this topic it is worth reading the article on page 40 about Singapore, definitely a key hub to have access to this world area. The strength of the Southeast Asian countries, gathered in ASEAN. lies in their population (630 million inhabitants) and in their GDP, which is in constant expansion with an average of 5% growth rates in recent years, especially in commercial exchanges - 14 billion euro only towards Italy. This makes them both big exporters and importers. Italy, however, has not fully exploited the potential of this area yet: we are indeed far from it, compared to what other European competitors have done so far.

"For this reason the Italian government is focusing on this area of the world," said Carlo Calenda, Italian ambassador to the EU. "It's a strategic choice to promote Italian exports outside the traditional and more immediate routes of our products. Our purpose and our

goal is to take advantage of the impressive economical performances (yet with strong asymmetries) of the ASEAN countries. The area is becoming more and more financially and politically stable, and this could guarantee long-lasting commercial relationships. We have to give up traditional politics for internationalization and start working together as a team - I'm referring to institutions, trade associations and investors - to support Italian companies gaining access into emerging markets."

In this direction goes the extraordinary plan to relaunch Made in Italy, introduced by the Government during last months, aimed to reach in three years 50 billion worth exports towards both mature and emerging markets all over the world. In Southeast Asia, Indonesia, Malaysia, Vietnam, Singapore and the Philippines could account for a total of nearly 5 billions, equal to 10% of the new potential exports. The Plan's goal is to expand Italian presence in worldwide markets, increasing the total number of exporting companies of 20 thousand units and improving the ability to intercept foreign investment to Italy in order to reach 20 billion US dollars of additional incoming flows.



# Asia: polo strategico per l'agrolimentare italiano

In Asia si giocherà nei prossimi anni una partita di importanza strategica per le imprese italiane. Ma se è ormai evidente il ruolo di Cina e India nella crescita economica globale, non è altrettanto chiaro che questi due paesi non sono le uniche porte di accesso all'enorme mercato asiatico, per raccogliere e affrontare la sfida della competizione globale. A questo proposito vale la pena leggere l'articolo a pagina 40 su Singapore, sicuramente un hub fondamentale per l'ingresso in quest'area

La forza dei paesi del Sud-Est asiatico riuniti nell'Asean è nei 630 milioni di abitanti, nel PIL in costante espansione con tassi di crescita mediamente del 5% negli ultimi anni, e soprattutto nella dimensione dell'interscambio commerciale - 14 miliardi di euro solo con l'Italia - che già ora li rende grandi esportatori e importatori. Tuttavia l'Italia non ha ancora sfruttato fino in fondo le potenzialità dell'area: siamo infatti rimasti indietro rispetto agli altri grandi concorrenti europei. "Queste evidenze costituiscono la ragione dell'impegno del Governo italiano verso questa area del mondo", sottolinea Carlo Calenda, ambasciatore italiano in Ue. "Si tratta di una scelta strategica per promuovere l'export italiano fuori dalle nostre destinazioni tradizionali e più immediate, e insieme della volontà di approfittare delle notevoli performance economiche che stanno registrando i paesi dell'Asean, pur con forti asimmetrie. È un'area dove peraltro si sta rafforzando la stabilità finanziaria e politica, garantendo così rapporti commerciali duraturi. Serve discontinuità con le tradizionali politiche di internazionalizzazione, per realizzare un lavoro di squadra - tra le istituzioni, le associazioni di categoria e gli investitori - capace di accompagnare le imprese italiane nel processo di apertura ai mercati emergenti".

In questa direzione va il Piano straordinario per il rilancio del made in Italy, varato nei mesi scorsi dal governo, che punta a raggiungere in tre anni 50 miliardi di export aggiuntivo verso mercati maturi ed emergenti in tutto il mondo. Tra questi ultimi, in particolare nel Sud-Est asiatico, sono stati individuati Indonesia, Malaysia, Vietnam, Singapore e Filippine, per un totale di quasi 5 miliardi, pari al 10% del nuovo export aggiuntivo potenziale. Il Piano ha infatti l'obiettivo di espandere la presenza internazionale dell'Italia, grazie sia all'aumento del numero complessivo delle imprese abitualmente esportatrici di circa 20mila unità, sia alla migliore capacità di intercettare investimenti esteri verso l'Italia, per raggiungere 20 miliardi di dollari di flussi aggiuntivi in entrata.

FOO

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# **DEDICATED TO CHEESE LOVERS**



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#### SAINSBURY'S REPORTS FIRST **QUARTERLY SALES GROWTH** IN MORE THAN TWO YEARS



According to newly released market research figures from Kantar Worldpanel, Sainsbury's remains the only one of the 'big four' English supermarket with actual growth, recording a total spend rising of 0.5% in the 12 weeks to 28 February. Other major supermarkets Asda (-4%) and Morrisons (-3.2%) were crowned worst performing supermarkets in the UK. German discounter supermarkets Aldi and Lidl produced the strongest growth, up 15.1% and 18.9% respectively. The Co-operative also recorded a boost in sales during the 12 week period (+1.9%). Waitrose saw a sales increase (+0.2%) but wasn't enough to maintain its market share at 5.2%. Sales at Tesco fell 0.8%, which was below the average of 0.5% growth. Even though it was better than last month's decline of 1.6%, its market share dropped from 28.7% to 28.4%.

#### Dopo due anni, tornano a crescere le vendite di Sainsbury's

In base agli ultimi dati forniti dal Kantar Worldpanel, relativi alle 12 settimane terminanti lo scorso 28 febbraio, le vendite nella Gd inglese crescono complessivamente dello 0,5%. Sainsbury's è l'unica, tra i 'big four' (Tesco, Asda, Sainsbury's e Morrisons), a far registrare segno più (+0,5%), pur mantenendo una quota di mercato del 16,8%. Asda (-4%) e Morrisons (-3,2%) mettono invece a segno le performance peggiori nelle vendite. Non fa meglio neanche Tesco che, nonostante un lieve incremento delle vendite (-0,8 rispetto al -1,6% registrato a febbraio), continua a perdere quote di mercato (da 28.7 a 28.4%). Tutt'altra musica per i discount Aldi e Lidl, con le vendite in crescita rispettivamente del 15 e del 19%. Bene anche per il Gruppo The Co-operative (vendite a +1,9% sul 2014, per una market share del 6%) e per Waitrose (+0,2%), benché quest'ultima abbia perso qualche quota di mercato, assestandosi al 5,2%.

#### SAN DANIELE CONSORTIUM WINS LEGAL BATTLE **IN BRAZIL**



The San Daniele Ham Protection Consortium wins the legal battle over a Brazilian importing company accused of slicing the product on site. According to the San Daniele production regulation, these operations can only be made inside the geographic area of production, under the control of the Consortium. A historical sentence, according to the Consortium General Director Mario Cichetti: "The sentence of the San Paolo Court sets an important precedent for the protection of made in Italy food excellences, in particular for geographical indications."

#### II Consorzio San Daniele vince una causa in Brasile

Il Consorzio del prosciutto San Daniele ha vinto la causa contro una società di import brasiliana che affettava e porzionava il prodotto in loco. Secondo il Disciplinare di produzione, queste operazioni possono invece essere effettuate solo all'interno della zona tipica, da soggetti sottoposti a controlli diretti del Consorzio. Una sentenza che assume un carattere storico, come sottolinea il direttore generale del Consorzio, Mario Cichetti: "La sentenza del Tribunale di San Paolo crea un precedente importantissimo in tema di protezione delle eccellenze alimentari Made in Italy in generale e delle indicazioni geografiche in particolare".

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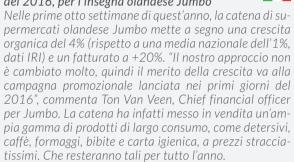


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#### **JUMBO REVENUES INCREASED** BY 20% IN 2016

Dutch supermarket chain Jumbo announced an increase in its organically revenue by 4% in the first eight weeks of 2016. In total, the Jumbo turnover rose by 20%. The company credits this to the successful Year Specials campaign. Jumbo CFO Ton van Veen of Jumbo said: "We have not changed so much in our approach, so that the credit of the current growth might be because of the successful New Year offers. Products that are often used by families, such as detergents, cheese, coffee, cola and toilet paper, are sold at lower price through th entire year. With organic growth of 4% Jumbo is growing significantly faster than the market, which increased by only 1% in size according to figures from IRI in the first two months of this year.

#### Fatturato a +20%, nei primi due mesi del 2016, per l'insegna olandese Jumbo



#### EL CORTE INGLÉS TO SELL 200 PROPERTIES **TOTALLING 1 BILLION EURO**

El Corte Inglés has announced plans to sell off 200 properties worth up to 1 billion euro in order to reduce its debt level. Among the assets to be sold are 102 supermarkets, 32 logistics centres, 50 commercial street properties and 20 office properties. The announcement was made on the past 1st March, during the celebrations for the 75th anniversary of the company, by Diego Copado, Communication Director.

#### El Corte Inglés annuncia la vendita di 200 immobili per un miliardo di euro

La catena spagnola El Corte Inglés venderà 200 proprietà immobiliari per il valore complessivo di un miliardo di euro. Nel dettaglio si parla di 102 supermercati situati vicino ad altri punti vendita del gruppo, 32 Cedi, 50 supermercati di prossimità e 20 uffici. L'annuncio è arrivato lo scorso 1º marzo, nel corso dei festeggiamenti per il 75esimo anniversario del Gruppo, dal direttore della comunicazione Diego Copado.

#### ITALY'S CONAD TO INVEST **OVER 20 MILLION EURO** IN LOGISTICS HUB

Italian regional retailer Conad del Tirreno is investing over 20 million euro over the next four years to build the largest logistics hub in Central Italy. Once completed, the hub based in Montopoli, near Pisa, will manage 65 million deliveries per year, compared to the current 43.5 million capacity than Conad has in the region. According to Conad, the proposed facility will be a mo dern and efficient hub in terms of cost, transport and emissions, thanks to the adoption of innovative and cutting edge solutions. These solutions include an automated sequential sorting plant, a new centre for the management of packaging and a facility for the preparation and storage of frozen goods. The project will be built in three stages, the first of which should be completed in the first quarter of 2017.

#### Conad investirà 20 milioni di euro per un nuovo polo logistico

Il retail italiano Conad si prepara a investire oltre 20 milioni di euro nei prossimi quattro anni per la costruzione del più grande polo logistico del Centro Italia, a Montopoli (Pisa). Una volta a regime, lo stabilimento gestirà 65 milioni di colli all'anno, rispetto agli attuali 43,5 milioni. Secondo quanto comunica l'insegna, lo stabilimento adotterà soluzioni innovative e all'avanguardia, riducendo al contempo il suo impatto ambientale. Lo stabilimento verrà costruito in tre step, il primo sarà completato nei primi mesi del 2017.

#### CARREFOUR PROFIT RISES 2.4% IN 2015

France's largest retailer reported an increase in full-year profit as a revival in Europe helped drive the fourth straight year of revenue growth. Recurring operating income rose 2.4% to 2.45 billion euro, and earnings rose 12%, Boulogne-Billancourt, France-based Carrefour said on the past 9th March in a statement. Chief Executive Officer Georges Plassat is now looking to generate the next stage of growth, which will involve reviving the grocer's European non-food business as well as boosting Chinese sales, which fell last year. "In 2016, the group will continue opening stores in its different formats, notably in convenience, at a sustained pace," Carrefour said. The company said it plans to invest 2.5 billion euro. Carrefour sales rose 3% last year on an organic basis.

### Carrefour: utile operativo a +2,4% nel 2015

Il primo retailer di Francia chiude l'esercizio fiscale 2015 con un utile operativo in crescita del 2,4%, a 2,5 miliardi di euro. Un risultato in linea con le stime degli analisti, e frutto di un ritrovato dinamismo in suolo europeo, che ha permesso al gigante di Boulogne-Billancourt di archiviare il quarto anno di crescita consecutivo. L'utile netto si è invece attestato a 1,11 miliardi di euro (+7,1%), mentre i ricavi sono aumentati da 76,32 a 78,86 miliardi di euro. Il prossimo obiettivo, a detta del Ceo Georges Plassat, sarà stimolare il settore non-food in Europa e incrementare le venite in Cina, che lo scorso anno hanno subito una battuta d'arresto. Oltre a convertire altri 500 store Dia France.

#### MORRISONS AND AMAZON STRIKE FOOD SUPPLY DEAL IN UK

Amazon customers will be able to buy groceries, including fresh food, from UK supermarket chain Morrison through the online retail giant's website in Britain under a supply agreement announced on the past 29th February. Under the wholesale supply agreement Morrisons said "hundreds" of its products will be available to Amazon Pantry and Amazon Prime customers, who pay an annual subscription fee. These will include fresh food products, a significant step forward for the Amazon service, which had previously been limited to non-perishable items. In addition to the wholesale agreement with Amazon, Morrisons - UK fourth larger retailer - would continue to expand its own online delivery service, which is operated in conjunction with Ocado.

#### Amazon si rafforza nel food. Siglata partnership con gli inglesi di Morrisons

Nel giro di pochi mesi, centinaia di prodotti alimentari, sia freschi che surgelati, presenti nell'offerta del retailer inglese Morrisons, saranno acquistabili anche su Amazon. È quanto prevede l'accordo siglato lo scorso 29 febbraio tra il gigante dell'e-commerce Usa e il quarto maggior retailer del Regno Unito. Una partnership che rischia di esacerbare ulteriormente la già serrata guerra dei prezzi che sta imperversando oltremanica. L'insegna ha anche reso noto di essere in trattativa con Ocado, player dell'e-commerce inglese, per rinforzare ulteriormente il loro accordo commerciale.

#### RETAIL GIANT WOOLWORTHS ANNOUNCES LOSS OF NEARLY 1 BILLION DOLLARS

Australian supermarket chain Woolworths has announced a loss of 1 billion dollars due to the price war currently taking place in the country. The supermarket giant, along with Coles, form a near duopoly of Australian supermarkets, together accounting for about 80% of the Australian fast moving consumer goods market. Woolworths also announced that Brad Banducci would replace the outgoing chief executive, Grant O'Brien as the company's new chief executive officer. The company, facing fierce competition and price wars, expects Brad Banducci to revive the supermarket to the winning ways.

# Australia: Woolworths annuncia perdite per 600 milioni di euro

Per la prima volta dopo 23 anni, il gigante australiano del retail Woolworths si dice in perdita per 1 miliardo di dollari australiani (poco più di 600 milioni di euro). Secondo quanto comunica la stessa insegna, le performance negative sono imputabili a una concorrenza sempre più agguerrita, specialmente sul fronte dei prezzi. È infatti solo di poche settimane fa la notizia che la catena tedesca di discount Aldi ha aperto i suoi primi quattro punti vendita nel paese, con grande gioia dei locali. Sommando la quota di mercato di Woolworths a quella di Coles Supermarkets, secondo player della Gd nazionale, si arriva a coprire l'80% dell'intero mercato del Lcc. Secondo le ultime indiscrezioni, la catena avrebbe anche annunciato che Brad Banducci verrà sostituito nella carica di Ceo da Grant O'Brien.

#### WORLD'S FIRST (ALMOST) STAFF-LESS SUPERMARKET OPENS IN SWEDEN

The world's first (almost) staff-less supermarket opened in the small town of Viken, Sweden. In the 45-square-meter store, customers can find daily necessities, except cigarettes, drugs and alcohol. The Supermarket relies entirely on mobile payment via smartphone. Once customers register and download a smartphone app they can use their devices to unlock the door of the 24-hour store and then purchase goods. At the end of each month they receive an invoice. The store has a mobile payment system via smartphone and so almost completely do without staff. The customers scan and pay for the goods themselves, the store operator ensures that the shelves are filled. Six cameras in and outside the store monitor the purchase and to deter thieves.

### Aperto in Svezia il primo supermercato (quasi) autogestito dai clienti

Si trova nella cittadina di Viken, in Svezia, il primo supermercato al mondo senza personale dipendente. Aperto 24 ore al giorno, lo store ha una superficie di 45 metri quadri e vende praticamente tutto, eccetto alcolici e sigarette. Per poter accedere al punto vendita e scannerizzare gli acquisti è sufficiente scaricare una app per smartphone. A fine mese, il cliente riceverà una fattura per il pagamento. Ideato da Robert Ilijason, il supermercato è dotato di un tecnologico sistema di telecamere per monitorare le vendite e gli eventuali furti. Un operatore interverrà solo per assicurarsi che gli scaffali siano sempre riforniti.

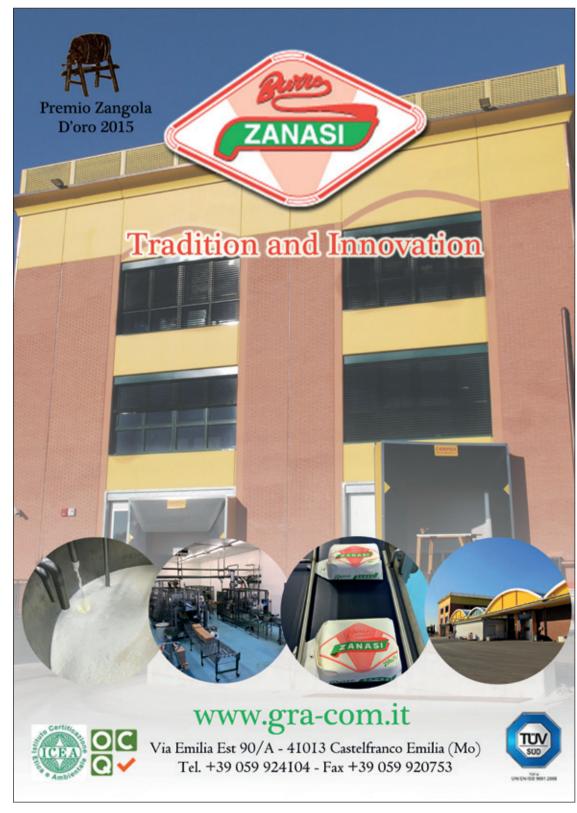
#### LIDL OPENS NEW ECOLOGICAL LOGISTICS CENTER IN SLOVAKIA



Lidl, one of the fastest growing retail chains in Slovakia, opened in Sered' its third logistics center. It is one of the largest and also the most ecological centers in Europe. Investment worth 50 million euros to provide labor for nearly 200 people and will supply 44 of 124 Lidl stores in Slovakia. Lidl won the first in Slovakia and fourteenth in the world for technology environmentally friendly building with the highest level of international Breeam certification.

#### Slovacchia: il nuovo Cedi di Lidl è tra i più grandi ed eco-friendly d'Europa

Non solo uno dei più grandi, con i suoi 128mila metri quadri di superficie, ma anche uno dei più ecologici di tutta Europa, grazie alla certificazione internazionale Breeam. Parliamo del nuovo stabilimento logistico di Lidl in Slovacchia, il terzo inaugurato dalla catena tedesca nel paese, per un investimento di 50 milioni di euro. Lo stabilimento, che darà lavoro a 200 persone, raggiungerà 44 dei 124 punti vendita locali.



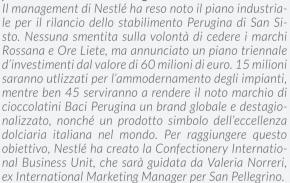
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#### NESTLÉ INVESTS 60 MILLION EURO IN ITALIAN CHOCOLATE PERUGINA BRAND



Nestlé will invest 60 million euro in its Baci Perugina brand of Italian chocolate pralines, in a bid to strengthen its position inside Italy and increase the number of export opportunities to overseas markets. Around 15 millions will be used to strengthen its existing San Sisto factory in Perugia. The plan to modernise the facility includes the introduction of new technology and an advanced organisational model that will allow the factory to boost its competitiveness. The company's commercial development strategy will seek to make Perugina products a symbol of Italian excellence. It will set up a new confectionery international business unit, led by former San Pellegrino International Brand Manager, Valeria Norreri, which will seek to support the international expansion plans and consolidate and develop the confectionery business in Italy.

#### Nestlé: un piano da 60 milioni di euro per rilanciare il brand Perugina



#### MONDELÉZ SELLS PORTUGUESE BISCUIT FACTORY TO CEREALTO

Mondeléz International has sold its Portuguese biscuit factory in Mem Martins, near Sintra, to global food manufacturer Cerealto. The new owner has committed itself to maintaining all 92 jobs at the plant, as well as all current labour conditions. The transaction is expected to be complete by July 2016, Cerealto will take control over the factory, its production and workers starting from August 1. The acquisition of the Mem Martins factory is in line with the international expansion strategy of Cerealto, which in 2013 purchased a baby food manufacturing facility, Nutriceal Foods, in Portugal, from Danone. Cerealto manufactures a wide range of products, including biscuits, breakfast cereals, baby food, bread, pastries, pasta, and gluten free products, among others. It has 14 factories in Spain and operation centers in Portugal, Italy, the UK, Mexico and the US, through which it supplies clients in over 40 countries.

### Cerealto acquisisce lo stabilimento portoghese di Mondeléz

Mondeléz International ha venduto il suo stabilimento portoghese di Mem Martins, dedicato alla produzione di biscotti, agli spagnoli di Cerealto. Che si è impegnata a preservare i 92 posti di lavoro e le condizioni contrattuali del precedente proprietario. La transizione sarà completata entro il prossimo luglio, e Cerealto prenderà il controllo dello stabilimento a partire del 1° agosto. L'acquisizione dello stabilimento di Mem Martins fa parte del progetto di ampliamento annunciato da Cerealto, che nel 2013 aveva già acquisito da Danone lo stabilimento portoghese di alimenti per l'infanzia di Nutriceal Foods. Cerealto, che è specializzata nella produzione di biscotti, cereali, pasta, dolci, alimenti per l'infanzia e prodotti gluten-free, conta 14 stabilimenti produttivi in Spagna e uffici operativi in Portogallo, Italia, Uk, Messico e Usa.

#### AUCHAN REPORTS 'SOLID' FULL-YEAR RESULTS



French retailer Auchan Holding reported 1.5% growth in consolidated revenue in 2015, representing an increase to 54.2 billion euro. Operating profits increased by 5.5% compared to the previous year. Auchan descibed the results as "solid", adding that 2015 was a year of "global transformation" for the company. "2015 was a year of transition, at a particularly sustained pace. The growth in revenue is very significant in Central and Eastern Europe and in Asia, even if, end-2015, Auchan Retail was still experiencing some difficulty in France and Italy," said Wilhelm Hubner, chairman of the management board of Auchan Holding.

#### Auchan: fatturato 2015 supera i 54,2 miliardi di euro

Per il Gruppo distributivo francese Auchan il 2015 si chiude con un bilancio consolidato di 54,2 miliardi di euro, in crescita dell'1,5% sull'esercizio precedente. In rialzo del 5,5% anche gli utili operativi. "Il 2015 è stato un anno di transizione, a un ritmo particolarmente sostenuto. La crescita del fatturato è stata particolarmente significativa nell'Europa del Centro e dell'Est, così come in Asia. Verso la fine dell'anno, tuttavia, Auchan Retail ha riscontrato alcune difficoltà in Francia e Italia", commenta Wilhelm Hubner, presidente del Consiglio di amministrazione di Auchan Holding.

#### MINISTERS AGREE PLAN TO PROMOTE ITALIAN FOOD ABROAD

On the past 15th March, the Italian ministers of Foreign Affairs, Agriculture and Education signed an agreement to promote the Italian food and farming sector in the world. A two-year programme is set to focus on six countries: the United States, Japan, China, Russia, the United Arab Emirates, and Brazil. It will include a special week of Italian cooking organised in embassies and classes for foreign chefs to spread awareness of the Mediterranean diet. "The world is hungry for Italy and we are responding with quality products and cooking," said Agriculture Minister Maurizio Martina. At the signing, Italian Chef Davide Oldani said he would represent the Italian food and farming sector during the Olympic Games in Rio de Janeiro.

#### Ministeri e chef in campo per valorizzare cibo italiano

Gioco di squadra per valorizzare e tutelare l'agroalimentare nel mondo. È questo l'obiettivo del protocollo d'intesa siglato lo scorso 15 marzo tra i ministeri degli Esteri, Politiche agricole e Istruzione italiani. Un programma biennale che si concentrerà su Usa, Giappone, Cina, Russia, Emirati Arabi e Brasile. E che prevede, tra le varie attività, l'organizzazione di una settimana della 'cucina italiana' presso le ambasciate di questi sei paesi a fine novembre. "Il mondo ha fame d'Italia e noi rispondiamo con prodotti e cucina di qualità", ha detto il ministro Maurizio Martina, nel precisare che il protocollo s'inserisce nel Food Act, l'iniziativa del governo a sostegno del made in Italy lanciata a Expo. Un'iniziativa molto apprezzata dai numerosi chef presenti alla presentazione, incluso Davide Oldani, che rappresenterà il settore agroalimentare italiano durante i Giochi Olimpici di Rio de Janeiro.

#### BARILLA GROUP HAS HIGH HOPES FOR SPANISH MARKET

Italian pasta manufacturer Barilla Group has revealed ambitious plans for the Spanish market for 2020. The company foresees growth of 50% in Spain over the coming years, and expects the country to become a key European market for the brand. Last year, Barilla volume sales in Spain reached 8,000 tonnes of product, which is a 10% increase compared to 2014. The company's figures indicate that, in Spain, pasta is a product with a very high market penetration (97%) and a compound annual growth rate of 2%. However, about 70% of the market is covered by private labels and 22% by Gallo. Regarding processed pasta sauces, the company recognizes that the market is small and with a low penetration (20%), however, Barilla sees high potential in the area given the high compound annual growth rate experienced (87% between 2011 and 2015).

#### FRANCE ADOPTS PALM OIL TAX

On March 17th the National Assembly of France approved the proposal to implement a tax on importation of palm oil to be used as an additive to food. The new tax will come into force in 2017 and will be set at a rate of 30 euro per tonne, rising by an additional 20 euro per year, to be capped in 2020 to a rate of 90 euro per tonne. The tax will not apply to imported palm oils which are produced in an environmentally sustainable way. The proposal to implement a tax on palm oil has been raised several times since 2012, although the original proposals called for the rate of the tax to be set at 300 euro per tonne. The new tax is already facing significant oppositions, especially from economic groups and researchers in countries relying on palm oil exports, as they claim that the new tax is discriminatory and will only hurt palm oil producers, without providing any tangible environmental benefits.

#### Francia: approvata dai deputati la tassa sull'olio di palma

Giovedì 17 marzo la Camera dei deputati francese ha approvato l'introduzione della tassa addizionale sull'olio di palma destinato agli alimenti. Un'imposta che – se otterrà il via libera anche da parte del Senato, che dovrebbe esaminare il testo il prossimo mese di maggio – entrerà in vigore dal 2017, con un corrispettivo di 30 euro per tonnellata, che tuttavia salirà a 90 euro per tonnellata nel 2020 (contro una proposta iniziale di 300 euro a tonnellata). Al fine di agevolare un'intesa tra i due rami del Parlamento, è stata istituita una commissione mista paritaria ad hoc. La tassa, comunque, non verrà applicata alle produzioni di olio considerate sostenibili. Nessun costo aggiuntivo, dunque, per prodotti come la Nutella. Con i proventi dell'imposta il parlamento ha stabilito che sarà alimentato un fondo per la pensione complementare obbligatoria dei lavoratori agricoli.

#### PRIVATE LABEL GROWS IN SPANISH FMCG SECTOR

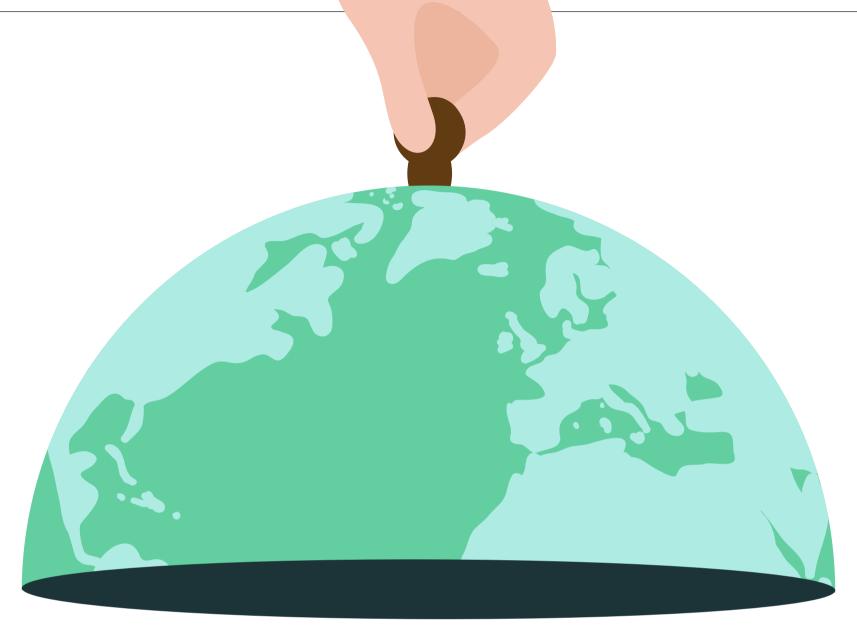
The growth of private label in Spain has led to a decrease in the level of new product development in the FMCG sector: -25% since 2010, according to Kantar Worldpanel. Kantar Worldpanel's 'Radar 2016' report found that one out of every ten new product launches in the country is now a private label product, which is hampering product innovation at major FMCG firms. The study found that Carrefour was the retailer that launched the most new private innovations in 2015, followed by Alcampo, Eroski, Dia, Consum and Mercadona. Commenting, Kantar Worldpanel said that the Spanish consumer is now "more optimistic" about the current state of the market, which should create "a suitable environment for more innovation".

#### Cresce, in Spagna, il mercato delle private label nel Largo consumo

La crescita delle private label in Spagna ha portato a una diminuzione del lancio di nuove referenze nel settore del Largo consumo confezionato, pari al -25% dal 2010 a oggi, secondo il 'Radar 2016' del Kantar Worldpanel. L'istituto di ricerca ha infatti rilevato che un nuovo prodotto su dieci lanciato oggi sul mercato spagnolo del Lcc è una private label. Inibendo il lancio di nuovi prodotti da parte dei principali brand di settore. Sempre secondo lo studio, nel 2015 Carrefour è stata fautrice del maggior numero di nuovi prodotti a Mdd, seguita da Alcampo, Eroski, Dia, Consume Mercadona. Secondo gli analisti del Kantar Worldpanel, i consumatori spagnoli sono oggi "più ottimistici" riguardo alle condizioni del mercato, il che dovrebbe tradursi in un ambiente "idoneo all'innovazione".

# Il Gruppo Barilla punta a crescere sul mercato spagnolo

Barilla ha reso noto un ambizioso piano di sviluppo sul mercato spagnolo da realizzarsi entro il 2020. Il Gruppo punta infatti a crescere del 50% in Spagna, che si trasformerà in un mercato chiave in Europa per l'azienda italiana specializzata nella produzione di pasta e condimenti. Lo scorso anno, il volume delle esportazioni di Barilla in Spagna ha toccata le 8mila tonnellate, in crescita del 10% sul 2014. Secondo le analisi di mercato di Barilla, in Spagna la pasta ha un'alta percentuale di penetrazione (97%), in crescita del 2% l'anno. Il 70% circa del mercato, tutavia, è appannaggio delle private label; il 22% del marchio Gallo. Per quanto riguarda il mercato dei condimenti, l'azienda ha rilevato un livello di penetrazione del 20%, con un grande potenziale di crescita (+87% tra il 2011 e il 2015).



# HEALTHY EATING, THENEW GLOBAL CRAZE



# HFAITH ISTHE NEW WFAITHY

Increasing consumers desire for healthier lifestyles is rapidly changing the global food and beverage market. In the years ahead, companies that will successfully address this demand will be highly rewarded.

In today's global market, it's dollars (690 billion euro) in 2014. hard to think of a more explosive food and beverage trend than the decisive consumer shift toward healthier, better-for-you products. From start-ups to leading companies with established big-name brands, everybody is launching new products - and reformulating the existing ones in order to get a slice of this fast growing business.

Consumers are willing to pay more for the added quality and benefits of products, so that global sales of healthy foods and drinks are going to hit 3 trillion dollars (2.6 trillion euro) by 2017, nal. They were worth 774 billion althy living has increased.

But what's driving this healthier products shift? For starters, a 4

billion dollars (3.5 billion euro) drop in market share for traditional packaged goods companies in 2014 alone. Faced with falling profits and shrinking market share, companies currently not following the trend are quickly developing relevant products while taking a hard look at legacy bran-

In some cases, the products that companies are developing to satisfy specific consumers, let's think of gluten- and lactose-free products - now also appeal to the predicts Euromonitor Internatio- masses as overall interest in he-

Another aspect of this healthy foods trend is removing ingredients or additives from formulated food products. This has led to the development of 'cleaner' labels. In a few words: consumers want to be able to understand lists of ingredients without having to decipher them.

For certain consumers, this broader dietary interest comes from personal health conditions or ones observed through family and friends. Others are driven by a desire for longevity and illness prevention while for many it is simply about wellbeing. Regardless of motivation, these preferences now present oppor- saw this change well in advance, tunities for food and beverage

companies worldwide. In this insert, we will se a range of new products launched on the market by companies willing to meet this new consumers' demand: from low-sugars, reduced-fats and low-calorie snacks to gluten- and lactose-free cheeses and cured meats, passing from functional foods rich in vitamins, minerals and fiber.

"It isn't the consumers' job to know what they want." Steve Jobs said in 2011. Consumers of today seem to know very well what they want and what they don't. But he was right: the best-positioned companies today are those that and have led the charge.

#### La salute è la nuova ricchezza



Per il settore alimentare globale, è difficile pensare a un trend più esplosivo di quello di prodotti cosiddetti 'salutistici'. Una definizione spesso ambigua, che tuttavia esemplifica un vero e proprio movimento culturale. Per alcuni, pensiamo ai celiaci o a chi è intollerante al lattosio, la scelta è pressoché obbligata. Ma giorno dopo giorno è sempre più numeroso il popolo di chi per libera scelta decide di seguire una dieta più equilibrata. Ecco allora che sugli scaffali si moltiplica l'offerta di snack con un basso contenuto di calorie, grassi, zucchero e sale. Così come di prodotti che fanno della totale assenza di questi elementi un fattore distintivo, da mettere bene in evidenza in etichetta. O all'opposto, prodotti che fanno delle proprietà benefiche di determinate sostante e dell'elevata presenza di nutrienti il loro cavallo di battaglia. Le cosiddette 'short-label' o 'clean-label' sono già un must. E volenti o nolenti, tutti i grandi player del settore, così come le realtà più piccole, si stanno adeguando a questa nuova realtà, riformulando le proprie ricette e lanciando nuove linee dedicate. "Non è compito dei consumatori sapere quello che vogliono", disse nel 2011 Steve Jobs. E benché i consumatori di oggi sembrano sapere esattamente quello che vogliono, in fondo aveva ragione: saranno le aziende che per prime hanno intuito il potenziale di questo nuovo trend, anticipando e soddisfando le richieste del cliente, a ritagliarsi un posto nel mercato del futuro.

# THE GORGONZOLA CONSORTIUM ONLY MAKES ITS MARK ON THE GENUINE GORGONZOLA CHEESE





The irresistible Sweet and Spicy Cheese.





# / free from - cured meat

#### **SALUMIFICIO MARCHISIO** www.salumificiomarchisio.com



PRODUCT NAME Marchisio Salami with Barolo wine. PRODUCT DESCRIPTION

Marchisio Salami with Barolo wine is born from the combination of our classical and traditional recipe for salami and the unique aroma of one of the most popular red wines from our territory. Free from lactose and gluten free.

GOLFETTA

60: A Petali

#### **INGREDIENTS LIST**

Selected pork meat from Italian pigs, selected sea salt, dextrose, herbs and spices, Barolo wine q.min 1% (sulphites). Antioxidant: E301. Preservative: E252

#### **EXPIRATION DATE AND CONSERVATION** Up to six months in a dry and cool place. NUTRITIONAL INFORMATION

Average values for 100 g: energy 1371 kj/330 kcal; fat 25,7 g; of which saturates 10,61 g; carbohydrate <1 g; of which sugars <0,5 g; protein 23,8 g; salt 3,95 g.

#### **GOLFERA IN LAVEZZOLA** www.golfera.it

#### PRODUCT NAME Golfetta I Petali. PRODUCT DESCRIPTION

Made from selected Italian ham and packaged in a cotton casing. Golfetta is light and tasty, with high protein and low fat content (60% less fat than a Milano salami).



Pork meat, iodine-enriched sea salt, natural flavourings, dextrose,

saccharose, spices, aromatic plants. Antioxidants: E301, E300. Preservatives: E252. E250

#### **EXPIRATION DATE AND CONSERVATION**

90 days. Stored at max. +4°C

PACKAGING AND LABELLING

100 g fixed weight already sliced, packed in protective at-

#### NUTRITIONAL INFORMATION

Average values per 100 g: energy 215 kcal/902kj; fats 11,00 g; saturated 4,5 g; carbohydrates 1,4 g; sugars <5 g: proteins 27 g; salt 2,9 g; iodine 0,060 mg.

CERTIFICATIONS AIC - Gluten free.

#### PROSCIUTTIFICIO VALSERIO

#### www.valserio.it

#### **PRODUCT NAME** Beef Pastrami. **PRODUCT DESCRIPTION**

The topside of beef - a superior prime cut - is selected and processed according to the best artisanal tradition and seasoned with a blend of spices that give the Beef Pastrami a sophisticated and

original essence of taste. A natu-

ral product with reduced fat (<2%) and high protein value, free from gluten, milk protein and lactose, soya protein, polyphosphates and monosodium glutamate.

#### **INGREDIENTS LIST**

Beef, salt, dextrose, bovine proteins, spices, natural flavourings. Antioxidant: E301, E331. Preservative: E250.

#### **EXPIRATION DATE AND CONSERVATION**

#### NUTRITIONAL INFORMATION

Average values per 100 g: energy 510 kj/120 kcal; fats 1,9 g; saturated 1,0; carbohydrates 1,0 g; sugars 0,4 g; proteins

**CERTIFICATIONS** 

BRC - IFS - Organic - Halal.

#### **DELICATESSE** www.delicatesse.it

**PRODUCT NAME** 

Chicken breast with lemon juice.

**PRODUCT DESCRIPTION** 

Whole piece, about 400

g, ready to be eaten cold or hot. Totally free from gluten, allergens and chemicals. The few ingredients linked with the innovative vacuum cooking exalt the meat flavor and

#### **INGREDIENTS LIST**

Chicken breast, lemon juice (10%), salt.

#### **EXPIRATION DATE AND CONSERVATION**

120 days. Store between 0/+4°C.

PACKAGING AND LABELLING Vacuum pack. Primary packaging: polyamide-polythene film. Secondary packaging: paper bag with descriptive label. 4 pieces per box.

#### NUTRITIONAL INFORMATION

Energy 452 kj/107 kcal; fats 2,9 g; saturated 0,9 g; carbohydrates 0,3 g; sugars 0,3 g; proteins 20,0 g; sodium 1,0

#### **CERTIFICATIONS**

BRC - ISO 9001. Also available with Halal certification.

#### **SALUMIFICIO MOTTOLINI** www.mottolini.it

#### **PRODUCT NAME**

Bresaola della Valtellina PGI.

PRODUCT DESCRIPTION It is a very pleasant and delicate

Bresaola that comes from the meat of the best Vitelloni's legs. Gluten free. Casing is not edible.

#### **INGREDIENTS LIST**

Beef, salt, dextrose, natural flavour. Preservatives: E250,

#### **EXPIRATION DATE AND CONSERVATION**

120 days for the pieces, 60 days for the sliced. Keep refri-PACKAGING AND LABELLING

#### Available whole piece, half piece under vaccum or sliced in protective atmosphere.

NUTRITIONAL INFORMATION Average values per 100 g: energy 671kj/158kcal; fats 1,6 g; saturated 0,5 g; carbohydrates 1 g; sugars 0,5 g; proteins

#### 5 g; salt 3,9 g **CERTIFICATIONS**

IFS - BRC - Halal.

#### **ROBUSTELLINI** www.robustellini.com

#### **PRODUCT NAME**

Bresaola della Valtellina PGI Punta d'Anca Black Label.

#### PRODUCT DESCRIP-TION

The "black label" Bresaola is only manufactured with high quality selected beef meats

virtually with no fat, processed according to the strict PGI procedural guidelines and undergoing a long seasoning

#### **EXPIRATION DATE AND CONSERVATION**

PACKAGING AND LABELLING

Half piece under vacuum 1,650 ~Kg. Sliced 0,100 ~Kg. **NUTRITIONAL INFORMATION** 

It contains no allergens, no milk proteins and it's gluten free.

**CERTIFICATIONS** PGI - BRC - IFS.

#### www.salumiemmedue.it **PRODUCT NAME**

**SALUMI EMMEDUE** 

Soppressata. PRODUCT DESCRIPTION

This fine salami is made exclusi-

vely with lean thigh meat care-

fully denervated thigh, coarse grinding, with the addition of lard into cubes and peppercorns. The mixture is stuffed into natural casings, even tying by hand is made with natural twine. Gluten and lactose free, is obtained by processing meat exclusively from pigs reared and slaughtered in Italy and is also offered in a version without preservatives.

#### **INGREDIENTS LIST**

Pork meat, salt, flavourings, spices, dextrose. Antioxidant: sodium ascorbate. Preservatives: potassium nitrate, sodium nitrite.

#### **EXPIRATION DATE AND CONSERVATION**

240 days from packing date. Store in a fresh place.

#### PACKAGING AND LABELLING

In ATM and vacuum pack.

#### **NUTRITIONAL INFORMATION**

Average values per 100 g: energy value 392 kcal/1624 kj; proteins 21,6 g; carbohydrates 1,3 g; of which sugars 1,3 g; fat 33,3 g; of which saturates 10,2 g; equal to 4,30 g salt. **CERTIFICATIONS** 

ISO 9001:2008 - ITQ Award.

#### G. PFITSCHER www.pfitscher.info

**PRODUCT NAME** 

Speck Light slices. PRODUCT DESCRIPTION

The spices, the beech wood smoking and the aging make the traditional 'Speck' the most famous product of South Tyrol. The Speck light has the

traditional taste but at the same time it is low in fat (≤3%)

#### **INGREDIENTS LIST**

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

#### **EXPIRATION DATE AND CONSERVATION**

90 days. Keep chilled.

PACKAGING AND LABELLING

Modified atmosphere packaging. 80 g. **NUTRITIONAL INFORMATION** 

For 100 g: energy Kcal 234/KJ 986; protein 46,7 g; carbohydrate 0,75 g; sugar 0,4 g; fat 2,48 g saturated 0,98 g;

#### **CERTIFICATIONS**

IFS - BRC.

#### **RUGGER** www.lenti.it

#### **PRODUCT NAME** Grilled Ham with herbs Rustichello.

**PRODUCT** 

**DESCRIPTION** Delicious grilled ham

with Mediterranean herbs. Gluten free, lactose and caseina-

te free. No added polyphosphates or glutamate. No GMO ingredients. Allergens free (corn, soy and derivatives). With a salt content not exceeding 1.84%

#### **INGREDIENTS LIST**

Pig haunch, salt, dexstrose, saccharose, herbs and spices, flavourings. Preservative (E250). Antioxidant (E301). **EXPIRATION DATE AND CONSERVATION** 

180 days. Storage temperature: +2/+4 °C

PACKAGING AND LABELLING

Vacuum-packed in sacks polylaminates. **CERTIFICATIONS** 

BRC.



g; of which saturated 0,9 g; carbohydrates 0,5 g; of which sugar 0,5 g; proteins 23 g; salt 3 g. CERTIFICATIONS

HACCP.

Values for 100 g: energy kcal 112/kj 468; fats 1,5



#### **PRODUCT NAME** Carne Salada del Trentino for Carpaccio. PRODUCT DESCRIPTION

SALUMIFICIO VAL RENDENA www.salumificiovalrendena.it

Carpaccio - adult beef topside, cleaned, cut in half, vacuum-packed. Weight ca. 2,5 kg. Colour: consistent garnet-red. At sight: dry, compact. Conservation and transport temperatures: not higher than 4°C. Dimensions: not measurable. Natural, not injected, lactose free, gluten free.

#### **EXPIRATION DATE** AND CONSERVATION

60 days from packing. Store ay temperature not higher than 4°C. Best 1°C.

#### **INGREDIENTS LIST**

Beef (topside), salt, dextrose, sacchrose, spices, natural aromas. Antioxidant: E301. Preservative: E250, E252,

#### **SALUMI PASINI** www.salumipasini.com

**PRODUCT NAME** Schisc - Bresaola. PRODUCT DESCRIPTION

Schisc - pork bresaola is one of the

products of the Salumi Pasini - Food collection created by the charcuterie company together with the Michelin starred Chef Davide Oldani. It is obtained from one of the most tender pork meat cut using only carefully selected 100% Italian meat. It doesn't contain allergenes, gluten and milk proteins. It is OGM free.

**INGREDIENTS LIST** 

Italian pork meat, salt, red wine (presence of sulphites), natural aromas, dextrose and spices. Antioxidants E301. Preservative E252.

**EXPIRATION DATE AND CONSERVATION** 

60 days for heat-sealed trays. 90 days for vacuum packed.

PACKAGING AND LABELLING

Packaged in heat-sealed trays in protected atmosphere (90 g). Vacuum-packed for slices (300 g) and products in packaging. 650 g bran-

**NUTRITIONAL INFORMATION** 

Values per 100 g: energy 825 kj/196 kcal; fats 5,8 g; saturated 2,09 g; carbohydrates < 1; sugars 0,12 g; proteins 35,9 g; salt 3,32 g.

#### **SALUMIFICIO SFREDDO** www.sfreddo.it

**PRODUCT NAME** 

Natural 'Aqua' cooked ham. PRODUCT DESCRIPTION

Obtained by a selection of Italian pork thighs. It is gluten and dairy free. It

has a small amount of sugar (less than 0,5 g per 100 g) and a small amount of sodium.

**INGREDIENTS LIST** 

Pork thigh, salt, dextrose, fructose, herbs, antioxidant agent, sodium ascorbate, preservative, sodium nitrite.

**EXPIRATION DATE AND CONSERVATION** 

60 days from the delivery. Keep refrigerated between 0/4°.

PACKAGING AND LABELLING

1 box with 2 pieces. Length 550 mm, width 315 mm, height 200 mm. Unladen weight 60 g, medium weight 18 kg. **NUTRITIONAL INFORMATION** 

For 100 g: fats 8,2 g; saturated 3,9 g; proteins 20 g; carbohydrates 1,9 g; sugars 0 g; salt 1,7 g.

CERTIFICATIONS

Gluten free - Aqua certification.

#### **SALUMIFICIO SOSIO** www.labresaoladebaita.it

**PRODUCT NAME** La Bresaola De 'Baita'.

PRODUCT DESCRIPTION

Form: vaguely cylindrical in shape. Consistency: firm and elastic. Appearance at the cut: compact with no fissures. Colour: homogeneous red colour. Falvour: delicate and slightly aromatic. Taste: smooth clean pleasant. Free from: gluten, lactose, hormon. Low in fats. Rich in proteins.

**INGREDIENTS LIST** 

Beef, salt, dextrose, saccharose, natural flavors. Preservatives: sodium nitrite, potassium nitrate.

**EXPIRATION DATE AND CONSERVATION** 

Keep refrigerated 0/+4°C

PACKAGING AND LABELLING

Vacuum pack.

**NUTRITIONAL INFORMATION** 

Average values per 100 g: energy: 631,95 kj/150,94 kcal; fats 2,40 g; of which saturated fatty acids 0,82 g; carbohydrates 0,53 g; of which sugars 0,53 g; proteins 31,95 g; salt 3,41 g.

**CERTIFICATIONS** 

Halal - Organic. Soon also BRC, IFS and ISO 22000 certified.

#### **SALUMIFICIO SORRENTINO** www.salumisorrentino.com

**PRODUCT NAME** 

Our entire range of gluten free salamis and hams.

**EXPIRATION DATE AND CONSER-**VATION

9 months. **CERTIFICATIONS** IFS - BRC.



#### **SALUMIFICIO ALIPRANDI** www.aliprandi.

FRODUCT NAME

Salame Nostrano 'Aliprandi'.

**PRODUCT DESCRIPTION** 

Typical sausage of the Italian tradition, from the typical and

intense aroma. Produced strictly with Italian meat and gluten free.

**INGREDIENTS LIST** 

Pork meat, salt, wine, spices, flavorings. Sugars: dextrose. Antioxidant: E300. Preservatives: E252.

**EXPIRATION DATE AND CONSERVATION** 

120 days

PACKAGING AND LABELLING

Packed in flow pack or bulk. **NUTRITIONAL INFORMATION** 

For 100 g: energy 307kcal /1276kj; carbohydrates 0,24 g; of which sugars 0,1 g; protein 26,85 g; fat 22,04 g; salt 0,04 g.

**CERTIFICATIONS** 

ISO 9001 - AIC - Organic.

#### SALUMIFICIO LEONI www.salumificioleoni.it

PRODUCT NAME

Prosciutto Cotto Granleoni Alta Qualità 'Regio'.

**PRODUCT DESCRIPTION** 

Made exclusively with heavy pigs' thighs coming from the Po Valley area, flavoured with natural spices and

slowly cooked in a bouillon. Gluten free, added polyphosphates and milk derivati-

ves free. Weight 12 kg approx.

**INGREDIENTS LIST** 

Fresh leg of pork (born, raised and slaughtered in Italy), salt and natural spices. Antioxidant: E 301. Preservative: E 250.

**EXPIRATION DATE AND CONSERVATION** 

7 months from packaging date. Storage temperature

PACKAGING AND LABELLING

Heat processed in autoclave (at 120°) and vacuum packed (multilayer laminate). Carton box containing 2

NUTRITIONAL INFORMATION

For 100 g: 150 kcal: fat 15%; of which saturated 5%; protein 24%; carbohydrate 1%; of which sugars 1%; salt 1,6%

CERTIFICATIONS

BRC-IFS.



# / free from - sweets & bakery

#### **BARBERO DAVIDE** www.barberodavide.it



**PRODUCT NAME** 

Il torronfino. PRODUCT DESCRIPTION

A new thinner and crunchier torroncino, a smaller and handier torronfetta: an 8 g squared white crumbly nougat with hazelnuts. This is the innovation of Torronfino.

**INGREDIENTS LIST** 

Piedmont hazelnut (51%), honey, sugar, glucose syrup, fresh egg whites, wafer (potato starch, water, olive oil), natural vanilla from Madagascar

**EXPIRATION DATE AND CONSERVATION** 

24 months. Keep in a cool and dry place. PACKAGING AND LABELLING

Carton box of 130 g or loose in a 3 kg carton.

**NUTRITIONAL INFORMATION** 

Average values for 100 g: energy 2197 kj/526 kcal; fats 30 g; of which saturated 3 g; carbohydrates 56 g; of which sugars 53 g; salt 0,225 g; proteins 6,5 g.

**CERTIFICATIONS** 

Gluten free.

#### **B.I.F. BEST ITALIAN FOOD** www.bifsrl.eu

**PRODUCT NAME** 

**INGREDIENTS LIST** 

Frozen Gluten Free Filoncino. PRODUCT DESCRIPTION Frozen gluten free bakery product.

Water, deglutinated wheat starch, corn starch, extra virgin olive oil,

vegetable fibre (psyllium inulin, dextrose. Thickener: guar gum, E464, aromas, fresh yeast, salt).

**EXPIRATION DATE AND CONSERVATION** 12 months. Store at 18°0

PACKAGING AND LABELLING

Monoportion 100 g. Selling unit per box 30 pcs. NUTRITIONAL INFORMATION

Average values per 100 g: energy 269 kcal; fats 6.9 g; of which sugars 4.86 g; fibre 5,3 g; proteins 3,8 g; salt 1.36 g. **CERTIFICATIONS** 

#### FIORE DI PUGLIA www.fioredipugliaspa.it

**PRODUCT NAME** 

Taralli 'Qualità Puglia' Snack - Organic bakery product.

PRODUCT DESCRIPTION

A healthy, vegan and free of artificial additives, prepared in Apulia only from organic farming raw materials, guaranteed by the Puglia quality certificate for a controlled supply chain.

**INGREDIENTS LIST** 

Wheat flour (\*), white wine (\*), extra virgin olive oil (\*) 15%, sourdough (wheat flour (\*), yeast, water) 10%, salt, natural extract of olives (\*). Organic pro-

**EXPIRATION DATE AND CONSERVATION** 

180 days. Keep in a cool and dry place, away from direct sunlight and heat-sources.

PACKAGING AND LABELLING

Packaging made of coextruded polypropylene with paper.

NUTRITIONAL INFORMATION

Average values per 100 g: energy 1957 kj/466 kcal; fat 18 g; of which saturated 7.0 g; carbohydrates 65 g; of which sugars 1.4 g; dietary fibers 3.1 g; proteins 8.6 g; salt 1.0 g. CERTIFICATIONS

Qualità Puglia Certification, Organic Certification (by CCPB), Vegan Ok Certification, IFS, BRC.

#### C.R.M. www.piada.it

**PRODUCT NAME** 

Organic Piada with khorasan Kamut wheat.

**INGREDIENTS LIST** 

Khorasan Kamut flour\*(27%), water, khorasan Kamut whole wheat flour\*(22%), soft wheat flour type "O"\*, extra virgin olive oil\* (7%), salt, natural flavouring (\* organic).

**EXPIRATION DATE AND CONSERVATION** 

Keep in a dry and cool place.

PACKAGING AND LABELLING

**NUTRITIONAL INFORMATION** 

Average values per 100 g: energy 1320kj/314kcal; fats 9,4 g; of which saturated satty acids 2,0 g; carbohydrates 46,6 g; of which sugars 2,0 g; fibres 3,1 g; proteins 9,1 g; salt 1,5

**CERTIFICATIONS** 

IFS - BRC.

#### LA FABBRICA DEL PANFORTE www.fabbricadelpanforte.com

**PRODUCT NAME** 

Panforte Morbido.

PRODUCT DESCRIPTION Soft cake with candied and almon-



Candied orange peels and citron (fruit, glucose-fructose syrup. Acidulant: citric acid), almonds, sugar,

honey, mixed spices, wafer (potato stark, palm oil). **EXPIRATION DATE AND CONSERVATION** 

PACKAGING AND LABELLING

Hand-wrapped and labeled in accordance with provisions

**NUTRITIONAL INFORMATION** 

Energy 443 kcal/1856 kj; fat 19,1 g; of which fatty acids saturates 1,9 g; carbohydrate 60,5 g; of which sugars 50 g;

**CERTIFICATIONS** 

Product present in the memorandum Italian Celiac Asso-

#### BIO'S PRODUZIONE E DISTRIBUZIONE

PRODUCT DESCRIPTION

Delicious and healthy crackers, made from hemp flour. Organic bakery product with no yeast and Vegan Ok cer-

Wheat flour type "O", hemp flour, extra virgin olive oil, rice syrup, sea salt, grape seed oil, wheat germ oil.

9 months from the date of production. Store in a cool dry

PACKAGING AND LABELLING

Polypropylene food storage container and bag of 200 g. cm 22x15x8. Sticker.

NUTRITIONAL INFORMATION

2,0 g; carbohydrates 47,3 g; sugars 1,6 g; dietary fibres 6,4 g; proteins 13,2 g; salt 1,4 g.

IT BIO 014 - Vegan Ok certificate.

# www.biositalia.com

**PRODUCT NAME** 

Hemp Crackers.

**INGREDIENTS LIST** 

**EXPIRATION DATE AND CONSERVATION** 

place, protected from light.

Energy 407 kcal/1713 kj; fats 12,6 g; of which saturated

CERTIFICATIONS

#### FREDDI DOLCIARIA www.freddi.it

**PRODUCT NAME** Dolcetto cacao 200 g PRODUCT DESCRIPTION

Sponge bar mini cake with cocoa cream 8x25 g individually packed. Lactose free.

**INGREDIENTS LIST** 

Wheat flour, sugar, fresh eggs 16%, glucose-fructose syrup, water, non-hydrogenated vegetable oils and fats (palm), fat-reduced cocoa powder 3,3%, stabiliser (sorbitol), egg white powder,



NUTRITIONAL INFORMATION

Typical values per 100 g: energy 1558 kJ/370 kcal; fats 11,6 g; of which saturates 6,2 g; carbohydrate 59,4 g; of which sugar 34,3 g; fiber 1,9 g; proteins 6,1 g; salt 0,4 g.

CERTIFICATIONS

IFS-IS 9000 - BRC.



**PRODUCT NAME** 

Il Tartufo Limoncello PRODUCT DESCRIPTION

Lemon from Sicily and cream Gelato topped with meringue brittle and with a fluid heart of Limoncello.

**EXPIRATION DATE** 

AND CONSERVATION 36 months. To be kept frozen.

**INGREDIENTS LIST** 

High quality fresh Italian milk, fresh cream, lemon juice, meringue. This product does not contain any colourings, hydrogenated fats or GMO ingredients. Gluten free.

PACKAGING AND LABELLING

Plastic dome and carton cluster.

**CERTIFICATIONS** BRC - IFS - HACCP - FDA.

#### FRACCARO SPUMADORO www.fraccarospumadoro.it

**PRODUCT NAME** 

Bio Vegan Croissant.

PRODUCT DESCRIPTION Classic croissant made with 100% spelt flour, without any animal derivatives, vegetable margarine without hydrogenated fats, sweetened

with agaves syrup, natural flavors. INGREDIENTS LIST

Spelt flour\* 36,5%, vegetable margarine without hydrogenated fats\* (sunflower oil\*, palm oil\*, water. Emulsifier: sunflower lecithin. Natural flavourings), agave syrup\* 21%, natural yeast\* (spelt flour\* 5%, water), soy flour\*, barley malt\*. Emulsifier: sunflower lecithin. Sea salt, vanilla natural flavouring, citrus natural flavouring. (\* from organic farming)

**EXPIRATION DATE AND CONSERVATION** 

4 months from the date of production. Keep cool and fresh. PACKAGING AND LABELLING

Primary packaging: PPL. Secondary packaging: PPL. Tertiary packaging: PAPER

NUTRITIONAL INFORMATION

Nutritional values for 100 g: energy 1.865 kj/447 kcal; fats 25,7 g; of which saturated 12,6 g; monounsaturated 9,5 g; poli-unsaturated 3,5 g; carbohydrates 45,1 g; of which sugars 8,3 g; fibre 2,6 g; proteins 7,3 g; salt 0,7 g.

**CERTIFICATIONS** 

Produced by Organic Farming. Controlled by ICEA.

#### **FRANCONE** www.gruppofrancone.com

**PRODUCT NAME** 

Vegan Focaccia.

PRODUCT DESCRIPTION Only natural ingredients, ideal for vegetarian and vegan diets. The unmistakable taste of real focaccia enhanced with se-

lected ingredients of the highest quality, from the best crops and processed. Size: 30x40 cm or slices. Pre-cooked and frozen.

**EXPIRATION DATE AND CONSERVATION** 

12 months **CERTIFICATIONS** 

Vegan Ok.

#### **VIS**

www.visjam.com

**PRODUCT NAME** Più Frutta Linea Light PRODUCT DESCRIPTION

Più Frutta Light is dedicated to all the people who follow a healthy and balanced diet, limiting the calorie count, but without giving up the taste. The tastes available are: raspberry, apricot, blueberry, wild berries, peach and sour cherry. Gluten free. No sugar

added. No allergens. **INGREDIENTS LIST** 

Fruit. Sweeteners: maltitol syrup and erythritol. Water. Gelling agent (pectin). Sweetener: sucralose. It contains

24 months. After opening refrigerate and consume in a few

natural sugars **EXPIRATION DATE AND CONSERVATION** 

**NUTRITIONAL INFORMATION** 

Nutritional values per 100 g: energy: 240 kJ/57 kcal; fats 0,2 g; saturated 0,0 g; carbohydrates 24,9 g; sugars 6,8 g; polyols 18,1 g; proteins 0,7 g; salt 0,05 g.

**CERTIFICATIONS** ISO 9001:2008 - BRC - IFS.

# **G7** www.g7gelati.it

#### PRODUCT NAME

Gelato Madre with PDO green pistachio from Bronte.

#### PRODUCT DESCRIPTION

Only five natural and 100% Italian ingredients: high quality Ita-

lian fresh whole milk, sugar, cream, PDO green pistachio from Bronte [pistachio paste (10%) and pistachio grains (2%)]; integral sea salt from Cervia. Gluten free, no colorings, no flavourings, no aromas, no additives, no hydrogenated fats.

#### **EXPIRATION DATE AND CONSERVATION**

24 months. Keep at -18° C

#### PACKAGING AND LABELLING

Recyclable polypropylene square tub 450 g – 800 ml wrapped with recyclable carton sleever personalized with the flavor

#### **NUTRITIONAL INFORMATION**

Per 100 g: energy 1008kJ/241kcal; fats 14 g; of which saturated 5 g; carbohydrate 25 g; of which sugars 23 g; proteins 4,5 g; salt 0,11 g.

#### CERTIFICATIONS

ISO 9001:2008, - ISO 22000:2005 - BRC - IFS - BIO.

# GHIOTT DOLCIARIA www.ghiott.it

#### **PRODUCT NAME**

#### Tuscan biscuits with oat flakes. PRODUCT DESCRIPTION

Biscuits with oat flakes (or with chocolate) are made with a particular recipe that does not include neither milk, nor eggs, nor butter.

#### **INGREDIENTS LIST**

Sugar cane 23%, whole wheat flour 19%, wheat flour type "00", oat flakes 8%, spelt flour 5%, sunflower oil, rice powder, raising agents (ammonium diphosphates, diphosphates, sodium carbona-

(ammonium diphosphates, diphosphates, sodium carbonates), natural flavours, salt. May contain traces of almonds, eggs, milk and milk products.

#### **EXPIRATION DATE AND CONSERVATION**

8 months. Keep in a dry and cool place. **PACKAGING AND LABELLING** 

300 g bags

#### **NUTRITIONAL INFORMATION**

Values per 100 g: energy 2007 kJ/478 kcal; fat 19,6 g; of which saturated fatty acids 2,1 g; carbohydrate 66,0 g; of which sugars 25,6 g; protein 7,3 g; salt 0,51 g.

#### CERTIFICATIONS

BRC - IFS.



#### LA DONATELLA www.ladonatella.com

#### PRODUCT NAME

Cremoso Banana and Cacao.

PRODUCT DESCRIPTION

Frozen single serve. Vegan dessert free from lactose, gluten, preservatives, and palm oil. It contains 100% vegetable ingre-

dients, vitamins (riboflavin, vitamin B12, vitamin D) and natural flavours.

#### INGREDIENTS LIST

Soy bean drink [water, soy beans 7%, sugar, calcium carbonate, salt, vitamins (riboflavin, vitamin B12, vitamin D)], vegetable oils and fats (coconut, sunflower), glucose syrup, sugar, rice starch, water, banana pulp 2.5%, lean cocoa powder 2.5%, glucose-fructose syrup, sorbitol syrup. Emulsifier: mono and diglycerides of fatty acids. Dextrose, salt. Acidity regulator: citric acid. Thickener: pectin. Flavors, colors: carotenes, paprika extract, curcumin. May contain traces of nuts.

#### EXPIRATION DATE AND CONSERVATION

18 months.

#### PACKAGING AND LABELLING

Cup with lid.

#### NUTRITIONAL INFORMATION (for 100g)

Energy 1044 kj/250 kcal; fats 14 g; of which saturated 4,5 g; carbohydrate 27 g; of which sugars 19 g; fibres 0,8 g; protein 2.7g; salt 201 mg.

#### CERTIFICATIONS

BRC - IFS.

#### MAJANI 1796 www.majani.com

#### PRODUCT NAME

I Tortellini Gift Box 256 g

PRODUCT DESCRIPTION

Majani was inspired by this classic of the Bolognaise cuisine, making the "sweet" version, replacing the pastry with chocolate and the filling with a smooth and delicious cream.

#### INGREDIENTS LIST

Ingredients: sugar, whole milk powder, non-hydrogenated vegetable oils and fats (palm, palm kernel, sunflower, co-

conut, cocoa), cocoa butter, cocoa paste, hazelnuts, powdered fatty matter of milk, emulsifier soya lecithin, vanilla. May contain traces of nuts, milk and soya. Gluten and lactose free.

### **EXPIRATION DATE AND CONSERVATION** 24 months from production date. Keep cool and dry.

NUTRITIONAL INFORMATION

Values for 100 g: energy 2491 kJ/598 kcal; fats 42 g; of which saturates 22 g; carbohydrate 48 g; of which sugars 41 g; protein 7,1 g; salt 0,03 g.

follow

# Passion for Excellence

From the Veneto Region, Agriform produces and distributes a complete range of typical regional cheeses to more than 50 foreign markets. The company's steady passion for excellence and focus on quality have led it to become one of the leading companies in the market of Grana Padano,



discovering Italian cheese

AGRIFORM Sca - Via Rezzola 21 - 37066 Sommacampagna (VR) Italy www.agriform.it



# / free from - sweets & bakery

#### **GRUPPO MANGIARSANOGERMINAL** www.mangiarsanogerminal.com



**PRODUCT NAME** Quinoa Minicake. PRODUCT DESCRIPTION

Quinoa Minicake with quinoa flour and sunflower oil. Organic, gluten free, dairy free.

**INGREDIENTS LIST** 

\*Cane sugar, \*eggs, \*sunflower oil 13%, \*quinoa flour 8%, \*potato starch, \*rice flour, \*dehydrated egg yolk, thickeners (\*acacia gum, guar gum), raising agents (potassium tartrates, sodium carbonates, ammonium carbonates), salt, \*natural vanilla flavouring.Emulsifier: sunflower lecithin. May contain traces of \*soy and nuts. (\* organic).

**EXPIRATION DATE AND CONSERVATION** 

130 days. Store in dry place away from light and heat.

PACKAGING AND LABELLING

Primary packaging: Polypropylene film. Secondary packaging: Polypropylene film + carton box.

**NUTRITIONAL INFORMATION** 

Typical nutritional value per 100 g: energy 1709 kJ/407 kcal; fats 17 g; of which saturates 2,5 g; carbohydrate 55 g; of which sugars 30 g; fibre 2,6 g; protein 7,3 g; salt 0,50 g. **CERTIFICATIONS** 

Organic IT-BIO-014- Gluten free product SGS.

#### **MOLINO ROSSETTO** www.molinorossetto.com

**PRODUCT NAME** 

Mix Cocoa Soft Cake Gluten Free. PRODUCT'S DESCRIPTION

A 400 g mix gluten free perfect to make a delicious and light chocolate cake. To prepare the dough, it's only necessary to add 4 eggs, 60 ml of milk, 200 g of butter and powdered sugar for the final decoration. **INGREDIENTS LIST** 

Rice flour, sugar, cocoa powder (5%). Raising agents: diphosphates. Sodium carbonates, salt, flavour.

**EXPIRATION DATE AND CONSERVATION** 

24 months from manufacturing date. 18 months from de-

PACKAGING AND LABELLING

Packaging: cellophane sack with label of paper. Weigh: 400 g. Pack's dimensions: B: 9 cm H: 19 cm P: 5 cm.

**NUTRITIONAL INFORMATION** 

Average values per 100 g: energy 1420 kJ/335 kcal; fats 1,2 g; of which saturates 0,3 g; carbohydrates 76,6 g; of which sugars 47,1 g; fibre 1,0 g; proteins 3,9 g; salt 1,1 g. **CERTIFICATIONS** 

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

#### **PROBIOS** www.probios.it

**PRODUCT NAME** 

Vegan and gluten free ice cream cone. **PRODUCT DESCRIPTION** 

A tasty news from Rice & Rice: a vegan and gluten free ice cream cone produced without palm oil and packaged in a dispenser. It does not contain milk nor eggs and is ideal for those who have special dietary needs. Prescribable on the NHS.

**INGREDIENTS LIST** 

\*Rice flour, \*potato starch, \*corn starch, \*cane sugar, \*soy flour, \*sunflower oil. Emulsifier: soy lecithin. Salt, natural vanilla flavour. Raising agent: sodium bicarbonate. \*Burnt sugar. Thickener: guar seed flour.

**EXPIRATION DATE AND CONSERVATION** 12 months. Keep in a cool and dry place.

NUTRITIONAL INFORMATION

Typical values per 100 g: energy 1615 kj/386 kcal; fats 5,4 g; of which saturates 1,9 g; carbohydrates 57,8 g; of which sugars 29,2 g; fibre 0,8 g; proteins 4,2 g; salt 0,6 g.

**CERTIFICATIONS** 

Organic (Bioagricert) - Gluten-free (Italian Celiac Association) - Vegan - Dairy free - Eggs free.

#### **MENZ&GASSER**

www.menz-gasser.it

**PRODUCT NAME** 100daFrutta.

PRODUCT DESCRIPTION

100daFrutta fruit spread renews its tradition presenting the same recipe with reduced calories (47% less calories than Prima Frutta extra jam) in a new jar with a care-

fully designed modern look. Avai-

lable in six different flavors: apricot, cherry, forest berries, raspberries, strawberry, peach/maracuja and blueberry. **INGREDIENTS LIST** 

Fruit, grape sugar, fruit pectin, lemon juice concentrate. **EXPIRATION DATE AND CONSERVATION** 

540 days. Keep in the fridge after opening and consume within a few days.

PACKAGING AND LABELLING

6 jars of 240 g are packed in a tray 12.70x9.10x1.70

**NUTRITIONAL INFORMATION** 

Energy 530kJ/125kcal; fats 0,3 g; of which saturated 0 g; carbohydrates 28 g; of which sugars 27 g; proteins 1,1 g; salt 0,20 g; dietary fibre 3,0 g.

#### **MULINO MARELLO** www.mulinomarello.it



Rice flours and corn for shortcake and

**INGREDIENTS LIST** 

Corn flour: corn flour blends fine glazed with ancient native variety from Piedmont. Rice flour: round grain rice variety originario. Stone ground, gluten free.

**EXPIRATION DATE** AND CONSERVATION

12 months.

88 600

PACKAGING AND LABELLING

1 kg and 500 g. Aluminium package. **CERTIFICATIONS** 

Gluten free.

#### PANARELLO DISTRIBUZIONI www.panarello.com

**PRODUCT NAME** 

Panarello Grano' gluten free Canestrelli.

PRODUCT DESCRIPTION

A sweet pastry and artisan cookie, made with simple,

healthy and genuine ingredients and produced in a totally gluten free environment with the use of deglutinated flour.

**INGREDIENTS LIST** 

Deglutinated flour (deglutinated wheat starch, corn starch, corn flour, glucose. Dietary fiber: inulin. Thickening agents: guar gum, E464. Acidity regulator E 575. Sodium bicarbonate), butter, sugar, eggs, powdered egg whites. Natural flavouring: lemon essence. May contain traces of nuts, soy lecithin, sulfur dioxide, peanuts and peanut-based products.

**EXPIRATION DATE AND CONSERVATION** 

**NUTRITIONAL INFORMATION** 

Values per 100 g of product: energy 486 kcal/2041 kj; fats 19,48 g; saturated 13,07 g; monounsaturated 5,08 g; polyunsaturated 0,61 g; dietary fibres 1,00 g; proteins 2,63 sodium 0.18

CERTIFICATIONS

Spiga Barrata mark, Italian Celiac Association.

#### **MOLINO DI FERRO** www.molinodiferro.com

**PRODUCT NAME** 

Penne Rigate "Le Veneziane". PRODUCT DESCRIPTION

Gluten-free corn pasta, Penne Rigate shape.

**INGREDIENTS LIST** 

Corn flour. Emulsifier: mono and diglycerides of fatty acids of vegetable origin.

**EXPIRATION DATE AND CONSERVATION** 

24 months from manufacturing. Store in a cool, dry place. PACKAGING AND LABELLING

Consumer selling unit:  $250\,\mathrm{g}$  pack. Net weight  $250\,\mathrm{g}$ . NUTRITIONAL INFORMATION Average values per 100 g: energy 355 kcal/1505 kj; fat 0,95 g; of which saturated 0,14 g; carbohydrates 79,12 g; of which sugars 0,14 g; fibre 2,00 g; proteins 6,45 g; salt

**CERTIFICATIONS** 

BRC - IFS - HACCP - Traceability Statement - GMO Statement - AIC certificates.

#### AMARELLI - LIQUORICE COMPANY www.amarelli.it

PRODUCT NAME

Black Label - Pure liquorice.

PRODUCT DESCRIPTION

From selected roots, a gluten-free liquorice with a strong but harmonious taste and an intense aroma

**INGREDIENTS LIST** 

Liauorice.

**EXPIRATION DATE AND CONSERVATION** 

Five years. Store in a cool dry place (18-25°C) away from direct sunlight and smells

PACKAGING AND LABELLING

40 g metallic tin.

**NUTRITIONAL INFORMATION** 

Nutritional information for 100 g: energy value 321 kcal/1357 kj; fats 0,07 g; saturated fatty acids 0 g; carbohydrates 60,6 g; sugars 5,9 g; proteins 14 g; salt 0,17 g; fibre 10,6 g. Gluten absent.

**CERTIFICATIONS** 

ISO 9001/2008 - RINA 14000.

#### **PASTIGLIE LEONE** www.pastiglieleone.com

**PRODUCT NAME** 

Stone ground chocolate bar (70% cocoa beans). PRODUCT DESCRIPTION

The Stone-Ground Chocolate is a unique chocolate inherits the traditional recipe used in the 18th century. It includes a fine selection of cocoa beans entirely roasted in the factory, brown sugar and Mexican vanilla pods. No cocoa butter added. Without soy lecithin and palm oil. Gluten and lactose free.

**INGREDIENTS LIST** 

Cocoa beans, unrefined raw cane sugar, vanilla in pods, Ceylon cinnamon sticks. Lactose free, gluten free, without soy lecithin, no added cocoa butter.

**EXPIRATION DATE AND CONSERVATION** 

24 months. Keep in a cool and dry place (18-20°C) away from direct sunlight and odorous influences.

PACKAGING AND LABELLING

As single flavour, this product is delivered in carton displays containing 14 bars of 55 g (2 Oz) each. 14 bar display: size 105 x 180 x 210h mm; weight 1 kg (2.2

NUTRITIONAL INFORMATION

Per 100 g: energy 534 kcal/2216 kj; fats 37,6 g; of which saturated 23,6 g; carbohydrates 34,9 g; of which sugars 30,9 g; fats 37,2 g; fibre 11,7 g; salt 0,017 g.

**CERTIFICATIONS** 

Gluten-Free.

#### **QUALITY BIO ITALIA** www.qualitybio.it

**PRODUCT NAME** 

Organic cookies with rice flour and honey.

PRODUCT DESCRIPTION

Organic biscuit, sugar and palm oil free.

**INGREDIENTS LIST** Wheat flour\*, glucose syrup\* (from corn), sunflower oil

(10%)\*, butter\*, eggs\*, rice flour\* (3,3%), honey\* (3,3%). Raising agent: sodium carbonate. Natural aromas. **EXPIRATION DATE AND CONSERVATION** 12 months. Keep away from heat and light. Store at -25°C.

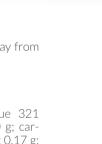
PACKAGING AND LABELLING Printed film.

**NUTRITIONAL INFORMATION** 

Per 100 g: emnergy 2134 kj/509 kcal; fats 22,6 g; saturated 11,0 g; carbohydrates 68,0 g; sugars 22,0 g; fibre 1,7 g; proteins 7,6 g; sodium 0,02 g.

CERTIFICATIONS

Organic - IFS - BRC.







#### INDUSTRIA DOLCIARIA QUARANTA www.quaranta.it

#### **PRODUCT NAME**

'Sofficiona' little cakes gluten

#### PRODUCT DESCRIPTION

Soft nougat 'Sofficiona' little cakes with dark chocolate, exotic

#### fruit or country berries. **EXPIRATION DATE**

24 months from production date. Store in a cool and dry place (<20°C)

#### **CERTIFICATIONS**

AND CONSERVATION

BRC - IFS.



#### www.valledorospa.it

**PRODUCT NAME** 

#### PRODUCT DESCRIPTION

Tasty corn sticks blown, very light and with the typical taste of corn. A tasty snacks without gluten, suitable for coeliacs.

**INGREDIENTS LIST** 

Cornmeal, salt (1.6%)

#### **EXPIRATION DATE AND CONSERVATION**

180 days after production. Keep in a cool and dry place (less than 30°C) and far from strong light sources.

#### **NUTRITIONAL INFORMATION**

Energy 1586kJ/374kcal; fats 2 g; saturated 0,2 g; carbohydrates 82 g; sugars 0,6 g; fiber 2 g; proteins 6 g; salt

#### CERTIFICATIONS

Organic.

#### **SARCHIO** www.sarchio.com

#### PRODUCT NAME

Snack bar with guinoa and cran-

#### PRODUCT DESCRIPTION

The new quinoa and cranberry snack bar is soft, organic, glutenfree and suitable for vegans, as it is free from animal products or derivatives. Low in fat and great source of fibre.

#### **INGREDIENTS LIST**

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

#### **EXPIRATION DATE AND CONSERVATION**

PACKAGING AND LABELLING Packaging of 80 g with four individually wrapped bars.

#### NUTRITIONAL INFORMATION

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

#### **CERTIFICATIONS**

Organic - Vegan - Gluten free.



#### **TONITTO 1939** www.tonitto.com

#### **PRODUCT NAME**

#### **PRODUCT DESCRIPTION**

Soy ice-cream.

#### **INGREDIENTS LIST**

Water, soy drink 18% (water, Italian dehulled soy beans 8%), sugar, glucose syrup, coconut oil, dextrins, maltodextrins. Emulsifiers: mono- and diglycerides of fatty

acids, propane-1,2-diol esters of fatty acids. Stabilizers: locust bean gum, guar gum. Salt, natural flavours. Gluten free, no dairy.

#### **EXPIRATION**

#### DATE AND CONSERVATION

36 months.

#### **NUTRITIONAL INFORMATION**

For 100 g: energy 821 kj/195 kcal; fats 9,0 g; saturated 8,0 g; monoisaturated 0,7 g; polinsaturated 0,4 g; carbohydrates 25,0 g sugars 23,0 g; polyols 0 g; starch 1,8 g; fiber 5,5 g; proteins 1,2 g; salt 0,2 g.

#### CERTIFICATIONS

IFS - BRC.

TRADITION FROM SOUTH TYROL SINCE 1980 OUT OF THE ORDINARY The best prime material, passion and accuracy are the ingredients for the honest taste of our products. Our Salami – made PFITSCHER CIBUS 2016 of pure porc or game is extremely tasteful PAD. 2/L044 and gives you a genuine impression of our homeland's character. Genuine South Tyrolean flavor since 1980. METZGEREI × SALUMIFICIO pfitscher.info

# / free from - cheese

#### **ALIVAL** www.alival.it



Zero Lactose Mozzarella Mandara from buffalo's

#### PRODUCT DESCRIPTION

The lactase enzyme provides to split the lactose into digestible sugars making the product suitable for lactose intolerants. Porcelain white mozzarella from buffalo's milk with smooth and this skin, layered and slightly elastic texture.

#### **INGREDIENTS LIST**

Pasteurized buffalo's milk, natural starter culture, iodized salt, rennet.

#### **EXPIRATION DATE AND CONSERVATION**

25 days from production date. Store and transport from 0

#### PACKAGING AND LABELLING

**NUTRITIONAL INFORMATION** 

Per 100 g: energy 1163/281 kcal; fats 25 g; saturated 16 g; carbohydrates <0,5 g; sugars <0,1 g; glucose <0,1 g; galactose < 0,1 g; lactose < 0,01 g; proteins 14 g; salt 0,80 g. **CERTIFICATIONS** 

IFS - BRC - UNI ENI ISO 9001:2008 - Organic.

#### **BUSTAFFA EMILIO & FIGLI** www.bustaffa.it

**PRODUCT NAME** 

Robiolino Free From Lactose.

PRODUCT DESCRIPTION

Soft table cheese. **INGREDIENTS LIST** 

Pasteurized Italian milk free from lactose, milk cream free

# from lactose, live cultures, salt. **EXPIRATION DATE AND CONSERVATION**

45 days. Keep refrigerated from +1 to +4°C.

PACKAGING AND LABELLING

Cube wrapped in drapes of material aluminum / paper / aluminum packaged in transparent trays in PE sealed with film touted PET/PE.

#### **NUTRITIONAL INFORMATION**

Average values per 100 g: energy 1525 kJ/370 kcal; fats 38,0 g; saturated fatty acids 26,0 g; carbohydrates 2,7 g; of which sugar 2,0 g; proteins 4,3 g; salt 0,40 g.

#### **CERTIFICATIONS**

IFS - Halal - Organic.

#### **CASEIFICIO MAREMMA** DI SPADI FORTUNATO & C.

#### www.caseificiomaremma.com

**PRODUCT NAME** Pecorino L'Etrusco. **INGREDIENTS LIST** 

Pasteurized sheep milk, salt of Volterra, rennet and enzymes. Preservative E 235, dye E172, E153,

E160b treated on surface. **EXPIRATION DATE** AND CONSERVATION

PACKAGING AND LABELLING

Carton and label applied on form. **NUTRITIONAL INFORMATION** 

Values per 100 g: energy1609 KJ/ 388 Kcal; fats 32,90 g; saturated 20,18 g; carbohydrates 2,20 g; sugar 0,60 g; proteins 20,87 g; salt 1,19 g. Includes vitamins A - B1 - B2 - PP. **CERTIFICATIONS** 

ISO 9001: 2008 - Halal - Organic - PDO.

#### **A&M SERVICE**

#### www.magnaparma.com



**PRODUCT NAME** 

PRODUCT DESCRIPTION

Semi-mature cheese without additives and preservatives, lactose free, sugar free, gluten free and produced with vegetable rennet.

**INGREDIENTS LIST** 

Cow's milk, salt, vegetable rennet.

**EXPIRATION DATE AND CONSERVATION** 

90 days. Keep in the fridge.

**NUTRITIONAL INFORMATION** 

Water 39,00 g; proteins 29,80 g; carbohydrates 0,00 g; fat 25,20 g; calcium 1,16 g; phosphorus 0,68g; other minerals and vitamins 4,16 g.

#### **EREDI ANGELO BARUFFALDI** www.eredibaruffaldi.com

PRODUCT NAME

Gorgonzola PDO 'L'Angelo'. PRODUCT DESCRIPTION

Soft and fat raw paste cylindershaped cheese with straight and high sides, with the mark of origin and the identification number of our dairy marked on the

flat surfaces. The processing is completely handmade.

**INGREDIENTS LIST** Pasteurized cow milk, salt, rennet. Lactose free.

**CERTIFICATIONS** ISO 22000 - IFS - BRC.

#### **CASEARIA MONTI TRENTINI** www.montitrentini.com

#### **PRODUCT NAME**

Caciotta Delattosata.

PRODUCT DESCRIPTION

Caciotta delattosata Montifree is produced exclusively with Italian milk from selected farms in Trentino and Veneto and it is suitable for all people who are lactose in-

tolerant. During the processing steps, a particular enzyme called lactase enzyme is added, which breaks down the lactose into smaller more digestible sugars called glucose and

#### **INGREDIENTS LIST**

Milk below content of lactose, salt, rennet. Rind not edible. Preservative E235 on rind.

**EXPIRATION DATE AND CONSERVATION** 

PACKAGING AND LABELLING

From 700 g to 2000 g (vacuum packaging or ATM). **CERTIFICATIONS** 

BRC - IFS - ISO 9001 - ISO 14001 - SA 8000 Social Accountability.

#### CASEIFICIO LA CONTADINA COOP. www.caseificiocooplacontadina.com

#### **PRODUCT NAME**

Buffalo Milk Mozzarella 'Delì'. PRODUCT DESCRIPTION 100% Buffalo milk mozzarella, lactose free (<0,1 g).

INGREDIENTS LIST

Buffalo milk, natural fermented whey, salt, rennet.

#### **EXPIRATION DATE AND CON-**

**SERVATION** 

34 days from the production date. Keep in the fridge at PACKAGING AND LABELLING

125 g drained net weight, packed in tub - box with 8 pack (1kg drained net weight).

#### **NUTRITIONAL INFORMATION**

Values for 100 g: energy 1198kj/288 kcal; fats 25,0 g, saturated 17,0 g; carbohydrates 0,8 g; sugars 0,5 g; lactose <0,1 g; proteins 15,0 g; salt 0,56 g.

**CERTIFICATIONS** 

ISO 9001:2008 - IFS - BRC - Halal HIA - Sedex.

#### **FATTORIE FIANDINO** www.fattoriefiandino.it

#### **PRODUCT NAME**

Gran Kinara.

PRODUCT DESCRIPTION

Hard paste cheese. The first long aged cheese in the world with real vegetable rennet from Cynara cardunculus. **INGREDIENTS LIST** 

Milk, salt, vegetable rennet. **EXPIRATION DATE AND CONSERVATION** 

For the whole wheel no expiration day (+1°/+6°C)

PACKAGING AND LABELLING

Naked or in box.

**CERTIFICATIONS** 

Halal - No Lactose.



#### **BRIMI** www.brimi.it

**PRODUCT NAME** 

Brimi Ricotta lactose free PRODUCT DESCRIPTION

Exquisite on its own, or added to light pasta dishes, Brimi ricotta lactose free is also a highly appreciated ingredient for creating sweets and cakes.

**INGREDIENTS LIST** 

Pasteurized lactose free whey, lactose free cream, lactose free skimmed milk, salt. Acidity regulator: lactic acid (E270).

**EXPIRATION DATE AND CONSERVATION** 50 days, 30 days at delivery. Transport and storage 0 - +6°C

PACKAGING AND LABELLING Selling units: cups. Units per box: 8 x 200 g.

NUTRITIONAL INFORMATION

Average per 100 g: energy 553 kj/133 kcal; fats 9,8 g; saturated 6,8 g; carbohydrates 3,8 g; sugars 3,2 g; lactose <0,01g; proteins 7,4 g; salt 0,48 g. CERTIFICATIONS

BRC - IFS - CSQA - Halal.

#### CASEIFICI ZANI F.LLI www.caseificizani.it

PRODUCT'S NAME

Paneer

INGREDIENT'S LIST

**EXPIRATION DATE AND CONSERVATION** 

30 days. Keep between +1 and +6°C

PACKAGING AND LABELLING Flowpack

**CERTIFICATIONS** BRC - IFS.

#### **CASEIFICIO TOMASONI** www.caseificiotomaoni.it

#### PRODUCT NAME

Stracchino without Lactose 200 g. PRODUCT DESCRIPTION

Lactose free Stracchino Tomasoni is a soft ta-

ble cheese with less than 0.1% lactose for 100 g of product. Ideal for those who are intolerant to milk.

INGREDIENTS LIST

Milk, salt, rennet, milk enzymes. No preservatives added. **EXPIRATION DATE AND CONSERVATION** 

Between 0 and +4°C

PACKAGING AND LABELLING

Package carton.

NUTRITIONAL INFORMATION Values per 100 gr: energy 1059 kj/255 kcal; fats 21 g; carbohydrates 2,2 g; proteins 15 g; salt 0,65 g; calcium 355

mg; lactose less than 0,1 g. **CERTIFICATIONS** 

UNI EN ISO 9001:2008 - CSQA - Organic.

#### DE PAOLI LUIGI & FIGLI www.burrodepaoli.it

**PRODUCT NAME** 

Lactose Free Butter

PRODUCT DESCRIPTION

Butter with less than 0,2 g/100 g of lactose.

AND CONSERVATION

90 days. Keep between 0 and +4 °C

PACKAGING AND LABELLING Paper - 200 g.

**NUTRITIONAL INFORMATION** 

Per 100 g: energy 3093 kj/752 kcal; fats 83 g; of which saturated fatty acids 58 g; carbohydrates 0,7 g; of which sugars 0,7 g; proteins 0,6 g; salt 0,02 g; lactose <0,02 g.

CERTIFICATIONS ISO 9001 - BRC - IFS.





#### **GRANAROLO**

#### www.granarolovegetale.it

#### **PRODUCT NAME**

Granarolo 100% Dairy Free - Almond Drink.

#### **EAN CODE**

#### **PRODUCT DESCRIPTION**

Granarolo 100% Dairy Free range is made from Italian ingredients, free from OGMs, lactose and gluten. It contains only natural flavourings.

#### **INGREDIENTS LIST**

Water, almonds (4%), sugar. Emulsifiers:

mono and diglycerides of fatty acids. Natural flavors. Stabilizer: gellan gum, xanthan gum. It may contain traces of

#### **EXPIRATION DATE AND CONSERVATION**

Store at room temperature. Once opened keep in the refrigerator (max. +6°C) and use within 3-4 days.

#### PACKAGING AND LABELLING

Aseptic sterile tetraprisma bottle with resealable cap. 1lt

#### NUTRITIONAL INFORMATION

Values per 100 ml: energy 170 kJ/41 kcal; fats 2,6 g; of which saturated fatty acids 0,4 g; carbohydrates 3,4 g; sugars 3,3 g; dietary fiber 0,3 g; proteins 0,8 g; salt 0,002 g.

#### LUIGI GUFFANTI FORMAGGI 1876 www.guffantiformaggi.com

#### **PRODUCT NAME**

Lactose Free Stracchino

#### PRODUCT DESCRIPTION

Fresh and creamy cheese, produced using only Italian milk and with no colorings and preservatives. Natural product, sweet and

#### **INGREDIENTS LIST**

Italian cow milk, live lactic ferments, rennet, salt.

#### **EXPIRATION DATE AND CONSERVATION**

18 days, store in a refrigerator 0/+4°C

#### PACKAGING AND LABELLING 250 g per piece. Box 8 pieces

**NUTRITIONAL INFORMATION** 

#### Per serving (1 oz./ 28 g): energy 75 kcal; calories from fat 50; total fats 6 g; saturated fats 4 g; cholesterol 19 mg; sodium 88 mg; carbohydrates 0 g; dietary fibers 0 g; sugars 0

g; protein 4 g. Vitamin A 3% - Vitamin C 0% - Calcium 10% - Iron 0%

#### **CERTIFICATIONS**

Lactose free certificate (< 0,01%).

#### ISAPORI DELLE VACCHE ROSSE www.isaporidellarossa.com

#### **PRODUCT NAME**

#### Parmesan Cheese Of Red Cow. PRODUCT DESCRIPTION

Parmesan made with milk of the ancient race of Reggio Emilia, the red cow. The result is a cheese with a sweet, delicate and persistent taste than the other normal parmesan. Red cow produce less milk than the other breeds but it's a milk of hight quality with particular proteins and caseins. Lactose free.

#### **INGREDIENTS LIST**

Milk, salt, rennet.

#### **EXPIRATION DATE AND CONSERVATION**

6 months. Keep in the fridge between 3/7°C

#### PACKAGING AND LABELLING

Vacuum-packed from 0.500 kg to 2.500 kg.

#### CASEIFICIO SOCIALE MANCIANO www.caseificiomanciano.it

#### **PRODUCT NAME**

Pecorino Delattosato.

#### **PRODUCT DESCRIPTION**

Cheese produced with sheep milk that, through the use of the lactase enzyme, makes this product suitable also for people who are lactose-intolerant. Weight about 0.300 kg

#### **INGREDIENTS LIST**

Pasteurized sheep's milk, salt, rennet, milk ferments selected. Surface treated with natamici-

ne. Not edible rind. **EXPIRATION DATE AND CONSERVATION** 

#### 210 days.

#### **CERTIFICATIONS**

BRC-IFS - Halal - Accredia certified interna lab - Organic.

follow





#### **PRODUCT NAME**

Bontà Viva 'Seeds and Grains' with honey, almonds, amaranth grain and buckwheat.

#### PRODUCT DESCRIPTION

Bontà Viva enriches its range with a new line of yoghurt with 'Seeds and Grains', 100% gluten free.

#### **INGREDIENTS LIST**

Whole milk yogurt with live lactic cultures, sugar, almonds 0,7%, honey 0,1%, amaranth grain 0,1%, buckwheat 0,1%, modified starch. Thickener: carrageenan. Aroma.

**EXPIRATION DATE AND CONSERVATION** PACKAGING AND LABELLING 250 g (2x125 g).





# / free from - various

#### ZAPPALÀ www.zappala.it

**PRODUCT NAME** Mozzarella Tris Lactose Free. PRODUCT DESCRIPTION

Look: shiny, uniform structure. Taste: right balance of sweet,

sour and salty. Consistency: moderately elastic and pliable. Color: white porcelain. Lactose content < 0,1 g.

**INGREDIENTS LIST** 

Milk pasteurized cow, milk enzymes, salt, rennet. **EXPIRATION DATE AND CONSERVATION** 18 days. Keep refrigerated at +4 °C

PACKAGING AND LABELLING 3x90 g. Internal and external PE film heat sealed.

**NUTRITIONAL INFORMATION** 

Average values: energy 242 kcal/1006 kj; carbohydrates (%) 0,7  $\div$  0,9; sugar (%) 0,7  $\div$  0,9; fat (%) 18  $\div$  20; of which saturates (%) 13; proteins (%) 16 ÷ 18.

**CERTIFICATIONS** 

HACCP.

#### **MILA**

#### www.mila.it

**PRODUCT NAME** 

Mascarpone lactose free. **PRODUCT DESCRIPTION** 

Due to a particular treatment, the lactose present in the mascarpone

is broken down into the sugars glucose and galactose and so it is suitable for the people who are intolerant.

**INGREDIENTS LIST** 

Cream, pasteurised milk. Acid: lactic acid.

**EXPIRATION DATE AND CONSERVATION** 

90 days. 4°C

**NUTRITIONAL INFORMATION** 

Values per 100 g: energy 1699 kj/412 kcal; fats 30,4 g; saturated 4,8 g; carbohydrates 4,8 g; sugars 4,8 g; lactose <0,01 g; proteins 3,7 g; salt 0,13 g. (< 0,01g lactose per 100 g). CERTIFICATIONS

IFS - BRC.



#### www.latteriasoresina.it

**PRODUCT NAME** 

Butter Soresina Lactose Free 250 g.

PRODUCT DESCRIPTION

During maturation phase of

the cream, enzyme is added to obtain the lactose division. The product contains glucose and galactose as a result of the splitting of lactose. Colour: ivory white, straw yellow. Texture: homogeneous. Taste: pleasant, aromatic. Smell: strong, no foreign odours.

**INGREDIENTS LIST** 

Cream of milk and bacterial cultures.

**EXPIRATION DATE AND CONSERVATION** 120 days. Conservation 1/6°C

**NUTRITIONAL INFORMATION** 

Values per 100 g: energy 3093 kj/752 kcal; fats 83 g; saturated 0,8 g; proteins 0,8 g; carbohydrates 0,5 g; sugars 0,5 g: salt 0.01 g; lactose < 0.01g.

CERTIFICATIONS

ISO 9001 - CSQA - UNI EN ISO 22005 - BRC - IFS.

#### SIPA INTERNATIONAL

#### www.martinotaste.com

**PRODUCT NAME** 

'Prestige' couscous range PRODUCT DESCRIPTION

Bio and conventional couscous.

**INGREDIENTS LIST** 

Durum wheat semolina (bio or not) and water. **EXPIRATION DATE AND CONSERVATION** 

24 months

**CERTIFICATIONS** 

BRC - IFS - Organic - Vegan - Kosher - Made in Italy.



#### **CAREMOLI**

#### www.caremoligroup.com

PRODUCT NAME

Carenoglu Fresh Pasta. **PRODUCT DESCRIPTION** 

Ready-to-use, gluten-free, functional premixes in powder form, for fresh pasta and bakery home applications. Also available in dai-

ry-free and vegan version. **INGREDIENTS LIST** 

Carenoglu premixes are specialty blends based on glutenfree flours, vegetable fibers, vegetable proteins, natural emulsifiers and thickening agents, other basic ingredients (starches, milk powder, salt, sugar...) depending on the spe-

**EXPIRATION DATE AND CONSERVATION** 

12-months if properly stored in standard environmental

PACKAGING AND LABELLING

25 kg (standard packing), also available in jumbo bags and retail pack (1 kg, 500 g)

**NUTRITIONAL INFORMATION** 

All-natural ingredients, GMO-free, gluten-free. **CERTIFICATIONS** 

FSSC 22000.

#### **ALCASS**

#### www.alcass.it - www.amicanatura.it

**PRODUCT NAME** 

Soy Breaded Cutlets (Box

PRODUCT DESCRIPTION A real meat analogue, with

a high contain of fiber and vegetables proteins. A good solution to get your daily proteins without losing the juicy

bite, full texture and authentic taste. You'll never notice the



55% rehydrated soy protein, wheat flour, sunflower oil, egg white, wheat gluten, wheat starch, flavourings, maize flour, spices, salt, brewer's yeast, paprika, curcuma, maize starch. Raising agents: diphosphates, sodium acid carbonate. Stabilizer: carrageen.

**EXPIRATION DATE AND CONSERVATION** 18 months

PACKAGING AND LABELLING

**NUTRITIONAL INFORMATION** 

Average values per 100 g: energy 946 kJ/223 kcal; fats 8,4 g; of which saturated 0,8 g; carbohydrates 20 g; of wich sugars < 0,5 g; protein 17 g; salt 2 g; fibres 2,6 g.

**CERTIFICATIONS** 

IFS - UNI EN ISO 9001:2008 - Bioagricert - SQMS - SWA.

#### **ALCE NERO**

#### www.alcenero.com

#### **PRODUCT NAME**

Organic gluten free corn and rice spaghetti.

PRODUCT DESCRIPTION

Alce Nero gluten-free pasta is produced exclusively with corn and rice cultivated in Italy. The recipe has been specially devised to strike the perfect balance of flavours between white corn, yellow corn and rice. An ingenious processing technique leaves the pasta with a similar taste to regular durum-wheat pasta. It

holds up to the cooking process excellently, with the original shape and fragrant taste staying intact. The special shaping process gives the pasta a rough surface, allowing it to soak up tomato sauce and other accompaniments.

**INGREDIENTS LIST** 

Corn flour\* (80%), rice flour\* (20%). \*Organic

**EXPIRATION DATE AND CONSERVATION** 36 months, keep in a cool and dry place.

PACKAGING AND LABELLING

**NUTRITIONAL INFORMATION** 

Energy 1499 kj/353 kcal; fats 1,4 g; of which saturates 0,5 g; carbohydrates 77,0 g; of which sugars 2,0 g; fibre 1,0 g; proteins 7,0 g; salt 0,05 g.

CERTIFICATIONS

Organic - Gluten free.

#### **AUGUST**

#### www.agrainglutenfree.com

**PRODUCT NAME** 

Agrian Bio.

PRODUCT DESCRIPTION Fresh pasta gluten free and organic.

**INGREDIENTS LIST** 

Organic rice flour, organic corn flour, organic eggs, psyllium fiber, water, salt.

**EXPIRATION DATE AND CONSERVATION** 

50 days. Store between +2 and +4 °C PACKAGING AND LABELLING

Pack of 250 g. Product packaged in modified atmosphere in tray, thermoformed and heat-sealed.

NUTRITIONAL INFORMATION

It doesn't contain GMO or ingredient produced from GMO subject to label.

**CERTIFICATIONS** 

Organic Certification: (CCPB).

#### **BAUER**

#### www.bauer.it

**PRODUCT NAME** 

Vegetalbrodo 120 g PRODUCT DESCRIPTION

Vegetalbrodo is Bauer's vegetable instant granular broth, rich in vegetables and gluten-free. Just carrots, celery, parsley, and onion with iodized salt and without monosodium glutamate.

**INGREDIENTS LIST** 

Extract of soy and corn hydrolyzed vegetable proteins, iodized salt: 36,5%, dehydrated vegetables (onion, carrot, garlic, celery, parsley, tomato): 6%, corn oil.

**EXPIRATION DATE AND CONSERVATION** 

3 years. The product is hygroscopic, keep it away from moisture and heat sources. Always close the tin and use only dry utensils. Store in a cool and dry place.

CERTIFICATIONS

ISO9001 - ICEA - BRC - IFS - Halal.

#### **GREEN'S GLUTEN FREE BEERS** www.glutenfreebeers.co.uk

**PRODUCT NAME** 

IPA - Indian Pale Ale. PRODUCT DESCRIPTION

Bottle re-fermented and naturally gluten free, this is an elegant and classic IPA. Tasting notes: amber red in colour with a mix of herbal and pine aroma, a full mouth feel of the special hopping is unique for this IPA. ABV 5.0% vol. Units of alcohol (UK) 1.65

per 330 ml

Water, sorghum, millet, buckwheat, brown rice, 5 hops and

PRODUCTIVE PROCESS

Top fermented naturally gluten free craft beer refermented in the bottle, produced in Belgium.

**EXPIRATION DATE AND CONSERVATION** 

12.10.2017. Store in a cool and dry place away from direct

PACKAGING AND LABELLING

#### **CALLIPO GIACINTO CONSERVE ALIMENTARI** www.callipo.com

**PRODUCT NAME** 

Fillets of Callipo Tuna with Presal Iodized Salt.

PRODUCT DESCRIPTION

Fillets of Callipo Tuna are the only ones with Presal Iodized Salt, that thanks to a particular technological process, it keeps the iodine content unchanged even after the cooking and in the food preparations, ensuring its assimilation. Relevant studies have shown that the average amount taken through a normal diet is not enough to meet the daily iodine

requirements. **INGREDIENTS LIST** 

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 (Vibo Valentia), 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** 

Standard BRC - Standard IFS - Standard Kosher.











**PRODUCT NAME** Dietor.

PRODUCT DESCRIPTION

Mydietor 40 Bags **INGREDIENTS LIST** 

Ingredients: erythritol, saccharin.

**PRODUCTIVE PROCESS** 

Granulation process of production instead of blending to obtain the perfect balance between ingredients. For an excellent preservation the powder formats of myDietor have an alluminated protection against humidity.

**EXPIRATION DATE AND CONSERVATION** 

5 years of shelf life

PACKAGING AND LABELLING

Carton box 32 g containing 40 sachets.

NUTRITIONAL INFORMATION Per 100 g: energy: 0 kJ/0 kcal; fats 0 g; of which saturates 0 g; carbohydrates 98 g; of which sugars 0; polyols 98 g; protein 0 g; salt 0,4 g.

**CERTIFICATIONS** Gluten free - BRC.

#### **LAURETANA** www.lauretana.com

**PRODUCT NAME** VAP 1 LT. **INGREDIENTS LIST** Mineral water. **EXPIRATION DATE** AND CONSERVATION

Still 12 months. Sparkling 18 months. **CERTIFICATIONS** 

ISO - Kosher.



#### **SOMMARIVA** www.oliosommariva.it

#### **PRODUCT NAME**

Organic Vegan Pesto with Genovese Basil PDO.

#### PRODUCT DESCRIPTION

Tasty organic pesto made with fresh basil grown all year long in our organic farm, but without garlic to make it more di-

gestible and without cheese in respect of the vegan culture. The product is also gluten free.

#### **INGREDIENTS LIST**

Organic extra virgin olive oil, organic basil Genovese PDO (29%), organic cashew nuts, salt, organic pine nuts.

#### **EXPIRATION DATE AND CONSERVATION**

18 months after packing. Keep in a cool and dark place. Refrigerate after opening and consume shortly.

#### PACKAGING AND LABELLING

Glass jar, plastic label

#### NUTRITIONAL INFORMATION

Average values per 100 g: energy 577 kcal/2375 kj; fats 59,0 g; saturated fats 9,0 g; monounsat. fats 45,92 g; polynsat. fats 6,90 g; carbohydrates 5,0 g; sugars 2,80 g; sodium 2.4 g; proteins 5,30 g.

**CERTIFICATIONS** 

Bio - Organic - PDO.



Pizza Margherita Gluten free Lactose free Edamer.

PRODUCT DESCRIPTION

Weight: 340 g. Diameter: 30 cm.

**INGREDIENTS LIST** 

Mix for oven-baked products (rice starch, maize starch, mashed potato flakes. Thickening agent: guar gum. Whole powdered eggs, dehydrated glucose syrup, dextrose. Acidity regulator: sodium diacetate. Acidifying agent: citric acid), water, tomato pulp, Edam cheese 28% (milk, salt, rennet), salt, sunflower seed oil, yeast, sugar, olive oil, basil, ground black pepper. Made from gluten free ingredients from qualified suppliers. The product contains glucose and galactose as a result of the splitting of lactose.

#### **EXPIRATION DATE AND CONSERVATION**

15 months. Store at -18°C

PACKAGING AND LABELLING

The pizza cardboard box is wrapped in transparent film suitable for contact with foods.

#### **NUTRITIONAL INFORMATION**

Average values for 100 g: energy 891 kj/212 kcal; fats 7,7 g; of which saturated fatty acids 3,6 g; carbohydrates 28,9 g; of which sugars 1,2 g; proteins 5,7 g; salt 1,5 g; lactose

#### **CERTIFICATIONS**

UNI EN ISO 9001:2008 - AIC Certification

#### TASTE ITALY - GUSTAMENTE www.taste-italy.it - www.gustamente.it

Tortellini GustaMente

#### PRODUCT DESCRIPTION

Tortellini are recognized all over the world as the distinctive products of one particular Italian region: Emilia Romagna. Today, Gustamente offers the first real gluten free tortellino with the original taste, but also healthy, in order to satisfy both celiac consumers and people who care about a healthy and equilibrated diet.

#### **INGREDIENTS LIST**

Prosciutto Crudo di Modena PDO, Mortadella di Bologna PGI, Parmigiano Reggiano PDO

**EXPIRATION DATE AND CONSERVATION** 

Actual shelf life from 90 to 150 days

PACKAGING AND LABELLING

The product is packed in a modified atmosphere.

**CERTIFICATIONS** 

IFS - BRC - ISO 9001.

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il Trentino più genuino!

# From a healty environment our genuine products.

Salumificio VAL RENDENA is specialized in the production of Speck, Carne Salada, Salami and other typical products from Trentino, a region in northern Italy. For over 65 years the successful

combination between tradition and technology allowed the production of a wide range of cold cut meats

with a unique and unmistakable taste, with a great ratio between quality and price in line with customer's demand.



Boneless pork ham, sprinkled with salt, alpine aromatic plants and flavour, lightly smoked, seasoned in the pure air of our mountain.



Carpaccio - corned beef topside - first quality.

ALL THESE PRODUCTS ARE GLUTEN FREE AND LACTOSE FREE



High quality seasoned salami, pure italian pork.

Discover our products on

#### www.salumificiovalrendena.it

# / low in - various

#### **BEPPIANI** www.beppiani.it



PRODUCT NAME

Milk Puffed Rice (Sofi') with no added sugar and gluten. PRODUCT DESCRIPTION

Puffed rice coated with very thin layer of chocolate (milk, white and dark).

**INGREDIENTS LIST** 

Puffed rice (cultivated in Italy), chocolate with no added sugar, cocoa, cocoa butter, maltitol, milk powder and bourbon vanilla.

**EXPIRATION DATE AND CONSERVATION** 

PACKAGING AND LABELLING

Semitransparent bag containing 90g/3,17oz.

**CERTIFICATIONS** 

#### **COLUSSI GROUP** www.misura.com

**PRODUCT NAME** 

Misura Fibrextra Whole Wheat Crackers. **PRODUCT** 

**DESCRIPTION** 

The really tasty whole

wheat crackers, made with the exclusive 'Misura Fibrextra Selection, a blend of soluble and insoluble fibre to give you a unique crunchiness and a lot of fibres. They are prepared with sunflower seed oil and without palm oil.

**INGREDIENTS LIST** 

Misura Whole Wheat Fibrextra Selection 92% (whole wheat flour 98.7%\*, soluble fibre from wheat starch 1.3%), sunflower seed oil, powdered skim milk. Leavening agents: ammonium carbonate, sodium carbonate, disodium diphosphate. Barley and corn malt extract, salt, brewer's yeast. Flour treatment agent: L-ascorbic acid. (\* equal to 91% of the total recipe). Contains gluten and milk. May contain soy and sesame.

**PRODUCTIVE PROCESS** 

Leavened cracker.

**EXPIRATION DATE AND CONSERVATION** 

12 months

PACKAGING AND LABELLING

385 g (10 portions)

NUTRITIONAL INFORMATION

Average value per 100 g: energy 1727 kJ/411 kcal; fats 11 g; of which saturated 4,8 g; carbohydrates 59 g; of which sugars 3,4 g; fibres 12 g; proteins 13 g; salt 2 g. CERTIFICATIONS

UNI EN ISO 9001 - BRC - IFS - Halal - Organic.

#### **MONVISO SPA** www.panmonviso.it

PRODUCT NAME lo Sono (I am).

PRODUCT DESCRIPTION

Low-Salt Rusks. Io Sono (I am) low-salt fulfils the nutritional requirements of those who must control the daily intake of sodium, without sacrificing the pleasure of taste.



**INGREDIENTS LIST** 

Wheat flour, gluten (wheat protein), extra virgin olive oil (3,4%), rice protein, yeast, milk protein, whole milk powder, malted cereal flour, vitamins: PP, B1, B2, Folic Acid; iron.

EXPIRATION DATE AND CONSERVATION

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

PACKAGING AND LABELLING

Anti-shock flow pack.

**NUTRITIONAL INFORMATION** 

Average values per 100 g: energy 1683 Kj/398 Kcal; fats 5,5 g; of which saturates 0,95 g; carbohydrate 67,2 g; of which sugars 2,8 g; fibre 6 g; proteins 17 g; salt 0,037 g; B1 thiamine 0,4 mg; B2 ribloflavine 6,2 mg; folic acid 200 ug; minerals 2,8 mg.

**CERTIFICATIONS** 

IFS - BRC Food - ISO 9001 - OHSAS 18001.

#### **DAL COLLE** www.dalcolle.com

PRODUCT NAME

Croissant whole wheat with honey. PRODUCT DESCRIPTION

Oven-baked naturally leavened whole wheat croissant with honey.

**INGREDIENTS LIST** 

Wheat flour, wheat wholemeal 19%, vegetable margarine (vegetable oils and fats, palm fruit and sunflower seeds, water, salt. Emulsifiers: lecithins (from soya), mono-diglycerides of fatty acids. Acidifier: citric acid. Flavourings), eggs, water, butter (milk), sugar, glucose syrup, natural yeast (wheat), ground cane sugar, honey 2%, salt, skim milk powder. Emulsifier: mono-diglycerides of fatty acids. Flavourings. It may contain traces of peanuts, nuts and sesame.

**EXPIRATION DATE AND CONSERVATION** 

6 months. Keep in a cool dry place.

PACKAGING AND LABELLING

Single snack wrap: film OPP 20 µm neutro. Pieces per pack: 6.

**NUTRITIONAL INFORMATION** 

Average values for 100 g: energy kj 1837/kcal 440; fats 23,6 g; of which saturated 15,7 g; carbohydrates 47,9 g; of which sugars 14,7 g; proteins 7,3 g; fibre 3,2 g; salt 0,81 g. CERTIFICATIONS

IFS - ISO 14001:2004.

#### **GRISSIN BON** www.grissinbon.it

**PRODUCT NAME** 

Le Fresche Biscottate. PRODUCT DESCRIPTION

Toast slices low in sodium (250 g).

Exclusive pack with 8 portions of 4 toasts to make breakfast always

**INGREDIENTS LIST** 

Wheat flour, sugar, palm oil, yeast, barley malt extract. **EXPIRATION DATE AND CONSERVATION** 

360 days. Do not expose to heat and store in a cool dry pla-

PACKAGING AND LABELLING

Primary packaging: bioriented polypropylene (PP 05). Se-

condary packaging: Box (PAP 21). **NUTRITIONAL INFORMATION** 

Typical values per 100 g: energy kJ 1668/kcal 394; fats 4,2 g; of which saturates 1,8 g; carbohydrate 74,4 g; of which sugars 7,6 g; fibre 4,8 g; proteins 12,3 g; salt 0,09 g; potassium 546mg (27% VNR\*).

**CERTIFICATIONS** BRC - IFS.

#### PALMISANO CAV. LUIGI & C. S.A.S www.alevo.it

**PRODUCT NAME** 

Cookie Pro.

PRODUCT DESCRIPTION

Coconut Snack covered with milk chocolate and coconut.

**INGREDIENTS LIST** 

Biscuit: protein blend (soy protein, whey protein, milk protein), polydextrose, egg whites, extra virgin olive oil (5%). Sweetener: maltitol. Coconut (4,8%). Dietary fiber: inulin. Lea-

vening agents: ammonium hydrogen carbonate, vanillin flavoring. Coverage (41%): milk chocolate with sweetener (sweetener: maltitol, cocoa butter, whole milk powder, cocoa mass. Emulsifier: soy lecithin, flavo-

rings), dusting coconut (5%). **EXPIRATION DATE AND CONSERVATION** 

14 months. Store in a cool, dry place, away from heat

**NUTRITIONAL INFORMATION** 

Average values per 100 g: 1864 KJ/444 Kcal; fats 26,8 g; of which saturated fatty acids 15,7 g; carbohydrates 27,7 g; of which sugars 3,7 g; of which polyhydric alcohol 22,2 g; fiber 21,5 g; proteins 21,2 g; salt 0,4 g.

**CERTIFICATIONS** IFS/BRC - RSPO - Sust Palm Oil.

#### **DECO INDUSTRIE S.C.P.A.** www.decoindustrie.it

PRODUCT'S NAME

Loriana - Piadina Light con farina Integralbianco.

PRODUCT'S DESCRIPTION

Thin and soft round flatbread, diameter 22 cm, colour light yellow/brown. 30% less fat than the best selling piadinas. Source of fibre, rich of Arabinoxilani

(soluble fiber). Suitable for a vegan diet. No palm oil.

**INGREDIENTS LIST** Wheat flour Integralbianco 73,6%, water, sunflower oil, corn resistant starch. Raising agents: monopotassium tartrate, disodium diphosphate, sodium bicarbonate. Salt, fla-

**EXPIRATION DATE AND CONSERVATION** 

90 days. Keep it cool in a dry place. Once opened, store it in the refrigerator for 5/6 days

PACKAGING AND LABELLING

3 pieces (225 g). Packaged in a protective atmosphere: NUTRITIONAL INFORMATION

Average values per 100 g: energy 1408 kj/334 kcal; fats 7,9 g; of which saturated 0,70 g; carbohydrates 54,8 g; of which sugars 1,4 g; fibre 3,8 g; proteins 9,0 g; salt 1,6 g.

#### **MELEGATTI** www.melegatti.com

**PRODUCT NAME** 

Granleggeri all'Arancia. PRODUCT DESCRIPTION

Light and tasty, Melegatti Granleggeri croissants are made with natural ingredients, a low-

fat yogurt in the dough, a rich orange cream filling, a natural leavening process and they have 30% less fats and 70% less sugar than the average bestselling croissants in the market today.

**INGREDIENTS LIST** 

Wheat flour, orange filling 22% (maltitol, water, nonhydrogenated palm vegetable fats, skimmed milk powder, flavours, orange juice 1.5%. Gelling agent: pectin. Preservative: potassium sorbate. Colorants: E160c - E161b), natural yeast (wheat), fresh eggs, vegetable margarine (non-hydrogenated palm/sunflower vegetable oils and fats, water, salt. Emulsifier: mono and diglycerides of fatty acids of vegetable origin. Soy lecithin, flavours. Acidity corrector: citric acid). Sweetener: maltitol powder and maltitol syrup. Lowfat yoghurt 4%. Sugar. Emulsifier: mono and diglycerides of fatty acids of vegetable origin, stearoil-2 sodium lactylate from palm vegetable source, modified starch, malted flour, honey, skimmed milk powder, salt, flavours. May contain traces of nuts.

**EXPIRATION DATE AND CONSERVATION** 

180 days. Store at room temperature, in a cool dry place between 18 - 24°C

PACKAGING AND LABELLING

1° transparent wrapping; 2° cardboard box wrapped with PP film; 3° corrugated fiberboard boxes. NUTRITIONAL INFORMATION

Typical values on 100 g: energy 1513 kJ/361 kcal; fats 15,0 g; of which saturated 6,5 g; carbohydrate 56,9 g; of which sugar 4,8 g; polyalcohols 20,5 g; proteins 7,0 g; salt 0,80 g.





# new collection prêt-à-manger





www.prosciuttificiomontevecchio.it









# / low in - various

#### ITESORI DELLA TERRA - BIOMU

#### www.biomu.eu

**PRODUCT NAME** BioMu naturale magro. PRODUCT DESCRIPTION Low fat yogurt.

INGREDIENTS LIST

Low fat milk\* (less than 1% fat): streptococcus thermophilus; lactobacillus bulgaricus; lactobacillus acidophilus; bifidobacterium lactis. (\*from organic farming).

**EXPIRATION DATE AND CONSERVATION** 35 days. Store in the refrigerator at +40°C.

PACKAGING AND LABELLING Single glass jar, with adesive label. **NUTRITIONAL INFORMATION** 

Energy 180 kj/43 kcal; fats 0,9 g; of which saturated 0,6 g; carbohydrates 5,2 g; of which sugars 5,2 g; proteins 3,4 g;

**CERTIFICATIONS** Organic certification.

#### **FAGE ITALIA** Italia.fage.eu

**PRODUCT NAME** Fage Total 0%

**PRODUCT DESCRIPTION** Plain strained yogurt.

**INGREDIENTS LIST** Skimmed milk, live active cultures.

**EXPIRATION DATE AND CONSERVATION** 

45 days. Keep refrigerated at +4°C PACKAGING AND LABELLING

Net weight: 170 g. Cup: PP. Foil: alluminium.

**NUTRITIONAL INFORMATION** 

For 100 g: energy 243kj/57 kcal; fats 0 g; of which saturated 0 g; carbohydrates 4 g; of which sugars 4 g; proteins 10,3 g; salt: 0,1 g; calcium: 120 mg.

**CERTIFICATIONS** ISO 9001 - ISO 22000 - IFS.

#### **PERENZIN LATTERIA**

#### www.perenzin.com

PRODUCT'S NAME

Cow's milk Caciotta without added salt

PRODUCT'S DESCRIPTION

This cheese made with microbial coagulanti s a product specifically thought for vegetarian consumers too. Its peculiarity stands in the absence of added salt amongst the ingredients, a characteristic that makes it an ideal product for alla those nutritional regimes that require a low salt content, although without renouncing a pleasant taste. Rind: light, yellow in color. Paste; white slightly yellow in color, soft and creamy. Aroma: intense of butter and glass. Flavor: delicate and sweet.

INGREDIENT'S LIST

Organic cow's milk, microbial coagulant.

**EXPIRATION DATE AND CONSERVATION** 

65 days. Storage temperature +4°C

PACKAGING AND LABELLING

Vacuum-sealed. Pieces per box: 6. Weight 0,80 kg. Diameter 9 cm. Flank height: 5,5 cm.

NUTRITIONAL INFORMATION

Energy value: 327 kcal/1358 kj; fats 26,5 g; carbohydrates

2,5 g; proteins 19,8 g; salt 0,1 g. **CERTIFICATIONS** 

Organic (Codex).



#### **BECHÈR**

#### PRODUCT NAME 'Cuor di Pancetta' 150 g. PRODUCT DESCRIPTION

The bacon cubes 'Cuor di pancetta' in sweet and smoked version are milk derivatives free, gluten free and GMO free. Raw material used exclusively fresh of European origin. Cuor di pancetta (heart of Pancetta): where 'heart' stands for wellbeing, since the reduced quantity of salt (only 2.6%) gives the benefit to the heart by reducing cardiovascular problems and hypertension and provides a more nutritionally correct product. And 'heart' stands also for the selection of the best bacon. Finally 'Gusto' (taste): one bacon with less salt and more taste, where salt is replaced by a mix of natural flavors and spices and where its low content allows to exalt the taste of bacon and obtain a more intense flavor

#### **INGREDIENTS LIST**

Pork bacon, sodium chloride, potassium chloride, dextrose, natural flavours. Antioxidant: sodium ascorbate. Preservatives: potassium nitrate, sodium nitrite.

#### **EXPIRATION DATE AND CONSERVATION**

90 days. Residual shelf life from delivery date 60 days. Store at max temperature +4°C

#### PACKAGING AND LABELLING

Reference medium weight 0,15 kg predetermined weight. 12 pieces per standard pack. Atm packaging.

#### **FIORUCCI**

#### www.fioruccifood.it

**PRODUCT NAME** Amarsi d+ Chicken Breast.

**EAN CODE** 

PRODUCT DESCRIPTION

Roasted chicken breast, low in salt and with only 2,5% of fat, for those

who look for quick, easy and healthy meal solutions. Sliced thick, it is easy to prepare: just 1 minute per side in a hot pan, or 45" in a microwave. Gluten free, lactose free, high in protein and sold in a convenient package with two separate pieces

#### **INGREDIENTS LIST**

Chicken breast (75%), water, starches, stabilizers (E508 - E451 - E407), acidity modifier (E326), salt, dextrose, flavourings, antioxidant (E316), preservative (E250).

#### **EXPIRATION DATE AND CONSERVATION** 30 days from production in 2-4°C

PACKAGING AND LABELLING

Vacuum pack with top printed film and back label.

#### **NUTRITIONAL INFORMATION**

Per 100 g: energy kcal 95; proteins 11 g; carbohydrates 7 g; sugars 3 g; fats 2,5 g; saturated fat acid 0,9 g; mono-unsatured fat acid 1,1 g; poly-unsatured fat acid 0,5 g; sodium 0,6 g; salt (NaCl) 1,6 g.

#### **MARTINI ALIMENTARE** www.martinialimentare.it

#### **PRODUCT NAME**

Martini Delight Chicken Skewer.

**PRODUCT** 

#### **DESCRIPTION**

The Martini product range is dedicated to those who want to stay in shape without giving up

on flavour. This skewer. made of tasty and light lea by soft chunks of lean pork and flavourful peppers. Martini Delight skewers contain 50% less fat than traditional Martini skewers

#### **INGREDIENTS LIST**

Preparation of chicken meat with pork. Chicken meat (38%), pork meat (28%), peppers, water, vegetable fibres, physically modified starches, iodised salt (1%), flavourings. Acidity regulator: E 262. Anti-oxidant: E300. It may contain traces of gluten and milk.

#### **EXPIRATION DATE AND PRESERVATION**

Nine days.

#### NUTRITIONAL INFORMATION

Average values per 100 g: energy 116 kcal/484 kJ; proteins 13 g; carbohydrates 1.4 g; sugars 1.4 g; fats 6.5 g; saturated fats 2.3 g; dietary fibres 0.9 g; salt 1.2 g; cholesterol 48

#### **HANDLTYROL** www.handltyrol.at/it

#### **PRODUCT NAME** Speck Light 3% fat 80 g PRODUCT DESCRIPTION

Raw cured belly, lightly smoked over beech wood, air dried. Surface and inside red smoked. Odour and taste pure, typical for raw cured meat. The product is low fat, free from gluten and lactose.

#### **INGREDIENTS LIST**

Pork meat, nitrite curing salt (sea salt. Preservative: sodium nitrite), maltodextrin, dextrose, spices, salt, spice extracts. Antioxidant: sodium ascorbate. Sugar, natural beech wood

#### **EXPIRATION DATE AND CONSERVATION**

40 days to delivery, to be stored between +2 °C and +7 °C PACKAGING AND LABELLING

Sliced product conserved in modified atmosphere package. NUTRITIONAL INFORMATION

Nutritional information for 100 g: 664 kJ/157 kcal; fats 3 g; of which saturated 1,2 g; carbohydrates <0,5 g; of which sugars <0,5; proteins 32 g; salt 4,0 g.

#### **CERTIFICATIONS** IFS - DLG gold.

#### ITALIA ALIMENTARI www.sempreinsieme-ibis.it

#### **PRODUCT NAME**

'Sempre Insieme' sliced chicken and artichokes with chia seeds

#### PRODUCT DESCRIPTION

Sempre Insieme is a new range of genuine, nourishing and lean cold cuts combining natural ingredients - meat (58%), vegetables (35%) and seeds - with the lightness of steam cooking. The result is a fresh and tasty cold cut with less than 100 calories per tray. The range includes: sliced chicken and artichokes with chia seeds; sliced turkey and zucchini with hemp seeds; and sliced ham and asparagus with linseeds.

#### **INGREDIENTS LIST**

Chicken breast (58%), artichokes (35%), egg white, salt, chia seeds (0,5%), sugar, natural flavourings. Antioxidant: sodium ascorbate. Preservative: sodium nitrite. It does not contain GMO, gluten, added polyphosphates, milk and products thereof (including lactose)

#### **EXPIRATION DATE AND CONSERVATION**

Shelf life: 35 days.

PACKAGING AND LABELLING

100 g trays NUTRITIONAL INFORMATION

Average values per 100 g: energy 365 kJ/87 kcal; fats 1,5

g; of which saturated 0,5 g; carbohydrates 0,1 g; of which sugars 0,1 g; fibre 2,5 g; proteins 16,0 g; salt 4,0 g. **CERTIFICATIONS** 

#### ISO 9001/2008, IFS, BRC.



#### AKELLAS www.monks.it

#### **PRODUCT NAME**

Monk's Defend + propolis 46 g. **PRODUCT DESCRIPTION** 

New line of functional candies that gives a beneficial relief to nose and throat due to the natural properties of propolis combined with the balsamic power of menthol and eucalyptol.



#### **INGREDIENTS LIST**

Sugar, glucose syrup, menthol, arvensis mint oil, anethole, essential oils of Scots pine, eucalyptus oil, propolis (0.03%), cassia oil, cinnamon, eugenol. Acidifier: malic acid.

#### DATE OF EXPIRY

3 years from production date.

#### PÁCKAGING

Bag (46 g) or bulk (1 kg).

#### NUTRITIONAL INFORMATION

For 100 g: energy 1650 kj/394 kcal; fat 0,42 g; of which saturates 0 g; carbohydrate 97 g; of which sugars 97 g; protein 0,44 g; salt 0,003 g.

#### CERTIFICATIONS

HACCP.

#### **AROL**

#### www.arolsrl.com

**PRODUCT NAME** 

#### Gristicks.

PRODUCT DESCRIPTION
Breadsticks with sunflower seeds.

#### **INGREDIENTS LIST**

Wheat flour, wholegrain wheat flour,

22% sunflower seeds, vegetable oils (pomace oil and sunflower oil), sugar, 2%, extra virgin olive oil, salt, sesame. Bulking agents: ammonium bicarbonate, baking powder (sodium pyrophosphate, sodium bicarbonate, maize starch).

#### **EXPIRATION DATE AND CONSERVATION**

6 months. Conservation at room temperature.

#### PACKAGING AND LABELLING

Transparent film.

#### NUTRITIONAL INFORMATION

Typical value per 100 g: energy kcal 503/ kj 2105; fats 28,8 g; of which saturates 6,7 g; carbohydrates 44,5 g; of which sugars 5,1 g; fibre 5,7 g; proteins 13,6 g; salt 2,10 g.

#### CERTIFICATIONS

BRC - IFS.



#### BALOCCO www.balocco.it

#### \_\_\_\_\_

**PRODUCT NAME**Cruschelle Cereali.

#### PRODUCT DESCRIPTION

Shortbread biscuits with cereals, rich in fiber, made with natural ingredients. Cruschelle Cereali has been invented to offer young adults the perfect 'healthy' way to start the day, eating something tasty but balanced.

#### INGREDIENTS LIST

Oat flakes 36,6%, wheat flour 27,2%, vegetable margarine (palm oil, water), sugar, fine bran (from wheat) 9.1%, glucose syrup. Raising agents: ammonium hydrogen carbonate, sodium hydrogen carbonate. Salt, wheat starch, flavouring. May contain traces of tree nuts, peanuts, soy, eggs and milk.

#### EXPIRATION DATE AND CONSERVATION

12 months. Store in a cool and dry place.

#### PACKAGING AND LABELLING

Mostly recyclable paper bag (paper code C/PAP 81).

#### NUTRITIONAL INFORMATION

Average values per 100 g: energy value 1974 kJ/471 Kcal/248 kJ; fats 20 g; of which saturates 8,8 g; carbohydrates 62 g; of which sugars 15 g; fiber 7,6 g; protein 7,0 g; salt 0.70 g

#### **CERTIFICATIONS**

SGS - No GMO.

#### DOL.C.I.P.P.

#### www.foodupitaly.com

#### PRODUCT NAME

Organic Tortillas with Teff and Linseeds.

#### PRODUCT DESCRIPTION

It is considered a healthy gluten free salty snack. Teff is a vegetable source of iron and it is important for its fibre contribution and for its antioxidant power. Linseeds have been added to enrich the product with fatty acids omega 3.

INGREDIENTS LIST

Teff flour\* (33%), corn flour\*, sunflower oil\*, linseeds\* (10%),

#### **EXPIRATION DATE AND CONSERVATION**

12 months. Store in a cold and dry place.

NUTRITIONAL INFORMATION

Energy 452 kcal/1891 kir fats 19 a

Energy 452 kcal/1891 kj; fats 19 g; of which saturates 1,8 g; of which monounsaturated 15 g; of which polyunsaturated 2,7 g; carbohydrates 59 g; of which sugars 0,5 g; fibre 7,9

g; protein 5,9 g; salt 0,53 g; Iron

Casearia Arnoldi Valtaleggio s.r.l. www.arnoldivaltaleggio.it - info@arnoldivaltaleggio.it

CERTIFICATIONS
Gluten Free.





# / rich in - various

#### **DOLCIARIA ACQUAVIVA** www.dolciariaacquaviva.it



#### PRODUCT NAME Tiffany Ancient Grains. PRODUCT DESCRIPTION

Frozen pastry rich of fibers consisting of a dough yeast obtained with a mix of cereals, stuffed with wild blueberries jam, decorated with mixed seeds.

#### **INGREDIENTS LIST**

Wheat flour, margarine- butter (vegetable oils (palm, palm kernel and coconut oils), water, butter 10%, natural flavors. Emulsifier: mono and di-glycerides of the fatty acids. Salt. Acidity corrector: E330. Dye: E160a), cream blueberry 23% (sugar, cranberries 30% (wild 20%, cultivated 10%), water, syrup of glucose-fructose, modified starch (corn).

Acidifier: E330. Gelling agent: 440. Thickener: E460. Preservative: E202. Natural flavor), water, mix half 5.5% (oat flakes, sunflower seeds, sesame seeds, flax seed bruno), mix cereals 4.5% (whole wheat flour to spelt old varieties (30%) (spelt, einkorn, emmer wheat average), whole wheat flour of wheat, whole wheat flour of rye, wheat gluten, sugar, fiber of sugar beet, caramelized sugar, extract of barley malt, sourdough SPELT integral, enzymes, flour treatment agents: ascorbic acid (E300); ), sugar, yeast, eggs, salt, cocoa, skimmed milk powder, milk proteins, flavor. Emulsifier: IS472e. Anti-caking agent: E170. Dextrose, rapeseed oil. Antioxidant: E300. Enzymes from wheat, glucose syrup, starch (corn), honey, maltodextrin. May contain traces of sovbean, nuts

**EXPIRATION DATE AND CONSERVATION** 

8 months. Store at -18°C

PACKAGING AND LABELLING

Cartons of 62 pieces, 72 cartons per pallet.

**NUTRITIONAL INFORMATION** 

Average content in 100 g of product: energy 356 kcal/1485 Kj; fats 21,32 g; of which saturated 12,34 g; carbohydrates 33,37 g; of which sugars 9,51 g; fiber 2,53 g; protein 6,45 g; salt 0,53 g.

#### **EUROVO** www.lenaturelle.it

#### **PRODUCT NAME** Le Naturelle Vita.

PRODUCT DESCRIPTION

Eggs represent a valuable food for those who want to follow a varied and balanced diet. Continuous research for new products and ongoing commitment to meet the needs of consumers originated 'Le Naturelle Vita': eggs enriched with elements that are functional to physical wellbeing. Four different solutions of 100% eggs from barn farming, each with its own specific benefit: le Naturelle Vita rich in Iodine, Omega 3, Selenium, Vitamin E,

**EXPIRATION DATE AND CONSERVATION** 

PACKAGING AND LABELLING

Packs of 6 barn eggs. Big size.

#### **FIBERPASTA** www.fiberpasta.it

and source of Folic Acid.

**PRODUCT NAME** 

Fiberpasta Penne.

PRODUCT DESCRIPTION

Low glycemic index and high fibre pasta.

**INGREDIENTS LIST** Durum wheat semolina, wheat fibre 12%, inulin fibre 2%.

**EXPIRATION DATE AND CONSERVATION** 

PACKAGING AND LABELLING

500 g carton box

**NUTRITIONAL INFORMATION** 

Nutritional values for 100 g: energy kJ1381/kcal 330; fats 1,00 g; of which saturated fats 0,35 g; carbohydrates 58 g; of which sugars 0,34 g; fibre 15 g; proteins 15 g; salt 0,0005\* g (\*salt content is exclusively due to the naturally present sodium).

**CERTIFICATIONS** 

Certified by the Italian Ministry of Health as suitable for diabetic people.

#### **DINUS DONAVIT** www.dinusdonavit.com

**PRODUCT NAME** Walnut Oil PRODUCT DESCRIPTION

Walnut oil is a quality oil obtained by the first cold pressing of selected Italian walnuts with low

acidity levels. **DINUS DONAVIT** 

Walnut oil is rich in the essential fatty acid as Omega 3 e Omega 6, which our body is not able to naturally produce and are one of the key elements in the fight against heart disease. Dinus Donavit is also rich in Vitamin E whose antitoxin properties counteract the negative effects of free radicals whose actions are responsible for the aging of cells.

**INGREDIENTS LIST** 

Italian walnuts

**EXPIRATION DATE AND CONSERVATION** 

1,5 years. Keep in a cool, dry place and protected from light. PACKAGING AND LABELLING

Glass bottles of 250 ml.

**NUTRITIONAL INFORMATION** 

Energy 884 Kcal/3699 Kj; fats 100 g; saturated fatty acids 9,38 g; monounsaturated fatty acids 16,56 g; polyunsaturated fatty acids 74 g; carbohydrate 0 g; of which sugars 0 g; protein Og; salt Og.

#### **FIETTA** www.fietta.it

#### **PRODUCT NAME**

Organic wholemeal spelt rusks. **INGREDIENTS LIST** 

Wholemeal spelt flour (90%), yeast (saccaromices cerevisiae), sunflower oil, salt, wheat gluten. Flour treatment agent: ascorbic acid.

**EXPIRATION** DATE AND CONSERVATION

12 months. Store in a cold dry place. PACKAGING AND LABELLING

NUTRITIONAL INFORMATION

Per 100 g: calories 385 kcal/1622 kJ; fats 5,5 g; of which saturates 0,5 g; carbohydrates 63 g; of which sugar 1 g; dietary fibers 10,5 g; proteins 15,5 g; salt 1,1 g.

CERTIFICATIONS

Organic (ICEA) - Vegan (VEGAN OK).

#### **GREENPROJECT ITALIA** www.greenprojectitalia.it

PRODUCT NAME

Bergamotto Puro Concentrato. PRODUCT DESCRIPTION

Bergamot oil has healing, antiseptic and anti-stress properties. The Bergamot concentrate juice appears to be a valid help against the cholesterol, with natural antiinflammatory and antioxidant properties on the inner walls of arteries. Bergamot concentrate juice naturally contains Vita-

**INGREDIENT LIST** 

Citrus Bergamia concentrate juice, potassium sorbate,

EXPIRATION DATE AND CONSERVATION

Once opened store in a refrigerator and consume within 60

PACKAGING AND LABELLING Bottled in PET and propylene label.

**NUTRITIONAL INFORMATION** 

100 g concentrated juice: calories kcal 22/kj 91; fats 0,24 g; carbohydrates 6,90 g; protein 0,35 g; fibers 0,30 g; sugars 2,52 g; water 93,20 g; total flavonoids 149,36 mg.

#### **EUROFOOD** www.nattura.it

**PRODUCT NAME** 

Náttúra - ORGANIC RED LEN-TILS PASTA.

PRODUCT DESCRIPTION

Organic, high in protein (27%), source of fiber, source of mineral salts, vegan.

**INGREDIENTS LIST** Organic red lentils flour.

**EXPIRATION DATE AND CONSERVATION** 

Store in a cool, dry and dark place. PACKAGING AND LABELLING

External pack- paper, internal-plastic.

**NUTRITIONAL INFORMATION** 

Nutrition declaration per 100 g: energy 1472 kJ/348 kcal; fats 1,8 g; of which saturates 0,4 g; carbohydrate 53 g; of which sugars 1,9 g; fibre 5,7 g, protein 27 g; salt 0,00 g; iron 5,43 mg; phosphorus 353 mg.

**CERTIFICATIONS** 

Organic, Vegan.

#### F.LLI GALLONI www.galloniprosciutto.it

PRODUCT NAME

Dulcis

PRODUCT DESCRIPTION

Reduced sodium prosciutto enriched with potassium and aged for 16 months. (Less 25% of salt)

**INGREDIENTS LIST** 

Pork meat, iodized salt for food, potas-

sium chloride, natural herbs and spices. **PRODUCTIVE PROCESS** 

After a 5 years study of yeasts in the curing of meat, Galloni has created and patented an exclusive production process to make Dulcis, the prosciutto with 25% less sodium and 30% more potassium. It has the same features of raw ham, in terms of taste, sweetness, fragrance and color.

**EXPIRATION DATE AND CONSERVATION** 

6 months. Store at +10 °C

PACKAGING AND LABELLING

Boneless, trimmed and/or round shape.

NUTRITIONAL INFORMATION

Values referred to 100 g of product: energy 257 Kcal/1079 kj; fats 15,0 g; acid saturated fats 5,7 g; carbohydrates 0,0 g; proteins 30,6 g; salt 4,3 g; sodium 1440 mg; potassium

CERTIFICATIONS

UNI EN ISO 9001:2008 (ISO 9001:2008) - IFS - BRC.

#### **KEMIN**

www.kemin.com/foods

PRODUCT NAME

ERGAMOTTO

NaturFort. PRODUCT DESCRIPTION

The NaturFort product line consists of versatile combinations of rosemary and green tea that complement each other by providing superior protection with minimal impact on flavour, colour, and odour profiles. NaturFort products are available in liquid and dry variants. Furthermore, Kemin developed some blends containing

green tea and acerola extract that can be used for colour protection and shelf life extension of processed meat pro-

**INGREDIENTS LIST** 

The product consists of natural certified sustainably grown

EXPIRATION DATE AND CONSERVATION

PACKAGING AND LABELLING

The product is packaged in 20 kg food grade bags for the dry formulation and 20 kg food grade jerry cans for the liquid formulation.

**CERTIFICATIONS** 

SCS certification for sustainably grown rosemary, Kosher and Halal.



#### **MAGO MERLINI** www.magomerlini.it

**PRODUCT NAME** Casarecci with 7 grains. PRODUCT DESCRIPTION Breadstick rich in fibers and cereals.

INGREDIENTS LIST

Wheat flour 67,3%, sunflower seeds, durum wheat semolina 7%, olive oil 6%, sunflower seeds oil, whole wheat flour 3 %, yeast, iodised salt 1,7% (salt, potassium iodi-

de 0,004%), sesame seeds, corn flour 1,7%, soy flour, linseeds, wheat powder sourdough, oats flakes 0,4%, rye flour 0,4%, millet seeds, barley flakes 0,4%, rice flour 0,2%. spelt flour 0,2%, malt wheat extract and flour, dextrose. Emulsifier: soy lecithin.

**EXPIRATION DATE AND CONSERVATION** 

PACKAGING AND LABELLING

Kraft + plp coex.

**NUTRITIONAL INFORMATION** 

Average nutritional values per 100 g: energy 1878 kJ/448 kcal; fats 17,8 g; of which saturates 4,7 g; carbohydrate 57,9 g; of which sugars 1,9 g; fibre 4,9 g; protein 11,5 g; salt

#### CONAPISOC. COOP. AGRICOLA

www.conapi.it - www.mielizia.com

**PRODUCT NAME** 

Mielizia Italian bee pollen 110 g. PRODUCT DESCRIPTION. Italian Bee Pollen.

**INGREDIENTS LIST** 

Bee Pollen EXPIRATION DATE AND CON-

**SERVATION** 18 months from packaging. Store

at 15-18°C PACKAGING AND LABELLING

110 g glass jar

**NUTRITIONAL INFORMATION** 

100 g: energy 356 kcal/1510kj; fats 1,3 g; saturates 0,26 g; carbohydrates 60,7 g; sugars 22,5 g; proteins 24,9 g; salt

#### **MOLINO DE VITA** www.molinidevita.it

PRODUCT NAME

Fibre-rich granulated semolina. PRODUCT DESCRIPTION

Product obtained by the slow grinding and little refined durum wheat, produced high biologic and functional value.

**INGREDIENTS LIST** 

Durum wheat.

**PRODUCTIVE PROCESS** 

Slow grinding with little technological impact. NUTRITIONAL INFORMATION

Fibres content 5%.

**CERTIFICATIONS** 

CCPB.

#### **MOLINO ANDRIANI** www.molinoandriani.com

#### **PRODUCT NAME**

100% Organic Red Lentil Pasta Felicia Bio. PRODUCT DESCRIPTION

100% organic red lentil Sedanini by Felicia bio is a dietetic gluten free pasta which is produced only using red lentils and flour from organic farming. Suitable for vegans, this high quality pasta is rich in protein and fiber.

**INGREDIENTS LIST** 

100% organic red lentil flour

**EXPIRATION DATE AND CONSERVATION** 

Average conservation 24 months.

PACKAGING AND LABELLING Packaging of 250 g.

**NUTRITIONAL INFORMATION** 

Typical values per 100 g: energy 1412 kl/334 kcal; fats 1,7 g; of which saturated 0,4 g; carbohydrates 50 g; of which sugars 1,2 g; fiber 7,6 g; proteins 26 g; salt < 0.01.

**CERTIFICATIONS** 

Organic, vegan, gluten free.





















# MASPERchef: haute cuisine, extreme convenience.

For 50 years we've been specializing in the production of cooked hams and beef, veal, turkey, chicken and pork delicatessen. Our specialities fresh-cooked just for you.







# / rich in - various

#### PASTA FRESCA ROSSI www.pastafrescarossi.it

#### PRODUCT'S NAME

Whole Spelt Tortelloni with pumpkin, potatoes and black olives.

#### PRODUCT'S DESCRIPTION

A fragrant pasta of just whole spelt and water with an elegant filling of pumpkin potatoes and black olives.

#### **EXPIRATION DATE** AND CONSERVATION

60 days

#### INGREDIENT'S LIST

Ingredients of the pasta: \*spelt whole meal flour 77% (42% of total), water. Ingredients of the filling: \*pumpkin puree 42% (19% of total), \*potato flakes rehydrated 38,4% (17,3% of total) (water, \*potato flakes (\*potato, natural flavorings)), dried yeast, \*black olives 3,7% (1,7% of total), \*vegetable oil from sunflower and cocoa, salt, \*laurel, \*garlic. (\*from organic farming)

#### PACKAGING AND LABELLING 250 g tray with paper label.

#### NUTRITIONAL INFORMATION

Average nutritional values for 100 g: energy 932 kJ/221 kcal; proteins 10,00 g; carbohydrate 37,40 g; of which sugars 1,10 g; fats 2,60 g; of which saturates 0,37 g; fibre 3,80g; salt 0,72 g.

#### **QUALITY CHECK** IFS - BRC - Organic.

#### **PEDON** www.pedon.it

**PRODUCT NAME** 



#### **INGREDIENTS LIST**

Soya-based products.

#### **EXPIRATION DATE AND CONSERVATION**

Store in a cool, dry and clean place, away from strong light and odors. Shelf life: soya bulgur 19 months, soya mince and soya chunks 14 months, soya muesli 18 months.

#### PACKAGING AND LABELLING

code advertised on the front pack.

Packed in the new doypack with "VEL-ZIP" (zip and velcro combined together) for a perfect resealing. Packaged in a controlled atmosphere.

#### **NUTRITIONAL INFORMATION**

Suitable for vegans and vegetarians. All 100% natural, vegan certified and made only from non-GMO soybean. High protein and high fibre.

#### **CERTIFICATIONS**

Vegan ok certified. Soya mince and soya chunks are organic certified.

#### **VALPIZZA** www.valpizza.it

#### **PRODUCT NAME**

Nutrapizza (TM) Margherita. **PRODUCT** 

**DESCRIPTION** 

Diam. 26 cm - 320/350 g

**EXPIRATION DATE** AND CONSERVATION

12 months

#### **INGREDIENTS LIST**

Soft wheat flour, water, tomato puree, mozzarella cheese (21%), wheat fiber, salt, brewers yeast, basil, coriander.

#### PRODUCTIVE PROCESS Dough proofing by natural yeast, base baking, freezing and

storage -18°C

PACKAGING AND LABELLING Film + case box.

**NUTRITIONAL INFORMATION** 

100 g: 230 Kcal/960 Kj.

#### PASTIFICIO DI CHIAVENNA www.pastifciodichiavenna.it

#### **PRODUCT NAME**

Fidelin del Moro (Spaghetti).

#### **PRODUCT** DESCRIPTION

Durum wheat Pasta with buckwheat flour rich in

#### **INGREDIENTS LIST**

Durum wheat semolina, buckwheat flour (25%).

#### **EXPIRATION DATE AND CONSERVATION** 18 months. Store in a cool, dry place.

PACKAGING AND LABELLING

Box of printed cardboard with all legal requirements and other product information (serving suggestion, nutritional value). Weight 500 g

#### **NUTRITIONAL INFORMATION**

For 100 g: energy 1506 kj/356 kcal; fat 1,7 g; of which saturated 0,4 g; carbohydrates 70,3 g; of which sugars 3,7 g; fibre 7,2 g; protein 11,2 g; salt 0,01 g.

#### **CERTIFICATIONS**

BRC and 100% Renewable Energy.

#### **PUGLIALIMENTARI** www.puglialimentari.it

#### **PRODUCT NAME**

Crostini Wholemeal

#### PRODUCT DESCRIPTION

Irregular round shaped Crostini typical of Puglia obtained by the method of biscuiting, which gives it golden yellow. The use of durum wheat semolina and flour made from malted cereals make the product crispy, tasty and at the same time highly digestible.

Soft wheat flour type "00", wheat bran, malted grain flour, non hydrogenated vegetable oils and fats (palm) with 8% of extra virgin olive oil, yeast and salt.

#### **EXPIRATION DATE AND CONSERVATION**

12 months. Store in a cool, dry place away from sunlight and heat sources

#### PACKAGING AND LABELLING

Bag dimensions: 250mm x 120mm. Corrugated cardboard type C3 dim: L 395mm x W 395mm x H 255mm.

#### NUTRITIONAL INFORMATION

For 100 g: energy kcal 420/kj 1756; protein 8.5 g; fat 9.8 g of which saturates 2.0; carbohydrates 74.5 g; of which sugars 3.3 g; raw fiber 6.1 g. CERTIFICATIONS

Quinca Real

Quality System ISO 9001 (2000).

#### **VIVIBIO** www.vivibio.it

#### PRODUCT NAME

Quinoa Real bio.

#### PRODUCT DESCRIPTION

Royal Quinoa was one of the most important food of Inca civilisation and other Andena culture and is produced in the surroundings of the salty regions of Uyuni and Coipasa at more then 4000 mt high. Quinoa grains is vegan and you can use it in soups or as an alternative

to the common cereals. Royal Quinoa is source of proteins

#### **INGREDIENTS LIST**

Quinoa Real.

#### **NUTRITIONAL INFORMATION**

Iron 3,74 g; dietary fibers 6,7 g; soluble carbohydrates 3,95 g; carbohydrates 62,1 g, energy kcal 370/kj 1562; fats 6.5 g; Na 0.001 g; p 375 g; protein 12,5 g; saturated 0,78 g. CERTIFICATIONS

#### VEGAN OK.

# www.ruggerisrl.net

**RUGGERI** 



PRODUCT DESCRIPTION Salus is a complete mix for Functional Bread. The success of Functional Bread made from this flour mix lies in its extraordinary nutritional properties and in its unmistakable taste. Salus is a light bread, so energy-reduced, high protein, reduced carbs, high fibre, low fat, reduced sodium and with oat beta-glucans, which help reduce blood cholesterol

#### **INGREDIENTS LIST**

Type "O" wheat flour, oat fibre, wheat protein (gluten), lupin flour, wheat bran and fibre, low sodium sea salt, brewer's

#### **EXPIRATION DATE AND CONSERVATION**

10 months. Keep in a fresh, dry place, max 25°C.

PACKAGING AND LABELLING

500 g. Packaging: polythene. NUTRITIONAL INFORMATION

Energy 197 kcal; fats 1,2 g; carbohydrates 31 g; fibre 7 g; protein 12 g; glucans 2,3 g; sodium 354 mg.

#### **BAYERISCHE MILCHINDUSTRIE EG** www.bmi-eg.com

#### PRODUCT NAME

Protein enriched sweet whey powder.

#### PRODUCT DESCRIPTION

Appearance: light yellow-white. Flavour: fresh, pure, typical whey taste. Structure: powder for functional products (sports-, weight and special nutrition). Manufactured by ultrafiltration and spray-drying. Raw materials: fresh sweet whey. Excellent solubility, high foaming, gelling and emulsifying properties. Applications: sports and nutrition: Powder mixes, drinks, nutritional bars, weight management, nutrition for special needs.

#### **INGREDIENTS LIST**

#### CHEMICAL PARAMETERS

Protein: 80% in dry matter. Lactose: 2-5 %; ash 5,0%; fat 8,0%; water 5,0%

#### **EXPIRATION DATE AND CONSERVATION**

18 months from date of production when stored under appropriate conditions, cool and dry, 15 - 25°C < 70% atmospheric moisture.

#### PACKAGING AND LABELLING Bulk, BB (different sizes and qualities), paper bags (multila-

yer paper bags with polyinliner).

#### **NUTRITIONAL INFORMATION**

Average nutrition facts per 100 g: energy kj1554/kcal 367; fats 5,0 g; carbohydrates 3,5 g; proteins 77,0 g.

#### CERTIFICATIONS

Can be offered also with the following certifications: organic, halal (HFFIA), kosher (KLBD), vegetarian. BCS certified.



# / food policies

# WHAT'S NEW INTHE EU?

From TTIP to the Russian embargo, passing from Brexit and the competitiveness of the agricultural sector: an overview of some of the most topical issues currently under debate in European Parliament.

In the first months of the year, the European Union is going to face a series of tough challenges, both in the domestic and international markets. The signature of TTIP, the Transatlantic Trade and Investment Partnership, has been severely testing MEP's negotiating skills. In the EU and the US alike, there is the will to reach this agreement by the end of the year, it means before that a new Administration enters the White House, and might decide to have a word on it.

On the other side of the world, the iron hand with Russia shows no sign of weakening. With severe consequences also for the European agricultural sector, hit by a harsh crisis that seem to have no way out. But problems don't come from far away all the times: it is set for the 23rd June the referendum on UK membership of the European Union. Difficult to assess the consequences if such a possibility occurred. Fast your seat belt, 2016 has just begun.



# Europa: un fronte caldo per l'agroalimentare



Sono molte le sfide che l'Unione europea si trova ad affrontare in questi primi mesi dell'anno. Sia sul fronte interno che su quello internazionale. La sottoscrizione del Ttip, il Transatlantic trade and investment partnership, sta mettendo a dura prova le capacità negoziali dei nostri rappresentanti al Parlamento. Un'intesa che, nelle speranze di entrambe le parti, dovrebbe essere raggiunta entro la fine dell'anno. Ovvero prima che alla Casa Bianca subentri una nuova amministrazione, che possa stravolgere le carte in tavola. Dall'altra parte del mondo, il pugno di ferro con la Russia non accenna ad allentare la sua presa. Una situazione che si riflette anche sul mondo agricolo europeo, schiacciato da una crisi che, ad oggi, non presenta vie d'uscita. Ma i problemi non arrivano solo da lontano: è fissato per il prossimo 23 giugno il referendum che stabilirà l'uscita o meno del Regno Unito dall'Unione europea. Difficile calcolare le conseguenze di una simile eventualità per il libero mercato. Allacciate le cinture, il 2016 è appena



# / food policies

#### **CHAPTER 1**

### TTIP

"We still have a long way to go, but if we can sustain our current intensified engagements, we can finish our negotiations by the end of the year," the US's chief negotiator Dan Mullaney said after 12th round of talks on the Transatlantic Trade and Investment Partnership (TTIP) in Brussels, on the past 22-26 February. TTIP (Transatlantic Trade and Investment Partnership) could create the world's largest free-trade zone and result in several million export-dependent new jobs. Talks started two years ago (July 2013), but have faced fierce attacks by campaigners for being secretive, ignoring social and environmental concerns, and for only serving big businesses. Now the two sides are racing to strike a deal before Barack Obama leaves presidential office in January 2017. "We are determined to try to push this, if possible, to finalize it, being aware that there will be a new administration that will have a word on it," said European Union Trade Commissioner Cecilia Malmstrom. The two sides will hold two further rounds of talks in the coming months, with the aim of getting a draft deal by July, leaving the most contentious areas to be resolved in the second half of the year. "We [EU Commissioner Phil Hogan, Prime Minister Valls and Minister Le Foll] agreed that any final outcome on TTIP must reflect our key offensive interests, such as a better protection for Geographical Indications and a reduction of non-tariff barriers - said European Commissioner for Agriculture Phil Hogan on the past February - We also agreed that, while sensitivities on both sides have to be respected, the European Union will ensure that sensitive sectors for European agriculture are protected."



#### **CHAPTER 2**

# THE RUSSIAN EMBARGO

"The reason behind the food embargo is that we consider our state interests affected [by Western sanctions against Russia]. The Russian side is not considering a possibility of lifting its counter sanctions at this stage," Vice-Premier Sergei Prikhodko told journalists on the past weeks. He added that Moscow could not and would not seek the lifting of Western sanctions against Russia on principle. Also European Commissioner for Agriculture Phil Hogan talked about the problematic Russian situation, on the past 7th March in Strasbourg: "I want to assure you that we are continuing our efforts to try to ensure a rapid resumption of trade and contacts are continuing. As an indication of our commitment, President Juncker has written to President Putin in an effort to regularise trade between the EU and Russia, but very little has happened. In terms of the SPS ban, Commissioner Andriukaitis has tried to engage the Russians and the Commission has sent several letters suggesting that the Russians submit acceptable proposals. Unfortunately, these offers have not been taken-up. While I share the frustration of Members of this House, I can tell you that the failure to break the deadlock is not due to any lack of effort on the EU side. We have and will continue to support every effort to normalise trade relations. I welcome any efforts or intervention which Members of this House could make to facilitate a resumption of trade in those products covered by the SPS ban. We also expect a ruling by the WTO panel on the unjustified sanitary ban in April. I am confident that the panel will support the European Union position."

#### **CHAPTER 3**

# BREXIT

Food and farming exports worth 11 billion pounds (about 14 billion euros) would be put at risk if the UK made the "leap into the dark" of leaving the European Union, Environment Secretary Liz Truss told the National Farmers' Union's annual conference, in Birmingham, on February 23-24. Voting to stay would allow the country to push for reform in the food and farming sector, while giving British producers access to 500 million consumers, she said. Truss said food and farming is the UK's largest manufacturing industry, employing 3.8 million people, and 60% of the sector's exports are to the EU. She told delegates: "I believe that by voting to remain within a reformed EU we can work to reduce bureaucracy and secure further reform while still enjoying the significant benefits of the single market. We are able to export our high-quality products freely without the trade barriers we deal with elsewhere and with a say in the rules. At a time of severe price volatility and global market uncertainty, I believe it would be wrong to take a leap into the dark." UK Prime Minister David Cameron has set the date for the referendum on Britain's membership of the EU for 23 June. "We are approaching one of the biggest decisions this country will face in our lifetimes," he said.



#### **CHAPTER 4**

# THE AGRICULTURAL CRISIS







In an address to the European Parliament on the past 7th March, European Commissioner for Agriculture Phil Hogan described the current crisis of the agricultural sector "long-lasting and profound". The meeting of the MEPs in Strasbourg was called by Mr Hogan to get their input on the topic of farm incomes. The stance from the EU commissioner on intervention remained the same. He refused on intervention, claiming that it would only "encourage production" as it would provide another outlet for the people who want to produce more. He also encouraged farmers to make use of the European Investment Bank and Juncker plan to help alleviate debt and help with debt restructuring, confirming that discussions with them have been ongoing for some time. "These are issues we are not making the best of. I do think the European bank will have to help us. They are our bank but they are a very cautious bank. They're more concerned sometimes about their risk rating than they are about dealing with a very serious problem that we have now in agriculture so we have to unlock potential here for debt restructuring as well as for working capital for farmers to tide them over these very difficult times."

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# / food policies

#### **CHAPTER 5**

# THE DAIRY SECTOR





Speaking about the dairy sector, Mr Hogan said he was willing to look at regulating supply and evoking article 222 of dairy markets regulation. He also confirmed that a voluntary arrangement is being considered "which would help cover about 15% to 20% of the total milk production, but it won't cover everybody. It's a voluntary arrangement so therefore will it stop member states that are actually over supplying to the extent of others at the moment." On the past 7th March, Fonterra Cooperative Group cut its forecast payout to farmers for

a second time this year, citing Europe's continuing supply for depressing global prices. The world's biggest dairy exporter expects to pay 2.63 US dollars per kilogram of milk solids (3.90 NZ dollars) in the current season, down 6% from a previous forecast of 2.8US dollars/kgMS (4.15 NZ dollars). "The time frame for a rebalancing has moved out and largely depends on production reducing - particularly in Europe - in response to these unsustainably low global dairy prices," chief executive Theo Spierings said. "Our forecast is based on no si-

gnificant changes to either supply or demand globally before the end of the year. However, a reduction in the supply available before then could mean prices recover earlier than currently expected." Dairy prices have declined in all but one of Fonterra's GlobalDairyTrade auctions this year as global production continued to expand, helping build up stocks around the world. Fonterra expects its own milk production to be at least 4% lower than the previous season, with local farmers culling herds and reducing supplementary feed.



#### **CHAPTER 6**

# **GLYPHOSATE**

The EU controversy over plans to renew authorization for the glyphosate for 15 years continued at a March 7-8 meeting of the Standing Committee on Plants, Animals, Food and Feed (PAFF) which failed to vote on the issue. Member states France, Italy, Sweden and the EU-Presidency holding Netherlands opposed to renewing the licence. While Germany let the Commission know that, if there had been a vote, it would have abstained. Environmental groups and lawmakers opposed to the reauthorization have accused the commission of ignoring studies carried out by the World Health Organization's International Agency for Research on Cancer that concluded glyphosate - one of the world's most widely used active ingredients in herbicides - was "probably carcinogenic." The European Commission has defended the process of reauthorization of glyphosate, which includes scientific input from the European Food Safety Authority (EFSA), which concluded that glyphosate was unlikely to pose a cancer risk. The next EU pesticides committee meeting is on 18-19 May. And if no new arrangement is found, then the licence for glyphosate will expire at the end of June.

#### **CHAPTER 7**

# ANIMAL DISEASE PREVENTION

Measures to prevent and halt outbreaks of animal diseases such as avian flu or foot and mouth disease, informally agreed by MEPs and the EU Council of Ministers in June 2015, were endorsed by Parliament on the past 8th March. The draft EU law, on diseases that are transmissible among animals, and potentially to humans too, puts fresh emphasis on prevention and should help professionals to keep pace with scientific progress. "The adoption of the Animal Health Law is a great victory. This law makes three things possible. First, it links animal health and welfare and connects it to human health. This direct link, together with emphasis on responsible use of antibiotics, will help us fight growing antimicrobial resistance. Second, it enables the authorities and producers to focus more closely on prevention

and control of transmissible animal diseases. And third, it merges around 40 legal acts into one basic act", said EP's rapporteur Jasenko Selimovic. The new rules put more emphasis on prevention and clarify the responsibilities of farmers, traders, animal professionals including veterinarians and also pet owners to this end. The new law will empower the EU Commission to take urgent measures to tackle emerging diseases that could have a "highly significant impact" on public health and agricultural production. MEPs also ensured that European Food Safety Authority (EFSA) experts will be consulted when updating the EU list of potentially dangerous diseases and that farmers' organisations, veterinary associations, animal welfare movements and others will be involved in drafting contingency plans.



# CHAPTER 8 ORIGIN LABELLING: IN FRANCE YOU CAN

On the past March 14th, the European Commission has given green light 'in principle' for mandatory origin labelling in processed dairy and meat products in France. On that same day, during the Agricultural Council in Brussels, the Italian Minister of Agricultural, Food and Forestry Policies Maurizio Martina, loudly announced his intention to revamp the European project for origin labeling and a common organization of the milk market (CMO) after the end of the milk quota regime.

"The Commission has finally fulfilled our request on labelling," Martina said after the French announcement. "For months we have been working on a dossier with the EU Commission on a 100% Italian brand and we expect the matter to improve soon. It's a good news that France finally decided to support our position, because providing greater transparency to consumers and clearly state the origin of raw materials also for cheeses is a common priority." Luckily, France decided to support our position, he should have said. Or we (Italians) would have come back home with our tail between our legs waiting for the next chance.

Another hot issue - or rather lukewarm, since we have been discussing it for over a year - is the English traffic light labelling system. Basically, the system that gave a red light to Parma Ham and Parmigiano Reggiano, comparing them to the worst quality food sold in British supermarkets. Since 2013, when the system entered into force, Parma ham sales fell by 17%, and Parmigiano Reggiano sales fell by 7%. Once again, Italy asked the European Commission to open an infraction procedure against the UK government. What did they answer? No way, the Brexit risk is too high.

In a few word, after years of fights in defense of made in Italy, and after a never ending series of closed doors, the attitude of the European Commission toward our country looks more and more like a bad and quite offensive joke.

Etichettatura d'origine: in Francia si può

La Francia ha ottenuto il via libera dalla Commissione europea per avviare una sperimentazione sull'etichettatura d'origine della carne e del latte negli alimenti trasformati. L'avvallo europeo al progetto francese è arrivato al termine del consiglio dei ministri dell'agricoltura dell'Ue, che si è tenuto il 14 marzo a Bruxelles. Una sonora sconfitta per il governo italiano e per il ministro delle Politiche agricole, Maurizio Martina, che si era presentato a Bruxelles con analoghe richieste. L'Italia ha incassato anche il no della Commissione in merito alla richiesta di dar corso alla procedura di infrazione per l'etichettatura inglese a semaforo.

France is set to bring in mandatory country of origin labelling for processed products. And once again, Italy is just a mere spectator.



the end





/ export

# SPAIN: A MARKET TO INVEST IN

Food & beverage exchanges between Spain and Italy are negative for the companies of Bel Paese. That seem unable to fully understand the potential of a market similar to ours as for culture and food tradition. Interview with Marco Verna, director of ITA office in Madrid.

In times of economic uncertainty like the present, food & beverage companies usually turn towards far and exotic markets, that although very promising on paper often reveal themselves nothing but an illusion. Similar to our country as for culture, food and wine tradition and geography, Spain is rarely considered a market to invest in. The result is that nowadays Spanish exports to Italy are three times those from Italy to Spain.

Yet factors such as the political stability, the geographic proximity and the advantage to share the single currency make Spain an extremely desirable market for our companies. "Spain is a mature yet secure market," said Marco Verna, director of ITA (ex Ice) office in Madrid, who helped us understanding the 'ins and outs' of this underestimated market. Waiting for the next edition of Alimentaria Barcellona (April 25-28, 2016).

# What was the value of Italian food & beverage exports to Spain in 2015?

Food exchanges between Spain and Italy are traditionally negative for Italy. In 2015 the deficit is counted in 3,209 million euros: 4,536 million euros worth of Spanish exports to Italy against 1,327 million euros worth of Spanish imports from Italy. In 2015 both trade flows showed positive trends with an increase of 15.9% for Spanish imports from Italy and 2.2% for local exports to Italy. Italy accounts for about 4.2% of the total Spanish food purchases and ranks seventh in the ranking of suppliers.

# For which commodities sectors is the demand greater?

Fruit and vegetables occupy the first place in the commodity ranking of Italian food exports to Spain. The value of Italian exports of the entire segment (fresh and frozen) in 2015 reached 226 million euros. Followed by seafood, which represent the 8.2% of our



sales to the Spanish market. At third place cheeses, with a sales volume of 103 million euros last year. Pasta, olive oil and wine are the other main Italian products sold to Spanish market.

# How did Spanish consumer habits change in the last few years?

Spanish consumer follows mainly the Mediterranean diet pattern. In recent years, however, food tastes and habits have changed and become more and more varied and complex. This change is due to many factors, such as a greater purchasing power and the increasing entry of women into occupations. Consequently consumption rates of convenience food (canned, processed products, ready meals and desserts) raised while those of fresh products dropped. Segments of consumers with greater purchasing power pay increasingly attention to health issues and to consumption of ecological, functional and high quality products. Although the food sector is one of the less affected by the recession, it has anyway suffered from the deteriorated economic conditions. In fact, reduced incomes caused a drop in demand and influenced

food expenditure that, in most cases, tends to the satisfaction of basic needs (basic and discounted products are thus preferred, being price one of the main reasons for purchase), along with the reduction of units sold, the increase in private label sales, the decrease of the frequency of purchases, ecc... Furthermore, the origin and composition of products have become an item of interest to consumers.

# Despite cultural and food affinities between Spain and Italy, are there opportunities for Italian companies interested in growing their business in this country?

When I am asked to make a parallelism between Spain and Italy, I usually say that they are twin countries. Even though our perception is still blurred by years of recession, Spain never ceased to be one of our primary commercial partners and accounts for a volume of exports considerably higher than those towards emerging countries, commonly considered as the most promising. But unlike them, Spain is not exposed to sudden negative variations due to sanctions, serious internal political crises, or fluctuations in the exchange rate, all factors that have heavily influenced our export flows to some emerging countries. Spain is of course a mature market, but it is also safe. And as Spanish consumers are very similar to us as for culture and traditions, it is a natural end market for our food production. Thanks to its linguistic and geographical proximity and its strong propensity to import in periods of economic growth, the Spanish market is an ideal breeding ground for the expansion of our exporting companies, which is one of the priorities of the Government and ICE Plan for internationalization.

How do local consumers and industry players perceive Italian products?







PAVILION 2 STAND **G46** 





#### A shepherd builds his own way.

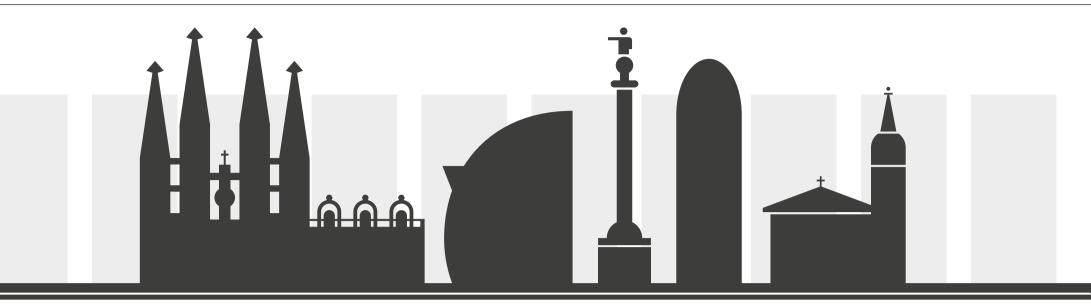
A shepherd builds his own way His job is the result of a long tradition and his long experience enables him to find the best pastures to obtain the best quality milk.

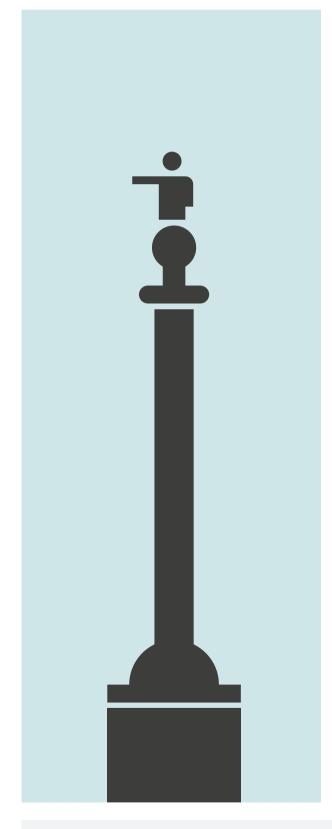






# / export





It's easy to answer this question: just think of how many Italian restaurants we can find here and how much they are appreciated. Italian cuisine and products are well considered by Spanish consumers. In order to grow such appreciation we need to work a lot on culture and education. There is much room for improvement, especially in new generations, provided that many stereotypes, such as those related to pizza and pasta, may be overcome. Spain is the fourth country in the world for pizza consumption (4.3 kg per capita/year). However, this doesn't mean necessarily that the basic steps for the preparation of pizza are strictly followed. The same applies to pasta, whose consumption, although high, is often linked to traditions or clichés that should be overcome.

Are our products considered competitive with national ones or do they place in a different market segment?

Of course, Italy and Spain share a similar culinary tradition, linked to the territory and the Mediterranean culture. This could be both a criticality and a strength. Spain certainly has a food production in some ways similar to ours, but playing on consumers' tastes we can work on expanding the portfolio of products available. Cheeses, for example, are on average appreciated, yet the Italian ones are not known as they should be. The same applies to fruit and vegetables. Wines are quite a different category. In Spain per capita consumption of wine is quite low (16 liters/year) and in the perception of the consumer (that reveal a hint of national pride), Italian wines are similar as for quality to Spanish ones, but higher in price. This is not completely true. The selling price affects of course the choices of consumers, but it is also true that the deep diversification of Italian vineyards and, consequently, the extraordinary variety of our wines, both in terms of quality and in terms of price, are not known properly.

How strong and established is the presence of Italian products in Spanish retail chains?

Regarding the food sector, the Spanish

market is traditionally characterized by productions inspired by Mediterranean culture. competing with our products and dedicated to a type of local consumers with a high conservative and nationalist profile as for food tastes. Thus it is difficult for Italian products to enter successfully this market. Producers wanting to gain market for their products must have a strong brand and corporate organization and should introduce products that can anticipate an unspoken need or intrigue consumers for novelty, practicality and convenience. That said, it is clear that the presence of Italian products in the Spanish retail chains can undoubtedly be increased. Of course, this can only happen as a result of a comprehensive medium-term strategy aimed to realize promotion activities accompanied by a proper "training". For these reasons it would be ineffective to mere display on the shelves of a supermarket an "artisan bronze cut dried pasta", the cost of which would not be understood by the consumer until it is disproved the cliché that accompanies pasta in the Spanish market.

# What initiatives has your office started to sustain Italian food companies?

In the last three years we have started some initiatives to fulfill training needs and to counteract the so-called 'Italian sounding'. Besides Alimentaria, I would like to mention our presence at Gastronimika San Sebastián, one of the most important gastronomic event in the world. Regarding training, I am very proud to mention also the courses dedicated to Italian cuisine organized by our office at the Hotel Escuela de la Comunidad de Madrid, and even more important, the ones we organized at BBC (Basque Culinary Centre). Concerning the Italian sounding, ICE has recently launched an impressive campaign against this phenomenon that, as we all know, generates a distorted perception of Italian cuisine. In Spain it has not reached a high level yet. But it is necessary to watch over it in order to protect the genuineness and the originality of Italian food products. They cannot just be defined by an Italian flag or a wellknown brand, like 'Parmesan'.

# Spagna: un mercato su cui vale la pena investire



In momenti d'incertezza economica come quello attuale, le aziende del settore agroalimentare sono solite volgere il loro sguardo a mercati lontani ed esotici, sulla carta molto promettenti, ma che spesso si rivelano solo un miraggio. Simile a noi sotto il profilo culturale, enogastronomico e geografico, la Spagna non viene spesso vista come un mercato sul quale investire. Con il risultato che oggi, le esportazioni spagnole in Italia, valgono tre volte tanto quelle italiane in Spagna. Eppure fattori come la stabilità politica, la prossimità geografica e il vantaggio della moneta unica la rendono un mercato estremamente appetibile per le aziende dello Stivale. "La Spagna è un mercato maturo, ma è un mercato sicuro", sottolinea Marco Verna, direttore dell'Ufficio Ita (ex Ice) di Madrid. Che in vista della prossima edizione di Alimentaria Barcellona (25-28 aprile 2016) ci racconta i retroscena di un mercato ancora 'incompreso'.

## Will our country be represented by a large delegation at Alimentaria? pania's buffalo mozzarella, just to mention a few. This consistent Italian delegation to

Yes, Italy will be a protagonist at the next edition of Alimentaria, that takes place in April 25-28. 32 companies and consortia will exhibit their products in an area of over 400mq, located in the international pavilion. Area Italia will be a real showcase for our national wine and food excellences, with a large variety of products including fresh and dried pasta, cured meats, cheeses and dairy products, canned, bakery products, liqueurs and wines, coffee and sweets. Visitors will have the opportunity to know directly some regional specialties, such us PDO Toma Piemontese from Piedmont, balsamic vinegar of Modena, PDO Piacenza salami and Cam-

pania's buffalo mozzarella, just to mention a few. This consistent Italian delegation to Alimentaria 2016 is the result of the combined efforts of the principal actors in charge of the internationalization of Italian companies in Spain. The project is indeed the result of the cooperation between ICE office in Madrid, Italian Chamber of Commerce and Industry for Spain (CCIS), Italian Chamber of Commerce in Barcelona (CCIB) and it relies on the institutional support of the Italian Embassy in Spain. We have a double goal. On one hand we aim to strengthen the presence of Italian wine and food tradition in the Spanish market; on the other hand we want to encourage the introduction of new products into the market.



the end



# / fiera milano

# TUTTOFOOD: STRIDING TOWARDS 2017

in brief: Where: Rho Fiera Milano When: May 8-11 2017

**Tuttofood** 

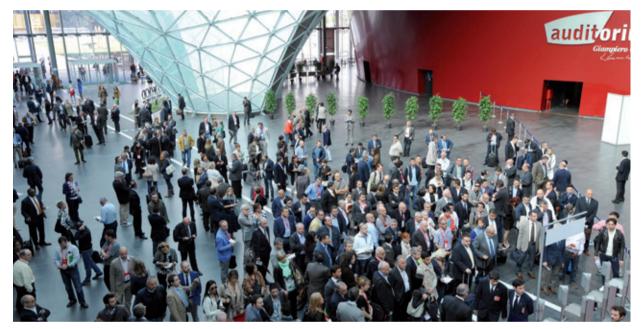


Over a third of 2015 exhibiting space already booked with a high rate of return. Spazio Nutrizione, a new area entirely dedicated to nutrition issue. The partnership with FederBio. Discover all the news of next edition.

"Constant Evolution: this is the secret behind Tuttofood, which in only five editions has become the third most important B2B food trade show in Europe. And in Italy, it is far and away the top show in this industry. A record built on the quality of the business not just on (large) numbers. This is further confirmed by almost unanimous opinions of professionals. An impressive 94% of exhibitors said they were satisfied with the quality of visitors at their stands, 88% were satisfied with the turnout to the show and 86% were satisfied with the contacts they made". With these words Corrado Peraboni, CEO of Fiera Milano, describes the strategy and the results of Tuttofood. Despite it's more than a year away, preparations for the next edition are already in full swing at Milan's fair offices.

Tuttofood 2017 can rely on the presence of numerous key players in the industry, together with the major areas of production in Italy as well as important food associations and international companies and collectives that will attend the show once again. "As of today," explained the show organizers, "more than one-third of the exhibition space occupied in 2015 has been reserved. This was also the situation eighteen months before the previous edition, but this time the show won't be taking place together with Expo - a fact that highlights how much of a central role this Milan-based trade fair has begun to take on the European scenario. Participation by international companies is also on the rise and, thanks to Expo, these companies now associate Milan with food".

The growth of Tuttofood can also count on the increase of capital with Fiera Milano Spa having offered options to shareholders, for a value equivalent to 66.8 million euros. This will allow for the expansion of projects for incoming buyers, communications abroad, workshops and events and will increase participation by qualified visitors, especially international ones. "The first feedback we have received in 2016 - emphasized Corrado Peraboni, CEO of Fiera Milano - confirms us that Tuttofood has really known how to make the most of the boost it got from Expo on a long-range basis. The new resources resulting from the increase in capital will help us further strengthen initiatives aimed at growing our business internationally, making the most of the appeal of 'Made in Italy.' Our



portfolio boasts leading events in industries where Italy is the worldwide reference point. Growing internationally is a fundamental step to contribute to the further development of the trade show industry and the entire economy in the decades to come". Part of the reasons companies want to participate in Tuttofood is because of the many innovations on the horizon for the 2017 edition (see the box).

#### **Exhibiting sectors**

Regarding traditional industries, Pasta Italian, which is a result of the partnership between Fiera Milano and Aidepi, the Italian Association of Pasta and Confectionary Industries, is having much success. Aidepi has chosen Tuttofood as its go-to show for promoting the

value of pasta and the Mediterranean diet on an international level. All other industries at Tuttofood are also seeing growth: from dairy producers to groceries, from the olive oil industry, with Unaprol, to "green" industries, from meat and cured meats companies - confirming, thanks to Assica, the return of the key Italian players in this industry - to the sweets industry thanks to Aidepi's participation, all the way to seafood and beverages. And a new project will guarantee growth at Tuttofrozen, the area dedicated to frozen foods, created along with Unas (the National frozen foods association). This project will present a new way to preserve foods, combining freshness and natural qualities with convenience, which is ever more a necessity due to today's consumers lifestyles.

# Tuttofood: a grandi passi verso il 2017



"Evoluzione costante: ecco il segreto che ha portato Tuttofood, in sole cinque edizioni, alla terza posizione tra le fiere agroalimentari B2B in Europa. E di gran lunga al primo posto in Italia. Un primato fatto dalla qualità del business prima ancora che dai (grandi) numeri". Con queste parole Corrado Peraboni, amministratore delegato di Fiera Milano, spiega la strategia e i risultati di Tuttofood. Nonostante manchi oltre un anno alla manifestazione milanese, negli uffici della fiera fervono già i preparativi. Tuttofood 2017 può infatti contare sulla riconferma di numerosi grandi nomi del settore, delle principali regioni produttive italiane, di diverse associazioni dell'agroalimentare oltre che di aziende e collettive internazionali. "A oggi", spiegano da Fiera Milano, "è già stato prenotato oltre un terzo della superficie espositiva occupata nel 2015, una situazione identica a quella raggiunta nella stessa data della passata edizione, pur non essendoci più la concomitanza con Expo, il che evidenzia il ruolo centrale assunto nel panorama europeo dalla rassegna milanese".

# INNOVATIONS AT TUTTOFOOD 2017

#### The collaboration with FederBio

As it was recently announced, Tuttofood and FederBio signed a partnership. The Italian Federation for Organic and Biodynamic Agriculture is going to promote with its members the participation to the next edition of Milan's trade fair. The aim is to offer them a privileged access to food market and thus to support a further development for this industry. It's a unique partnership in B2B scenery, as it is explained in a joint announcement, "thanks to it Feder-Bio has the opportunity to offer its members a direct contact with industry players, national and international buyers, that represent the standard visitors at Tuttofood". The partnership between the Federation and Fiera Milano will lead, in particular, the implementation of community projects for the promotion and development of the organic sector in Italy and abroad. "The Bio industry is on the rise and it represents a real opportunity for Italian food," said Paolo Carnemolla, President at FederBio. "The collaboration between Tuttofood and FederBio will provide industry players with information and case histories to better approach this sector. This will eventually boost a further growth for the sector, meeting the increasing consumer demand for high-quality and safe products". FederBio began in 1992, and with its 34 partner organizations, it represents almost

the entirety of the industry. It is the main representative of the Italian organic industry. It has an agreement with the Ministry for Economic development and an operating agreement with ITA/ICE Agency – a Tuttofood partner as well - to support the internationalization of 'Made in Italy' organic products. There is also a strong commitment to certification, applying the regulatory framework, and self-regulation in the industry.

#### Spazio Nutrizione

The partnership signed in 2015 between Fiera Milano and Akesios, a company specialized in organizing medical and scientific conferences and congresses, will come into operation with the new project of Spazio Nutrizione. An agenda of conferences and courses, developed in collaboration with leading medical societies, will involve not only agribusiness players but also new key figures such as doctors, nutritionists, dieticians, wellness professionals, personal trainers and pharmacists. This is also the opportunity to present them the wide range of Tuttofood products, along with the specific products of Spazio Nutrizione sponsors (functional foods, dietary supplements and ingredients). Corrado Peraboni, CEO of Fiera Milano, explains: "Ranking now in the top three B2B food events in Europe, Tuttofood is growing up, increasing its commitment and aiming investments at its real core, the know-how. This partnership, with the related events of the highest medical and scientific level, further strengthens Tuttofood's position as an international hub for discourse on nutrition and health. Yet it maintains its original identity of business platform, gaining even more importance as an international high-level event, able to anticipate and understand global food market trends." Spazio Nutrizione will have four themed areas, each focused on specific needs: Adult, regarding nutrition as a way of prevention for adults; Kids, which will deal with nutrition for children; Earth, for a healthy, natural and sustainable nutrition; Sport, that will offer useful information to athletes, both professional and amateur. Spazio Nutrizione is conceived as an annual event: during odd years it will be held during Tuttofood (April 8-11, 2017), while during even years, it will be held at the Centro Congressi Mi.Co., in the heart of Milan, right next to futuristic Citylife district. Thus for 2016, the must-attend event is going to take place on 5-6-7 May.

#### The international roadshow

Another innovation of the next edition is the Tuttofood international road show, organized along with Ita-Ice, with various stops in Europe and outside of Europe in 2016 and 2017.





Quality is the key

# Artigiani del gusto con la passione per l'eccellenza. Artisans with a great passion

for excellent taste.

Per la nostra Bresaola scegliamo solo le carni migliori, che lavoriamo con sale, qualche spezia e tanta cura. Genuina, dal sapore morbido, pulito: per gustare la bontà artigianale e la tradizione custodita nella semplicità.

For our Bresaola we only choose the best meats that we work with salt, some spices but also a lot of care. Genuine flavour and smooth clean taste: to enjoy the handmade goodness and the tradition preserved in simplicity.









della Valtellina IGP

HALAL

## / markets & trends

# SINGAPORE: ASIA FOR BEGINNERS

Bureaucratic agility, governmental stability and a favourable business environment make the city-state a perfect place to approach the Asean area. Also for food companies.

"Singapore is Asia for beginners". This is just a bon mot to explain how this city-state located in the heart of Southeast Asia is an easier place to do business than others. Especially other countries of the Far East. This topic was discussed during an interesting meeting held at the headquarters of Assolombarda in Milan, on March 14. Anglo-Saxon law (a legacy of its colonial past), large bureaucratic agility, government stability, certainty of procedures and a business-friendly atmosphere make the city an ideal environment for entrepreneurial activity. Along with these qualities, last April Singapore was finally removed from the blacklist of the Ministry of Economy, where it was inserted for a lack of transparency in financial transactions. Without going into detail, let's just remind that the inclusion in that list did not allow deductions of operations costs for companies (even for those controlled by Italian ones) based in Singapore. Furthermore, the profits distributed from a Singaporean company to companies or individuals resident in Italy were taxed first in the Asian country, and what was left, in Italy. In short, before the exit from the black list, open a (transparent) company in Singapore was not particularly advantageous.

#### A gateway to Asia

Doing business in Singapore has become much more simpler, especially if we compare the situation of the city-state with other countries in Southeast Asia. But why choose this island? First of all, because it is in itself a very interesting market. Although its land area is little more than half that of the Municipality of Rome, Singapore has a national GDP comparable to that of Denmark and about 5.5 million inhabitants. There are many opportunities, then. And they even grow if you look at Singapore as the gateway for the entire Asean region. This economic organization (in some ways similar to the earliest Cee) includes: Indonesia, Malaysia, Myanmar, Vietnam, Cambodia, Brunei, Laos, the Philippines, Thailand and, of course, Singapore. Member countries have a combined population of over 600 million people and a GDP of over 2,400 billion USD (source: International Monetary Fund). In this heterogeneous area, young economies in development coexist with quite mature markets, thus interested in high value-added

products, such as those of Italian food. There is room, therefore, for different activities and goals. Europe has already set foot for years in this part of the world (and we are not referring to colonial adventures): "The EU is the first international investor in the Asean area", explains Federico Donato, President of the Italian Chamber of Commerce in Singapore. "And most of the money goes right for Singapore". Numbers are becoming higher and higher, but Italy has done little business so far in this market.

#### At the restaurant is better

But let us go back to food in Singapore. Which is the distribution model? "Food retail is rather poor", explains Rita Bonucchi of Bonucchi and Associates, a consulting company that deals in international marketing. "Instead, there is a great vivacity in consumption outside home. We could say that Singaporeans eat at home only if they are sick. This means that restaurant industry is an extremely articulate and mature sector". Good news, of course, for Italian specialties, that can find in the Ho.Re.Ca as well as the restaurant industry an important distribution channel. The hospitality industry is, in fact, one of the most dynamic sectors of the country's economy. Here are major chain hotels, great restaurants, and the sector is constantly expanding. It's easy to understand why: Singapore is one of the major hub airports in the world with millions of passengers landing every year at Changi Airport, which has now three terminals (and two more to come in 2020), plus a huge commercial space. A complex system of infrastructure that is designed to support the growing tourist flows. In fact, Singaporean government is willing to bet on tourism. The development of hospitality industry, obviously, looks not only to vacationers. Singapore is also an excellent destination for corporate event and congresses, and being a major world economic center, it is visited by businessmen and women of the five continents. This means luxurious accommodation, and of course good food.

#### The food scene in Southeast Asia

If Italy's presence in Asean area is still quite low, that of our food is even lower. Food industry does not appear in the list of the most



important sectors for Italian exports in the area, which in 2015 has far exceeded the 5.6 billion euro (source: Ministry of Economic Development, referring to the January-October period). Singapore is still the primary target area, with an incidence of 29.1%. However, initiatives in the food world are not lacking, ranging from small to large business operations. Let us just mention MZB Group (Massimo Zanetti Beverage Group, controlling brands like Segafredo), which in 2014 acquired 100% of Boncafe Group, based in Singapore. We all wish this is a good omen for the future.

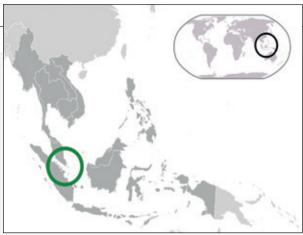
#### **SINGAPORE**

It is an island city-state located south of Malaysia. Singapore is currently a Republic, but has long been a British colony until 1963, while it gained independence from Malaysia in 1965.

- Population: around 5.5 million
- GDP: over 450 billion dollars
- GDP per capita: 82.762 dollars
- Area: around 700 Km2







#### Singapore: Asia per principianti

Diritto anglosassone (eredità del passato coloniale), grande agilità burocratica, stabilità di governo, certezza delle procedure e un generale clima favorevole a chi viene a fare affari (business friendly), fanno di Singapore l'ambiente ideale per l'attività imprenditoriale. A queste qualità si aggiunge, dallo scorso aprile, l'uscita del Paese dalla black list del nostro ministero dell'Economia. Un mercato interessante anche per l'export alimentare italiano, perché conta una popolazione di circa 5,5 milioni di persone, con un reddito pro capite molto alto. Si tratta, inoltre, di un grande hub aeroportuale e di un centro finanziario globale, che ha dovuto e saputo sviluppare un servizio di ospitalità particolarmente avanzato e maturo businessmen e turisti. Ma Singapore è anche la porta d'ingresso per affacciarsi ai paesi dell'area Asean, un'organizzazione economica che comprende 12 stati, con oltre 600 milioni di persone e un Pil superiore ai 2.400 miliardi di dollari.



# / the survey

# RETAIL 'FLIES OFF THE SHELVES'

Presented the results of the 2014-2015 Global Retail Theft Barometer. According to the survey, conducted by Checkpoint Systems and TSC, dishonest employee theft and shoplifting were the major causes of shrinkage globally.





From now onwards, retailers shouldn't trust their employees that much. Not for unjustifiable mistrust, but because of market data. The 2015 edition of the Global Retail Theft Barometer shows an increase (+11%) in theft and shoplifting from employees, passing from 28% of previous year to 39%, and turning it into the major causes of shrinkage on a global scale. The survey, conducted in 2014-2015 by TSC (The Smart Cube), in collaboration with Ernie Deyle and financed by the independent fund Checkpoint System, saw the participation of 203 retailers, for more than 113,000 stores, generating sales for 996.2 billion dollars (750.69 billion euro) during the period considered. Retailers surveyed were from 24 countries - among European, North American, Latin American and Asian countries. And the report includes in-depth phone interviews with loss prevention managers of leading retailers and retail industry experts were conducted to gain qualitative insights.

Shrinkage across the 24 countries under review was estimated at 123.4 billion dollars (92.98 billion euro). This represents 1.23% of retail sales on an average across the 24 researched countries (it was 1.29% in the previous two-year period). Shrinkage rates across the 24 researched countries ranged between 0.75 and 1.68%. Mexico recorded the highest rate, with shrinkage amounting to 1.68% followed by the Netherlands at 1.48%. Norway, Switzerland, and France recorded the lowest shrinkage rates.

Dishonest employee theft and shoplifting were the major causes of shrinkage in 18 out of the 24 countries (77%). The primary causes



varied across the retail landscape, depending on retailer type, size, and location. For example, shoplifting was lower in the North America region and Argentina, which were more prone to dishonest employee theft. In countries such as the UK and Brazil, administrative and non-crime loss was the major cause. Per household, cost of retail crime across 24 countries ranged between 74.24 to 868.40 dollars. Even though countries such as Norway, Switzerland, and France witnessed low shrinkage rates, their costs of retail crime per household were high. Turkey, Brazil, China, and Poland registered the lowest costs of retail crime per household.

Small and easy to conceal items such as spirits, mobile accessories, batteries, fashion accessories, and razor blades, as well as high-value items with high resale value, such as tablets, were most vulnerable. Loss prevention spend is 89 billion euro, decreased or remained the same in 10 of the 14 countries where like-for-like analysis was possible. This led to an increase in global shrinkage.

#### WHAT ABOUT ITALY?

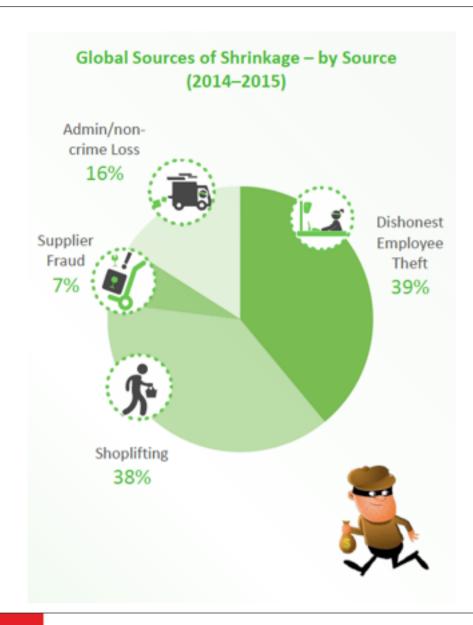
Italy ranks eight globally: shrinkage stood at 2.95 billion euro, representing 1.01% of total sales (it was 1.09% in 2014). About 70% of Italian shrinkage is due to thefts: 45% of customers and 23% of employees.

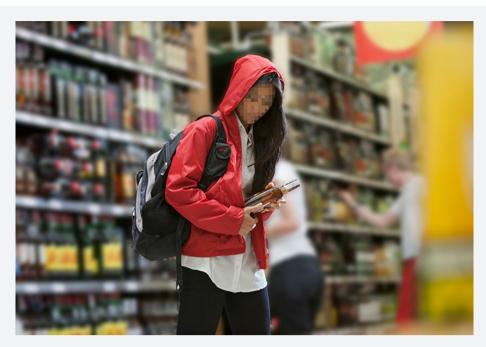
#### The sample

A total of 203 retailers (more than 113,000 stores) in 24 countries participated in the study. These companies generated 996.2 billion dollar sales (750.69 billion euro) during 2014-2015.

#### Key Fidings

- Dishonest employee theft and shoplifting were the key reasons for shrinkage (75%).
- Shrinkage across the 24 countries was estimated at 123.4 billion dollars (1.23% of total retail sales).
- Shrinkage has been observed to increase and by 0.48 percentage points globally.





II retail va... a ruba

L'edizione 2015 del Barometro mondiale dei furti nella Gd (Grtb) evidenzia come siano aumentati i furti da parte dei dipendenti (di ben 11 punti percentuali, dal 28% al 39%), che diventano la causa principale delle differenze inventariali. Per realizzare il report, condotto nel 2014-2015 da Tsc (The smart cube), in collaborazione con Ernie Deyle e finanziato da un fondo indipendente di Checkpoint Systems, sono stati condotti sondaggi online con 203 retailer (più di 113mila punti vendita) di 24 paesi in Europa, Nord America, America Latina e Asia Pacifico. Le vendite complessive di questi 203 retailer, nel 2014-2015, hanno raggiunto quota 750,68 miliardi di euro, con differenze inventariali che ammontano a 92,98 miliardi di euro, pari all'1,23% dei ricavi globali.



Via Statale dello Stelvio, 23 23020 Poggiridenti (Sondrio) - Italy Tel. +39 0342 215230 - Fax +39 0342 512806 info@gianoncelli.it - www.gianoncelli.it





Real Bresaola



Half weight: 2,7/3 Kg

Valtellina IGP



Bresaola della

Half weight: 1,5/2 Kg

Bresaola Stella Alpina



Whole weight: 3/4 Kg Half weight: 1,5/2 Kg

Bresaola Fiore delle Alpi



Whole weight: 3/4 Kg Half weight: 1,5/2 Kg

Bresaola di Valle



Whole weight: 2,5/3,5 Kg Half weight: 1,3/1,8 Kg

Fiocco di Prosciutto della Valtellina



Whole weight: 3,5/4 Kg Half weight: 1,8/2 Kg

CIBUS 2016 - PARMA - 9-12 maggio - Pad. 2 Stand K032 WE LOOK FORWARD TO SUGGEST YOU OUR PRODUCT RANGE

# / technologies



# SPS IPC DRIVES IS WARMING UP ENGINE

Everything's ready for the 2016 edition of the trade show. Key event for electric automation technology in Italy.



The sixth edition of Sps Ipc Drives will be held from 24th until 26th May 2016 in Parma. The figures of the previous edition - 608 exhibitors (+4%), 51,800 sqm (+8%) and 23,454 visitors (+11%) - confirm that the show is one of the largest and most comprehensive platform for industrial automation products and solutions in Italy.

#### The market of industrial automation

Thanks to the positive trend experienced by original equipment manufacturers (OEM), the world of industrial automation is fast growing in recent years. With capital goods representing today 2.3% of Italian gross national product, at 36.7 billion euro (+4.9% in 2014); of which 26,2 billions proceeding from exports, accounting for 5.5% of overall Italian exports.

36,7
billion euro
the Italian industry in 2014

2,3% +4
of the Italian GDP over 2014

+4,9%
over 2014

Source: ANIE Automazione e Federmacchine

THE NUMBERS OF THE SHOW



Exhibitors

608

+4%

Exhibitors area

**51.800 m**q

+8%

Visitors

<u> 23.454</u>

+11%

3% FOREIGNERS

Sps lpc Drives scalda i motori



Avrà luogo dal 24 al 26 maggio prossimi a Parma, la sesta edizione di Sps Ipc Drives. Lo scorso anno 608 espositori (+4%) e oltre 23mila visitatori (+11%) hanno affollato i padiglioni della Kermesse. Punto di riferimento privilegiato per l'industria dell'automazione in Italia. Un business che nel 2014 ha toccato il valore di 36,7 miliardi di euro. 26,2 realizzati grazie alle esportazioni.



# DEJATE SORPRENDER

Sdeabrill

www.ideabrill.it





Alimentaria 2016

Pabellón 4 Calle G stand 705







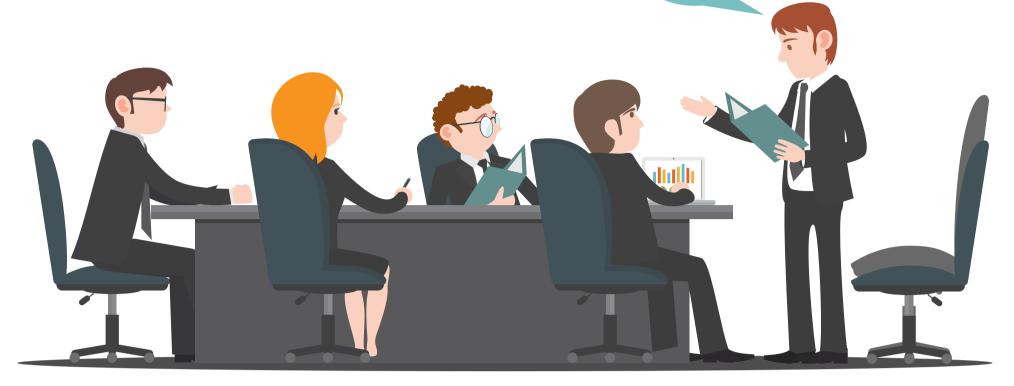
- Mantiene la freschezza
- Sigilla la qualità

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# / fiere parma and koelnmesse



# THE ALLIANCE GROWS STRONGER

A healthy 2015 balance sheet for Fiere Parma, that generated total revenue for over 32 million euro. The industry business plan for 2020 has been enlarged. And the cooperation with Koelnmesse Italia further strengthened.

"2015 was another record-breaking year, with total revenue worth 32 million euro and about 5 million euro in Ebitda. Data portraying the picture of a strong company, ready for a new stage of international development," said Gian Domenico Auricchio, President at Fiere Parma, while introducing 2015 results. A year of satisfaction, when the basis were set for a 2016 that is going to experience one of its best seasons ever, with the 2016 edition of Cibus (9-12 May, Parma).

The press meeting of the past 14th January was the right occasion for Fiere Parma to introduce the new industry business plan for 2020, and the enhancement of the partnership with the Italian branch of Koelnmesse, aimed at the creation of a sole platform able to take to Parma and worldwide Italian and European key players in food processing and packaging.

But let's start from figures. If 2014 balance sheet showed excellent results (revenue work about 40 million euro and Ebitda of 11.2 million euro) 2015 achievements have gone far beyond expectations, thanks to the Expo Milan project. International trade shows, such as Thaifex – World of food Asia in Bangkok, World of Food Beijing in Beijing, Kosherfest and FMI Connect in the United States, posted a double-digit growth in the number of Italian exhibitors. To the financial strength of the company has also contributed its participation in the Universal Exposition (May-Oc-

tober 2015, Milan), with the creation of the 'Cibusèltalia' Pavilion. On one side, this experience resulted in a tremendous improved of both Fiere Parma and Cibus reputation; on the other side, it generated revenue for over 24 million euro. "The 5,000 sq.m. of the Pavilion - said Annalisa Sassi, Vice President at Fiere Parma - will be reused at our exhibiting ground in Parma as offices, meeting rooms and a new entrance. An operation made possible by the support of our shareholder, Cariparma Crédit Agricole."

A new initiative in the food sector will be soon launched in odd years, as well as a further development of the company's international projects, also thanks to the support of the Italian Trade Agency. "With Koelnmesse we share a common development plan - said Antonio Cellie, Ceo at Fiere Parma - that will rely on a long-lasting industrial alliance established in the best interest of our exhibitors. The community made of Cibus and Cibus Tec on one side, and Anuga and Anuga FoodTec on the other, constitutes a one-of-a-kind business platform in the world for Italian companies in the field of food processing and technology".

"A strong and strategic partnership at the service of companies, that we are very proud of", underlined Thomas Rosolia, Ceo at Koelnmesse Italia. "For many years now we have been working together in the food sector and with very good results. We look at the futu-

re with great optimism, certain that the new projects in food technologies will be once again successful. Our 'European Pavilions' plan will take to Parma, at Cibus Tec 2016, the leading European companies in the field of food technologies. We have ambitious plans. It couldn't be otherwise for two companies such as Fiere Parma and Koelnmesse."

# Un'alleanza sempre più forte



Con circa 32 milioni di euro di ricavi e un Ebitda di quasi 5 milioni di euro, il 2015 è stato senza dubbio un anno molto positivo per Fiere Parma. "Dati che certificano una società rilanciata e ormai pronta a un nuovo ciclo di sviluppo internazionale", spiega Gian Domenico Auricchio, presidente della società parmense, nel corso della conferenza stampa di presentazione del bilancio 2015. L'occasione giusta per parlare dei risultati della partecipazione a Expo Milano con il padiglione 'Cibusèltalia', illustrare le nuove direttrici del piano industriale fissato al 2020, e sottolineare il valore strategico dell'alleanza con la filiale italiana del colosso tedesco Koelnmesse per la creazione di una piattaforma unica in grado di portare a Parma, e nel mondo, i leader italiani ed europei del food processing and packaging.

# THE PARSIMONY



# / technologies

#### **KONOMAC** www.konomac.com

#### PRODUCT'S NAME

Automatic machine Mod. 'La Cannoncina'.

#### STRENGTHS OF THE PRODUCT

Ability to handle even mixings all butter. One operator produces 28 cannoncini per minute (or 44 cannoncini per minute with automatic machine Mod. 'Gianfranco').

#### PRODUCTS/FIELDS OF APPLICATION

Machine for production of cannoncini (confectionery pro-

#### **TECHNICAL INFORMATION**

Pipes diameters from 10 to 20 mm; pipes lengths from 90 mm to 155mm.



#### **OMAS** www.omasfoodmachinery.com

#### PRODUCT'S NAME

Heritage

#### STRENGTHS OF THE PRODUCT

The aim of the LeVolano project was building the best flywheel slicer on the market at a competitive price. We made it by reaching a perfect balance between style, craftsman's passion and cutting edge manufacturing techniques. Incomparable cleaning ease to grant rapid and effortless total hygiene: removable, stainless steel, washable covertray, comb pusher, slice receiving tray, wide cleaning space between blade and slicer body.

Safety and protections for the operator tested with utmost care. 360° blade guard, unique on the market, easily shiftable through a lever (Heritage). Incredibly perfect cut, blade diameter 319 mm, slicing capacity Heritage 215 mm x 280 mm Ø 215 mm

#### PRODUCTS OF APPLICATION

Cutting of Parma ham and special cold cuts.

#### **TECHNICAL INFORMATION**

- professional automatic sharpener with single movement for sharpening and honing
- extra fluid flywheel movement
- index Knob maximum opening 4 mm step 0,3 mm
- "old-fashioned" soundness and sturdiness
- appearance that offers a comfortable sense of tradition
- flywheel slicer dimensions: maximum height 56 cm maximum width 68 cm - maximum length 83 cm.



#### **FACCHINETTI** www.facchinettinovara.it



#### **PRODUCT NAME**

Exact weight wedges cutter - Mod. LPR08 STRENGTHS OF THE PRODUCT

Exact weight. Placing of wedges in line (ready to be packed). PRODUCTS OF APPLICATION

#### Dairy sector, cheese wheels **TECHNICAL INFORMATION**

- 2 cutting heads
- cutting with stainless steel blades or ultrasonic blades (titanium made)
- speed: up to 60 ppm

#### ZANOLLI DR. www.zanolli.srl



#### PRODUCT'S NAME

Teorema Polis PW.

#### STRENGTHS OF THE PRODUCT

Reliable even if subjected to prolonged periods of work. Stackable cooking chambers according to customer requirements. Elegant and modern design. Sophisticated without compromising simplicity of use.

#### PRODUCTS OF APPLICATION

Electric ovens for pastry making, bread and pizza with stackable components.

#### TECHNICAL INFORMATION

You can choose different heights of cooking chamber: 18 cm for baking pizzas or for small pastries; or 30 cm for baking bread, "pandori" or "panatoni".

You can decide to cook in trays or directly on the cooking surface of the oven. In this case you can opt for a base made from refractory material. You can add a leavening cabinet or a retarded proofing cabinet depending on your needs.

With the new digital control panel with 20 program circuit board you can set up: pre-heating function that allows the oven to be pre heated in slow or fast mode; auto-cleaning function that cleans and sterilises the cooking chamber; weekly automatic ignition program with the possibility of carrying out two ignitions a day. Otherwise you can prefer the special electromechanical version with more powerful heating elements able to reach temperatures of 450°C, ideal for cooking the traditional Neapolitan pizza. There's no shortage of accessories. To make the oven even more efficient, Zanolli proposes a vaporiser for the cooking chamber and a humidifier for the leavening cabinet.

#### **ISA**

www.isaitaly.com

#### **PRODUCT NAME**

3DSHOW

#### STRENGTHS OF THE PRODUCT

The transparency and the optical white of the showcase have the purpose of bringing out the colors of the ice cream and therefore enhance the three-dimensionality of the ice

#### PRODUCTS OF APPLICATION

## Gelato and pastry. TECHNICAL INFORMATION

- H117 H135 / 2 heights
- transparent window
- work plan: corian glacier white
- multiplexing
- lower led lighting
- front fully customizable



#### **VELATI** www.velati.com



#### **PRODUCT NAME**

Grinder for frozen and/or fresh meat model 'Thor'.

#### PRODUCTS OF APPLICATION

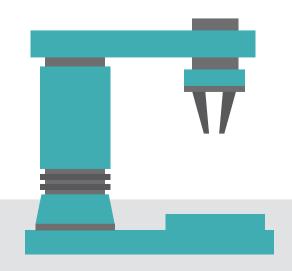
Salami, mortadella, hamburger, hot dog, wurstel, etc.

#### STRENGTHS OF THE PRODUCT

Machines built to efficiently break and chop frozen meat blocks and/or pieces of fresh meat and/or de-frozen meat without spoiling the raw material through a first crushing worm and then thanks to the second finishing worm. The inlet temperatures of the product may be up to -25 °C. The final product can be minced up to a final grain size of 4 mm. The production capacity of the machine is closely conto the inlet temperature of the product and the final grain size to obtain, but the Grinder Thor can reach up to 12

#### **TECHNICAL INFORMATION**

Power: 110 kw for the lower worm with fixed speed. For the upper worm 22 kw with inverter to adjust the speed and to adapt the machine to any type of product.



#### **RAM** www.ramsrl.eu



#### PRODUCT'S NAME

Automatic dough sheeter Mod. Queen Tronic Plus 670

#### STRENGTHS OF THE PRODUCT

Stainless steel structure and body, generous and intuitive 7"colour touch screen display allowing to store up 100 different programs, standard provided with automatic coiler and four duster. The wide cylinders (80 mm of diameter), activated by the new up- and-down moving system by oil bath screws, guarantee an absolute precision of lamination. The belts and cylinders' speed can be adjusted by means of an inverter in order to satisfy all needs. Noiseless and reliable trapezoidal toothed belt transmission, very few bulky thanks to its compact front and back carters, this sheeter is the perfect ally for all kind of use, artisanal as well as industrial. The Queen family includes also the manual dough sheeters with table width of 500, 600 and 670 mm and the semiautomatic and automatic dough sheeters with table width 600 and 670 mm.

#### PRODUCTS OF APPLICATION

In pastries laboratories to laminate different kind of dough.

#### RISCO www.risco.it



#### PRODUCT'S NAME

RS 2002 M.

#### STRONG POINTS OF THE MACHINE/TECHNOLOGY

The Risco model RS 2002 M combines over thirty-year experience of Risco in filling mortadella and fine emulsion products, with the new servomotor technology. The filler incorporates a feeding worm and a double vacuum system. The latter works in both worm feeding area and the meat pump area to give an air free product for better presentation when sliced. During the filling operation all cubed fat pieces are uniformly distributed through the product.

#### PRODUCTS/FIELDS OF APPLICATION Mortadella, fine emulsion products.

#### **TECHNICAL INFORMATION**

- production: 11.000 kg/hour
- max portion weight: 32 kg
- double-vacuum system for total air removal
- new microprocessor controlling the filling parameters
- easy connection to clipping machines

#### TECNO BRIANZA BREVETTI www.tecnobrianza.it

#### PRODUCT'S NAME

Tying And Loop Making Machine TB-04-100. STRENGTHS OF THE PRODUCT

It carries out two different tying operations in continuous, with or without space between the tying products. It makes a loop or at the end of each product or planning a number

from 1 to 99. The length of loops is adjustable. It works non-stop in line with any filling machine with or without batche. Completly computerized, it offers 10 different tying programs according to customer's production requirements. New system to close the tied product making a loop on an extremity, so that it can be eliminate the use of clip.

#### PRODUCTS OF APPLI-CATION

The tying and loop making machine TB-04-100 is constantly evolving and it is able to tie any type of

product from Ø 20 mm to Ø 80 mm, using both synthetic and natural casings

#### TECHNICAL INFORMATION

- achine frame in stainless steel 316/304 AISI
- brushless motor
- rated power 380V
- compressed air system = 6 atm
- dimensions: mm 750 x 950 x 1650 h

# Fifty years in great shape



FIFTY YEARS OF ACTIVITY ARE A GREAT ACHIEVEMENT AND REPRESENT AN IMPORTANT STEP IN OUR HISTORY. SINCE THE VERY FIRST DAY WE'VE BEEN WORKING ACCORDING TO OUR VALUES; RIGHT, SAFE AND DELICIOUS, THEY EMBODY OUR PILLARS TO TARGET EXCELLENCE IN THE WHOLE PRODUCTION PROCESS, WE GET CONSTANT RECOGNITION FROM LOCAL AND INTERNATIONAL MARKETS AND THIS ENCOURAGES US TO MOVE FORWARD WITH PASSION AND COMMITMENT EVERYDAY, TO CELEBRATE THIS IMPORTANT YEAR AT ITS BEST, WE INTRODUCE TWO NEW PRODUCTS THAT WILL BE CERTAINLY APPRECIATED BY CONSUMERS AND CLIENTS: THE MOZZARELLA, MADE OF ITALIAN MILK ONLY AND THE CHEDDAR SLURPY BURGER SLICES FREE OF GLUTEN, POLYPHOSPHATES AND PRESERVING AGENTS.





















# INSIDE

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#### THE PROSECCO DOC CONSORTIUM OPENS ITS FIRST OFFICE IN CHINA



The Prosecco Doc Consortium has choses the ancient Chinese imperial capital of Xi'an to open its first international office, 'Casa del Prosecco', aimed at promoting Prosecco Doc first in China, and later in other global key markets in the five continents. Being the protagonist of a strong development supported by the Chinese government, Xi'an is still a relatively young market compared to front-ranking cities, such as Shanghai and Beijing, with a huge potential that has yet to be exploited. As a matter of fact, it constitutes a new strategic economic zone for the development of western China. Encouraged by the great tourism industry, the import of wine in Xi'an has dramatically increased in recent years.

## Prosecco Doc: apre in Cina il primo ufficio di rappresentanza del Consorzio

Il Prosecco Doc alla conquista della Cina. Dove, ad avviamento di una politica di sviluppo con presenza sui territori internazionali, è inaugurato, nella città di Xi'an, il primo ufficio di rappresentanza del Consorzio. Apripista di una lunga serie di destinazioni, che vedrà presto coinvolti i cinque continenti. Obiettivo: la promozione 'sul campo' della Doc veneta. Una scelta non casuale neanche quella di Xi'an. La provincia dello Shaanxi rappresenta un mercato relativamente giovane rispetto alle città di primo livello, come Shanghai e Pechino. E proprio nella città di Xi'an, l'import del vino è aumentato notevolmente negli ultimi anni, favorito anche dal grande sviluppo dell'industria turistica.

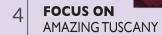
#### VALDO CLOSED 2015 ON A RISING TREND. MANY INNOVATIONS READY FOR ITS 90TH ANNIVERSARY

Valdo, market leader with a 10% share in Prosecco Docg production, celebrates its 90th anniversary in 2016 and closed 2015 with revenue exceeding 55 million euro, rising 7% over previous year; with growing volumes in all its destination markets, especially in the Uk. Sales were up 48% in Europe and 33% in the US. The domestic market, instead, experienced a 10% growth in volumes. "We are the major Italian Docg on a national level and one of the most demanded also abroad. But there is still much to do," said Massimo Poloni, general director at Valdo Spumanti. In 2016, in order to celebrate its 90th anniversary, the company will launch seven new products. Many of them will be presented at Vinitaly (10-13 April).

#### Valdo: 2015 chiuso in crescita. Tante le novità per il 90esimo anniversario

Valdo, azienda leader di mercato con una quota del 10% sulla produzione del Prosecco Docg, che nel 2016 festeggia il suo 90esimo anniversario, chiude il 2015 con un fatturato che raggiunge i 55 milioni di euro, in crescita del 7%. Tutti i mercati evidenziano incrementi significativi sul fronte dei volumi, con in testa il Regno Unito. In Europa, Valdo registra un +48%, cui si aggiunge il +33% negli Usa. In Italia, +10% nei volumi. "Siamo la Docg più bevuta in Italia e una delle più importanti all'estero ma la strada da fare è ancora lunga", spiega Massimo Poloni, direttore commerciale generale di Valdo Spumanti. Per il 2016, tante le novità in agenda per celebrare i 90 anni dell'azienda: saranno sette i nuovi lanci di prodotto, alcuni dei quali saranno presentati al prossimo Vinitaly, in scena a Verona dal 10 al 13 aprile.

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#### ITALIAN WINE EXPORTS WORTH ABOUT 5.4 BILLION EURO IN 2015

According to Istat data elaborated by Ismea, in 2015 Italian wine export reached the record-breaking value of 5.39 billion euro, rising 5.4% over 2014. Sparkling wines sale - worth 985 million euro (+17% over previous year) for a volume of 2.8 million hectoliters (+15%) - boosted the entire market. Prosecco was the undisputed market leader, rising 30% in volume (over 1.8 million hectoliters) and 32% in value (over 660 million euro). "What is most striking is the constantly growing appreciation for Italian high quality wines by international markets. A sign that the wine culture is growing too, and that our companies efforts in innovation, research and development have finally achieved the expected results. And will be able to pay back the efforts of last years," said Domenico Zonin, president of Unione Italiana Vini.



#### L'export di vino italiano nel 2015 vale quasi 5,4 miliardi di euro

Giungono i dati definitivi sull'export 2015 del vino del Bel Paese, elaborati su base Istat da Ismea. Confermato l'anno da record, con un giro d'affari che ha toccato i 5,39 miliardi di euro, per un +5,4% sul 2014. Vini spumanti sugli scudi, con un valore di 985 milioni di euro (+17% sull'anno precedente) e un volume scambiato pari a circa 2,8 milioni di ettolitri (+15%). Protagonista assoluto il Prosecco, con un incremento del 30% a volume sul 2014 (oltre 1,8 milioni di ettolitri) e del 32% a valore (oltre 660 milioni di euro). "Il dato complessivo che più colpisce è il sempre maggior apprezzamento del nostro vino di qualità da parte del mercato internazionale, che evidenzia come la cultura del vino stia crescendo e, soprattutto, come il lavoro delle nostre aziende in termini di innovazione, sviluppo e ricerca sia ben percepito e stia finalmente portando gli sperati frutti, che auspichiamo ripaghino degli investimenti operati in tal senso durante questi anni", commenta Domenico Zonin, numero uno dell'Osservatorio del vino.

# APPROVED THE "CMO WINE PROMOTION ON THIRD COUNTRY MARKET" DECREE

The "CMO wine promotion on third country market" decree was approved, as highlighted by Italian Agricultural Minister Maurizio Martina: "Promoting to our best Italian wine on global markets is a priority. In the next three years we will provide 300 million euro in investments, and we will make it through a simple procedure, able to meet the needs of our prodicers. We are talking of a business that last year reached the breaking-record value of 5.4 billion dollars on global markets." The allocation of the funds will see a 100 million investment every year for three years: 30% dedicated to national projects, the remaining 70% to regional projects.

#### "Ocm vino promozione sui mercati dei Paesi terzi": approvato il decreto

Approvato lo schema di decreto "Ocm vino promozione sui mercati dei Paesi terzi". A renderlo noto è il Mipaaf, con il ministro Maurizio Martina che commenta: "Promuovere al meglio il nostro vino sui mercati internazionali è una priorità assoluta. Nei prossimi tre anni investiremo 300 milioni di euro con regole più semplici e vicine alle esigenze dei produttori. Parliamo di un comparto che quest'anno ha toccato il record storico di export con oltre 5,4 miliardi di vendite all'estero". La ripartizione dei fondi prevede che siano messi a disposizione 100 milioni annui per tre anni, con il 30% destinato ai progetti nazionali e il 70% ai progetti regionali.

# AMAZON.IT AND VINITALY WINE CLUB LAUNCH A NEW E-COMMERCE SERVICE



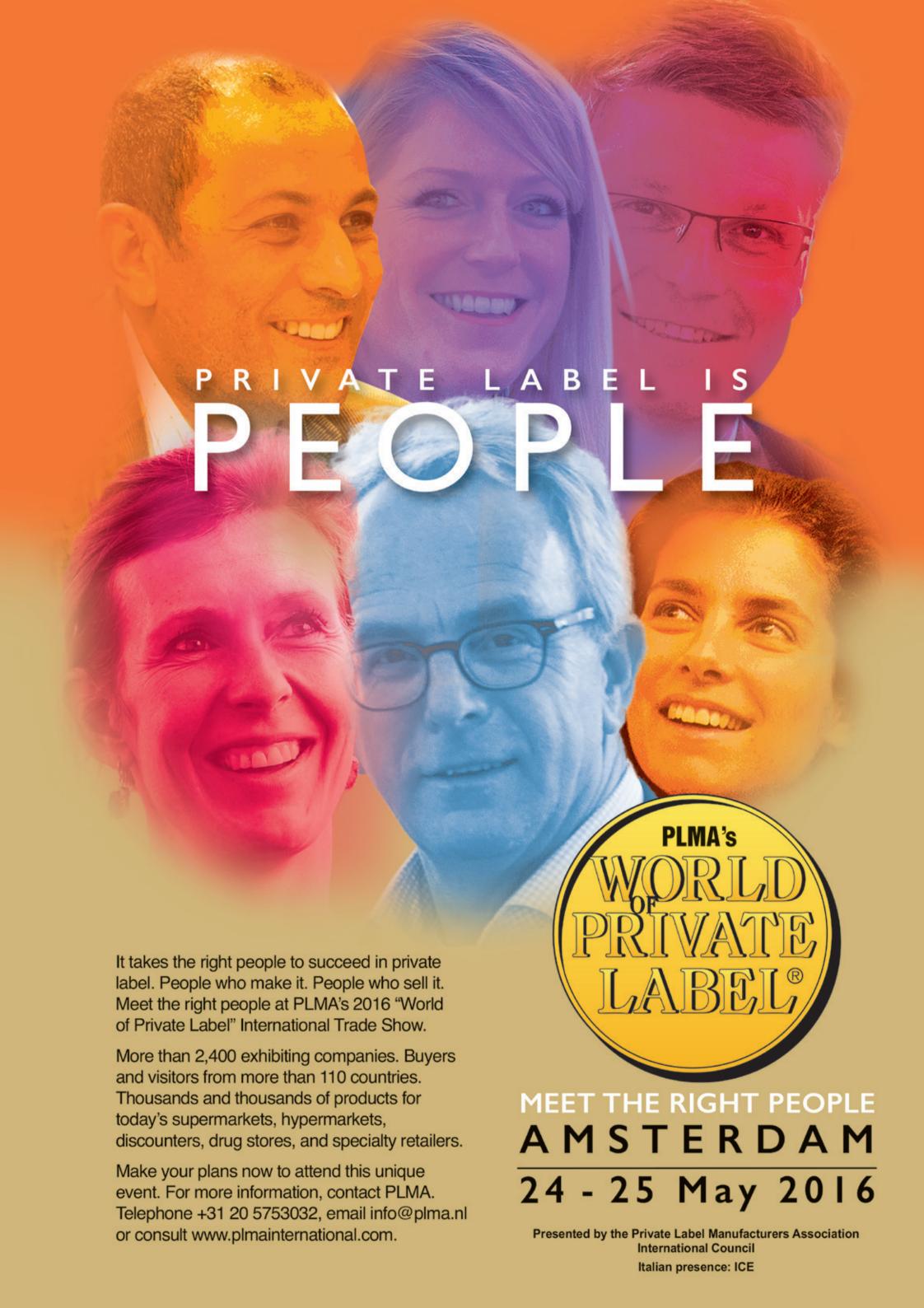
On the occasion of the 50th edition of Vinitaly, Amazon. it announced the creation of a new e-commerce service dedicated to Italian wine, launched in collaboration with Vinitaly's e-commerce platform: Vinitaly Wine Club. Starting from April the 4th, a brand new range of Italian wine bottles proceeding from all Italian regions will be available on Amazon.it. customers will have the change to get their most favourite wine directly at home in 24/48 hours. The selection includes over 500 wineries, more then 300 appellations and over 700 different wines.

# Amazon.it e Vinitaly Wine Club insieme per un nuovo store online

In occasione della 50° edizione di Vinitaly, Amazon.it annuncia l'apertura del nuovo store dedicato al vino italiano nato in collaborazione con Vinitaly Wine Club, l'ecommerce di Vinitaly. A partire dal 4 aprile, l'offerta di vini su Amazon.it si arricchirà infatti di nuove etichette provenienti da tutte le regioni d'Italia. I clienti di Amazon. it potranno ricevere il proprio vino preferito in 24/48 ore in tutta Italia scegliendo tra prodotti di oltre 500 cantine, più di 300 denominazioni e oltre 700 vini.

# ALIMENTANDO

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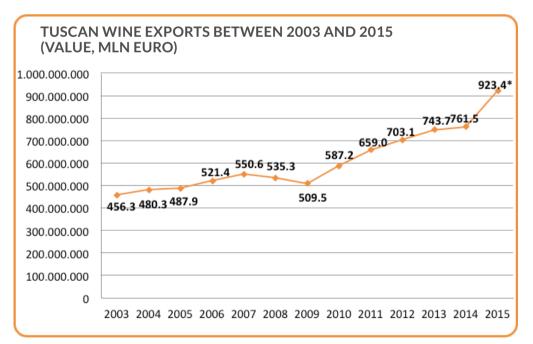


## / focus on

# AMAZING TUSCANY

In 2015 Tuscan wine exports posted a record-breaking growth (+22%). And account today for 16.7% of the Italian international wine business. White wines also return to grow, thanks to a surge in US sales.

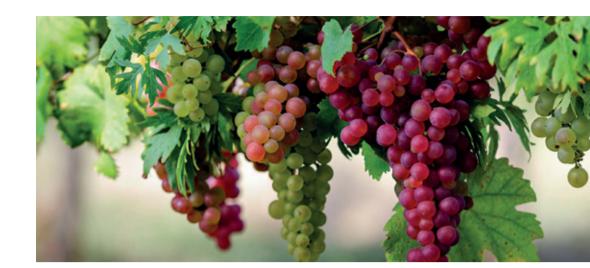
2015 might go down in history as the year of Tuscany overtaking Piedmont as the second largest Italian wine-exporting Region after Veneto. During the first nine months of last year, Tuscan wine international sales rose by 22% - against a national average of 5.4% - at over 646 million euro. If such a positive trend will be confirmed also by the last quarter of the year, Tuscan wine export could reach the record-breaking value of 923 million euro. Marking the sixth consecutive year of growth. These elaborations on Istat were presented by Toscana Promozione during the press conference for the presentation of the 2015 edition of Buy Wine, held on the past 12 and 13 February in Florence, where it gathered 200 Tuscan producers and about 250 international buyers from 36 countries.



\*estimates elaborated by Toscana Promozione according to historical trend data in the IV quarter of the year

Since 2003, international sales of Tuscan wines have experienced a 102.4% growth rate, posting only two negative numbers, in conjunction withe the outbreak of the 2008-2009 economic crisis. A small parenthesis that actually introduced one of the greatest seasons for Tuscan exports, that from 2009 until 2015 posted an 81% growth. A brilliant performance that increased Tuscan market share on overall Italian wine exports, passing from 14.8% in 2014 to 16.7% in 2015.

The global success of Tuscan wine is led, most of all, by red and white wine with Protected Denomination of Origin (PDO), accounting for 64.6% of total Regional wine exports, rising by 9% between January and September 2015, at over 416 million euro, counterblanced by a 5.6% decrease in volumes. Most interesting destination countries for this category are definitely North America (118 million euro) and Europe (186 million euro), growing respectively by 15.8 and 5.6% over the same time period in the previous year.













#### TUSCANY WELCOMES AVITO, THE NEW 'SUPER-CONSORTIUM'

Announced on the past 15th February the foundation of the new Tuscan 'super-consortium', called Avito (Tuscan wine association). Aimed at representing the interests of the regional wine sector, from large consortia to the smaller ones, both on a national and global scale. Fabrizio Bindocci (picture), president of Bru-



nello di Montalcino Consortium and owner of Il Poggione winery, was elected first president of the newly born association: "Avito will be of vital importance in increasing the region's competitiveness and positioning in markets around the world. As a single consortium we will have greater strength when lobbying with regional or national government for EU and other funding. We need to be united in global promotion, especially regarding smaller consortia, that have fewer resources, smaller volumes of production and less experience and visibility," said Bindocci. So far, 16 of the existing 23 Tuscan consortia have already joined the new body. These 16 consortia constitute about 5,000 wineries, with estimated sales of around 1 billion euro, and 70% of regional exports.

#### L'export dei vini toscani cresce del +22%



Il 2015, per il vino toscano, potrebbe passare alla storia come l'anno del grande sorpasso sul Piemonte per quanto riguarda le esportazioni. Nei primi nove mesi dello scorso anno, infatti, il commercio estero dei vini toscani è cresciuto del 21,9% (contro una media nazionale 5,4%), superando i 646,4 milioni di euro a valore. Trend che, se confermato anche per l'ultimo trimestre dell'anno, porterebbe l'export toscano alla cifra record di 923,4 milioni di euro. Quello appena concluso è il sesto anno consecutivo di crescita per l'expo dei vini toscani che, per la prima volta nella storia, si avvicinano al miliardo di euro. Una cifra che oggi riesce a superare solo il Veneto.

#### **RED PDO WINES**

With more than 400 million euro of red PDO wines sold on a global scale in the first nine months of 2015, Tuscany confirms its national leadership. With respect to the same time period in 1014, Tuscan red PDO wine exports experienced an 8.8% growth. In particular, it is worth mentioning the great performances in the United Kingdom (+25.8%) and the Belenux: Netherlands (+13.4%), Belgium (+13.5%) and Luxemburg (+35.8%). Northern European countries are on a rising trend too, first of

Followed by Germany (+4.4%) and France (+10.4%). In Eastern countries Russia is the only one to show negative numbers (-45.4%), while Czech Republic is up 8.8%. Good results also from North America, with Canada and the US rising respectively by 15.8 and 14.1%. For what concerns the BRICS, apart from Russia also Brazil posted a 28.4% decrease, counterbalanced by the Asiatic Chinese giant (+32.4%). Other minor - but fast growing - destination countries are India (+120%), South Africa (+140.8%), New Zealand (+19.0%), Israel all Denmark (+19.5%) and Sweden (+18.4%). (+32.1%) and United Arab Emirates (+11.5%).



#### TOP TEN DESTINATION COUNTRIES FOR TUSCAN PDO RED WINES

. • .		
N.	2014 (JAN-SEP)	2015 (JAN-SEP)
1	<b>US</b> (128.6 MLN)	<b>US</b> (146.8 MLN)
2	Germany (60.9 MLN)	Germany (63.7 MLN)
3	Canada (31.7 MLN)	Canada (36.7 MLN)
4	Switzerland (22.2 MLN)	<b>UK</b> (24.7 MLN)
5	Japan (14.2 MLN)	Switzerland (23.0 MLN)
6	<b>UK</b> (10.5 MLN)	Japan (12.7 MLN)
7	Denmark (8.3.6 MLN)	Denmark (9.8 MLN)
8	Belgium (7.1 MLN)	Belgium (9.1 MLN)
9	France (6.8 MLN)	China (7.7 MLN)
10	Netherlands (6.3 MLN)	France (7.5 MLN)

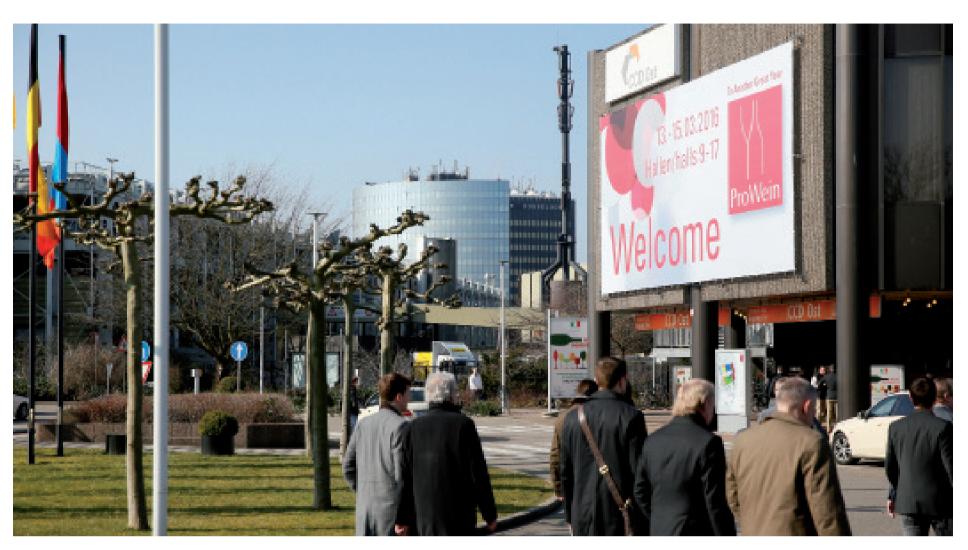
[Source: Toscana Promozione elaboration on Istat data Jan-Sep 2015]

#### TOP TEN DESTINATION COUNTRIES FOR TUSCAN PDO WHITE WINES

N.	2014 (JAN-SEP)	2015 (JAN-SEP)
1	Germany (4.6 MLN)	<b>US</b> (4.3 MLN)
2	<b>US</b> (1.9 MLN)	Germany (4.1 MLN)
3	Switzerland (1.2 MLN)	Switzerland (0.80 MLN)
4	Netherlands (0.69 MLN)	<b>UK</b> (0.75 MLN)
5	<b>UK</b> (0.62 MLN)	Netherlands (0.72 MLN)
6	France (0.51 MLN)	Sweden (0.6 MLN)
7	Hong Kong (0.46 MLN)	Hong Kong (0.53 MLN)
8	Singapore (0.44 MLN)	Brazil (0.38 MLN)
9	Sweden (0.38 MLN)	Canada (0.36 MLN)
10	Japan (0.31 MLN)	Japan (0.34 MLN)

[Source: Toscana Promozione elaboration on Istat data Jan-Sep 2015]

# / the event



# PROWEIN 2016: A FORETOLD SUCCESS

Over 55,000 trade visitors and 6,200 exhibitors attended the 21st edition of Prowein (Düsseldorf, 13-15 March). Including 1,500 Italian companies, making up the largest foreign delegation at the show.



The success of ProWein continues unabated. Once again, from 13 to 15 March 2016, more exhibitors and visitors from throughout the world came to the international fair for wines and spirits in Düsseldorf. Over 55,000 trade visitors – corresponding to some +6% over last year - came to gather information at the stands of the 6,200 exhibitors, to place their orders and take advantage of the varied supporting programme.

At ProWein 2016 all relevant wine regions of the world gathered in Düsseldorf, including numerous market leaders from Europe and abroad. The largest exhibitor nations this year included Italy (1,500), France (1,300), Germany (1,000), Spain (550), Austria (320), Portugal (300) and Overseas (600). Added to this were some 420 exhibitors from 30 countries with

tal of 59 nations attended the event. The success of the trade fair was also highly rated: one in two visitors confirmed

their special spirits. Exhibitors from a to-

that they found new suppliers and twothirds were able to go home with useful info on trends and innovations. Just under 96% stated they had entirely reached the goals of their trade fair visit. "Figures clearly show that ProWein is the world's most important business platform for the entire sector. This is where the trade fair budgets are spent. And also for the major, prizewinning wine estates ProWein has now become the absolute must-attending event," says Hans Werner Reinhard summing up the success of ProWein 2016. Once again this year ProWein was accompanied by a varied supporting programme. Over 300 events were on offer either at the exhibitors' stands themselves or at the central ProWein Forum. And after the fair closed for the evening, all wine friends were also catered to fully in and around Düsseldorf. The ProWein goes City feature celebrated its 10th anniversary attracting visitors with its many exciting events.



#### **CANTINE SGARZI**

#### Stefano Sgarzi, owner

"Here at Prowein we introduce a new wine in our organic range: Montepulciano d'Abruzzo. Together with our new cocktails made of wine and fruit, available in different flavors: mango, peach and lemon."



#### AZ. AG. SASSI SAN CRISTOFORO

#### Davide Carniel, owner

"We are the smallest winery in the Barbaresco production area, producing yearly about 9 thousand bottles. And we export 70%. The Sassi San Cristoforo is a personal project: wines that are a true expression of my commitment as a winemaker. At Prowein we display our Barbaresco Docg in its three versions: Classic (two years of aging), San Cristoforo (three years of aging) and Riserva (four years of aging)."



#### **SALCHETO**

#### Mario Turrini, general manager

"Our presence on the German market is giving us great satisfactions, in particular after the refurbishment of the 'Obvius' range, made of our most natural wines. Because German consumers pay utmost attention to organic and biodynamic products".



#### **MONDO DEL VINO**

#### Enrico M. Gobino, marketing manager

Mondodelvino keeps growing, and closed 2015 with record-breaking revenue: 96.7 million euro. Exports account for 94% of production, and reach over 55 world countries.



#### **ALARIO CLAUDIO VITICOLTORE**

#### Claudio Alario, owner

"We run a centuries-old family business producing about 50 thousand bottles every year, 75% exported worldwide. We produce Dolcetto, Nebbiolo and Barbera D'Alba, as well as Barolo 'Riva Rocca' and 'Sorano', made respectively with the grapes harvested in our Verduno and Serralunga D'Alba vineyards."



#### **CANTINE CECI**

#### Maria Teresa Ceci, owner

"We are proud to say that in 2015 we registered a growth in revenue, both on the domestic and global markets. Exports account for 15% of our total turnover, but this value is fast growing. We are living a historical moment for sparkling wines, and our main goal is to spread the knowledge of high quality Lambrusco."



#### **DRUSIAN**

#### Francesco Drusian, owner

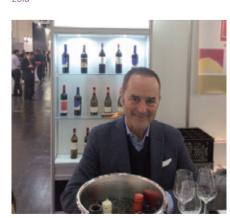
2015 was very positive for sales, mainy thanks to a 10% growth rate in exports. At Prowein we introduce our new bottle for the Conegliano Valdobbiadene Prosecco Superiore Doc range: characterized by an exclusive and unique design."



## CONSORZIO EXPORT QUALITY WINES

The EQW consortium, founded in 2002 with the aim of promoting Italian typical wines on international markets, is a multi-regional association of wineries. On average, yearly production of each winery is about 100 thousand bottles. And a 55% export share. At Prowein great interest was aroused by the Barolo Docg of Tenuta Rocca produced by the young winemaker Andrea Ciravegna.

In the picture from the left: the Consortium director Silvano Icardi with the President Fabrizio Cravanzola



#### **FATTORIA DI MAGLIANO**

#### Agostino Lenci, owner

"2015 was a positive year. We currently produce 300 thousand bottles every year. The most important innovation for 2016 is the 'Illario' rosé Maremma Toscana Doc, sold out as soon as it was launched on the market."



#### **AZ. AGRICOLA CASCINA DEL POZZO**

#### Gianmario Marchisio, owner

"We produce white, red and rosé wines in Castellinaldo, province of Cuneo, on the Roero hills of Piedmont. Where we have 45 acres of vineyards producing Arneis, Dolcetto, Barbera and Nebbiolo."



#### FRASSINELLI

#### Gianluca Frassinelli, owner

"We cultivate 32 acres of vines that belong to three different appellations of origin: Conegliano Valdobbiadene Prosecco Docg, Doc Venezia and Doc Prosecco. We produce about 200 thousand bottles every year, and exports account for 60% of total sales."



#### LA TORRE

#### Elena Bellacci, export manager

"2015 was a striking year. La Torre produces an average of 40 thousand bottles yealy. Exports account for 60% of sales, and our most dynamic destination countries are Denmark, Belgium and Australia."

Follow

# / the event







#### **MASI AGRICOLA**

#### Alessandra Boscaini, sales manager

"Last year was characterized by the important choice to enter the stock market. A move that has significantly increased our international image. At Prowein the company introduces an its Rosso di Toscana Igt 'Poderi Bellovile' Serego Alighieri vintage 2014, now produced from certified organic grapes".



#### **DUCA DI DOLLE**

#### Andrea Baccini, owner

"Thanks to an extremely favourable season, 2015 was a excellent year. That has permitted us to produce again the Superiore di Cartizze 'Zero' and Rive di Rolle 'Cuv', two excellent wines that in 2014, due to the poor harvest, we didn't manage to produce. At Vinitaly we will organize a tasting led by the famous sommelier Alessandro Scorsone dedicated to the 2013 vintage of the Cartizze 'Zero' Jeroboam and to Rive di Rolle 'Cuv' 202 vintage."

In the picture from the left: Vincenzo Rebuf, sales manager for Italy, and Ivano Feltrin, export sales manager



#### **COLESEL SPUMANTI**

#### Vlady Bortolin, winemaker

"2015 was very positive: we posted a 25% growth in value and volume. Exports account for 12% of total revenue. At Prowein we display our range of high quality wines and introduce to global buyers the 2015 most significant innovation: 'Èlevo' sparkling mil-

In the picture: Vlady Bortolin and the sister Gianna Giulia Bortolin



#### **MAZZEI**

#### Francesco Mazzei, vice president and Ceo

"In 2015 we achieved stunning results, and we are very excitined at the idea of launching our new wines on the market. The Tuscan 2015 vintage produced at Castello di Fonterutoli, in the Chianti Classico territory, and at tenuta Belguardo, in Maremma Toscana, as well as the Sicilian wines produced at the Zisola estate. At Prowein we displey our new Maremma Doc 'Tirreno' and a preview of comeback 'Concerto', a top quality limited edition: one of the first Supertuscans ever produced".



#### **VINICOLA DECORDI**

#### Alessandro Decordi, sales & marketing manager

"Many our our products are enjoying a more and more international appeal. Prosecco and organic wines in aprticular. Spain remains our top foreign destination market, where sales of 'Sangue di Giuda Oltrepò Pavese Doc' were a resounding success. News for 2016: the entrance in the 'Borgo Imperial' range if high quality still wines from all over Italy."



#### **BISOL**

Bisol, historical Prosecco and Cartizze producer, has come to Prowein 2016 with its entir range of excellences. The winery based in Santo Stefano Valdobbiadene currently exports 82% of its production in 69 countries. At Düsseldorf it showcases a limited edition of our of its flagship wines: 'Jeio' Valdobbiadene Superiore di Cartizze Docg spumante dry."

In the picture: Gianluca Bisol, owner





#### Francesco Sorelli, global brand & corporate pr manager

"In 2015 Ruffino experienced a double-digit growth both in Italy and abroad. Production reached 23 million bottles and the export share was nearly 90%. At Prowein we display the new vintages of Ruffino core products, such as the Riserva Ducale Oro Gran Selezione 2011

In the picture: the team of Costellation Brands, who represented Ruffino at Prowine



#### **VINICOLA SERENA**

#### Luca Serena, sales manager

"At Düsseldorf we displayed the magnum size of some wines branded Terra Serena and Corte delle Calli. As well as the range of Venetian IGT wines with screw caps. Finally, for the most far away countries, we introduced the One Way keg, our most significant innovation for 2016."



#### **CAVIT**

# Lorenzo Vavassori, export director Americas

"2015 was very positive for Cavit. That posted excellent results, especially on global markets, that account for 80% of the company total revenue. In the US - as highlighted by IRI and Nielsen data - Cavit is market leader in the Italian wine segment. At Prowein we decided to bet on our sparkling offer, with



#### **DONELLI VINI**

#### Giovanni Giacobazzi, president

"In 2015 exports increased by 4%. Thanks to the flexibility and variety of our wine range we are able to serve some of the most significant global markets. Prowein is the first international trade show of the year, a perfect occasion to make new contacts and meet many of our clients. On the 10th of April, instead, we will participate in the 50th edition of Vinitaly, where Donelli Vini will be awarded for taking part to every single edition of the show since its foundation. A prize we are very proud of, the evidence of our compromise and constant connection with the world of wine."



#### **AZ. VINICOLA BOSCO NESTORE**

#### Stefania Bosco, sales manager

"Bosco Nestore is a historical winery from Abruzzo. Exports account for 70% of our total turnover. At Prowein we introduced a new range called 'Storica', made of Montepulciano, Cerasuolo Superiore, Trebbiano Superiore and Pecorino Colline Pescaresi."



#### **CODICE CITRA**

#### Valentino di Campli, president

"During the next edition of Vinitaly, as usual, we will present 2016 innovations. During the last three years, Codice Citra has experienced a 17% growth in sales and a 10% growth in exports. The increase of sales for our bottled wine from Abruzzo has kept on growing, and is a clear demonstration that winemaking cooperation in Abruzzo has still a huge growth potential."

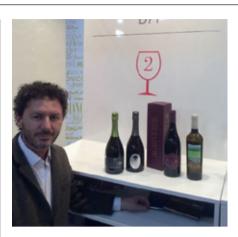


#### CANTINE DUE PALME

#### Angelo Maci, president

"Revenue exceeding 26 million euro, about 8 million bottles produced, 70% exported. An excellent result for Cantina Due Palme. That in 2016 has launched 'Almaluna', its new sparkling wine. A Blanc de Noirs made exclusively with Negroamaro grapes in the Salento territory."

In the picture, from left: Angelo Maci with the president of Fedagri Giorgio Mercuri



#### **AGRIVERDE**

#### Giannicola Di Carlo, owner

"The most significant innovations that we introduced at Prowein are 'Zetis' spumanti and the 830 silver label, our organic sparkling wine. Among the still wine, the 'Natum' range was widened with three new wines: Cabernet Sauvignon, Passerina and Chardonnay, certificated organic and vegan."



#### **PICCINI**

# Camelia Lazar, marketing and communication manager

"Piccini closed 2015 posting a 15.6% growth in revenue, that reached 55.5 million euro. Global sales increased by 14% over previous year, and Italy also showed a stunning 25% growth rate. In 2016 we expect to keep growing by double-digit percentages both on the domestic and global market."



#### VALDO SPUMANTI

#### Massimo Poloni, global director

"2015 closed with revenue worth 55 million euro. A positive outcome made possible by excellent results in all distribution channels. The Dach markets (Germany, Austria, Switzerland), in particular, posted a 11% growth in volumes; the US a stunning +33%. And in 2016, a significant year for Valdo. since it will celebrate its 90th anniversary, we aim at consolidating our presence on foreign markets, in particular in the Prosecco segment. At Vinitaly we will present many innovations: first of all, the Jubilee Edition, created for the celebration of our 90th anniversary; as well as a new range of regional sparkling wines. We will start with Falanghina and Passerina, and in September we will launch two more wines."

In the picture, from left: Massimo Poloni and Mauro Scala, key account manager DACH



#### **CIELO E TERRA**

#### Alessio Pavan, export manager Asia, Oceania, Africa, Latin America and Canada

"Among the new products introduced at Prowein there is 'Appassionatamente', a blend of Merlot and Cabernet. A product different from the traditional appellations, and conceived for a public of mature consumers, also thanks to an important marketing campaign and a competitive pricing."



#### CASA VINICOLA ZONIN

Casa Vinicola Zonin is present with its products in 110 markets worldwide. Exports account for 80% of total sales. At Prowein the company introduced some new products dedicated both to the on-trade and off-trade channels: from the rebranding of Castello di Albola to the new rosé of Rocca di Montemassi, passing from the new packaging of sparkling Zonin wines and the Prosecco Dress Code Collection.



#### CANTINA VALTIDONE

#### Mauro Fontana, sales manager

"2016 will be an important year for Cantina Valtidone: we are going to celebrate our 50th anniversary. And for the occasion we will present at Vinitaly the Gutturnio frizzante and the Malvasia dry frizzante '50 harvests': a limited edition made with the grapes of our 50 years old vines."

In the picture, from left: Mauro Fontana, Gianpaolo Fornasari, president of Cantina Valtidone, and Sabrina Botteri

Follow

# / the event



#### **CANTINE RIUNITE & CIV**

## Francesca Benini, sales & marketing director

"Last year closed with revenue exceeding 200 million euro, and a production of over 123 million bottles. Of course, to these figures we still have to add the excellent results of our controlled Giv. Our turnover is equally distributed in the domestic and global markets. Beyond national borders our core destinations are the US, Latin and South America, Russia, Uk and China. At Prowein we introduced, among other things, the restyling of the Maschio Prosecco, and the inclusion in our catalogue of the magnum size."



#### **DONNAFUGATA**

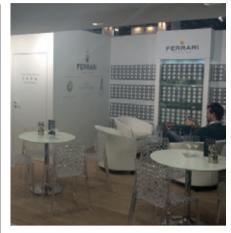
#### Antonio Rallo, owner

"In 2015 Donnafugata experienced a growing trend, with revenue rising 8%. The Italian market performed extremely well, and also the export share rose at 30%. Beside Italy, Germany, Canada and the US have been extremely dynamic. Premium wines, such as our 'Mille e una Notte' and 'Ben Ryé' brands, were the most demanded."



#### **GRUPPO ITALIANO VINI**

Giv has come to the 2016 edition of Prowein with plenty new projects. First of all, Cantina Santi has introduced a new range of Prosecco Superiore Docg, that includes only Millesimato wines and the Rive di San Ripasso. Second of all, Lamberti has widened its range for the modern channel including Lugana Doc, Valpolicella Ripasso Doc and a red Cuvée of grapes from Verona. Bolla has introduced a new Prosecco Valdobbiadene Superiore Docg. Melini, instead, added to the traditional offer the 'Re Chianti Governo'. Finally, Castello Monaci has launched 'Coribante': a blend of two red wines with different vintages, Syrah of the last harvest and Malvasia Nera di Lecce of the previous harvest, aged in barrique for 12 months.



#### **CANTINE FERRARI**

## Matteo Lunelli, president and Ceo at Ferrari F.lli Lunelli

"Cantine Ferrari closed 2015 with 57 million euro in revenue, rising 10% over the previous year. Exports account for about 16% of total sales. The 2016 edition of Prowein was most of all the right occasion to underline our presence in Germany, our second foreign core market, and to strengthen the good relationship both with our importer, Ariane Abaya, and with our several clients in the country. Furthermore, during the event, our family was awarded with the prestigious 'Wine Family of the Year' al Meininger Award Excellence in Wine & Spirit."



#### **CASALBORDINO**

# Massimo Zuccarini, marketing and sales manager

"In 2013 we completely renewed our wine and packaging range, in order to provide a higher quality and meet the demand of consumers. Now our international business is fast growing, with exports accounting for 50% of the company total revenue. In Düsseldorf we didn't introduce any new product: we have been storing them away for Vinitaly."



#### CANTINA 4 VALLI

#### Massimo Perini, owner

"2015 was characterized by two very different trends: the positive results achieved on the domestic market and in the US; and the difficulties encountered in Russia due to the depreciation of the Rouble. During the past 12 months, we started selling in Brazil: another step further in the internationalization of our business, that accounts today for 50% of total revenue, and that has set the basis for an encouraging year."



#### **CALDIROLA**

#### Olga Tosanotti, marketing manager

"In 2015 Caldiroda revenue was worth 56 million euro. Exports account for 30% of total turnover. China, US, Russia, Germany and Spain are our top destination markets globally. At Prowein we introduced a new sweet and frizzante red wine branded Bellavista."



#### **BOSCO VITICULTORI**

#### Paolo Lasagni, managing director

"Prosecco and Pinot grigio sales have boosted our overall performance last year. Bosco Viticultori has doubled its revenue over 2014. And exports account today for 75% of total turnover. The Uk, the US, Germany and Russia are our top destination markets. Where our wines are distributed in some of the largest retail chains. At Prowein we showcased the new packaging of the Venezia Doc white spumante."



#### **CANTINA DI SOAVE**

#### Bruno Trentini, general director

"In 2015 Cantina di Soave total revenue reached 106 million euro. Exports account for 42% of the company turnover, and sales in the bottled segment experienced a 10% growth rate. At Prowein we displayed some new products: 'Nottefonda', 'Chiaropuro' and 'Notarossa'. Three wines that have been included in our top quality range: the Rocca Sveva Selection."



#### **CASA VINICOLA SARTORI**

#### Andrea e Paolo Sartori, owners

"For Sartori 2015 closed with revenue rising by 3%, at over 46 million euro. And exports, accounting for 75% of the company turnover, were worth 35 million euro. Among the new products we displayed at Prowein and dedicated to foreign markets only there are Marzemino Corvina rosé from Veneto IGT and the Garganega Pinot grigio delle Venezie IGT."



#### CANTINA DI CARPI E SORBARA Carlo Piccinini, vice president

"Our winery keeps on growing, with revenue exceeding 25 million euro. Our core business is the sale of bulk wine, together with a small production of bottled wine: about 2.5 million bottles. Exports account for 40% of total turnover. And Messico is our top destination market. We have come to Prowein together with our Spanish partner: the Bautista Marti winery. Here at Prowein we are displaying our high quality Doc Lambrusco."





In the picture: the stand of ITA at Prowine

#### **LABRENTA**

"In Düsseldorf, among the most significant innovations, we displayed Gipy Wine: a new screw cap for white and rosé wines conceived for a target of young consumers. In the sprits sector, instead, we introduced our tailor-made products: a range of innovations implemented by our R&D department for our clients, and characterized by a unique design."



In the picture: Riccardo Riso, marketing manager

#### **PAOLO LAZZARONI E FIGLI**

At Prowein the Italian winery Paolo Lazzaroni e figli has displayed its flagship product: the original Italian Amaretto since 1851, manufactured in Saronno according to an ancient and unique recipe.



In the picture: Luca Lazzaroni, Ceo



#### CASA VITIVINICOLA TINAZZI

#### Giorgio Tinazzi, owner

"Our company produces 4 million bottles every year. And our export share accounts for 90% of our total turnover. At Prowein we introduce a widening of our Apulian wines, such as Aglianico and Fiano del Salento. But we display also our wines from Veneto: Bardolino Chiaretto Dop 'Campo delle Rose' and Valpolicella Ripasso Superiore Dop 'Monterè."

In the picture from the left: Federico Laurie, sales manager Germany, and Giorgio Tinazzi



# **COLLIS - VENETO WINE GROUP**Serena Fraccaroli, marketing manager

"In 2015 our total revenue were worth 103 million euro, and production reached 21 million bottles. Bottled wines have a 90% incidence on sales. At Prowein we introduce our new Premium and Super Premium range 'Castelforte': a brand dedicated to Doc wines and Venetian varietal wines."



#### **LE MANZANE**

#### Ernesto Balbinot, owner

"At Prowein 2016 we showcase our 'Springo Blue': the brut version of 'Springo Conegliano Prosecco Superiore Rive di Manzana Docg dry', introduced in 2015. It features the same high quality level, but with a reduced residual sugar content. 'Springo Blue Conegliano Prosecco Superiore Rive di Formeniga Docg brut' is produced in a limited edition: 8 thousand bottles sold by reservation only."

In the picture from the left: Marco and Ernesto Balbinot



#### **LA FARRA**

#### Adamaria Nardi, owner

"2015 was a positive year, especially on the side of exports: our international sales currently account for 70% of the company's total turnover. At Prowein we displayed our entire range, and introduced the 2015 vintage."



#### ITALIAN SIGNATURE WINES ACADEMY

#### Patrizia Marin, managing director

"Iswa was established on the 18th November 2014 and here at Prowein we have the chance to review the year and a half that has passed. The partnership between seven Italian wineries of excellence - Allegrini, Arnaldo Caprai, Feudi di San Gregorio, Fontanafredda, Marchesi de' Frescobaldi, Planeta and Villa Sandi - has met a positive international market response. We have tried to overcome the issues connected to the traditionally conflicting quality to quantity ratio. We talk about 51 million top quality bottles. The goal, today, is to face new and emerging markets together, starting from South America, Asia and Africa. People often talk about innovation in the wine field but hardly about marketing and distribution. Iswes, instead, is a real 'open business', made of real synergies between producers. Aimed at understanding the wine market of tomorrow. In 2016 we will take part to several international events, such as TFWA Asia Pacific Exhibition & Conference in Singapore, Vinexpo Hong Kong or Decanter Italy Fine Wine Encounter in London."



In the picture from the left: Roberto Bruno of Fontanafredda, Alberto Lusini of Allegrini, Giancarlo Moretti Polegato of Villa Sandi, Hans Werner Reinhard, Managing Director Messe Düsseldorf, Patrizia Marin, Dg Iswa, Lamberto Frescobaldi of Frescobaldi, Francesca Planeta of Planeta, Antonio Capaldo and Francesco Domini of Feudi di San Gregorio, Marco Caprai of Arnaldo Caprai

the end

# / markets & trends

# ITALIAN TRADE AGENCY ICE - Agenzia per la promozione all'estero e l'internazionalizzazione delle imprese italiane

+1,9% South Africa

source: ITA Berlin Elaborations on Eurostat

and Global Trade Amas (GTA) data

+28,9% Spain

France -12,8%

Italy **-20,3%** 

Total -6,1%

# ITALY BREAKS THE GERMAN WINE BANK

In 2015 our country was top supplier in Germany, with a 36% market share and a turnover exceeding 888 million euro. According to the latest data provided by the ITA office in Berlin.

With over 1,400 exhibiting companies, Italy was once again the most represented foreign country at Prowein Düsseldorf (13-15 March, 2016). And thanks to the support of the Italian Trade Agency (ITA), 32 Italian companies took part to the show in the Italian collective, on a 327 sq.m. surface in Pavilion 16.

Italy protagonist at Prowein, then, but not only. Our country can boast another and far more desirable record in the country: being the top global supplier of wine to Germany. In 2015, the Italian market share on total German wine imports was 36%, for a total turnover of about 888 million euro, slightly decreasing over 2014 (-2.3%), according to the latest data provided by the ITA office in Berlin. Germany, in turn, with a 29.1% market share, is the first destination market for Italian wines by volume, but second to the United States in value, with a 17.8% market share (Jan-Sep 2015 data).

#### The German wine market

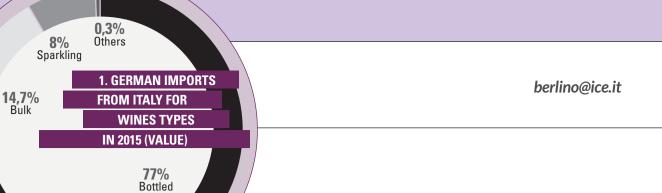
In 2014 the German wine market was worth 3.02 billion euro, rising 4% over 2013 and 15% over 2011. National production grew up to 1.50 billion euro, imports reached 2.56 billions and exports totalled 0.98 billion euro. With a negative trade balance of 1.58 billion euro. Between 2011 and 2014, import value decreased from 90.6% to 84.8%. The country level of self-sufficiency ranges between 45.8% and 47.6%. In terms of volumes, instead, the German market totalled 1.66 billion litres in 2014, rising 3% over 2013 but decreasing 3.3% over 2011. Domestic production was 55 million litres, imports were 1.55 billion litres, and exports were 390 million litres.

#### Distribution

The average German consumer usually makes his wine shopping in retail stores, and especially in the discount channel (63%), as shown in this chart. Follow hypermarkets (26%) and supermarkets (10%). The food service channel, instead, is estimated to account for about 16% of all wine sold in the country.

12

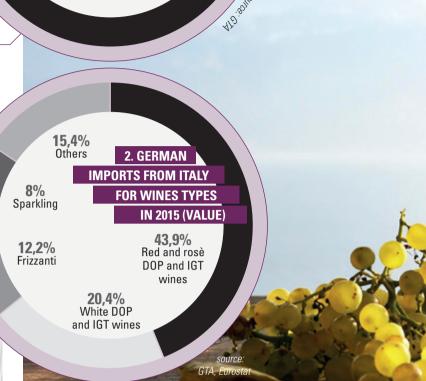
German imports According to provisional data from the Global Trade Atlas (Eurostat), German wine imports amounted to a value Source: ITA Berlin Elaborations on Eurostar and Black Berlin Elaboration Elabo of 2.47 billion euro in 2015 (-3.6% 27,6% over 2014). Italy accounted for as France much as 35.9% of this value, thus 2015 confirming its leadership posi-**GERMAN IMPORTS** 35,9% Italy tion. The total value of imports **IN VALUE** from Italy reached 888 million euro. In second place we find France, with a value of 680.7 million euro (-12.0%), Spain follows with 386.2 millions (+2.1%). Italy is leading the rank also on the side of volume, with a 36.4% market share in 2015, decreasing by 2.9% over previous year. Imports from France (-14%), Portugal (-10.2%) and United States (-2.5%) are on a decreasing trend. Australia and Spain, instead, are up 11.3 and 5.9%. \_ Between 2011 and 2015, German imports experienced a rising trend from Austria (+38.5%), Spain (+28.9%) and Chile (+8.9%). **25,8**% Imports from Italy and France, instead, de-Spain creased respectively by 20.3 and 12.8%. 36,4% **GERMAN IMPORTS IN VOLUME** 14,8% France Estel (ATS) 28 mA 39 8 M faig shops 10% supermarkets 63% discounts GERMAN DISTRIBUTION **IMPORT TREND** Others -31,2% 2011 - 2015 (VOLUME) Portugal -11% **26**% hypermarkets Macedonia -4,7% +38,5% Austria Australia -11,9% Usa -11,2% +8,9% Chile



#### Most imported wine types

With 77.0%, bottled wines clearly dominate German wine imports from Italy. The share of bulk wine amounts to 14.7%.

In 2015 red and rosé wines PDO and PGI are the winning category in German wine imports from Italy, with a 43.9% share on total imports. Their value has reached a total of 389.6 million euro (+4.6% over 2014 and +28.6% as compared to 2011). They are followed by white wines PDO and PGI (20.4%), sparkling wines (12.2%) and 'spumante' (8.0%).



**25%** Usa

JANUARY / SEPTEMEBER

**17,8**%

Germany

2015 (VALUE)

**ITALIAN EXPORTS** 

**13%** UK

19,6%

#### Italian exports

After the United States of America, Germany, with over 82 million inhabitants, is the second largest market for Italian wines, with a 17.8% market share of total exports in the first nine months of 2015 (slightly dropping over 2014, when it was 19.1%).

As regards export volumes, Germany, with a 27.8% market share between January and September 2015, was the top destination country for Italian wines (in 2014 the share was 29.1%). Followed by the United States (16.6%), the UK (15.3%) and France (4.4%).

Between 2010 and 2014. Italian wine exports to Germany increased by 22.4% in value, against a 13.9% decrease in volume.

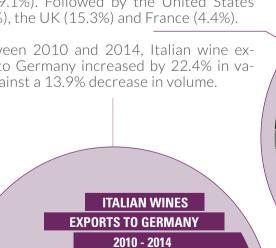
Average value

(euro/liter)

-13,9%

(1.000 liters)

Value



+33,4%

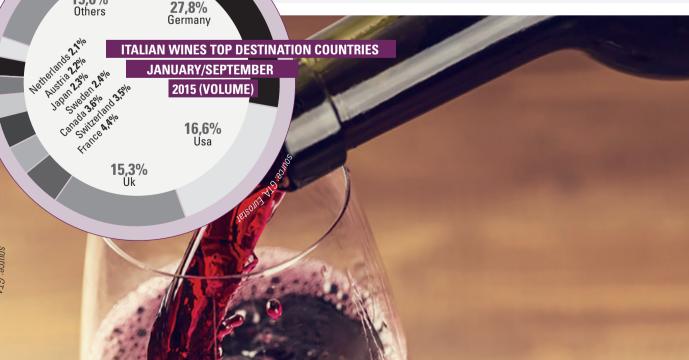
Volume

(1.000 liters)

+14,9%

#### Il vino made in Italy conquista il mercato tedesco

L'Italia, con oltre 1.400 aziende espositrici, è stata ancora una volta il paese straniero più rappresentato a Prowein, salone internazionale del vino e dei liquori in scena a Düsseldor (13-15 marzo, 2016). Il nostro paese, tuttavia, vanta un altro e ben più ambito primato Oltralpe: quello di essere il primo esportatore in assoluto di vino in Germania. Nel 2015, la quota italiana sul totale delle importazioni tedesche di vini dall'estero ha raggiunto il 35,9%, per un volume d'affari di 888 milioni di euro. È quanto sottolineano i dati diffusi dall'ufficio Ita (ex Ice) di Berlino. A sua volta, la Germania, con una market share del 29,1%, costituisce il primo mercato a volume per i vini italiani e il secondo, a valore, dopo gli Stati Uniti, con una quota del 17,8% del mercato (dati Ita gennaio-settembre 2015).



18,8%

# 50 YEARS OLD AND NOT FEELING IT

The countdown has started for the 2016 edition of the International wine & spirits exhibition (Verona, 10-13 April). Interview with Giovanni Mantovani, VeronaFiere general director.



The 50th edition of Vinitaly is going to be historic: a not-to-be-missed event for wine operators from around the globe. Giovanni Mantovani, VeronaFiere general director, discloses some exciting news about the forthcoming trade show, held in Verona from 10th to 13th April 2016. A significant year for the International wine & spirits exhibition that, since its foundation, has always been a reference point and a reliable partner for trade professionals.

## What do we have to expect from this historic edition of Vinitaly?

This 50th edition will retrace the history of Italian wine: a long way that Vinitaly has supported and promoted worldwide, contributing to turning Italy into a leading exporting country. This year we will also take a stock of our activity in the past years and set the goals for the future. With the aim of making the event even more professional and creating new meeting occasions for the international wine sector.

# Are you going to strengthen your business-to-business services?

The incoming of international delegations of buyers has always been one of our priorities. In 2016 we will further improve this aspect thanks to the inclusion of Vinitaly into the extraordinary plan for the promotion of 'made in Italy' launched by the Italian Government. Buyers selected by Vinitaly, together with those brought to Verona by the Italian Trade Agency (ITA), will take part to b2b meetings with exhibiting companies and to promotional tastings organized with the Regions and the



#### 50 anni e non sentirli

Un'edizione storica, la 50esima. Un appuntamento imperdibile per i professionisti del vino. Giovanni Mantovani, direttore generale di VeronaFiere, svela le novità del prossimo Vinitaly, in scena a Verona dal 10 al 13 aprile 2016. Un anno decisivo per il salone internazionale dei vini e distillati, che da sempre rappresenta un riferimento e un supporto per il settore in ottica commerciale e di export. Per l'edizione 2016, previsti sempre più servizi ai clienti, siano operatori specializzati o espositori, con l'obiettivo di professionalizzare sempre più la fiera e offrire nuovi spunti d'incontro per la filiera internazionale del vino.





Protection Consortia. We are talking about professionals proceeding from 30 countries, from more consolidated markets to the emerging ones.

## What about VeronaFiere's new investment plan?

The company has approved a three-year 46 million euro investment plan in order to offer a larger exhibition ground and a more efficient logistic system. Starting from this edition, Pavilion 10 will be enlarged, and our wi-fi connection has been improved as well.

# Are there going to be dedicated areas for organic and international producers?

Among 2016 new features there is the displacement of Vivit and Vinitalybio to Pavilion 8. French, Spanish, Romanian producers of organic wines will be also exhibiting at Vinitalybio. Winemakers from Croatia and Slovenia, instead, will remain in Pavilion 6. Finally, the Vininternational Pavilion will be once again dedicated to global producers only. There, you will find a large Spanish collective of 18 companies, together with exhibitors from France, Australia, Portugal, UK, Georgia, Azerbaijan, Switzerland and Serbia.

## In a few words, why shouldn't we miss the 50th edition of Vinitaly?

Coming to Verona represents a strategic business opportunity and a one-of-a-kind experience. Furthermore, we are talking about a historic anniversary for a trade show that has contributed to shape and tell the evolution of the entire Italian wine sector.

#### **ELENA WALCH**

#### www.elenawalch.com



#### **DENOMINATION**

Sauvignon Castel Ringberg 2014 Doc

**GRAPES** Sauvignon

#### LAND OF PRODUCTION

Grown exclusively in the Castel Ringberg estate sited on a steep hillside with loose soils consisting of clay and sand deposited by the Adige river, interglacial and morainic in origin. **ALCOHOL** 

#### ORGANOLEPTIC CHARACTERISTICS

Our Castel Ringberg Sauvignon displays a strong, dense straw yellow color. The bouquet is defined by typical aromas: fruity with ripe gooseberries and a whiff of papaya, floral with elderflowers and with a hint of the exotic. Great potential and unique harmony convince in the mouth with fresh, tangy acidity, inspiring structure, elegant fullness, juicy minerals, inviting drinking pleasure and a long, evocative finish. SERVING SUGGESTIONS

Seafood, fishes, vegetable dishes and pasta.

SERVING TEMPERATURE

#### **VINIFICATION**

Static clarification through must refrigeration. A part ferments under a controlled temperature of 18°C with extended yeast contact. The rest (15%) ferments in barrique. Assemblage shortly before bottling, afterwards some maturation in the bottle.

AGEING

Maturation in bottle.

N. OF BOTTLES PRODUCED

15.000

SIZES

TOTAL ACIDITY G/L

6,20

RESIDUAL SUGAR G/L

**BOTTLE EAN CODE** 

8000905004341

#### **TENUTE GUICCIARDINI STROZZI**

#### www.guicciardinistrozzi.it

#### DENOMINATION

Vernaccia di San Gimignano Docg 'Cusona 1933' (vintage 2012).

**GRAPES** 

100% Vernaccia di San Gimignano.

LAND OF PRODUCTION

Tenuta di Cusona, San Gimignano, Tuscany.

**ALCOHOL** 

#### ORGANOLEPTIC CHARACTERISTICS

Deep straw yellow with lively golden highlights. Floral, fruity, vanilla and almonds aromas. Full and smooth with long

#### **SERVING SUGGESTIONS**

tto and pasta or lasagna.

SERVING TEMPERATURE

12-14°C

**VINIFICATION** 

Part in steel thanks, part in oak and part of the grapes are dried ('appassimento').

AGEING

Can last for a minimum of 8 to 10 years.

N. OF BOTTLES PRODUCED

30.000 SIZES

0,751

TOTAL ACIDITY G/L

6.20

RESIDUAL SUGAR G/L **BOTTLE EAN CODE** 8007484000221

#### **FATTORIA LA RIVOLTA**

#### www.fattorialarivolta.com

#### **DENOMINATION**

Terra di Rivolta Aglianico del Taburno Riserva DOP 2009

100% Aglianico. LAND OF PRODUCTION

Taburno, Sannio.

ALCOHOL

**FERMENTATION** 

Stainless steel tanks by punching down the cap. **SERVING SUGGESTIONS** 

Aged cheeses, lamb, pork, buffalo, filet, game.

SERVING TEMPERATURE

**AGEING** 

New barriques 18 months, bottle 18 months. N. OF BOTTLES PRODUCED

SIZES

0,751-1,51

TOTAL ACIDITY G/L

RESIDUAL SUGAR G/L

0.3



#### **LEMANZANE**

#### www.lemanzane.com

**DENOMINATION** 

Conegliano Docg

**GRAPES** 100% Glera.

LAND OF PRODUCTION

Manzan Hill, Vittorio Veneto.

**ALCOHOL** 

#### ORGANOLEPTIC CHARACTERISTICS

Bright straw color enlivened by fine and persistent perlage, ample and intense perfume of yellow fruit, peach, apple, banana and flowers of wisteria. Light perception of crusty bread, rich flavor, fresh, creamy with good fullness and length in full correspondence with the scent, elegant and harmonious.

#### **SERVING SUGGESTIONS**

Excellent as an aperitif and for moments of celebration, goes well too sweet after a meal.

SERVING TEMPERATURE

#### **VINIFICATION**

Cold settling of the must (5-7°C) and start the fermentation at average temperature of 16/17°C. Second fermentation in autoclaves with a second fermentation of about 40 days at temperatures of 13°C. Further stop on the lees for two months with periodic lifting of the same.

#### AGEING

Ageing in bottle for 30 days before placed in the market. N. OF BOTTLES PRODUCED

16.000

TOTAL ACIDITY G/L Min 5.5 - max 6,50 RESIDUAL SUGAR G/L

Min 17 - max 22 **BOTTLE EAN CODE** 8033040890203



#### MARCHESI DE' FRESCOBALDI

#### www.frescobaldi.it

#### DENOMINATION

Castelgiocondo Brunello di Montalcino.

Chianti Rufina Riserva Docg

**GRAPES** 

Sangiovese

LAND OF PRODUCTION

Castel Giocondo Estate, Montalcino.

**ALCOHOL** 

#### ORGANOLEPTIC CHARACTERISTICS

"Aromas of warm stones, dark fruits and walnuts follow to a full body, soft tannins and a savory finish. This shows ripe fruit and salty undertones that give it a wonderful juiciness. It's dense and tight now but will give so much pleasure in the future. Best ever from here. Drink or hold" James Suckling: 97 points.

#### SERVING SUGGESTION

Beef stews, braised meats and aged cheeses.

**VINIFICATION** 

SIZES

0,375 | - 0,75 | - 1,5 | - 3 |

TOTAL ACIDITY G/L

RESIDUAL SUGAR G/L

**BOTTLE EAN CODE MEC** 8002366009262



#### **ROCCA DELLE MACIE**

#### www.roccadellemacie.com

#### DENOMINATION

Chianti Classico Gran Selezione Docg "Riserva Di Fizzano"

**GRAPES** 

95% Sangiovese, 5% Merlot.

LAND OF PRODUCTION Castellina in Chianti.

**ALCOHOL** 

#### **ORGANOLEPTIC CHARACTERISTICS**

Color: intense ruby red. Nose: intense with hints of wild berries and a well-balanced spicyness. Taste: warm and properly sapid, with ripe red fruit aromas and a long finish. **SERVING SUGGESTIONS** 

Wine with long ageing potentials, it complements red me-

ats, roasts, and game SERVING TEMPERATURE

#### **VINIFICATION** Fermentation and maceration in stainless steel for about

15-20 days at controlled temperature. **AGEING** Grapes are cultivated exclusively in the vineyards of the Fizzano estate, an area that is particularly suited for highquality winemaking. After fermentation most of the wine

matures in 35hl French oak barrels, while a small proportion is aged in 225-liter barriques. After the blending the wine rest in the bottle for another year.

N. OF BOTTLES PRODUCED SIZES

0,75 | - 1,5 |

TOTAL ACIDITY G/L

**BOTTLE EAN CODE** 8002305914008

RESIDUAL SUGAR G/L

