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THE ITALIAN FOOD MAGAZINE

BUYER'S • GUIDE

YEAR 4 - N° 10 • OCTOBER 2016



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GLOBAL, LIGHT, CLEAN, GREEN, HEALTHY

Angelo Frigerio

These are the new watchwords of Italian consumers as regards food. At least according to the 2016 Coop Report (major Italian retailer), presented in September in Milan during an annual event that has become a strategic rendezvous to take stock of the state of the art of consumptions in Italy. And more in general, providing useful information about the latest market trends in Western Countries.

The 'new Europeans', after the economic crisis, are definitely older and lonelier, poorer and less equal, but also greener and smarter as well as healthier and cleaner. Italians, for example, in the aftermath of the crisis have become among the most innovative and experimental around Europe. Smartphones turned in our real life partners (15 million pieces sold in the last year, +16%), one out of ten has a wrist-wearable device (second only to Americans) and the Italians' ancient reputation of Latin lovers has also disappeared, replaced by virtual love. Internet use is fast growing too and, at least in their intentions, Italians want to make their houses more and more connected. The web and its services are a great source of free consumption, now accounting for about 2% of total expenses, equal to 20 billion euro, and a family can get to save up to 1,400 dollars a year.

But Italian are also the thinnest in Europe. Like the Spanish, they have enthusiastically adhered to

the sharing economy (5% uses the web platforms), they consider the environment as a primary resource and the research for sustainability in their shopping cart is highly widespread. The new life of transports also has a green attitude: +48% the sales of hybrid cars in the first semester of the year, about 57,000 e-bikes.

From here to food it's a short step: we eat less, but more and more global (see the sharp increase in the ethnic cart, +8% in the first half of 2016), food is lighter and a "clean" food style is establishing as a common trend. To cleanse oneself is the mantra of the new Italians which leads to the revival of "ancient" ingredients, today's "superfood": ginger, quinoa, curcuma... these are not only some of the most popular keywords searched on the Internet but also a source of increasing revenue (ginger's turnover shows a year on year increase of 141%, and an increase of over 93% for curcuma). Another trend is that of functional food: pills, dietary supplements, shakes generate a market in Italy that makes us stand out in Europe (with a turnover of 2,5 billion, +7.7% year on year).

In front of this revolution, companies look short of breath, just like large scale distribution. Only specialized shops, able to address specific targets of consumers, are achieving economic satisfactions (revenues in the specialized channel are five times that of 'conventional' retailers).



Global, light, clean, green, healthy

Sono le nuove parole d'ordine, riguardo al cibo, degli italiani. Lo spiega il Rapporto Coop (la più grande catena italiana) 2016, presentato a Milano in settembre. Un appuntamento strategico che consente di fare il punto sullo stato dell'arte dei consumi in Italia. Ma, più in generale, fornisce indicazioni sulle nuove tendenze emergenti nel mondo occidentale.

I "nuovi europei", dopo la crisi, sono certamente più vecchi e più soli, più poveri e disuguali ma sono diventati anche più green e smart, più clean e healthy. Gli italiani, ad esempio, dopo la resilienza alla crisi sono oggi tra i più innovativi e sperimentali d'Europa. Lo smartphone è il vero compagno di vita (15 milioni venduti nell'ultimo anno, +16%), uno su 10 ha al polso un dispositivo wearable (secondi solo agli americani), la vecchia immagine del latin lover è tramontata e anche l'amore diventa virtuale. Non ha ancora sfondato, ma mostra indubbi segnali di crescita, Internet e almeno nelle intenzioni l'80% degli italiani vorrebbe rendere più connessa la propria casa. La rete e i suoi servizi sono fonte di consumi gratuiti e certo perciò così praticati: in questo modo si è dissolto circa il 2% della spesa ovvero 20 miliardi di euro e una famiglia può arrivare a risparmiare fino a 1400 euro all'anno.

Ma gli italiani sono anche i più magri d'Europa, entusiasti - come noi solo gli spagnoli - hanno aderito alla sharing economy (il 5% usa le piattaforme), considerano l'ambiente un bene primario e la ricerca della sostenibilità del carrello della spesa è diventata un credo diffuso. Il risveglio della mobilità passa anch'esso dal green: +48% le vendite di auto ibride nel primo semestre dell'anno, quasi 57mila le e-bike.

Da qui al cibo il passo è breve: mangiamo di meno in quantità, ma sempre più global (si veda l'impennata del carrello etnico +8% nel primo semestre 2016), i cibi sono sempre più light e si afferma lo stile alimentare "clean". Ripulirsi è il mantra a tavola dei nuovi italiani e da qui la riscoperta di ingredienti "antichi" diventati i "superfood" di oggi: lo zenzero, la quinoa, la curcuma... parole cercate ossessivamente in rete ma anche fonte di un segmento di fatturato in crescita (il giro d'affari dello zenzero anno su anno fa registrare un +141% e la curcuma supera il 93%). O il ricorso all'"altro cibo": pillole, integratori, beveroni generano in Italia un mercato che ci fa primeggiare in Europa (2,5 miliardi il giro d'affari e un +7,7% anno su anno).

Di fronte a tanti cambiamenti le imprese si mostrano in affanno e la grande distribuzione non fa difetto. Solo gli specializzati in grado di colpire target individuali di consumatori ottengono soddisfazioni economiche (la redditività degli specialisti nel largo consumo è cinque volte quella della grande distribuzione "tradizionale").

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FMI RETIRES THE FMI CONNECT TRADE SHOW

The Food Marketing Institute will discontinue its annual FMI Connect show beginning in 2017, FMI's president and CEO Leslie Sarasin announced on the past 28th September. "As you can imagine, a decision of this magnitude was not reached easily," she said in a statement. And added that the event "has fallen short of achieving the precise formula necessary for meeting today's industry needs, particularly as the industry continues to change and evolve so quickly." FMI now wants to focus on other events, such as the Future Leaders and the Annual Meat Conference, to reach out in an audience-specific way. Chicago hosted the trade show 24 times from the early 1980s to 2007 before it moved elsewhere. The 2008 show was in Las Vegas. In 2012, organizers announced the show would return to Chicago in 2014. The hope was that coming back to Chicago might be the "magic" it needed to draw more attendees.



I riflettori si spengono su Fmi Connect

Il Food Marketing Institute, organizzatore di Fmi Connect, uno dei principali eventi fieristici dedicati al settore food & beverage del Nord America, ha annunciato che la manifestazione, programmata per giugno 2017, è stata cancellata. "Come potrete immaginare, una decisione di questa portata non è stata presa con leggerezza", è stato il commento di Leslie Sarasin, presidente e CEO della società. Che ha spiegato: "L'evento non rappresenta più la giusta formula per rispondere agli attuali bisogni dell'industria. Un'industria che continua a cambiare ed evolversi così rapidamente". Il CEO ha spiegato che adesso Fmi intende concentrare le proprie forze su altre manifestazioni, come il Future Leaders e l'annuale Meat Conference. Dai primi anni '80 fino al 2007, Chicago ha ospitato l'Fmi Connect ben 24 volte. Nel 2008 la kermesse ha visto la sua prima edizione a Las Vegas, mentre a partire dal 2014 l'evento è tornato nella sua città natale. Un ritorno che, almeno nelle speranze degli organizzatori, doveva essere decisivo per la rinascita della manifestazione. Ma evidentemente ciò non si è verificato.

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CARREFOUR INVESTS 77 MILLION EURO TO ACQUIRE THREE SHOPPING CENTRES IN SPAIN



Carmila, a subsidiary company of the Carrefour Group specialized in real estate, has purchased three shopping centres in Spain from Hispania Retail Properties, all located next to Carrefour hypermarkets. This represents an investment of 77 million euro. With this acquisitions, Carmila strengthens its real state portfolio, which last year was valued at 4.6 billion euro and includes 189 shopping centres distributed between Spain, France and Italy. The newest acquisitions are in El Mirador (Burgos), Montigalà (Barcelona) and Atalayas (Murcia). Together, they account for over 30,000 square metres of commercial space.

Carrefour investe 77 milioni di euro per rilevare tre centri commerciali in Spagna

Carmila, società partecipata al 100% dal Gruppo Carrefour e specializzata in operazioni immobiliari, ha rilevato tre centri commerciali in Spagna, posizionati accanto a degli ipermercati Carrefour. L'acquisizione dei tre shopping mall, precedentemente di proprietà della società iberica Hispania Retail Properties, ha comportato un investimento di 77 milioni di euro. Carmila rafforza così il proprio portfolio, valutato nel 2015 in 4,6 miliardi di euro, che comprende 189 centri commerciali localizzati in Spagna, Francia e Italia. Situati a El Mirador (Burgos), Montigalà (Barcelona) e Atalayas (Murcia), le ultime tre acquisizioni coprono una superficie di 3mila metri quadri.

LAW AGAINST FOOD WASTE COMES INTO FORCE IN ITALY

A new law aimed at fighting food waste has been approved by the Italian government. The aim is to cut up to one million tonnes of wasted food a year by giving businesses incentives to donate food to charities, among other measures. Furthermore, restaurants are now obliged to provide doggie bags for people who want to take left-over food home. Under the legislation, two million euros have also been allocated to buy food for the poor, the first instalment of a total of 10 million euros pledged by the government for the initiative. One million euros a year, starting in 2016 through 2018, will moreover fund innovative projects aimed at curbing waste and donating excess food. The legislation also aims to cut food waste in canteens, including in schools and hospitals, and reduce pharmaceutical waste. "This is one of the best and most concrete legacies of Milan Expo 2015," said Agriculture Minister Maurizio Martina.



Via libera, in Italia, alla legge contro gli sprechi alimentari

È stata approvata dal Senato la legge contro gli sprechi alimentari, definita dal ministro delle Politiche alimentari e forestali Maurizio Martina "Una delle migliori eredità di Expo". La legge punta dunque al recupero di oltre 1 milione di tonnellate di cibo all'anno, che sarà poi devoluto ad associazioni caritatevoli. Tra le altre misure introdotte dalla legge: l'obbligo per i ristoranti di fornire le 'doggie bags' a chi intende portare a casa gli avanzi della propria cena; previsto un finanziamento di 2 milioni di euro per l'acquisto di alimenti da destinare agli indigenti (la prima tranche di un finanziamento complessivo di 10 milioni); istituito anche un fondo presso il Ministero con dotazione di 1 milione di euro per ciascuno degli anni 2016, 2017 e 2018 destinato al finanziamento di progetti innovativi finalizzati alla limitazione degli sprechi e all'impiego delle eccedenze.

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NESTLÉ TO FORMALLY ACQUIRE BRAZIL'S GAROTO



Swiss transnational food and drink company Nestlé is close to completing its takeover of Brazilian chocolate manufacturer Garoto. Speaking to the local press, the firm's managing director Liberato Milo said that the two companies are working closely with the Administrative Council for Economic Defense (Cade) "to reach the best possible deal". Nestlé has been investing in Garoto since 2002, however Brazil's antitrust authority vetoed a potential merger in 2004, on the grounds that it would hinder competition in the domestic chocolate market. Garoto's estimated turnover for 2016 is of 2.5 billion Brazilian Real (687 million euro).

Nestlé pronta a formalizzare l'acquisizione della brasiliana Garoto



La multinazionale svizzera del food and beverage Nestlé è vicina a completare l'acquisizione del produttore brasiliano di cioccolato Garoto. Parlando a un quotidiano locale, il direttore generale di Garoto, Liberato Milo, ha fatto sapere che le due aziende stanno lavorando intensamente con il Cade, il Consiglio amministrativo di difesa economica nazionale, "per raggiungere un accordo". Benché i primi investimenti di Nestlé in Garoto risalgano già al 2002, nel 2004 l'antitrust brasiliano ha posto un veto alla fusione per paura che questa operazione potesse ostacolare la libera concorrenza nel mercato locale del cioccolato. Secondo le stime, il fatturato 2016 di Garoto si chiuderà a 2,5 miliardi di Real (circa 687 milioni di euro).

BARILLA PASTA ARRIVES IN RUSSIA'S URAL REGION



Pasta produced by Italian food company Barilla has finally arrived in supermarkets across Russia's Ural region. According to the Italian Foreign Trade Agency, this follows last year's opening of Barilla's second production line in the city of Solnechnogorsk, in the Moscow Region, where Barilla has invested more than 3.6 billion Rubles in ten years. In Russia Barilla also has a production site in Ufa, in the Bashkortostan Republic. The total production volume amounts to 2.5 million tons per year.

Russia: la pasta Barilla nei supermercati degli Urali



Secondo la notizia diffusa dall'ufficio Ice di Mosca, in tutti i supermercati degli Urali è ora possibile trovare prodotti Barilla. È dello scorso anno, infatti, l'inaugurazione della seconda linea produttiva dell'azienda nella città di Solnechnogorsk, nella Regione di Mosca, dove Barilla, in oltre dieci anni, ha investito più di 3,6 miliardi di rubli (51,3 milioni di euro). L'altro stabilimento produttivo di Barilla in Russia si trova a Ufa, nella Repubblica di Bashkiria. La produzione totale ammonta a 2,5 milioni di tonnellate all'anno.

PEDON EXPANDS PL COLLABORATION WITH ALBERT HEIJN

Italian food firm Pedon has expanded its collaboration with Dutch retailer Albert Heijn. The Vicenza-based company is providing three new ready-to-eat references for the AH private label brand - 7 grains mix, bulgur & quinoa and spelt, and lentils and brown rice, all steam-cooked naturally with Italian extra virgin olive oil and sea salt. Ready in just 90 seconds in the microwave or a few minutes in the pan, these products have a high healthy and nutritional value, are suitable for those who follow a vegetarian or vegan diet. The practical printed doypack bag is ideal for use in microwave, preserving all the organoleptic properties of the grains and making it recognisable on the store shelf. With the latest additions, the number of products provided by Pedon and distributed by Albert Heijn now totals 21.



Pedon co-packer di Albert Heijn



Continua la collaborazione tra Pedon e il retailer olandese Albert Heijn, che ha scelto ancora una volta l'azienda vicentina per tre nuove referenze ready-to-eat a marchio AH. Mix sette cereali, bulgur & quinoa e farro, lenticchie & riso integrale, cotti naturalmente al vapore con sola acqua, olio extra vergine di oliva italiano e sale marino, sono i nuovi prodotti con un alto valore salutistico e nutrizionale proposti da Pedon e che rispondono alle esigenze del consumatore moderno. Con queste nuove referenze sale a 21 il numero di prodotti firmati Pedon e distribuiti da Albert Heijn attraverso i 966 supermercati della catena.



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THE ITALIAN GOVERNMENT BETS ON INNOVATION: 13 BILLIONS FOR THE GROWTH OF INDUSTRY 4.0



The Italian Government just announced a three-years investment plan of 13 billion euro aimed at supporting the growth of the Industry 4.0 and set the ground of the next industrial revolution. These investments will be performed by means of provision of different types of tax incentives which should lead to an increase in 2017 of investments by private companies in innovations of 10 billion euro (from 80 to 90 billions), 11.3 billion on research and development by 2020 and 2.6 billion in risk capital. The plan also provides for an increase in the rate of the iperammortamento to 250% from the current 140% for the assets related to the manufacture of 4.0.

Il governo italiano scommette sull'innovazione: piano da 13 miliardi per l'industria 4.0

13 miliardi di euro a sostegno degli investimenti in innovazione e ricerca. È quanto prevede il Piano industria 4.0, presentato dal governo italiano, che ha come traguardo il 2020. Tra le novità più significative: un aumento di 10 miliardi degli investimenti privati in innovazione nel solo 2017 (da 80 a 90 miliardi); 11,3 miliardi di spesa privata in più nel triennio e un incremento di 2,6 miliardi dei finanziamenti privati; previsto anche un iperammortamento che passa dal 140 al 250% per gli investimenti in innovazione e superammortamento per acquisto di tecnologie 4.0.

ASIAGO, PARMIGIANO REGGIANO AND GORGONZOLA PRODUCERS JOIN FORCES IN EASTERN EUROPE



Italian producers of Asiago, Parmigiano Reggiano and Gorgonzola cheese have formed an alliance to conquer Central and Eastern European markets. Namely Poland, Hungary, the Czech Republic and Austria in the framework of the Cheese-It's Europe project. The 3 million euro investment plan is co-financed by the EU and includes the three Protection Consortia. The joint initiative kicked off in September and last through 2018. The goal is to promote the excellence and uniqueness of these three Italian cheeses, as well as their consumption in the four markets.

Asiago, Parmigiano e Gorgonzola si alleano per conquistare l'Europa dell'Est

I produttori italiani di Asiago, Parmigiano Reggiano e Gorgonzola stringono un'alleanza per rafforzare la loro presenza nel mercato dell'Est Europa, precisamente in Polonia, Ungheria, Repubblica Ceca e Austria. Il progetto, denominato 'Cheese - It's Europe' prevede per il triennio 2016-2018 un piano di investimento di 3 milioni di euro realizzato dai tre consorzi di tutela con il cofinanziamento dell'Unione Europea. Obiettivo primario della partnership: sottolineare il carattere di eccellenza e l'unicità dei tre prodotti italiani, sviluppando un intenso calendario di attività rivolte a tutti i canali distributivi e ai media.

FRANCE TO BAN ALL PLASTIC DISHES BY 2020

France has become the first country in the world to ban plastic plates, cups and utensils, passing a law that will go into effect in 2020, just to give enough time for manufacturers to adjust with the new law. By that time, indeed, disposable utensils and dishes will have to be made of biological, rather than petroleum-based, material only. The new law is a part of the country's Energy Transition for Green Growth Act, approved on the past August the 30th. Pack2Go Europe, a Brussels-based organisation representing European packaging manufacturers, said it will fight the new law which it hopes will not spread to the rest of the continent. In addition, it said that the measure violates EU law on the free movement of goods.



Stop della Francia ai piatti di plastica

Entro il 2020 piatti e stoviglie di plastica spariranno dalla Francia, in base a quanto stabilisce il nuovo disegno di legge approvato Oltralpe lo scorso 30 agosto e denominato "Transizione energetica per una crescita verde". I produttori avranno quindi quattro anni di tempo per adeguarsi alla nuova direttiva e sostituire la plastica con materiali biodegradabili e compostabili. Vietato non solo produrli, ma anche commercializzarli, e a tal proposito c'è già chi sostiene che la legge violi le norme dell'Unione europea sulla libera circolazione delle merci. Pack2Go Europe, l'associazione europea che riunisce i produttori di packaging, ha già annunciato che farà ricorso contro la decisione francese, temendo un contagio europeo. Sostenendo anche che la legge violi apertamente le regolamentazioni europee sulla libera circolazione delle merci.

TUTTOFOOD 2017 HAS CONQUERED US CERTIFICATION



The International Trade Administration of the US Department of Commerce has awarded the Milano World Food Exhibition – the next edition is to take place in Fieramilano in Rho from 8 May to 11 May 2017 – with the prestigious Trade Fair Certification (TFC). US certification, which is given along with a message from American President Barack Obama, is based on very strict parameters. It is only given to international trade shows that demonstrate that they can guarantee U.S. professionals access to expanding markets with a great deal of high-quality business opportunities. This is recognition of Tuttofood's leading role whereby Italian companies are in ever closer contact with foreign companies, thanks as well to the synergy with Milan, a city in which, especially after Expo, the most sophisticated expressions of Italian and international food phenomena are represented. The exchange between these two countries is, in fact, one of the greatest representations of a renewed international focus: according to data from Istat, last year, Italian food exports to the US were greater than 1,989 million euros, an impressive increase of 21% as compared to the about 1,643 millions in 2014, which at the time represented a 7% increase on the previous year.

Tuttofood ottiene la Trade fair certification dagli Usa

Importante riconoscimento dagli Stati Uniti per Tuttofood. La International trade administration dello US Department of commerce, infatti, ha rilasciato alla Milano World Food Exhibition, la cui prossima edizione si terrà in Fieramilano, a Rho, dall'8 all'11 maggio 2017, la prestigiosa Trade fair certification (Tfc). Basata su parametri di selezione molto stringenti, la certificazione, accompagnata da un messaggio del presidente americano Barack Obama, viene concessa esclusivamente alle manifestazioni internazionali che dimostrino di garantire agli operatori statunitensi l'accesso a mercati in espansione, con opportunità di business molteplici e di alta qualità. L'interscambio fra Usa e Italia è fondamentale: secondo dati Istat, nel 2015 le esportazioni agroalimentari italiane verso gli Usa hanno superato i 1.989 milioni di euro, in aumento del 21% rispetto ai circa 1.643 del 2014, anno che a sua volta aveva fatto registrare un incremento del 7% su quello precedente.

DELICATESSEN

The group is mainly engaged in the production of cold cuts by certifying the supply chain that from the slaughter goes through the production and the seasoning up to the slicing.

AND GASTRONOMY

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PERIMETRO



CIAO ITALIA, CHAPTER 2

H-E-B's partnership with the Italian Trade Agency brings more than 3,000 authentic Italian food & beverage items to Texas and Mexico.



Pictures from the inauguration

In its continued commitment to providing customers with a diverse and high-quality assortment of products, H-E-B's partnership with the Italian Trade Agency continues to bring more than 3,000 authentic Italian imports to more than 300 H-E-B stores across Texas. Products were showcased during the companywide 'Ciao Italia' event, happening in stores from September 28 until October 11. From pizza to pasta, from olive oil to wine, passing through cheeses and cured meats, the campaign offered an array of distinctive, innovative and authentic Italian products to Texans to enjoy. We talked about the initiative's goals and ITA future projects with Matteo Picariello, trade analyst for the Chicago Office.

A project renewed for the second year. Which were the results of the first edition?

The partnership with H-E-B is very important not only for its high quality - sales volumes and attention to promoting real Italian products - but also for some unique features of the retailer chain that, thanks to our support, has significantly widened its range of 'Authentic Italian' products: large surface outlets, geographic concentration and the special attention paid to services and customers' education. Sales figures cannot be disclosed, but in the last three years the company has increased the purchase of Italian items by 30% and now offers a range of about 3,400 skus. For the 2016 promotional campaign 112 new suppliers and 255 new items were introduced.

What kind of innovations were introduced this year?

'Don't change a winning team', says the motto. Nevertheless, we improved some aspects of the collaboration: first of all, by extending the campaign to Mexico (50 outlets); second of all we decided to focus more on the 'educational' aspect, also thanks to a partnership signed between H-E-B and the Alma cooking school. Activities directed to consumers (recipes etc.) and to H-E-B employees alike. Alma chefs spent a week in Texas for 'trainers training' activities. At the end of the project, we will also launch an online section dedicated to made in Italy products on a new e-commerce platform.

Was the selection focused on any particular item?

According to the Texan law, H-E-B can provide its stores with a wide range of alcoholic items and their wine portfolio is continuously increasing. Utmost attention is paid to healthy products too, not necessarily organic, with a short ingredient list and containing only natural ingredients. The demographic differentiation of stores also enables the company to offer gourmet specialties, as well as entry level made in Italy items.

There is no need to say that we are mainly focused on the first category, underlying that quality isn't always synonymous with higher prices.

How was the selection made?

Products' selection is exclusively made by buyers, and the promotion itself represents a trial opportunity for new products that, we must not forget, are not a one-time offering but are included in the range.

How can Italian companies apply with their products?

The need, from buyers, to establish a dialogue with their suppliers on one side and the continued search for innovations on the other, turn trade shows into strategic opportunities to encourage the matching between demand and offer. Every year we take to Italian major events tens of buyers, from H-E-B as well as from many other retail chains. Just like we take Italian companies to major trade shows in the US, like the Fancy Food Shows and FMI. Companies willing to nominate themselves need to be sure that they comply with a series of requirements (volumes, offer, certifications, labels etc.). Afterwards, the decision belongs to retailers only, and if interested they will contact companies directly. We are not able to guarantee any answer or potential explanation for a refusal. And most of the times buyers select on their own the companies they are interested in discovering during trade shows. Anyway, together with Federalimantare we have been working on a web sourcing B2B platform for buyers and producers in order to further simplify the connection between demand and offer.

How are Italian products enhanced inside physical stores?

H-E-B is heavily betting on the creation of promotional in store materials, as well as in communication with internal (newsletter; web page) and external media. Including in-store cooking demos, tastings, education, a sweepstake for consumers (with the chance to win a Fiat 500, a trip to Italy or a Vespa scooter...) and many other activities focused on Italian products.

Why is the market of Texas so strategic for Italian products?

According to a study conducted by the Italian Minister of Economic Development before the launch of the 2015 campaign, the focus is set both on establishing collaborations with retail chains (large scale retailers but also independents), and both on communication campaigns able to protect the real 'Authentic Italian' against the so-called 'Italian Sounding', in Texas, East Coast and Mid-West. The first step was to strengthen the presence of Italian products in areas where imported items are an established presence. In a second phase, the goal is to extend the campaign to areas with a strong propensity for imported products, such as Florida



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and California, and the final step is to investigate new areas and maybe reach an agreement with a national chain.

Is the ITA office working on any similar project in other States and with other chains?

The partnership with H-E-B, at its second edition, follows the campaign launched with Price Chopper (TriState) and Marianos (Illinois). We are already in talks with many other retailers, but this kind of agreements are quite complex and require a long incubation period, also due to the strict terms we establish (sales increase, promotional investment, evaluation of the real made in Italy, research of new suppliers etc.) and our need to access their confidential data. So far, we can only anticipate that among the new partner chains there are Meijer and Schnucks.



'Ciao Italia', capitolo 2



È stata inaugurata lo scorso 28 settembre ad Austin, in Texas, la seconda edizione di 'Ciao Italia'. Il progetto promosso dall'Ice Agenzia nell'ambito del vasto programma di azioni rivolte alla Grande distribuzione organizzata Usa, finanziato dal ministero dello Sviluppo economico. Con 317 supermercati nello Stato, 110 anni di attività e un fatturato 2015 di 22 miliardi di dollari (equivalenti a circa 18,7 miliardi di euro), H-E-B è la più grande società privata del Texas e la 15esima negli Usa (fonte: Forbes 2015), oltre a essere presente con 53 supermercati in Messico. I prodotti coinvolti dalla promozione, che si è protratta fino all'11 ottobre, sono stati attentamente selezionati dalla catena Usa nell'ambito di diverse missioni di acquisto e incoming in Italia. A raccontarci i retroscena e gli obiettivi dell'iniziativa è Matteo Picariello, responsabile dell'ufficio Ice di Chicago.

About H-E-B

H-E-B, with sales of more than 23 billion dollars, operates more than 370 stores in Texas and Mexico. Known for its innovation and community service, the retailer celebrated its 110th anniversary in 2015. Recognized for its fresh food, quality products, convenient service, and a commitment to environmental responsibility and sustainability, H-E-B strives to provide the best customer experience in everyday low prices. Based in San Antonio, H-E-B employs more than 96,000 partners in Texas and Mexico and serves millions of customers in more than 300 communities.



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A LAND OF OPPORTUNITIES

Market trends and opportunities in Australia.
Interview with Sandro Mariani, director of the ITA Office in Sydney.



Pictures from
Fine Food Australia
2016



Worth 473.5 million euro in 2015 – 218.7 millions in the first semester of this year – Australian market for made in Italy food & beverage products still offers a huge growth potential to Italian companies. In particular, to those specialized in the production of 'typical' and famous F&B specialties such as wine, pasta, tomato-based products, olive oil, cheeses, smallgoods and coffee. With consumers paying increasing attention to trends such as natural and organic. We talked about that and much more with Sandro Mariani, trade analyst for the ITA office in Sydney, that has recently taken 30 Italian companies to the largest exhibition in the country: Fine Food Australia.

How do local consumers and industry players perceive and consequently enhance Italian products?

Italian food products in Australia are perceived very well and still considered among the best on the market. Products such as pasta, parmesan cheese and prosciutto di Parma are often imitated but the high quality of the Italian products is never matched and cannot be equalled. Products such as tomato sauces and passata are produced in Australia but with high production cost (cost of labour) and the quality of the product is not at the same level yet of the one from Italy. Thanks to the success of many TV food shows where often Italian products such as parmesan cheese, balsamic vinegar and other Italian specialties are displayed on stage the entire food product category benefits with a constant growth.

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

Italian food brands are definitely more pre-

sent and visible at delicatessen and small retailers shops rather than at supermarkets. Food importers have a very strong business relationship with distributors and retail shops and push for Italian products to be sold. Supermarkets have planned in the last few years to increase the importation of high quality products. Supermarket chains such as Woolworths, Coles and Aldi are increasing the shares of their private label products produced in Italy.

Which are the most interesting opportunities and markets for Italian food & beverage companies interested in growing their business in this country?

There are product categories such as prosciutto, wines, balsamic vinegar, mineral waters, cheeses (parmesan, mozzarella), olive oil and truffles still offer great opportunity in the mar-

ket and Italian products are among the best and most popular.

And which are, instead, the major restrictions to imports?

The restrictions in the food sector in Australia are concentrated on a few product categories. Among the smallgoods for example the prosciutto and the speck are the only products allowed for the importation from Italy. All cheeses and dairy products need an import permit to enter the country. Products with a content of egg and/or dairy products have limitations of that content in the products.

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

ITA, Italian Trade Agency organizes every year the participation of a number of Italian companies to the exhibition of Fine Food Australia, the most important and largest food exhibition in the country, totally dedicated to the trade. Our Office organizes the companies stands at the show and contributes to promote their business and activity organizing for them meetings with local operators at the show. We also organize trade missions of Australian food operators to attend in Italy the main exhibitions and events of the food sector.

The latest edition of Food Australia was held on the past September. How many Italian companies attended the show?

During last participation to the Fine Food Australia Exhibition in Melbourne (12-15 September 2016) we have organized a pavilion of 206 square meters where we hosted 29 Italian companies showcasing their products and specialties. Nearly 28 thousand Australian operators visited the show.

Australia: una terra di opportunità



Con un valore di 473,5 milioni di euro nel 2015 (218,7 milioni nei primi sei mesi di quest'anno), il mercato australiano dei prodotti alimentari made in Italy presenta un grande potenziale di crescita per le aziende del Bel Paese. In particolare per quelle specializzate nella produzione di prodotti riconosciuti a livello globale come tipicamente italiani, quali vino, pasta, prodotti a base di Pomodoro, olio di olive, formaggi, salumi (chiamati in Australia 'smallgoods') e caffè. Con un occhio attento a tutto quello che è naturale e biologico. Ne abbiamo parlato con Sandro Mariani, direttore dell'ufficio Ice di Sydney, che ha da poco portato 30 aziende alimentari italiane alla più importante fiera di settore del Paese: Fine Food Australia.



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AUSTRALIAN GIANTS

The Coles-Woolworths supermarket duopoly is now under threat due to the competition of foreign competitors Aldi, Lidl and Costco.

In 2015, grocery retail in Australia was characterised by intense competition and price wars. The category continued to be dominated by supermarkets Woolworths and Coles (Westfarmers); however, discounter Aldi gained share through its low price structure and extensive range of private label products, forcing supermarkets and other industry players to reduce the cost of everyday items in order to compete. In fact, in June 2015, a supermarket inflation survey by Deutsche Bank found that grocery prices dropped by 6% in the June quarter, representing the deepest decline in more than 18 months (IRI data).

Australian retailers do not have prominence on other continents, but within its own borders, retailing is the largest employer, with an estimated 50% of the population having worked in retail at some time in their career. For at least a decade "Global Powers of Retailing" report by Deloitte has included Australian retail companies with annual revenue large enough to be ranked among the Largest Retail Companies in the World.



Giganti australiani



Nel 2015, il panorama della Grande distribuzione australiana è stato caratterizzato da una forte concorrenza e da un'aspra guerra dei prezzi. Benché il comparto resti nelle mani di Woolworths e Coles (Westfarmers) - le due catene che assieme detengono oltre il 60% del mercato - nuovi player come Aldi, Lidl e Costco stanno mettendo a dura prova questo collaudato duopolio. Se i retailer australiani possono infatti essere poco noti al di fuori dei confini nazionali, 'in casa' rappresentano la prima fonte di occupazione e per almeno un decennio sono stati inclusi dal Global Powers of Retailing di Deloitte tra le catene di retail più grandi e influenti al mondo.

Grocery and Supermarket Retailing in Australia



over

100 billion dollars

Annual retail revenue for grocery stores and supermarkets

3.9%

annual growth in the grocery and supermarket segment between 2011 and 2016

328,511

The number of retail grocery store and supermarket employees (in 2015)

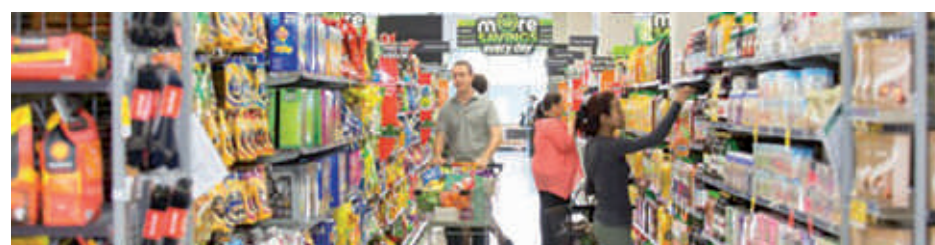
2,022

The number of retail grocery store and supermarket locations in Australia (in 2015)

Woolworths and Coles collectively control over 60% of the Australian grocery market

A competitive landscape

In 2015, grocery retailers in Australia continued to be dominated by conglomerates Woolworths and Coles, which held a combined value share of 61%. Competition between these retailers did not remain limited to supermarkets with both having a strong presence and very similar offering across multiple categories within retail, including forecourt retailers and food, drink, tobacco specialists. Nevertheless, Woolworths and Coles, for years enjoying a comfortable and profitable duopoly, have now challenges ahead of them, as new competition could cause significant change in the industry. International discount stores Aldi, Lidl and Costco each offer consumers similar products for significantly lower prices. After Coles and Woolworths dominated the grocery market each of the past two decades due to the lack of any real competition, they are now in danger of staying ahead with its world-leading profit margins and dominant market share.



Wesfarmers (Coles)

- Founded: **1914**
- Country of Origin: **Perth, Western Australia**
- Sales Revenue (FY16): **66 billion AUD**
- N° of Australian stores: **776 supermarkets, 858 liquor stores, 90 hotels and 662 fuel and convenience outlets**

From its origins in 1914 as a Western Australian farmers' co-operative, Wesfarmers has grown into one of Australia's largest listed companies. With headquarters in Western Australia, its diverse business operations cover: supermarkets, liquor, hotels and convenience stores; home improvement; office supplies; department stores; and an industrials division with businesses in chemicals, energy and fertilisers, industrial and safety products and coal.



Wesfarmers is one of Australia's largest private sector employers with around 220,000 employees and a shareholder base of approximately 500,000. On the 2nd July 2007, Wesfarmers announced it was purchasing the Coles Group retail business for 22 billion AUD making it the largest successful take-over in Australian corporate history. This year, The Coles supermarket business exceeded expectations with a 4.1% rise in comparable store sales over the year becoming Australia's largest company by revenue.

Coles Group retail business for 22 billion AUD making it the largest successful take-over in Australian corporate history. This year, The Coles supermarket business exceeded expectations with a 4.1% rise in comparable store sales over the year becoming Australia's largest company by revenue.

Woolworths

- Founded: **1924**
- Country of Origin: **Sydney, Australia**
- Sales Revenue (FY16): **58 billion AUD**
- N° of Australian stores: **961 Woolworths stores, 1100 liquor outlets, 600 petrol outlets, 177 Countdown stores**



Woolworths Limited is a major Australian company with extensive retail interest throughout Australia and New Zealand, where it manages more than 3,000 stores. It opened its first store as Woolworths Stupendous Bargain Basement in Sydney, with an initial capital of just 25,000 dollars in 1924. Now, it is the second largest company in Australia by revenue, after Perth-based retail-focused conglomerate Wesfarmers, and the second largest in New Zealand. It employs more than 205,000 people and serves 28.4 million customers each week. In addition, Woolworths Limited is the largest takeaway liquor retailer in Australia, the largest retailer in the world in 2008. Its main operations include supermarkets, liquor retailing, hotels and pubs under the Australian Leisure and Hospitality Group umbrella, and discount department stores under the Big W name in Australia. Woolworths Limited announced a loss of 1.235 billion AUD for the FY16 financial year on August 2016, the biggest in more than 23 years as a public company.

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THE IMPORTER

Napoli Food & Wine

Enzo Angrisano, director

Napoli Food and Wines has its origins in Naples. Lover of the true Italian taste – owner Raffaele Angrisano decided he needed to bring his passion to restaurants and café's alike to Australia. After starting off with not much more than a phone and a focused supply line of Italian food supplies, Napoli food and Wines - started in 1991 - quickly grew to become one of Australia's leading food distributor's with a city based warehouse to allow for speed and efficiency in getting products to clients. "The majority of the goods are imported from Italy, however in looking for only the finest food for our customers we also carry a large variety of local and European produce," said Napoli Food & Wine's director, Enzo Angrisano, brother of Raffaele. Today, Napoli food and Wines Australasia Pty Ltd. supplies a



Picture: Enzo, PierLuca and Raffaele Angrisano, three generations of the Angrisano family

large variety of food and beverage products: "Including bufala mozzarella, fior di latte, bocconcini di latte Jursey, peeled tomatoes Dop San Marzano Strianesi, Pasta Felicetti from Trentino, olio Ranieri from Umbria. Wines such as Aglianico, Falanghina from Campania, Primitivo from Puglia. Nero

D'Avola from Sicily, Prosecco from Veneto and Concerto from Emilia Romagna". Products directed to a broad range of distribution channels such as restaurants, clubs, pizzerias and supermarkets. "Some of the most demanded products are Italian flours for pizzerie like the Neapolitan style pizza

flour from le 5 Stagioni made from Agugiaro e Figna Molini, and Italian beer like Magia D'Estate from Birrificio Maiella from Abruzzo. Also a big interest in wines like prosecco Santome' from Tenuta San Tome in Veneto or Concerto Reggiano dry sparkling red from Medici Ermete." But is there any trade barrier or tariff that prevents the entry of any food product in Australia? "Small goods such as salami are still not permitted in Australia, at present the only item allowed is prosciutto crudo, products such as processed meats are still not permitted," he explained. Servicing a large, diverse range of clients from Sydney down to Canberra and all the way up to the Central Coast and Newcastle, Napoli Food and Wines has the buying power to get the most competitive prices for the finest authentic products.

www.napolifoodandwines.com.au

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A NEW LIFE FOR 'BASTARDO' AND 'MORLACCO'

Excellent cheeses of Grappa region become once again important market players thanks to Toniolo Casearia, that has revived these extraordinary products, enhancing malgas (alpine farmsteads) and the territory.



There is always a thin layer of mist on the top of Mount Grappa. Right there on the summit that hosts the Military Memorial Monument dedicated to the soldiers who died during the World Wars. But this mountain, situated in the Venetian Prealps - a sort of anteroom of the Dolomites, just a few kilometers away - made of limestone and poor in water, is also the cradle of two cheeses produced in the farmsteads on its slopes: Bastardo and Morlacco. With their particular and sweet flavor, the cheeses of Mount Grappa (which faced the risk of being forgotten) are the result of the difficult and almost heroic work of herdsmen, defying the harshness of this mountain. Thanks to Toniolo Casearia, Bastardo and Morlacco were the undisputed protagonists of the fifth edition of Made in Malga, the event that took place in Asiago from September 8 to 11. Authentic masterpieces of the dairy art preserved by the herdsmen of this territory, selected and improved by To-

niolo Casearia, Morlacco and Bastardo del Grappa, as well as Monte Fresco and Stagionato, came directly from Malga Paradiso, Malga Val Delle Foglie and other farmsteads of Mount Grappa and Asiago upland. These cheeses are more and more renowned and appreciated by Italian public, tourists and foreign retail buyers. Strengthening the bonds with the territory and cooperating with the farmsteads to give value to typical products are fundamental topics for Toniolo company, that through the years has revived and made known great cheeses like Morlacco and Bastardo del Grappa. "Made in Malga", says Mauro Toniolo, owner of Toniolo Casearia, "offered us the opportunity to make known the work that we have been doing for many years with the best herdsmen of our territory. For having green pastures and happy cows is not enough to make a good mountain cheese. It requires a lot of hard work and wisdom. It is not easy indeed to make

these cheeses. Their extraordinary features require a constant cooperation throughout the entire production chain; this is essential to guarantee the uniqueness of the products. From high-quality pastures to the prompt transportation of milk, from the observance of the traditional recipes in the cheese factory to the scrupulous aging: every passage has been controlled and improved through time. We have been working with some of our herdsmen for many years, developing also projects for the rediscovery of raw milk products. We are proud of having spent this four-day event with them, promoting flavors, typical products and distinctive values of our territory". Bastardo and Morlacco deal Grappa, selected and branded Toniolo, are available in wheels and in portions with the special Modified Atmosphere Packaging, a Toniolo exclusive, that allows to preserve perfectly the organoleptic qualities.



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UNDER PRESSURE

In 2015 European private label value market share was down by 0.6% over previous year, at 38.3%. Mainly due to the surge of discounters and to national brands' aggressive pricing.

Private label brands are coming under increasing pressure across Europe, according to a recent IRI report called 'Private Label in Western Economies', which analyses private-label sales trends, price and promotions in eight countries worldwide: France, Germany, Italy, Spain, the Netherlands, the UK, the US and Australia.

Private label in Europe fell as a share of the total FMCG market by 0.6% to reach 38.3% in 2015. This highlighted both a downward trend and the fact that retailers and manufacturers are struggling to cope with challenging market conditions, including pressure from a growing discounter channel, as well as national brands investing large amounts of money in promotions.

While there are encouraging signs of economic growth in Europe - with GDP up 1.7% for 2015 and unemployment slowing or stabilising - there were signs that shoppers' decisions about whether to buy private label over recognised brands varied from country to country.

France saw the highest private label share decrease of all

the eight countries in 2015 but still recorded a robust private label value share of 34.1%, compared to Italy's 17.2% and Australia's 13.9%. The UK remains the country with the strongest penetration of private label with a value share of 51.8% in 2015, increasing by 0.4% on the previous year.

The IRI report also highlights that volume sales on promotion (in % by country) for private label and national brands were closely competing in the United States: national brands' promotion market share was 43.4% while private label's promotion market share was 37.7% (the highest private label promotion market share in 2015, the UK took second place at 30.6%).

The food sector continues to be a key area for private label manufacturers across Europe. Frozen food (43%) and chilled & fresh (39%) were the category leaders in 2015 in terms of value market share. Household (31.2%) and then pet food (26.5%) were the best performing non-food categories whilst confectionery (12.1%) and personal care (13.9%) struggled to increase their value share.

'Sotto pressione': ecco come cambia lo scenario europeo della Private label

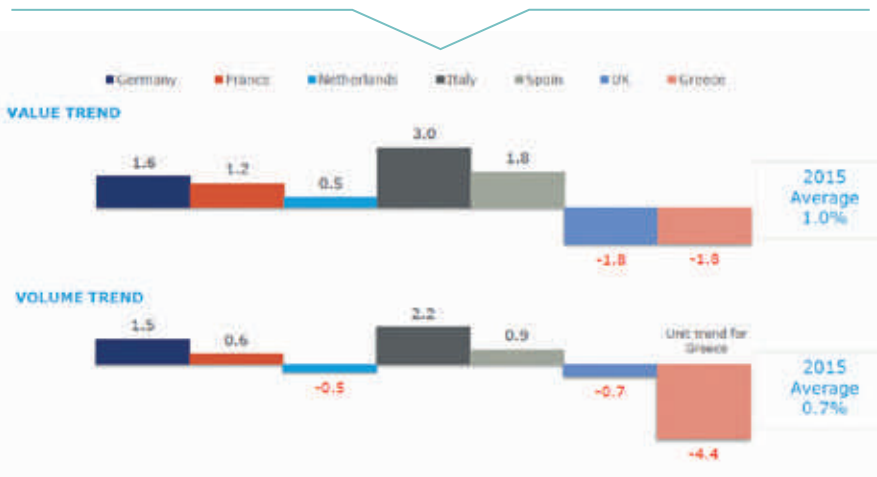


La marca del distributore è sotto pressione, sia sul fronte europeo che, più in generale, all'interno delle economie occidentali. Facendo registrare, nel 2015, una contrazione della propria market share a valore pari allo 0,6% attestandosi quindi al 38,3% del mercato complessivo dei beni di largo consumo confezionati (Fmcg). A sottolinearlo è un report pubblicato dall'Istituto di ricerca IRI, che spiega come le sfide maggiori che la PI si trova ad affrontare si possano sintetizzare in un contesto economico incerto, una crescente competitività del canale discount e l'aggressiva politica promozionale applicata dall'industria di marca, che cerca così di conservare le proprie quote di mercato. Il Paese europeo con la più alta penetrazione di prodotti a Mdd resta il Regno Unito (51,8% market share a valore), seguito dalla Spagna (41,5%). Valori inferiori ai 20 punti percentuali, invece, per Italia, Stati Uniti e Australia.

FMCG IN EUROPE FULL YEAR 2015, % CHANGE VERSUS PREVIOUS YEAR

Encouraging economy signs in Europe with gross domestic product (GDP) at +1.7% for 2015. By the end of the year, all countries were back to growth with positive GDP, except Greece which remains at -0.5% GDP rate and the highest unemployment rate (24.3%). Spain showed the highest GDP growth trend (+3.1%) but unemployment remained high (20.3%). Next was the economic growth of the UK (+2.2%), where the unemployment rate has been lowered to 4.9% slightly above the best in class, Germany, which had an unemployment rate of only 4.5%. It is encouraging to see that unemployment levels have decreased in all countries, apart from in Germany, where it was stable.

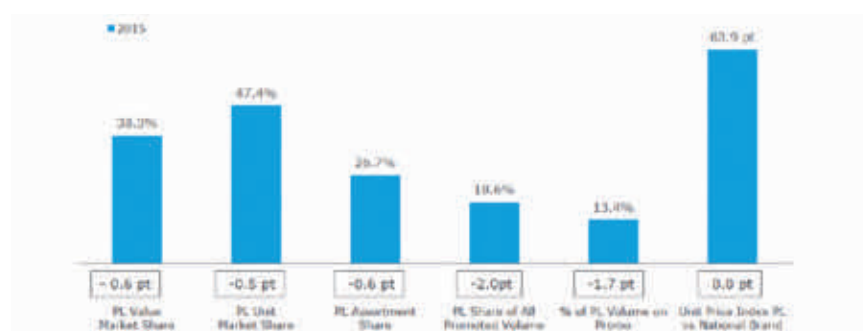
The FMCG sector seems to be benefiting from this momentum. After several years of turmoil with big discrepancies between countries, most countries were back to growth; the UK and Greece being exceptions due to a price war between retailers and discounters and for Greece a weak economy. FMCG growth for 2015 was +0.7% in volume and +1.0% in value. Italy has the fastest rate of growth in both value (+3.0%) and volume (+2.2%).



PRIVATE LABEL'S SHARE FOR TOTAL FMCG AND EXPLANATORY FACTORS, PROMOTION, ASSORTMENT AND PRICE, IN EUROPE

In Europe in 2015 private label value market share was 38.3% while private label unit market share was 47.4%. These figures are both down (-0.6% and -0.5%) compared to the previous year. It's interesting to see that the private label share of all promoted volume has also fallen from a year ago. It's down -2.0 points at 18.6% and the percentage of private label volume on promotion has dropped (by -1.7 points) to 13.4%. National brands remain highly promoted.

Private label explanatory factors, shares of total FMCG market in % and price index with evolution versus a year ago, in share points, in Europe.



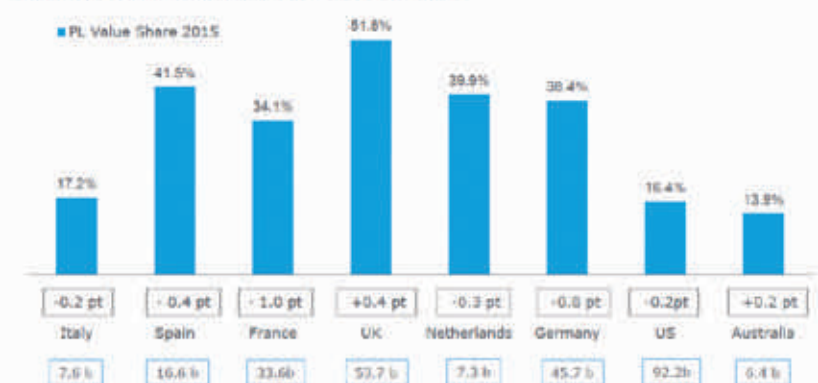
Sources: Value Share, Unit Share and Price Index: IRI Inhouse hypermarkets and supermarkets (Spain and Italy); IRI Inhouse Total Market including hard discounters for Germany, the Netherlands and France (excluding Drive); UK Kantar Worldwide Total Market 52 w/e 3rd January 2016 for share, IRI Inhouse hypermarkets and supermarkets for price.

Sources: Promotions: IRI Inhouse hypermarkets and supermarkets (UK, France, Italy, Spain, Netherlands); IRI Inhouse grocery and discounters including hard discounters in Germany; Sources: Assortment: IRI Inhouse hypermarkets and supermarkets (France, Italy, Spain, Netherlands, UK only).

PRIVATE LABEL'S VALUE SHARE BY COUNTRY IN WESTERN ECONOMIES

In the western economies studied, private label's share is declining apart from in the UK and Australia although the context for these two countries is different: UK remains the country with the highest private label market share (of 51.8%) while Australia as the lowest penetration of private label with 13.9% of market share. The UK has lead over its European counterparts, followed by Spain at 41.5%. The value share figures are much lower for Italy, the US and Australia (below 20% for these three countries).

Private label market share and value in euro, in European countries, the US and Australia, with evolution in share points versus a year ago.

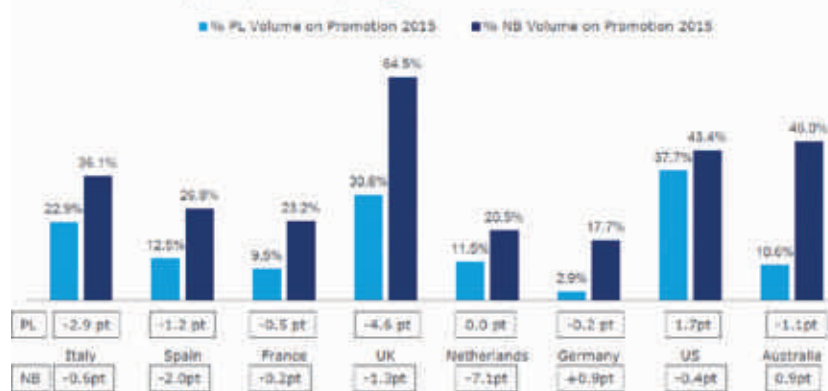


Sources: IRI Informa hypermarkets and supermarkets for Spain and Italy; Kantar Worldpanel total market 52 wks 2nd January 2016 for the UK; IRI Informa total market including hard discounters for Germany, the Netherlands and France (excluding Drive); IRI Informa total food for the US; IRI total food for Australia.

VOLUME SALES ON PROMOTION IN % BY COUNTRY, PRIVATE LABEL VERSUS NATIONAL BRANDS, IN WESTERN ECONOMIES

The UK dominates again, when the percentage of volume sales on promotion for private labels versus national brands is considered across countries. In 2015, in the UK, the national brand share of volume on promotion was 64.5% compared to 30.6% for private label. The closest to this leading position is Australia at 46.0% for national brands and 10.6% for private label.

Private label and national brands in % volume on promotion in Europe, the US and Australia, with evolution in share points, versus a year ago.



Sources: IRI Informa hypermarkets and supermarkets (UK, France, Italy, Spain and Netherlands); IRI Informa grocery and drugstore excluding hard discount in Germany; IRI Informa total food in the US (1% unit week); IRI total food for Australia.

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/ private label

THE ITALIAN MARKET

According to the IRI report, since May 2015 private label value sales have been growing in Italy. This is positive news as private label sales declined throughout 2014 and 2015 was a tough year overall. Private label market share is decreasing in value but value sales were 9.6 million euros in 2015. These sales generated value in 300 different categories (with a value of 204 million euros).

The key private label players are some of the main Italian retailers: Coop Italia, Conad, Esselunga, Carrefour and Gruppo PAM. Retailers in Italy have analysed their private label economy tier assortment and made reductions by 30 to 40%. In contrast to this they have also increased their premium price private label assortment to offer shoppers a trade up on a particular product or in a particular category.

National brands used promotional activities as a mechanic to compete against private label in 2015. Branded products under promotion were often a lower price than their private label counterparts. This led to national brands gaining market share in 2015, along with an effective assortment strategy that saw private label products lose space on the shelf. Private Label assortment did not increase until the end of 2015.

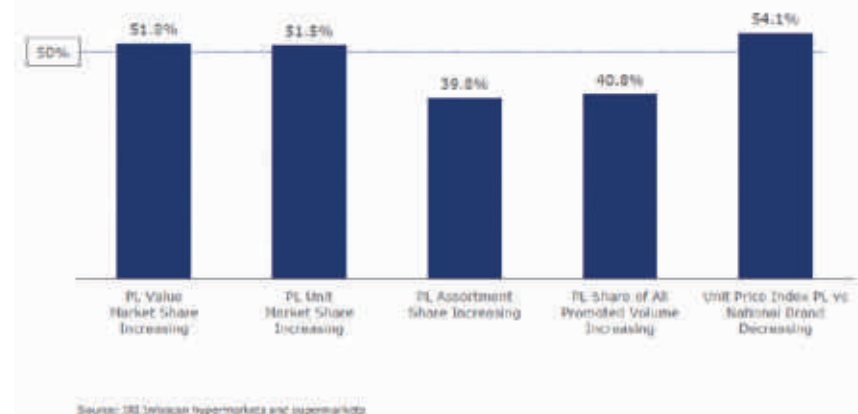


PROPORTION OF CATEGORIES WHERE PRIVATE LABEL IS IMPROVING ITS COMPETITIVE POSITION IN ITALY

A Shopper Insights survey by IRI reveals that 68% of interviewees consider private label quality to be a key feature (The Shopper Insights survey, 2015). The standard tier is the most significant segment within the private label market in Italy. It registered a moderate growth of 2.5% in 2015. The premium price tier experienced good growth whilst the economy tier struggled. Retailers invested more in premium products to sustain their margins. Retailers' assortment investments change in the premium tier increased by +5.4% compared to -27.6% for economy tier products.

Shopper loyalty, assortment and pricing are key areas to focus on. There is a need to increase purchase frequency and also to improve the convenience perception of private label products. Improving out of stocks is a growth strategy for retailers. An IRI On Shelf Availability Barometer report (with ECR Italy) found that 4.7% of private label sales were lost due to poor management of the shelf.

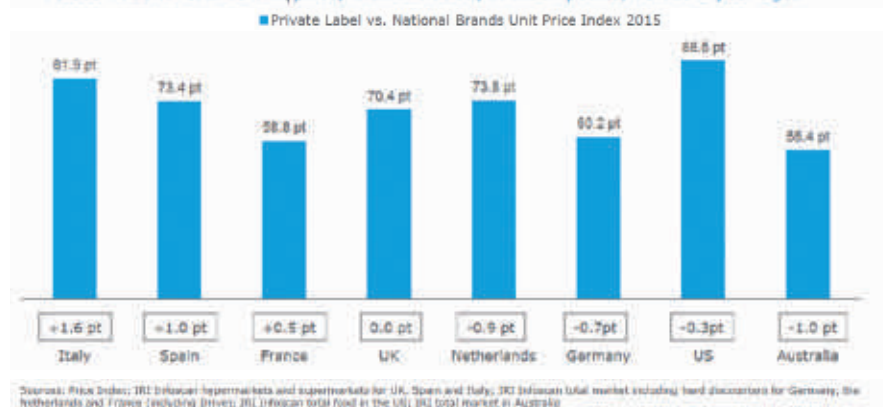
Total FMCG, value and unit market share, promotion and assortment share and price competitiveness, in Italy.



PRIVATE LABEL'S PRICE LEVEL BY COUNTRY IN WESTERN ECONOMIES

In Southern European countries, the price gap of private label with national brands is shrinking (-1.7 points in Italy in 2015) under the promotion pressure but also due to a strong interest of shoppers for premium ranges and products that private labels managed to develop at good price (organic, local specificities...). In France and in Italy premium ranges of private label are performing very well. Meanwhile, in the North of Europe, in Australia and the US, private labels' price remains stable or is decreasing, trying to regain market shares and/or to compete with the high promotional activity of national brands. The fierce price war that is taking place in several European countries (mainly in the UK and France) contributes to a continued focus on price.

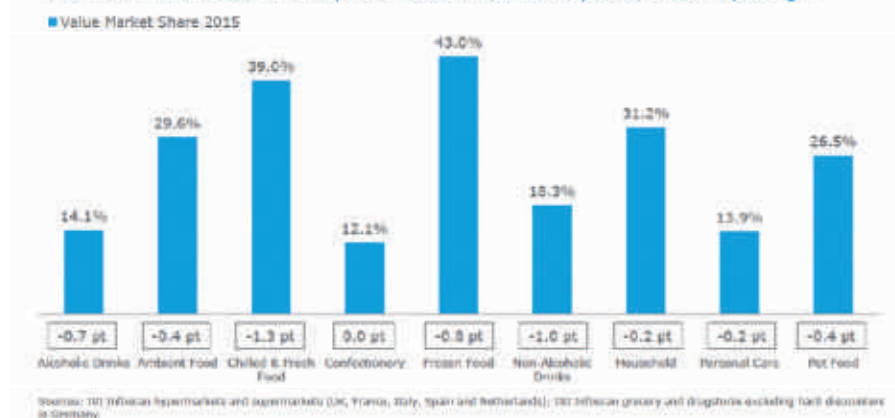
Private label price level in Europe, the US and Australia, index of private label unit price versus national brands unit price, with evolution, in index points, versus a year ago.



PRIVATE LABEL'S VALUE SHARE BY CATEGORY IN EUROPE

Frozen food, chilled & fresh food and household are the leading categories when private label's value share by category in Europe is reviewed. Frozen food commanded a 43.0% value market share in 2015, with chilled & fresh food at 39.0% but both are decreasing. The categories of confectionery, personal care and alcoholic drinks struggle to compete in this sector with value market shares of less than 15% in 2015. Strong national brands affinity with shoppers who are more willing to buy their favorite brands. Personal care is also facing the strong growth of specialist retail chain with their own brands as well but more appealing for shoppers.

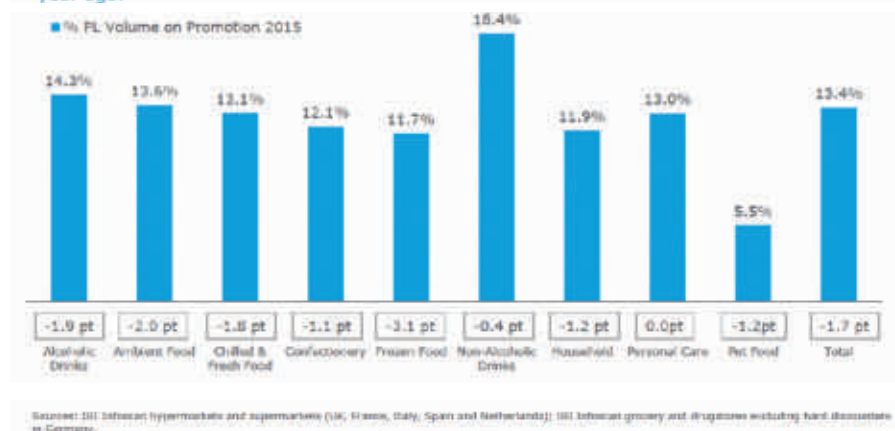
Private label value share in Europe with evolution, in share points, versus a year ago.



PRIVATE LABEL'S % VOLUME ON PROMOTION BY CATEGORY IN EUROPE

Across Europe the volume on promotion by category figures were quite similar in range in 2015 but all decreasing. With the exception of pet food (at only 5.5%) the findings for private label volume on promotion were fairly consistent, ranging from 18.4% (for non-alcoholic drinks) to 11.7% for frozen food.

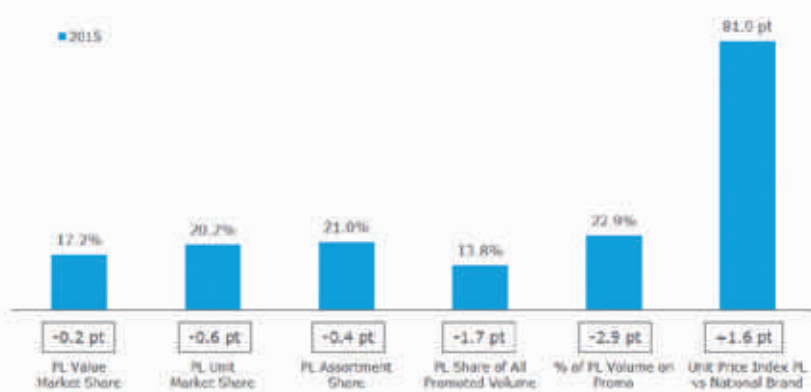
% Private label volume on promotion in Europe with evolution, in share points, versus a year ago.



PRIVATE LABEL'S SHARE FOR TOTAL FMCG AND EXPLANATORY FACTORS, PROMOTION, ASSORTMENT AND PRICE, IN ITALY

Private label's value market share (of the total FMCG market) was 17.5% in 2015. This includes hypermarkets, supermarkets, small shops, discounters and drugstores. If hard discounters only are considered the market share is far greater at approximately 54%. Private label unit market share was 20.2% for the same period.

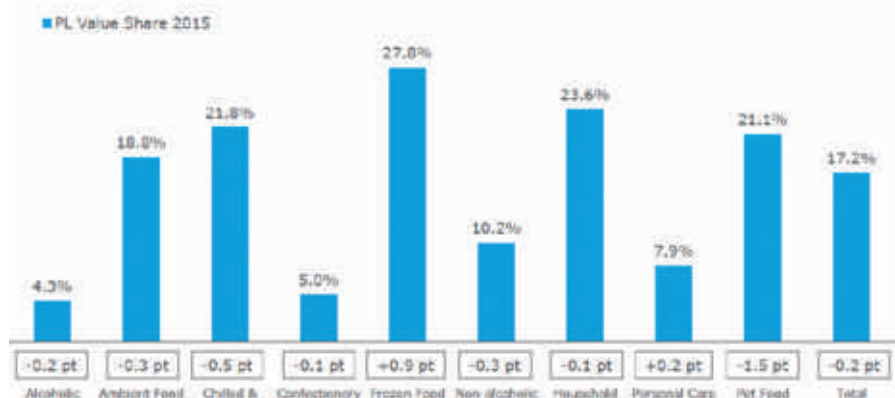
Private label explanatory factors, shares of total FMCG market in % and price index with evolution versus a year ago, in share points, in Italy.



PRIVATE LABEL'S VALUE SHARE BY CATEGORY IN ITALY

The frozen food category commanded the highest private label value share in 2015 at 27.8%. Household and chilled & fresh food ranked quite closely with 23.6% and 21.8% respectively. This is a growth of 0.9% for the frozen food category and a success story for manufacturers and retailers in the frozen food sector.

Private label value share in Italy with evolution, in share points, versus a year ago.



Source: IRI Informati Hypermarkets and Supermarkets

the end

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PROTECTIONISM STRIKES BACK

Since January 2015 international export volumes have plateaued, and a new wave of nationalism is sweeping around the world. According to the 19th Global Trade Alert Report.

"World export volumes reached a plateau at the start of January 2015. The standard measure of world trade isn't slowing down - it is not growing at all. Except during global recessions, a plateau lasting 15 months is practically unheard of since the Berlin Wall fell". This gloomy global outlook was paited by the latest report issued by Global Trade Alert, an independent initiative which provides information in real time on state measures that are likely to affect foreign commerce. The survey highlights that since the 2008-2009 financial crisis, G20 countries have imposed 3,581 measures that harmed foreign commercial interests. An estimated 81% of these trade distortions remain currently in force. Here we highlight some of the report's most interesting findings.

Main findings of the 2016 Global Trade Alert report

The total value of capital goods trade fell in the first half of 2015 and then plateaued. Same for consumer goods. Meanwhile parts and components trade fell in value throughout 2015. According to the survey, the pain is now spreading: on the last report 28 product groups each accounted for 0.5% or more of the fall in the value of world trade. That number has now risen to 38.

The product groups that contributed more to the fall in the value of world trade in 2015 faced policies skewed towards trade restrictions and away from subsidies and export incentives. In detail: resort to protectionism in 2015 was up 50% on that seen in 2014; policy initiatives harming foreign commercial interests in 2015 outnumbered trade liberalisation three-to-one; since 2010 between 50 and 100 protectionist measures were implemented in the first four months of each year; G20 members were responsible for 81% of protectionist measures implemented in 2015; in 2016 the total had exceeded 150.

Before world trade plateaued duties for dumping, subsidisation, and import surges were used most. Since global trade plateaued, another trade restriction - export taxes - were used less and requirements on investors to source locally imposed more often. In short, the policy mix used by governments appears to have shifted once trade plateaued, suggesting trade policy dynamics have evolved as well.

In a world where global commerce isn't growing any more, governments may conclude that securing larger slices

of the world market ultimately requires tilting the commercial landscape against foreign firms. Parallel contests for talent, foreign direct investment, research and development hubs, and intellectual property would intensify. This could, in turn, precipitate a 21st century variant of mercantilism that, unlike its predecessors in earlier centuries, affects more types of global commerce.

The proliferation of localisation requirements

In addition to classic local content requirements that mandate certain percentages of goods and services be produced or sourced locally, governments at the national and sub-national level have added new twists, including: condition tax, tariff, and price concessions on local procurement; condition bailouts, government contracts, and export financing on local sourcing; tailor import licensing procedures to encourage domestic purchases; reserve certain lines of business for domestic firms; require that data must be stored and analysed locally; require that products be tested locally.

As a result of these policy innovations, many analysts now refer to the broader category of 'localisation measures' (LMs). Several attempts have been made to document how often governments have resorted to LMs since the onset of the global financial crisis. The Global Trade Alert team has identified 343 LMs implemented since November 2008. In addition, another 371 state purchasing regulations or decisions were found to require some form of local sourcing. The range of economic activities affected is not trivial as shown by **Maps 5.1** and **5.2**, which report the percentage of 2-digit sectors where LMs have been imposed since the crisis began.

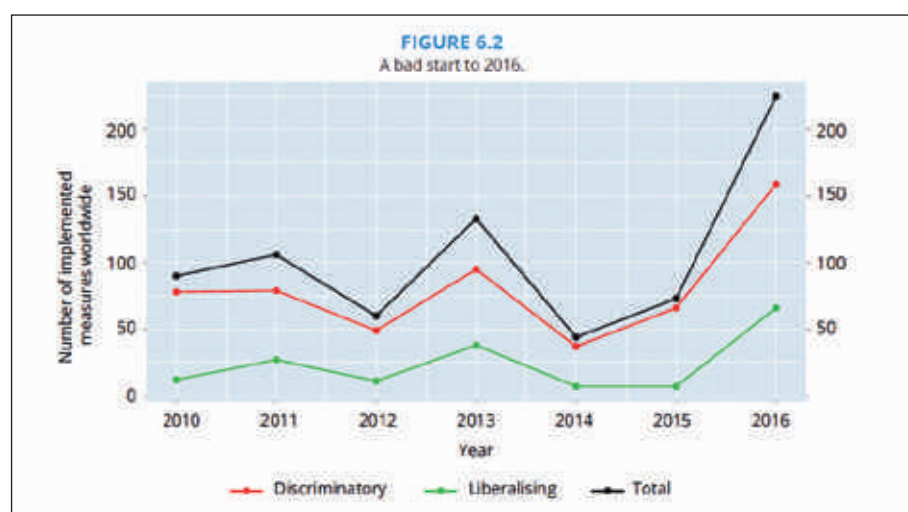
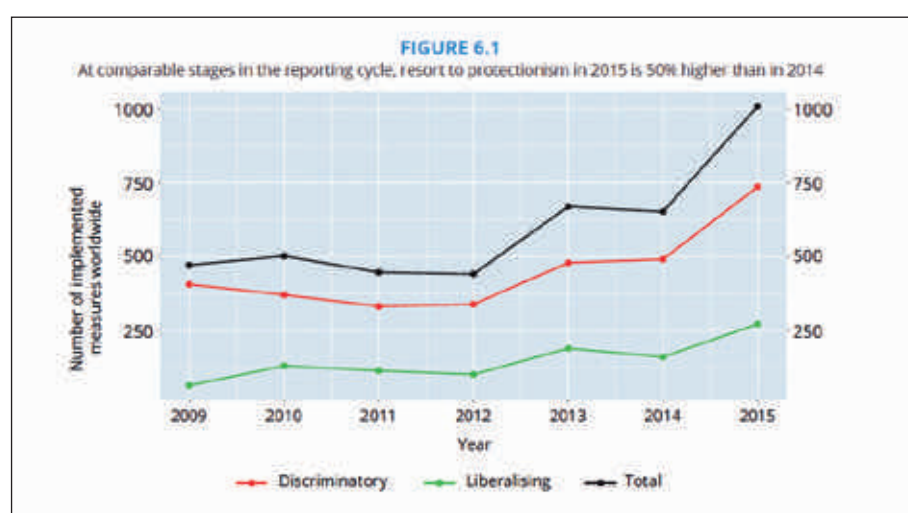
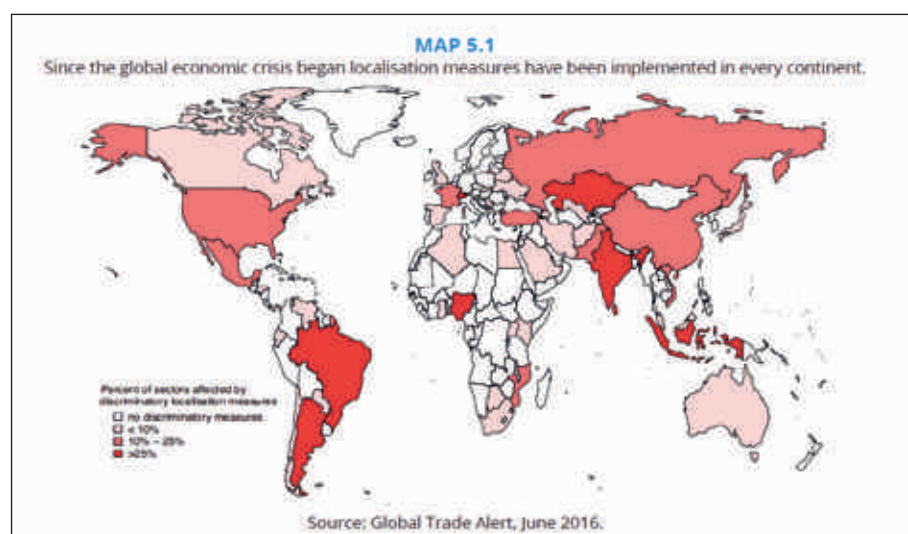
Zero trade growth results in more zero-sum trade politics

One of the biggest concerns about a world in which trade is no longer growing is that governments will be more tempted to 'steal' market share by resorting to beggar-thy-neighbour activity. In **Figure 6.1** the survey reports the total number of liberalising and protectionist measures found in each year since 2009 that have been documented by 1 May of the following year. The results are striking: the number of discriminatory measures imposed in 2015 is 50% higher than in 2014. On this metric, resort to protectionism in 2015 was

Il protezionismo colpisce ancora



Dall'autunno 2009, circa 4mila nuove barriere al commercio sono state introdotte a livello mondiale. È quanto evidenzia l'ultima analisi del centro studi Global Trade Alert. In particolare, tra il 1° gennaio e il 19 agosto 2016 i Paesi del G20 hanno adottato 340 misure che discriminano gli interessi commerciali dei Paesi esteri. E lo fanno prevalentemente attraverso cinque strumenti: limiti alla partecipazione estera negli appalti, finanza commerciale, tariffe all'importazione, aiuti di Stato (il più diffuso) e difesa del commercio. Tra i Paesi che negli ultimi otto anni hanno introdotto il maggior numero di misure protezionistiche figurano – primi fra tutti – gli Stati Uniti (1.066 dal novembre 2008), seguiti da India, Russia, Argentina, Brasile, Germania, Regno Unito e Italia (con 257 misure discriminatorie contro 68 di liberalizzazione).



far higher than in 2009, the year when world leaders openly fretted about threats to the global trading system. In 2015 the total number of liberalising measures rose too, but is outnumbered by discriminatory measures almost three-to-one. While most intervention was discriminatory, the number of liberalising measures cautions about making generalisations about government behaviour.

Figure 6.2 reports the number of protectionist and liberalising measures documented between 1 January and 1 May of a given year. Shortening the reporting period in this manner facilitates a comparison of 2016 with earlier years. The principal finding is that, as far as the level playing field is concerned, 2016 started off badly. By and large, in earlier years the number of protectionist measures found between 1 January and 1 May was in the range of 50 to 100. In 2016, over 150 discriminatory measures were found. Once again discriminatory measures exceeded liberalising measures by a wide margin.

The top 10 most protectionist nations in 2015 are all G20 members

Table 6.1 reports the countries responsible for implementing the most discriminatory measures in 2015. The United States and Russia top the list. This table also bears out one longstan-

ding findings of the Global Trade Alert – namely, that the G20 nations are responsible for the lion's share of global protectionism. In 2015, a total of 736 new discriminatory measures were implemented worldwide. Of that total, the G20 nations were responsible for 599 (or 81%).

Top 10 sectors hit most often account for a smaller share of world exports

The 10 sectors most affected by protectionism in 2015 accounted for a smaller share of world trade than reported in our 18th report. In the latter report, the ten most hit sectors in 2015 accounted for 45% of world trade. The latest data for 2015, summarised in Table 6.2, implies that with the 10 most hit sectors account for 40.6% of world trade.

Which G20 nations distort commerce most often?

As the largest economies on Earth, where most of the world's spending power is concentrated, the G20 nations bear a special responsibility for keeping the world trading system open and for the conditions of competition in domestic and global markets. While each G20 country is bound by the terms of their WTO membership that does not mean that they have given up all discretion in

TABLE 6.1 The 10 nations that discriminated most often against foreign commercial interests			
Implementing nation	Rank	Number of harmful measures imposed in 2015	Share of world imports 2014
USA	1	90	13.45%
Russia	2	86	1.58%
India	3	67	2.55%
Brazil	4	42	1.26%
Indonesia	5	42	0.98%
Argentina	6	36	0.35%
Japan	7	36	4.52%
UK	8	36	3.85%
Italy	9	34	2.62%
Canada	10	27	2.57%

the implementation of policies that can affect cross-border commerce. Many emerging markets, with the exception of China, can raise their tariffs significantly without breaking the legal limits. Industrial economies, in particular those with GSP regimes that offer preferences to developing countries, can unilaterally alter access to their markets (subject, of course, to certain rules).

The combination of ample discretion, large market size, and the potential for

harm to trading partners begs the empirical question: how often has each G20 member resorted to measures that discriminate against foreign commercial interests since the global economic crisis began? Since November 2015, 764 more measures implemented by G20 members were documented. This represents a 15.8% expansion in the number of documented measures in the GTA database that have been imposed by G20 governments.

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Passion for Excellence

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, Parmigiano Reggiano, Asiago, Piave and other PDO cheeses.


AGRIFORM
discovering Italian cheese

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/ the report

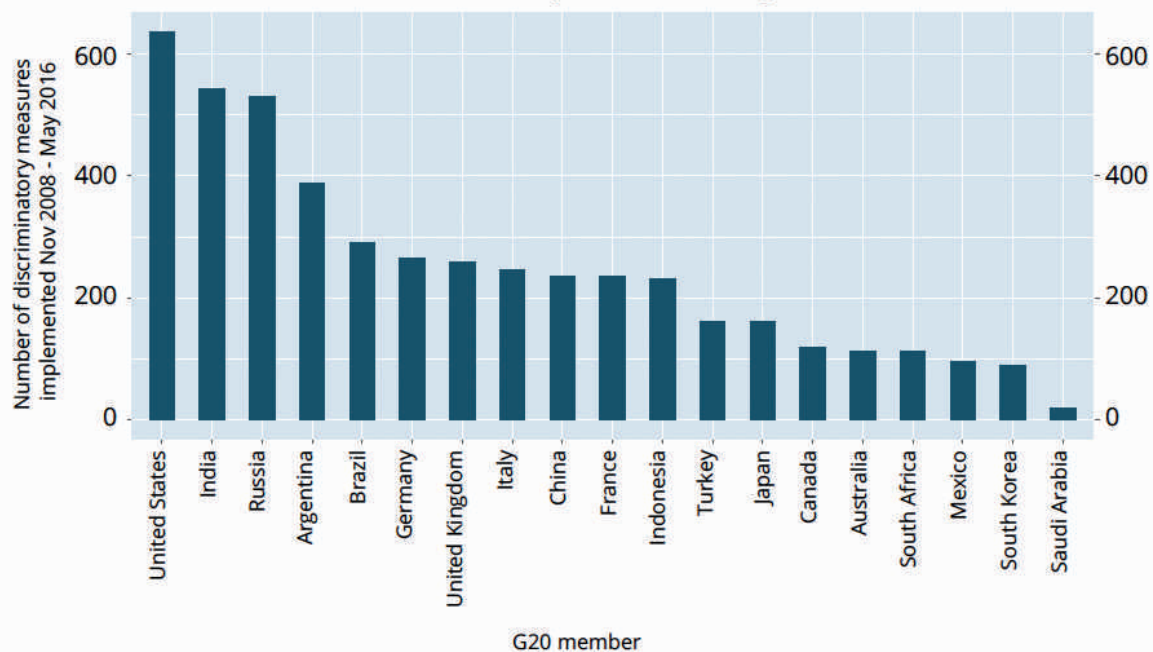
TABLE 6.2

The 10 sectors most hit by protectionism during 2015

Rank	Sector	Number of times hit in 2015	Percentage of world trade in 2014
1	Basic metals	143	5.36%
2	Transport equipment	107	7.53%
3	Agricultural products	100	2.20%
4	Fabricated metal products	94	1.42%
5	Special purpose machinery	90	5.32%
6	Basic chemicals	86	5.31%
7	Grain mill products and starches	69	1.51%
8	Other chemical products	65	4.97%
9	Meat, fish, fruit, vegetables, oils and fats	62	2.15%
10	General purpose machinery	62	4.87%
	All other sectors	835	59.36%

FIGURE 7.1

Protectionism by the G20: A Ranking



Resort to protectionism varies a lot across the G20

Figure 7.1 ranks the G20 countries in descending order of the total number of protectionist measures they have implemented since November 2008. The most frequent users of protectionism are the United States, India, Russia, and Argentina. Since November 2008, Argentina has imposed a measure that discriminates against foreign commercial interests every seven days. For the United States, on average, every four and a quarter days sees a new measure that harms some foreign commercial interest. Within the heavy users of discrimination the ranking has changed since our last report was published, with the United States jumping from third to first place, India falling from first to second place, and Russia falling from second to third place. Brazil, Germany, the UK, Italy, China, France, and Indonesia form the second group of users of protectionism. These countries have each implemented since November 2008 between 230 and 290 measures that harm foreign commercial interests. On average, then, at least once a fortnight each of these countries implements a tariff increase, trade-distorting subsidy, local content requirement, or some other measure that distorts competition in domestic or global markets.

How often each G20 country has blighted every other G20 member's commercial interests?

Map 8.1 plots the number of times each nation's commercial interests have been harmed since November 2008 and where the measures in question are still in force. As such, this map shows the cumulative hits to a nation's commercial interests. Darker colours indicate more hits to national commercial interests. Of course, if protectionism were a temporary expedient confined to the fearful early days of the crisis which had been subsequently unwound, then this map should comprise mainly lighter shades of blue. Not surprisingly the larger exporters and economic powers tend to get hit the most often, namely, China, France, Italy, Japan, Germany, the UK, and the United States. Each of these nation's commercial interests have been harmed over 1,050 times. In fact China, the President of this year's G20, has seen its commercial interests harmed 2,902 times since the onset of the crisis. Of those hits to its interests, in only 732 cases have the foreign policy instruments responsible been withdrawn subsequently. In contrast, foreign protectionism has harmed Argentina's commercial interests 712 times, of which 230 of sources of harm have been unwound by trading partners. Saudi Arabia's commercial in-

terests have been harmed even fewer times, but that may be because putting curbs on imported oil (the Kingdom's largest export) rarely makes even political sense.

Since global trade plateaued at the beginning of 2015 the hits to commercial interests have continued to mount up. China's commercial interests have been harmed 484 times between January 2015 and 1 May 2016, implying a 20% expansion in the number of hits to China's exporters, investors, and workers over this relatively short (16-month) period. Bearing in mind this period was 486 days long, our records literally imply that China's commercial interests have been harmed on a daily basis.

The exporters, investors, and overseas workers of other jurisdictions have witnessed a substantial number of hits to their interests since global trade plateaued. China's fellow BRICS were not spared; the interests of Brazil, India, Russia, and South Africa have been harmed 221, 277, 236, and 171 times since January 2015, respectively. The larger member states of the European Union and Japan have seen their economies hit around 300 times during the global trade plateau (in Germany's case the total number of hits was larger, 362.) The United States has suffered 334 hits since January 2015.

Trade-distorting subsidies now top the list of harmful policy instruments

Our latest statistics show that more trade-distorting state aids (the official European term for many forms of state-provided financial assistance) have been implemented since November 2008 than trade defence actions. A total of 1,336 state aids have been documented so far, an increase of 132 over the totals presented in our last report (published in November 2015). For the top 10 most used forms of trade distortion, Figure 9.1 presents the total number of measures implemented since November 2008 in descending order.

In terms of total number of measures implemented, traditional trade restrictions (such as trade defence measures, import tariff increases, and export taxes and restrictions) are well represented in the top 10. However, so are state aids, trade finance measures (which all too often have protectionist strings attached), and fiscal incentives to export. Public procurement measures requiring local sourcing of products and personnel and other local content requirements are also among the top 10 most used measures. Figure 9.1 shows the diversity of distortions to cross-border commercial flows that are used in the 21st century, implicitly highlighting the perils of focusing monitoring and discussions of contemporary protectionism on a limited set of government interventions.

MAP 8.1

The global incidence of protectionism since November 2008.

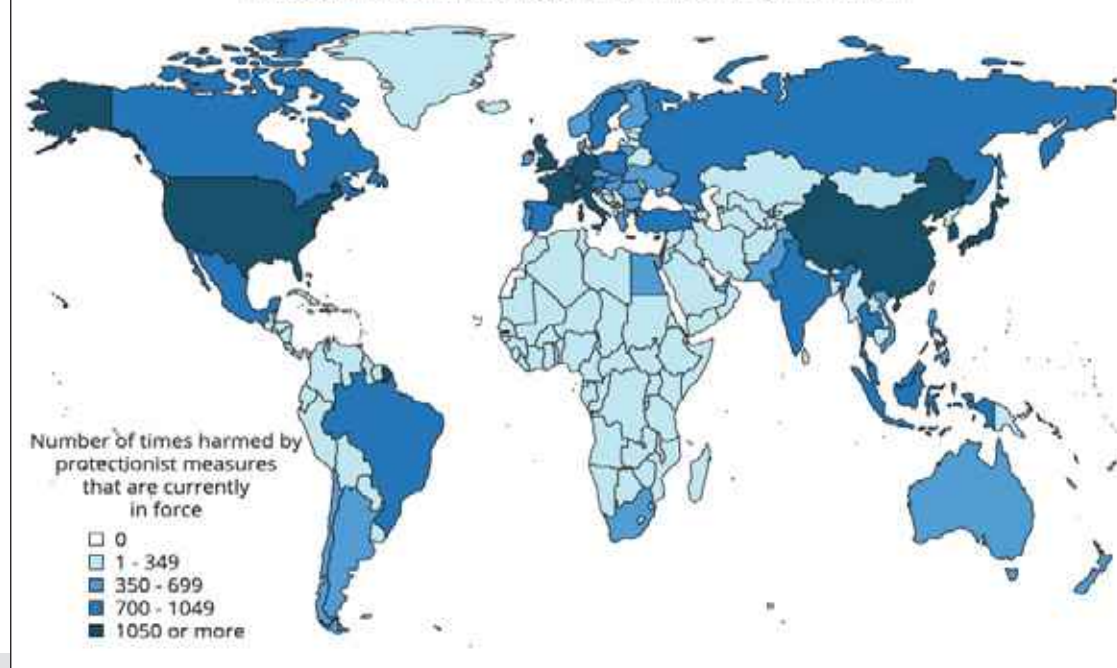
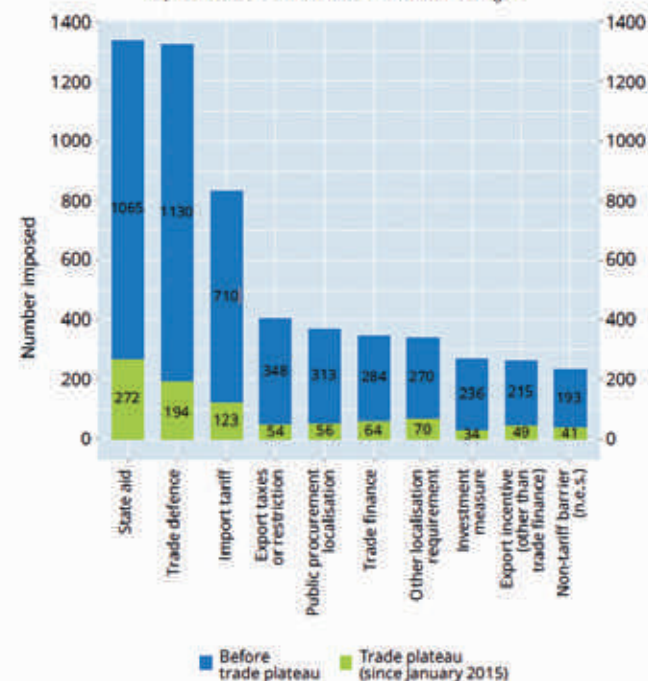


FIGURE 9.1

Top 10 most used harmful measures since the crisis began





IODINE
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to the normal



growth of
CHILDREN.

COTTO



High Quality_COOKED HAM

GLUTEN FREE | FREE OF LACTOSE | FREE OF MILK PROTEINS | FREE OF ADDED PHOSPHATES



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COATI

i salumi pregiati

“WE’LL ALWAYS HAVE PARIS”

In October, all eyes in the food world will be set on Sial 2016. And Italian food & beverage companies are ready to face global competition with plenty of innovations.

On 16-20 October 2016, 7,000 companies from more than 100 countries will be showcasing their products to more than 160,000 retail and foodservice professionals at Sial Paris, Parc des Expositions de Paris-Nord Villepinte. All manner of food products, from ingredients through equipment to end products, will be on show, across 21

exhibition sectors. Italy, of course, is going to be one of the most represented country at the event. About 700 Italian companies are going to display to a crowd of professionals their latest innovations. Here, we introduce some of the most interesting new products that will be showcased in Paris by our fellow countryman.

“Avremo sempre Parigi”



Si terrà dal 16 al 20 ottobre, a Paris Nord Villepinte, l'edizione 2016 di Sial. Alla manifestazione biennale francese ben 7mila aziende provenienti da oltre 100 Paesi presenteranno la loro offerta a oltre 160mila operatori professionali. Tutte le categorie merceologiche saranno in mostra. E l'Italia, come di consueto, sarà una delle nazioni maggiormente rappresentate. Ecco alcune delle più significative innovazioni di prodotto che le nostre aziende esporranno nella capitale francese.

Caseificio Busti



**HALL - I
BOOTH - E 129**
www.caseificiobusti.it

“I Formaggi della Famiglia Busti” is a brand that identifies all the products of the Caseificio Busti, guaranteeing both authenticity and origin. Alessandro and Remo were shepherds from the Garfagnana mountains who began their activity in October 1955, in Acciaiole, in the municipality of Faglia, very close to the current dairy plant. Today Stefano Busti, heir to this valuable tradition, manages the family-run company together with his son Marco and his daughter Benedetta. The careful selection of milks and the working methods have not changed over the years.



PRODUCT NAME

Peorino Briao

PRODUCT DESCRIPTION

This cheese was born from a collaboration between our dairy and the craft Brewery J63, the Peorino Briao is produced by adding to the ewe's milk 5% of their Beer JRubra. The unmistakable notes of the beer give to the cheese a unique and fresh taste. The crust is covered with thresh, residue of the malt process, giving it a warm and rustic look.

INGREDIENTS LIST

Pasteurized sheep, 5% Tuscany beer JRubra (water; barley malt, hops and yeast), salt, animal rennet, live cultures. Treated on surface with preservative: E235 and brewers grains.

EXPIRATION DATE AND CONSERVATION

120 days from the packaging date. Store at +4 / +8°C

PACKAGING

Vacuum packaging - 1 kg

INTERNATIONAL CERTIFICATIONS

BRC - IFS

Latteria Montello



HALL - 7 • BOOTH - B 226
www.nonnonanni.it
www.ilfrescospalmabile.it

Latteria Montello, founded in 1947 by Giovanni Lazzarin, or “Nanni” as he's always been known, has been in the market for 70 years with Nonno Nanni fresh cheeses. As a family-driven company, it is nowadays run by Nanni's sons and grandchildren with the same passion as their grandfather. Despite using cutting edge manufacturing processes, the company maintains the artisan quality of bygone days, guaranteeing outstandingly natural, delicious products.



PRODUCT NAME

Nonno Nanni Lactose Free Fresco Spalmabile

PRODUCT DESCRIPTION

Nonno Nanni Lactose Free Fresco Spalmabile is a delicious spreadable cheese, the result of carefully selected milk enzymes and striking the perfect balance between sweet and savoury. Preservative-free, lactose free Fresco Spalmabile is made using a special manufacturing technique which breaks lactose down into its two constituent monosaccharides, glucose and galactose, but does not alter nutritional properties.

INGREDIENTS LIST

Pasteurised milk, double cream, salt, thickeners: sodium alginate, carob flour; carrageenan.

EXPIRATION DATE AND CONSERVATION

Shelf life: 90 days from shipping date. Store between 0° and 4°C

PACKAGING

Aluminium film sealed recyclable plastic tub (150 g).

CERTIFICATIONS

IFS - BRC - UNI EN ISO 14001 and ISO 9001 Certifications - SGS Process Control.

Igor



**HALL - I
BOOTH - E 074 / E 072**
www.igorgorgonzola.com

Igor is currently the leading company in the production of Gorgonzola PDO, a typical cheese of the Novara area, that is considered among the Italian gastronomic traditions of excellence. Thanks to its state-of-the-art technologies and to a constant update of its production process, Igor has now become one of the most modern and efficient producers of Gorgonzola cheese. Handed down from father to son, Igor's recipe has remained unchanged for over 80 years thanks to an accurate selection of milk and careful monitoring of the various steps of production, while safeguarding the environment and following the traditional cheese making process.



PRODUCT NAME

Gran Riserva Leonardi Selection (no gmo).

PRODUCT DESCRIPTION

Appearance: a pink-coloured wrinkly rind, straw-yellow white paste with characteristic green veins; not edible rind. To the touch: the consistence of the paste is soft and creamy. Smell: pleasant and appetizing. Taste: sweet.

INGREDIENTS LIST

Gmo free milk, salt, rennet.

EXPIRATION DATE AND CONSERVATION

59 days. Store between +4 +/- 2°C

PACKAGING AND LABELLING

Embossed aluminum foil.

CERTIFICATIONS

ISO 9001 - BRC - IFC.

Caseificio Pugliese Flli Radicci



HALL - I
BOOTH - F 0 80
www.casaradicci.com

Italian dairy cheese producer specialized in fresh and frozen cheese: mozzarella fior di latte, burrata, ricotta, pizza line, stracchino, fresh and matured tomino, goat cheeses.

PRODUCT NAME

Mozzarella fior di latte 'Bomba di Latte' 400 g.

PRODUCT DESCRIPTION

Fresh mozzarella, fresh stretched cheese. Unique flavor, white pearl, smooth inside, with and heart of milk.

INGREDIENTS LIST

Cow's milk, starter culture, rennet and salt.

EXPIRATION DATE AND CONSERVATION

25 days. Store at +4 °C

PACKAGING

One single bag.



Cooperativa Produttori Latte e Fontina



HALL - 7
BOOTH - B 236
www.fontinacoop.it

The Cooperativa was set up in 1957 with the aim of collecting, ripening (min. 80 days) and marketing Fontina PDO cheese. It also produces toma cheese, fonduta classica and with truffles (Fondue), Fonti- soft creamy cheese, using only natural raw materials. Exports cover Europe, the US, Australia and Saudi Arabia. As from 2016 it is registered in China.

The Cooperative uses very modern lines for cutting and packaging, also for Fettaperfetta. Fontina PDO slices into convenient tray of 80 g.



PRODUCT NAME

Fettaperfetta.

PRODUCT DESCRIPTION

Fontina PDO slices into convenient tray of 80 g.

INGREDIENTS LIST

Milk, salt, calf rennet.

EXPIRATION DATE AND CONSERVATION

93 days. Store at +2°C / 6°C

PACKAGING

In modified atmosphere in thermoformed trays.

CERTIFICATIONS

Hacco - BRC.

Latteria Sociale Mantova



Latteria Sociale Mantova will be kindly welcomed in the exhibit space of Consorzio per la Tutela del Grana Padano:

HALL - 7
BOOTH - B 101
www.lsm427.it - www.lsmgroup.it

Latteria Sociale Mantova is one of the leader groups in Italy in the production of Grana Padano cheese, and in the wholesale of other PDO Italian cheese types. Founded in 1929, this cooperative of farmers has been constantly expanding during the last decades, becoming one of the largest companies, with a capacity of 600 tons of milk and 1.200 wheels of Grana Padano produced per day in three modern cheese-factories.

PRODUCT NAME

Grana Padano grated 100 g bag.

PRODUCT DESCRIPTION

The Grana Padano grated range produced by LSM Group is wide and includes several formats, from smaller bags (100 g to 500 g), to larger (1 kg, 2 kg, 5 kg), specific for retail and catering services.

INGREDIENT LIST

Milk, salt, rennet, lysozyme (protein from egg).

EXPIRATION DATE AND CONSERVATION

100 g bag: 90 days (storage: +4/+8°C).

PACKAGING

Doypack aluminium resealable bag.

INTERNATIONAL CERTIFICATIONS

BRS - IFS - Haccp - Csqa - Icea - Halal - Kosher.



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GORGONZOLA
D.O.P.
GENUINO DAL 1919

GRAN RISERVA
the Excellence



/ sial 2016 - products preview

Granarolo



**HALL - 7
BOOTH - A 061**

www.granarologroup.com

Granarolo Group, n° 1 Italian milk & dairy Group, is directly owned by a cooperative of 1,000 dairy farmers. Granarolo has 15 production sites in Italy along with 2 production sites in France, 2 in Brazil, 1 in Chile and 1 in New Zealand. With a revenue of over 1 billion euros, the Group is a major Italian company, leader in the Italian market for milk and yogurt and second player in fresh cheeses.

PRODUCT NAME

Mascarpone Long Life Granarolo.

PRODUCT DESCRIPTION

The innovative UHT treatment allows Mascarpone Granarolo to have a shelf life of 9 months. It preserves its original taste, creaminess and flavor making it the "whenever you need" ingredient for all recipes. High performance in processing: it keeps its whipped texture even in professional pastry. Thanks to its mild flavor, the divine creamy texture and its fat content,

Granarolo Mascarpone cheese adds richness to all recipes.

INGREDIENTS LIST

Cow's milk cream, pasteurized cow's milk, acidity regulator: E330. F.d.m: 84%.

EXPIRATION DATE AND CONSERVATION

9 months shelf life. Keep refrigerated max +8°C. Once opened, consume within 24h.

PACKAGING
Brik 500 ml.



Dalter Alimentari



**HALL - 1
BOOTH - G 161**

www.dalter.it - www.campirossi.it

Dalter Alimentari, founded in 1978, is leader in the fresh grated and portioned cheese packaging sector for retail market, foodservice and for the food industry. The range includes PDO and typical cheeses from Italy such as Parmigiano Reggiano, Grana Padano, Pecorino Romano and a selection of the finest foreign cheeses such as Doronico, Fontal, Edamer and Emmental. Dalter Alimentari has enriched its range introducing new cuts such as flakes, shavings, fillets, sticks, cubes, nuggets and many new packaging innovations such as the single serving tubs, single serving sachets and the refillable cheese graters. In 2006 the company launched the brand Campirossi and this year the range is enriched with the new 'Ogni Volta...' line.

PRODUCT NAME

Parmigiano Reggiano snack pack with mixed nuts and cranberries. Brand Campirossi, "Ogni Volta..." line.

PRODUCT DESCRIPTION

The new Campirossi snack combines the savoury aroma of 15 g of cubed PDO Parmigiano Reggiano with 15 g of mixed nuts and cranberries to create an enjoyable contrast of flavours. It is pre-portioned, convenient to carry out and ready to eat with the practical tub and the small spoon inside.

INGREDIENTS LIST

15 g mixed nuts and cranberries + 15 g of cubed PDO Parmigiano Reggiano (= 30 g).

EXPIRATION DATE AND CONSERVATION

Shelf-life: 120 days. Store between 2°C and 8°C

PACKAGING

Practical tub with cheese and lid with fruit

CERTIFICATIONS

BRC - IFS.



Sabelli



**HALL - 1
BOOTH - G 082**

www.sabelli.it

Since 1921 Sabelli has been working in dairy industry with accuracy and passion for the dairy art. The Sabelli product line includes mozzarella, a variety of cheeses (among which the soft white one called "ricotta") and other sought after local specialties. A rich selection to meet different demands of modern consumers.



PRODUCT NAME

Burratina Sabelli lactose free.

PRODUCT DESCRIPTION

Burratina Sabelli lactose free is an Italian gastronomic specialty guaranteed by Sabelli's dairy artisanship: excellent tradition meets excellent innovation. Burratina lactose-free is the perfect combination of delicacy and healthfulness. The green color of packaging features the shelf impact.

INGREDIENTS LIST

Mozzarella cheese (milk, salt, rennet, starter cultures), cream (30%), salt (0,6%).

EXPIRATION DATE AND CONSERVATION

Shelf life: 18 days.

PACKAGING

Bowl 125 g.

Egidio Galbani



**HALL - 7
BOOTH - D 277**

www.galbani.it

Galbani is one of the most important players in the salumi market since 1936. Specialized in the processing of pork meat, salami, cooked ham and mortadella production..

PRODUCT NAME

Grissini di Salame.

PRODUCT DESCRIPTION

The typical taste of traditional Italian Salami in two new recipes: 'Classic Milano' and 'Smoked Napoli'. Carefully realized with -30% of salt (vs. Italian Salami. Source: Crea) to meet new healthy trends. Produced in a new shape with a very small diameter and size for an appetizing experience. Packed in a flow pack (protective atmosphere) that avoids the weight decrease and keeps organoleptic qualities of product.

INGREDIENTS LIST

Pork meat, salt, dextrose, flavours, spices, preservatives: E252, E250. Filled into non-edible casing.

EXPIRATION DATE AND CONSERVATION

90 days from packaging date.

PACKAGING

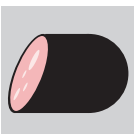
Sintetic collagenic wrapper /label.

INTERNATIONAL CERTIFICATIONS

BRC - IFS - FSSC 22000 - ISO 14001.



Recla



**HALL - 6
BOOTH - B 138**

www.recla.it

Recla is a specialized producer of dry cured hams (Speck Alto Adige PGI, prosciutto crudo), based in the Italian mountains. It is focused on few but high quality products, which made the family business very successful locally and internationally. One of the milestones in the company's history was the export permit for the US in 2004, when Recla was the first company in Italy, which was granted permission to sell Speck Alto Adige PGI to the united states. Today the company operates with many global players in retail, wholesale and food service.

PRODUCT NAME

Speck Alto Adige PGI.

PRODUCT DESCRIPTION

Speck Alto Adige PGI is a dry cured ham, lightly smoked and salted, seasoned with a blend of natural herbs and spices, and aged for 6 months in the Italian mountains in the heart of South Tyrol. The careful selection of fresh pork legs with low fat ratio is a milestone of quality, as well as the natural cold beech wood smoke, which gives the product its unique taste and flavor. Speck Alto Adige PGI is an ideal ingredient for many appetizer and international dishes such as pizza, pasta or salads.

INGREDIENTS LIST

Pork, salt, spices, dextrose, herbs, preservative: sodium nitrite.

EXPIRATION DATE AND CONSERVATION

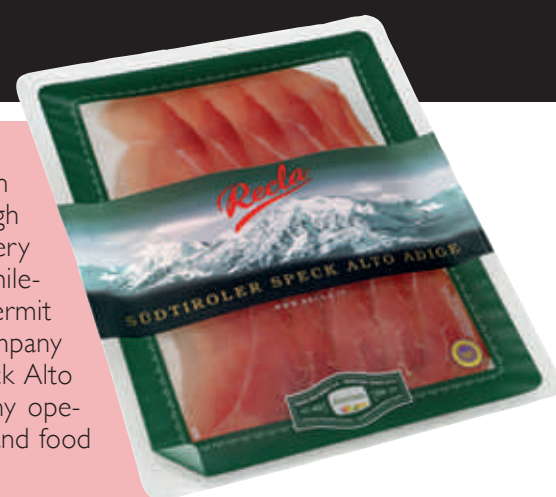
60 days, keep refrigerated.

PACKAGING

Modified atmosphere packaging.

INTERNATIONAL CERTIFICATIONS

IFS - BRC - USDA.



G. Pfitscher



HALL - 6
BOOTH - B 138
www.pfitscher.info

It all began in 1980, with a small business in the heart of Merano, in which bacon was made according to an old, family recipe. Over the years, the business grew steadily, but despite all the growth, the Pfitscher Butcher Shop has always stayed true to its basic values and is pleased that its customers at home and around the world appreciate the quality of their meat and sausage products, free of gluten, artificial colors, and milk and milk by products. A quality which reflects the company's rural traditions and down-to-earth lifestyle.



PRODUCT NAME

Speck Light slice Map 80 g e

PRODUCT DESCRIPTION

The Northern Italian Speck is a century-old cured ham that is an ambassador of the South Tyrolean Alps and one of Italy's most prized prosciuttos. Pfitscher unites tradition and modernity by proposing Speck Light - a product that has a lower fat content than the traditional product yet is still undeniably a real Speck - cured with traditional herbs and smoked with alpine firewood.

INGREDIENTS LIST

Pork, salt, dextrose, spices, spices extract, preservative: sodium nitrite.

EXPIRATION DATE AND CONSERVATION

90 days. Keep chilled.

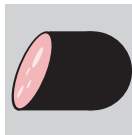
PACKAGING

Modified atmosphere packaging.

INTERNATIONAL CERTIFICATIONS

IFS – BRC.

Salumificio Marchisio



HALL - I
BOOTH - E 078
www.salumificiomarchisio.com

Salumificio Marchisio is an Italian family-run company, founded in 1958 and based in Piedmont near Cuneo and Langa hills. From the beginning, manufacturing has followed artisanal procedures and traditional recipes handed down through to offer high quality and tasty products. All of Marchisio products are gluten free and made with first choice, carefully selected meat, from a controlled supply chain.

PRODUCT NAME

Cooked loin with Barolo wine

PRODUCT DESCRIPTION

Marchisio Cooked Loin is made with the pig loin. This fine cut is steam cooked to maintain his particular juiciness. Once ready, it is left to infuse in Barolo red wine, traditional product from Langa hills region: this process gives the meat a delicate hint of Barolo wine. Marchisio Cooked Loin with Barolo wine is a low fat product, perfect to make fancy toasts and tasty sandwiches. It is exquisite just sliced with some drops of olive oil on top, and some salad leaves on a side.



INGREDIENTS LIST

Italian selected pork meat, selected sea salt, herbs and spices, Barolo wine, dextrose, antioxidant: E301, preservative: E250.

EXPIRATION DATE AND CONSERVATION

Two months shelf life. Keep refrigerated.

PACKAGING

Vacuum-sealed whole pieces or take-away MAP trays.

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Fratelli Riva



*Passione per la tradizione.
Fiducia nell'innovazione.*

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*From production to slicing all our products are gluten free
lactose and caseinates free*

Salumificio Fratelli Riva S.p.A. Via G. Rossini, 10 - 23847 - MOLTENO (LC) - ITALY
info@fratelliriva.it www.fratelliriva.it

FERME LES YEUX *Ouvre* LAISSE-TOI EMPORTER PAR LE GOÛT!

Nous choisissons un aliment avec les yeux.

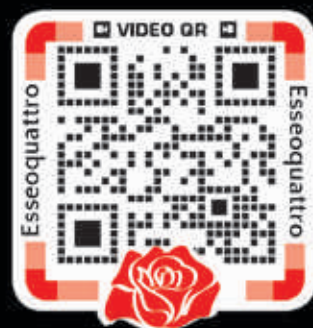
Nous le désirons pour son arôme.

Nous l'aimons pour son goût!

Ideabril est un emballage qui conserve la fraîcheur plus longtemps et qui est réutilisable: qu'est-ce que cela signifie pour vous? Que votre marque est sous les yeux de nombreux consommateurs et qu'elle y reste pendant plusieurs jours consécutifs.

Et de plus, si votre produit est un aliment frais, la qualité de ce que vous produisez reste inaltéré pendant plusieurs jours, ainsi le consommateur peut apprécier pleinement le goût de vos aliments.

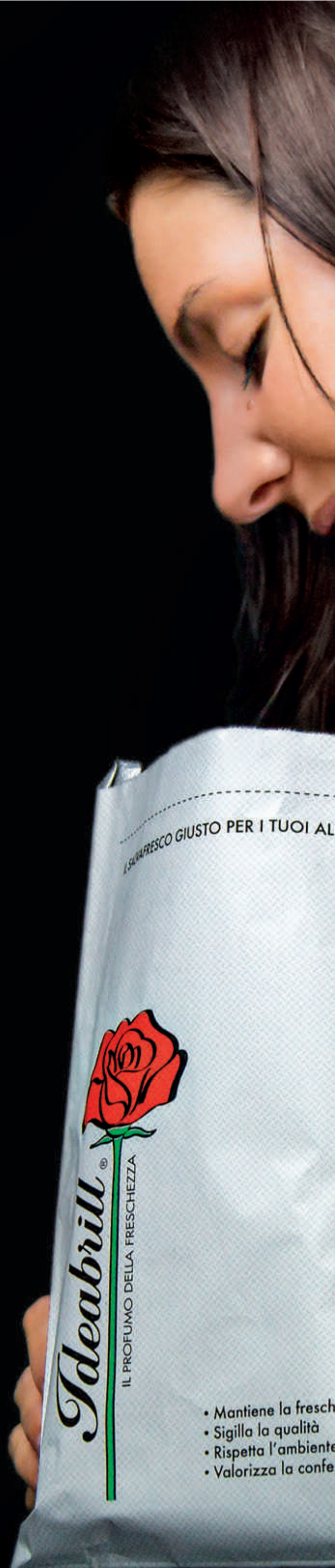
Ideabril: pas de soucis!



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Ideabril®

www.ideabril.it



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- Sigilla la qualità
- Rispetta l'ambiente
- Valorizza la confezione



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Hall 1 - Stand 110

Callipo Gelateria



**HALL - 5B
BOOTH - J 056**
www.gelateriacallipo.com

Gelateria Callipo was born from the Callipo family experience, that for over 100 years as been operating in the food industry and has now married the ice cream tradition of Pizzo, also known as the 'City of Gelato'. The company's mission is to offer and spread in Italy and the rest of the world an exclusive and genuine ice cream, with the extraordinary flavor of traditional recipes.



PRODUCT NAME

Le Creme Pregiate Yogurt swirled throughout with honey and pieces of nuts.

PRODUCT DESCRIPTION

Also available in the following flavours: Chocolate swirled throughout with Rum and Nougat from Calabria, Tiramisù with Marsala fine wine DOC, Pistachio, Ricotta with Pears and Chocolate drops, and Nougat with figs from Calabria.

INGREDIENTS LIST

Rehydrated skimmed milk, pasteurised whole milk (17%), sugar, coconut vegetable oil, walnut brittle (5%), glucose syrup, honey from Amaroni (4%), lactose and milk proteins, maize dextrose, yogurt (1%), pregelatinized corn starch, emulsifiers: mono- and diglycerides of fatty acids; stabilizers: locust bean gum, sodium alginate, guar gum, carrageenan, pectin; acidifier: citric acid; flavourings.

EXPIRATION DATE AND CONSERVATION

36 months. Keep at -18°C

PACKAGING

Weight 430g/590 ml round tub of CA. 6 pieces per box. Boxes per pallet: 121. Boxes per layer: 11. Layers: 11. Also available in bulk for foodservice.

CERTIFICATIONS

IFS - BRC - ISO 14001:2004 - ISO 9001:2008.

Morato Pane



**HALL - 5A
BOOTH - G 068**
www.moratopane.com

Morato Pane, with its experience of over 40 years in bakery, is the Italian specialist in the market of bread & breadsticks. A wide range of surprisingly tasty products, created to match the "contemporary" diet of the consumer and to support his creativity in every occasion. Today Morato Pane is the leader in Tramezzino, Bruschetta and American Sandwich market in Italy.



PRODUCT NAME

Dadò.

PRODUCT DESCRIPTION

A range of snacks with 1 year shelf life available in four typically Italian tastes: only olive oil; tomato, olives, oregano; rosemary, onion, sea salt; olives, sesame, sea salt. A winning packaging that recalls the fizzy world of Italian food style and a mix of distinctive ingredients make Dadò the perfect product for every moment. Dadò is particularly indicated for soups or salads and absolutely pleasant as aperitive.

EXPIRATION DATE AND CONSERVATION

12 months.

PACKAGING

Multi pack bag with 6 portions 30 g each.

INTERNATIONAL CERTIFICATIONS

IFS - BRC.

Colussi – brand Misura



**HALL - 5A
BOOTH - M 130**
www.misura.com

Since 1974 Misura is the leading Italian brand in innovation and pioneer in the wellness food, with a wide range of tasty products created to meet the most different nutritional needs (9 product lines for 7 categories – from biscuits to pasta). Misura was one of the first food companies to eliminate palm oil in all its products, a clear choice that significantly reduces saturated fats.



PRODUCT NAME

Misura Dolcesenza biscuits (no sugar added, made with yogurt).

PRODUCT DESCRIPTION

These biscuits are for those that are looking for taste without any of the worries. A crispy shortbread prepared with yogurt, no sugar added and palm oil free. Goodness made from simple, genuine ingredients.

INGREDIENTS LIST

Wheat flour, Sweeteners (maltitol syrup, maltitol), sunflower seed oil 12.5%, wheat starch, oat flour 8.2%, eggs, yogurt (milk, bacterial cultures) 4%, barley and wheat malt extract, skim milk powder, leavening agents (sodium bicarbonate, ammonium bicarbonate), salt, flavours. Contains: wheat, oat, eggs, milk, barley. May contain soy, almonds and hazelnuts.

EXPIRATION DATE AND CONSERVATION

Shelf life: 9 months. Store in cool, dry place.

PACKAGING

400 g.

Pane-Forno Italiano



**HALL - I
BOOTH - D 110**
www.paneonline.it

Pane-Forno Italiano is the story of two friends. Alberto Morato, the one who grew up among bags of flour: Cristian Campesato, the one who simply loves food. The company's breads are precooked up to 80% and sold frozen, ensuring a high quality level with certifications IFS, BRC and Organic.

PRODUCT NAME

Pan Strudel / Cinnamon Raisin Walnut.

PRODUCT DESCRIPTION

Wheat flour bread with raisins, nuts and cinnamon, part-baked and deep frozen.

INGREDIENTS LIST

Whole wheat flour; raisins, nuts, cane sugar; rye sourdough, sun seeds flower oil, salt, yeast.

EXPIRATION DATE

AND CONSERVATION

1 year from the production date.

PACKAGING

Primary packaging: MDPE bag; secondary packaging cardboard.

CERTIFICATIONS

IFS - BRC - UE Organic - USDA Organic, COR Bio Canada.



Elledi



**HALL - 5A
BOOTH - G 140**
www.elledi.com

Elledi is a company focused on confectionery products, founded in 1968 by his President Mr. Gastone Lago in Galliera Veneta, in the heart of North East of Italy. Now there are two factories and 160 employees with a yearly turnover of 50 million euros. Elledi is exporting in over 80 countries worldwide. The company portfolio has grown throughout the years with different product lines such as shortbreads, ladyfingers, tarts as well as doughnuts. Elledi's core business is the wafers production which represents nearly the 75% of the total turnover.



PRODUCT NAME

Mini Party Wafer.

PRODUCT DESCRIPTION

Bite cube wafers in a small on-the-go packaging.

INGREDIENTS LIST

4 flavours: cocoa, hazelnut, vanilla and lemon.

EXPIRATION DATE AND CONSERVATION

12 months, shelf stable.

PACKAGING

Flow pack bag 125 g.

CERTIFICATIONS

Halal - IFS.

Tedesco



**HALL - I
BOOTH - E 080**
www.tedesco-group.it

The Tedesco group is today an industrial reality with production plants in Umbria, Lazio, Tuscany, Emilia and Friuli, a history of success that the Tedesco family began thirty years ago as a small bakery supplying fresh bread to shops and supermarkets in Rome. Bringing innovation in the form of new products and acquire professionalism has been the winning strategy of the group, valuing human capital and know-how attained from companies that have been acquired during these years of expansion. From biscuits and croissants for breakfast, to salt snack for aperitive, Tedesco Group produces a vast assortment of products that can be eaten throughout the day and for all the festivities. Do not forget the Panettone for the Christmas holidays, the Colomba cake for Easter time and the Gourmet Antica Pasticceria cookies for tea time.



PRODUCT NAME

Ore Liete.

PRODUCT DESCRIPTION

From the antique tradition of Italian patisserie, the delicious assortment of Ore Liete pastries are launched. A sweet temptation, an elegant gift, a true classic of our local tradition. Proud to continue the history of this brand, the Tedesco Group relaunches its range of products continuing to use the original recipes with carefully selected ingredients. Once again, a perfect creation of harmony that gives life to a collection of flavors of refined varieties, perfect as a gift or to enjoy with the family.

EXPIRATION DATE AND CONSERVATION

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

PACKAGING

Case 300 and 450 g; box 250 and 350 g.

Di Costa



HALL - 5A
BOOTH - J 055
www.dicosta.it

The Italian Confectionary Industry Di Costa is one of the most know and technologically advanced in this sector; well known for the style and the elegant packaging and for the high level quality of his products. Di Costa produces and supplies: small soft nougats and soft nougats bars, covered with chocolate different tastes, small pistachio nougats, chocolate eggs and bars, panettoni, Italian pastries confectioneries, chocolate pralines.



PRODUCT NAME

Latta Bagaglietto 300 g.

PRODUCT DESCRIPTION

Lithographed embossed tin with inside Italian pastries 300 g.

INGREDIENTS LIST

Short pastry biscuits: wheat flour; sugar; vegetable oils and vegetable fats (sunflower and coconut in varying proportion), butter (milk), glucose syrup, raising agent: bicarbonate of soda, bicarbonate of ammonium; skimmed milk powder; salt, flavours. It may contain traces of nuts, soya and eggs.

EXPIRATION DATE AND CONSERVATION

Shelf life: 14 months. Keep in a cool, dry place.

PACKAGING

Lithographed embossed tin.

CERTIFICATIONS

IFS - BRC.

Erzinio 3



HALL - I
BOOTH - D 146
www.erzinio.it

Erzinio is an ancient company born in the '50s in the middle of Italy from Mr. Erzinio Pазienza that created this company with his family in a little town called Guarcino, set on the top of a hill in the heart of Ciociaria, about 100 km from Rome.



PRODUCT NAME

Amaretti di Guarcino.

PRODUCT DESCRIPTION

Our famous 'Amaretto di Guarcino' is a traditional biscuit from the town of Guarcino. It is produced only with Italian almonds and it has an extraordinary taste, natural but sophisticated. Excellent in combination with dessert wines.

INGREDIENTS LIST

"Prima Bari" sweet almonds, armelline almonds, sugar, albumen.

EXPIRATION DATE AND CONSERVATION

90 days.

Store in a dry place, keep far from humidity.

PACKAGING

Available in box or bag 1 kg, 750 g, 500 g, 250 g.

Fresystem



HALL - I
BOOTH - E 003
www.cupiello.com

Fresystem is a family owned company specialized in the production of sweet and savoury deep-frozen bakery product. Present on the market with the 'Cupiello' brand, it's the first supplier in Italy for the main coffee chains on the territory, as well as under private label of big international companies (both for food service and retail channels), to which, thanks to versatile production lines, it ensures large volumes and constant high quality.



PRODUCT NAME

Comù Cruffin

Cupiello.

PRODUCT DESCRIPTION

A delicious croissant in a muffin shape, fully baked just to thaw & serve. Perfect Marriage of a flaky Croissant and fluffy Muffin. Comù Cruffin Cupiello is made with our exclusive sourdough MadreCupiello, double filled with chantilly cream and hazelnut cream.

INGREDIENTS LIST

Wheat flour; fresh sourdough, margarine, butter; eggs, sugar; custard and hazelnut cream.

EXPIRATION DATE AND CONSERVATION

12 months. Store at -18°C

PACKAGING

28 pieces per 1 CTN.

CERTIFICATIONS

BRC - IFS - SA8000 - ISO 14000 - OHSAS 18001.

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THE ONLY PRODUCT WITH LPZ+1 YEAST ON THE MARKET

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Pastiglie Leone



**HALL - 5B
BOOTH - M 237**
www.pastiglieleone.com

Pastiglie Leone is one of the oldest confectionery companies in Europe, in Italy and in Turin, since 1857. The best expression of the company's image is the pastel-coloured and flavoured pastilles, well-known as candy originals. The wide range of products includes also gummy sweets, fruit jellies, fondants, specialties in the confectionery world and in the Herbal sector and bean-to-bar chocolate.



PRODUCT NAME

Gianduoso.

PRODUCT DESCRIPTION

Squeezable gianduia-hazelnut chocolate cream with 45% Piedmont Hazelnut.

INGREDIENTS LIST

Piedmont Hazelnut (45%), sugar, cocoa, cocoa beans, vanilla in pods. Emulsifier: soy lecithin. It may contain traces of milk and other nuts. Without palm oil, no Gmo, gluten free, vegan product.

EXPIRATION DATE AND CONSERVATION

18 months from production date. Keep in a cool and dry place

PACKAGING

115 g tube.

La Mole - Flli Milan



**HALL - 5A
BOOTH - H126**
www.la-mole.com

La Mole was founded in 1978, a food company involved in production of baked goods. Highly advanced, fully automated baking and packaging lines and the exclusive use of top quality raw materials ensure conformity to first-rate quality standards. With a strong manufacturing know how acquired over the years and a spirit of research and development of new products, the company shows a high visibility and competitiveness in the national and international outlook, consolidating itself in multiple commercial channels, both under its own brand and private label.

Ghiott Dolciaria



**HALL - I
BOOTH - D 136**
www.ghiott.it

Ghiott Dolciaria of Florence, a leading company in the production of typical Tuscan pastry, was founded in 1953 by a Florentine family of well-known confectioners. In 1979 the firm was transferred in a modern establishment situated in the heart of Chianti. Advanced technologies and rigorous quality controls permit Ghiott to bring its products - such as typical crisp almond cookies 'Ghiottini' - all over the world, where they are appreciated for the fragrance and friability that result from a high-level research on packaging.

PRODUCT NAME

Biscotti Gusto & Piacere - Gusto & Piacere Biscuits.

PRODUCT DESCRIPTION

The new line of biscuits Gusto & Piacere adopts a recipe that does not include added eggs, milk or butter; in order to create a delicious, but also light and healthy biscuit, in line with the current trends in consumers' tastes. This line of biscuits is also specific to those who have special food intolerances or allergies. The biscuits are available in two variants: with oat flakes or chocolate pieces.

INGREDIENTS LIST

With chocolate drops: cane sugar; wheat flour type "00", chocolate drops, whole wheat flour; spelt flour; sunflower oil, rice powder; raising agents, natural flavours, salt.

With Oat flakes: cane sugar; whole wheat flour; wheat flour type "00", oat flakes, spelt flour; sunflower oil, rice powder; raising agents, natural flavours, salt.

EXPIRATION DATE AND CONSERVATION

12 months. To keep in a cool and dry place.

PACKAGING

Bag 200 g.

CERTIFICATIONS

BRC - IFS - BIO.



Industria Dolciaria Borsari



**HALL - I
BOOTH - F 140**
www.borsariverona.it

Situated in Badia Polesine, in the province of Rovigo (Veneto), the Borsari brand maintains its firm artisan connotation to provide customers and consumers first quality products, prepared according to recipes of the ancient pastry making tradition. Specialized in the production of traditional Christmas and Eastern products, such as Panettone and Pandoro, the company pays utmost attention to the selection of the best ingredients and to the respect of leavening times.



PRODUCT NAME

Hand wrapped whole flour Panettone with blackberries.

PRODUCT DESCRIPTION

Country style is the name but outstanding is the quality characterizing the Borsari Verona brand. A family of Panettone thought to meet all expectations, including the ever-green 'classico' but also many specialties such as Pears & Chocolate, Recioto Wine and the brand new Whole flour & blackberries. The latter is dedicated to estimators, looking for food products coming from selected ingredients. Whole flour & blackberries Panettone is characterized by a peculiar mix of whole flour scent and ripe blackberries sour flavour.

PACKAGING

Net weight: 1 kg. Cartons per layer: 5. Layers: 6. Cartons per pallet: 30.

Golosità dal 1885



**HALL - I
BOOTH - F 084**
www.torrone.it

With a heritage of 130 years, today the Antica Torroneria Piemontese works in the respect of tradition and at the same time watching to the future. Starting from strictly selected ingredients, processed according to time they need to be transformed and in order to obtain the taste of exclusive products. The company creates, designs and patents the machinery used in the production, just for conceiving work like a big confectionery laboratory, always applying the right time and right temperature in the production in order to obtain excellent quality products and to maintain natural flavorings and perfumes.

PRODUCT NAME

Sweet Truffles Gold Collection Case 125 g.

PRODUCT DESCRIPTION

Sweet truffles, the original ones made with the finest ingredients: chocolate, hazelnuts and hazelnuts paste with no conservative and chemical additives. Produced by extrusion, artisanal process where the product is the focus. Unique, unforgettable taste in a special edition for Christmas 2016.

INGREDIENTS LIST

Dark chocolate (sugar; cocoa paste, cocoa butter; Emulsifier: soya lecithin. Natural vanilla flavouring. Minimum cocoa 52%), hazelnuts 41% (Piedmont hazelnut, hazelnut paste), sugar; cocoa powder. May contain traces of other shell fruits and milk. Gluten free.

EXPIRATION DATE AND CONSERVATION

12 months, store in a cool and dry place.

PACKAGING

Transparent case.

CERTIFICATIONS

BRC - IFS - FDA.



Biscottificio Grondona



**HALL - 5A
BOOTH - H 056**
www.grondona.com

The Grondona, a family-owned company, has been taking care of its own Sourdough mother yeast for more than 150 years. It looks for the best raw material in the world, to offer today biscuits with ancient flavours. True tastes, without the use of 'chemical products', made with only butter and extra virgin olive oil. A modern company which still maintains the original recipes of 1820.

PRODUCT NAME

Baci di Dama Grondona.

PRODUCT DESCRIPTION

Piedmont Hazelnuts to produce the rich dough, baked into two fragrant shells of fine pastry. The fondant chocolate to unite the two halves in a marriage of taste that legend says is of royal origin.

INGREDIENTS LIST

Wheat flour; sugar; butter; hazelnut 17%, chocolate 15% (cocoa mass, sugar; cocoa butter; dextrose, emulsifier: soy), salt, honey.

EXPIRATION DATE AND CONSERVATION

8 months.

PACKAGING

Box 75 g.

CERTIFICATIONS

UNI EN ISO 9001.



PRODUCT NAME

Soffi.

PRODUCT DESCRIPTION

Soffi is the new light and fragrant flat stick of bread of Nutriamole Line. Innovative recipes for tasty snacks, embellished with ingredients rich in nutrients, extracted directly from nature as: stone-ground flour, olive oil and without brewer's yeast.

INGREDIENTS LIST

For Nutriamole line we have selected special tastes as: hemp, ginger, turmeric in addition to the classical one. All the line is baked with stone-ground flour, olive oil and without brewer's yeast.

EXPIRATION DATE AND CONSERVATION

12 months, stored in a cool dry place.

PACKAGING

Doypack or carton box.

CERTIFICATIONS

UNI EN ISO 9001:2008 - BRC - IFS.

Dolfin



HALL - 5A
BOOTH - H 067
www.dolfin.it

Historical Sicilian company with more than a century of activity in the ready-to- freeze food products industry. With a wide variety of product, Freezer pops, Easter eggs and Christmas socks with the most famous and popular licenses, Dolfin confirms its solidity and reliability. Dolfin's flagship is absolutely Polaretti, distributed in 34 countries worldwide, confirms itself a winning product continuously growing and evolving, keeping true to itself and to what it represents.



PRODUCT NAME

Polaretti Magic Milk

PRODUCT DESCRIPTION

Magic Milk Polaretti is the new transparent straw with its soluble microcapsules flavoured sugar to taste chocolate or strawberry flavor will give so much 'fun' milk of children. With straws Magic Milk has the delicious taste of chocolate and strawberry. The formulation, specifically designed for Dolfin, contains Vitamin C. No preservatives, no artificial colors and no gluten.

INGREDIENTS LIST

Sugar, dextrose, glucose syrup, vitamin D (cholecalciferol), aromas, concentrated black carrot juice. Gluten free.

EXPIRATION DATE AND CONSERVATION

24 months. Store in a cool and dry place.

PACKAGING

Net weight 30 g. Package contains 5 servings.

Fietta



HALL - I
BOOTH - F 161
www.fietta.it

Fietta has been engaged in the distribution of confectionery products for three generations. "Bolcato-eccellenze artigianali" is one of Fietta's brands, specialized in the production of the finest confectionary pastries. The great handmade experience, handed down since 1952, the manual ability, the experience to balance and select each ingredient, the slow and natural leavening, are the base upon which we create a genuine and special product, made with love.

PRODUCT NAME

Sfogliatine.

PRODUCT DESCRIPTION

Handmade Puff Pastries. Top class ingredients for this fully natural production made using traditional methods handed down from generation to generation.

INGREDIENTS LIST

Wheat flour; butter; water; confectioners' sugar (sugar; corn starch), egg white, apricot stuffing (glucose-fructose syrup, sugar; apricot puree, gelling; pectin, thickeners: modified corn starch and carob flour; acidity regulator: citric acid, preservative: sulfur dioxide, flavorings), salt, flavorings: vanilla and lemon. Allergens: it contains cereals containing gluten, milk and egg. It may contain traces of nuts.

EXPIRATION DATE AND CONSERVATION

60 days.

PACKAGING

Box 230 X 125 X 65.

CERTIFICATIONS

The company is going to achieve BRC and IFS certifications within December 2016.



Freddi Dolciaria



HALL - 5A
BOOTH - G 121
www.freddi.it

Started in 1949 as a pastry shop, Freddi Dolciaria becomes industry in 1968, expanding even more markets and products till to be nowadays one of the leading manufacturers of cakes in Europe. Around the middle of the '70s it starts the international expansion, from the near Europe to the Middle East since to be present nowadays in all 5 continents with an export share of around the 85%.

PRODUCT NAME

Chic snack.

PRODUCT DESCRIPTION

Cocoa-caramel cakes with vanilla filling. Free from lactose and palm oil 55% less saturated fats than the Italian best seller snacks. Under 100 calories per cake.

INGREDIENTS LIST

Sugar; wheat flour; fresh eggs 14.2%, glucose-fructose syrup, water; non-hydrogenated vegetable oils and fats (shea, sunflower), stabiliser (sorbitol), fat-reduced cocoa 1.7%, caramel 1.1%, egg white powder; flavourings (cocoa, vanilla), emulsifiers (mono and diglycerides of fatty acids), raising agents (disodium diphosphate and sodium hydrogen carbonate), gelling agent (agar), salt.

EXPIRATION DATE AND CONSERVATION

9 months from production date. Dry storage.

PACKAGING

Tray 200 g.

CERTIFICATIONS

IFS - BRC.



follow

TRADITION

QUALITY



HISTORY

VALTELLINA

MOTTOLINI
Poggiridenti

Bresaola Mottolini, unique as we are.

Since 1986 we've been producing **Bresaola della Valtellina I.G.P.** in Poggiridenti, Valtellina. We have created our company driven by passion in a beautiful location, suited for traditional agriculture, viticulture and the production of quality cold meats. Excellent products that come from an ancient wisdom and know-how. Enjoy them alone or combined with other ingredients to invent recipes, flavors and fragrances.

www.mottolini.it



Vergani Secondo



HALL - 5A
BOOTH - J 041
www.vergani.it

Vergani is manufacturing typical Italian confectionery specialties such as nougat (with almonds, hazelnuts, chocolate and fruit), chocolate pralines (filled with creams, cereals, nuts and fruit), Easter eggs and spicy fruit sauces with mustard.



PRODUCT NAME

Tin boxes Milano and Roma 100 g

PRODUCT DESCRIPTION

Tin boxes 100 g with chocolate pralines filled with cappuccino cream and tiramisù cream.

EXPIRATION DATE AND CONSERVATION

18 months, +14/16 °C

PACKAGING

Tin Box 100 g.

CERTIFICATIONS

BRC - IFS - UTZ - ISO 9001 - Haccp.

Dolciaria Gadeschi



HALL - 5A
BOOTH - J 041
www.gadeschi.it

Dolciaria Gadeschi is a leading manufacturer of typical Italian biscuits: Amaretti, Cantuccini with almonds or chocolate, Meringues, Lingue di Gatto.

PRODUCT NAME

Tin Box of Cantuccini/Amaretti.

PRODUCT DESCRIPTION

Tin Box containing Amaretti or Cantuccini.

EXPIRATION DATE AND CONSERVATION

12/24 months. Store in cool and dry place.

PACKAGING

Tin Box.

CERTIFICATIONS

BRC - IFS - UTZ - ISO 9001 - HACCP.



Molino Nicoli



HALL - I
BOOTH - E 054
www.molinonicoli.it

The company is expanding its range of gluten free products, focusing mainly in having clean recipes without compromising the taste. As well as enrich its products with nutritional claims such as high fibres, lactose free, low fat, no added sugar, low gi.

PRODUCT NAME

Organic & gluten free muesli snack bars.

INGREDIENTS LIST

Almonds*, sultanate raisins* (sultanate raisins*, sunflower oil*), peanuts*, corn syrup*, traditional rice* (rice*, brown sugar*, salt), dehydrated apricot*, honey*. (*certified organic ingredients)

EXPIRATION DATE AND CONSERVATION

12 months.

PACKAGING

6 single packs in a box.

CERTIFICATIONS

Gluten free - Organic - Kosher star.



Molino Dallagiovanna Grv



HALL - I
BOOTH - G 081
www.dallagiovanna.it

Molino Dallagiovanna uses only the most selected and certified wheat grain, washed in water and slowly milled to create flours for pizza, pasta, pastry and bread.

PRODUCT NAME

00 Flour 'LaNapoletana' for pizza

PRODUCT DESCRIPTION

Perfect flour to create the typical Neapolitan pizza: for a golden, perfectly developed thick crust, a soft, elastic and pliable dough.

INGREDIENTS LIST

Flour.

EXPIRATION DATE AND CONSERVATION

1 year shelf life.

PACKAGING

5 -10 - 25 kg.

CERTIFICATIONS

BRC - IFS - ISO 9001.



Fraccaro Spumadoro



HALL - I
BOOTH - D 110
www.fraccarospumadoro.it

Fraccaro Spumadoro was set up in 1932, when Elena and Giovanni Fraccaro established a bakery within the town walls of Castelfranco Veneto, thus starting a confectionery tradition with a promising future. Besides producing good bread, the bakery also gained a reputation for its well-known confectionery specialties. Following the success of the first bakery a second bakery was opened, specialized in the homemade production of panettoni, focaccias and other natural leavening confectioneries using the famous sourdough.



PRODUCT NAME

Dolce di Natale gluten-free.

PRODUCT DESCRIPTION

Oven baked product. Gluten free food specifically made for celiacs. From organic farming.

INGREDIENTS LIST

Eggs*, butter*, potato starch*, sultanas, cane sugar*, candied orange peels* (orange peel*, glucose syrup*, cane sugar*, concentrated lemon juice*), rice flour*, honey*, corn starch*, agave fiber*, psyllium fiber*, skimmed milk powder*, thickeners (guar flour*, xanthan gum), natural yeast, sea salt, natural vanilla flavouring (*from organic farming). Allergens: egg, butter, milk. It may contain traces of soy.

EXPIRATION DATE AND CONSERVATION

Best before: 4 months from the date of production. Keep in a cool and dry place.

PACKAGING

Classic Box line (white) with Christmas decorations.

CERTIFICATIONS

Product controlled by ICEA, Control Organism authorized by Mipaaf IT BIO 006. Operator N° E86 - IFS - Certificate n° 184173-2015-AIFS-ITA-Accredia.

Vicenzi



HALL - 5A
BOOTH - E 106
www.matildevicenzi.com

Since 1905, Matilde Vicenzi has been synonymous with high quality "made in Italy" products. Established as a small patisserie producing biscuits and pastries, it has successfully diversified its production over the years to become the Vicenzi Group, an international company that exports on over 100 foreign markets products for all ages and tastes.



PRODUCT NAME

Grisbi Biscuits filled with chocolate cream

PRODUCT DESCRIPTION

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

INGREDIENTS LIST

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

EXPIRATION DATE AND CONSERVATION

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

PACKAGING

It has a valuable packaging with golden colour that refers on the premium Italian Fine Pastry.

CERTIFICATIONS

Halal.

Andriani



HALL - I
BOOTH - E 112
www.glutenfreefelicia.com

The company's core business is to produce a complete range of innovative, great tasting gluten free pastas made from a variety of naturally gluten free ingredients such as: corn, brown rice, rice, buckwheat, quinoa, amaranth, lentils, green peas and more.



PRODUCT NAME

100% organic red lentil sedanini.

PRODUCT DESCRIPTION

100% organic red lentil pasta. Gluten free, organic and vegan, rich in protein and fibres, high in phosphorus, iron, zinc and manganese.

INGREDIENTS LIST

100% organic red lentil flour.

EXPIRATION DATE AND CONSERVATION

2 years. Store in a cool and dry place.

PACKAGING

Carton pack.

CERTIFICATIONS

Company certifications: BRC, IFS. Product certifications: Italian Celiac Association, GF, SGS, GF, Usda, CE n834/07, Non Gmo Project Verified, Orthodox Union, EU Kosher, Gfcp, Vegan Ok.

Valledoro



**HALL - I
BOOTH - G 055**
www.valledorospa.it

For more than 60 years Valledoro has been a leading manufacturer of high quality baked products such as breadsticks (the traditional Italian 'Grissini') and baked snacks of various shapes and flavours.



PRODUCT NAME

Sungri.

PRODUCT DESCRIPTION

Gluten Free extruded Corn Sticks with a clean and light taste. Good, healthy and 100% organic, Sungri are an ideal complement to any food product and are suitable for vegans and celiacs.

INGREDIENTS LIST

Organic cornmeal, salt (1,6%).

EXPIRATION DATE AND CONSERVATION

6 months.

PACKAGING

Box 120 g which includes 8 individual portions.

CERTIFICATIONS

BRC - IFS.

Eurofood Group



**HALL - 4
BOOTH - K 006**
www.nattura.it

Foodies Italia began as a business unit of Eurofood Group to provide a concrete answer to the needs of domestic producers and international distributors interested in the "made in Italy" food service. Foodies Italia was born as a real central purchasing office of typical Italian products for the distribution to all international markets. Its wide offer is enhanced by several proprietary brands, as Nattura, Foodies Bros and Abbondio.

PRODUCT NAME

Nattura Pasta 'I Grani Antichi'.

PRODUCT DESCRIPTION

Pasta 'I Grani Antichi' is a wheat variety coming from the past, without any genetic alterations, rich of nutrient and with a lower content of gluten compared to traditional wheat. The whole range is produced using the Timilia wheat, a grain cultivated in Sicily Island. Thanks' to the fact that they are authentic and not modified they help in preventing intolerance disease.

INGREDIENTS LIST

Organic Timilia durum wheat whole semolina. There could be trace of spelt and Khurasan wheat, rye, barely, oat, soy, sesame seeds.

EXPIRATION DATE AND CONSERVATION

1 year. Keep in a cool & dry place, away from heat sources.

PACKAGING

350 g.

CERTIFICATIONS

Vegan ok - Organic.



G7



**HALL - 5A
BOOTH - R178**
www.g7gelati.it

The company was born in 1958, when Guglielmo Visani started making hand-made 'gelato'. He wanted to make sure that the ancient recipes of the Italian gelato making tradition were preserved. Today the company represents the Italian gelato industry with its two brands G7 and Siviero Maria. The new line 'Organic 100% Natural' launches a completely natural product: from the choice of ingredients to the compostable tub.



PRODUCT NAME

Organic 100% natural gelato by Siviero Maria.

PRODUCT DESCRIPTION

The new range Organic 100% Natural Gelato by Siviero Maria combines the quality and taste of 'Bio Italian Gelato' with an innovative compostable packaging in PLA. 5 Flavors, 100% organic ingredients, 0 gluten. Selected by Paris Sial Innovation 2016.

INGREDIENTS LIST

Fragola (strawberry), whole milk*, concentrate strawberry juice* (25%), cream*, sugar* (*organic). Contains: milk. May contain traces of: eggs and tree nuts. Gluten free.

EXPIRATION DATE AND CONSERVATION

To be consumed within 24 months from production. Storage: Keep at -18°C (-0.4°F)

PACKAGING

650 ml - 22 fl oz - PLA Box.

follow

THE NATURAL SWEETNESS



Gorgonzola
DOP

The Gorgonzola OIOLI qualities comes from a story of love and passion for our product; it's the result of the attention and care during all the production phases, founded on the experience of those who have been producing Gorgonzola for over 40 years and does so every day with great enthusiasm.

The Quality with Love

Biolab



**HALL - 5A
BOOTH - L 017**
www.biolab-eu.com

Biolab has established itself as one of the most important specialized manufacturers of fresh organic vegetarian and vegan food products. Its customers can count on the highest quality in terms of nutritional value and, of course on delicious, well-balanced food.



PRODUCT NAME

Veg - Cotto.

PRODUCT DESCRIPTION

Totally vegan sausage reminiscent of the Italian traditional Cotto.

INGREDIENTS LIST

Water; wheat* gluten 31%, vegetables in varying proportions* (carrots*, beetroot*, celeriac*, onions*), extra virgin olive oil*, natural flavors, wheat flour*, iodized salt, gram flour*, potato flakes*, dextrose*, potato starch*, durum wheat flour*, antioxidant: ascorbic acid, yeast extract, rosemary * 0.1%,

savory* 0.1%, black pepper* 0.1%, sweet paprika* 0.1%, laurel* 0.1%, basil* 0.05%, cumin* 0.05%, coriander* 0.05%, mace* 0.02%. (*organic).

EXPIRATION DATE AND CONSERVATION

60 days. Keep refrigerated between +0° C and +8° C.

PACKAGING

Tray under modified atmosphere.

CERTIFICATIONS

ICEA - BRC Global Standard for Food Safety - IFS Food - Vegan - AB - Standard Vegan Society.

Bayerische Milchindustrie eG



**HALL - 7
BOOTH - D 119**
www.bmi-eg.com

Bayerische Milchindustrie eG (BMI) is a dairy company and cooperative with long-term tradition and international experience, and this has been the case for more than 60 years. The company is one of the biggest producers of whey powder in Germany and one of the largest suppliers worldwide in the sector of organic whey derivatives. In addition, fresh products such as yoghurts, curd and cream as well as cheeses like semi-hard cheese and hard cheese, mozzarella and blue cheese are the carrying columns of our business activities.

PRODUCT NAME

Organic Edamer 40% fat in d.m., netweight ca. 20 kg

PRODUCT DESCRIPTION

Appearance: crust fit for consumption, ivory to gold coloured. Interior: mat-shining, colours as for the exterior appearance, few round or oval eyes. Consistency: body, softer than for Gouda cheese. Smell and taste: mild and pure, not sour.

INGREDIENTS LIST

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

EXPIRATION DATE AND CONSERVATION

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

PACKAGING

Foil with carton.

CERTIFICATIONS

Certified by Bioland, BCS Öko-Garantie (DE-ÖKO-001), according to (EC) 834/2007.



Gruppo MangiarsanoGerminal



HALL - 5A • BOOTH - K 068
www.mangiarsanogerminal.com
www.germinalbio.it

MangiarsanoGerminal group works on the Italian organic and healthy food market with a single mission: care for human health and the environment. It works hard in order to create, develop, produce and sell products that allow the consumer to have a high-quality nutrition and to nourish his health. The consumer has always been the target for developing and producing a new product, as well as what he/she expects in terms of quality, taste and well-being.

PRODUCT NAME

Gluten free oat biscuits

PRODUCT DESCRIPTION

Gluten Free Oat Biscuits are formulated with oat flour, bran and flakes; biscuits are gently sweet and toasted, with a rustic fragrance and a perfumed crispness. Dairy free, with sunflower oil.

INGREDIENTS LIST

*Cane sugar, *whole oat flour 26%, *rice flour, *sunflower oil 14%, *oat flakes 9%, *eggs, *rice bran, salt, raising agents (potassium tartrates, sodium carbonates, ammonium carbonates), *natural flavouring, anti-oxidant: *extract of rosemary (* organic).

EXPIRATION DATE AND CONSERVATION

Shelf life: 270 days. Store in a dry place away from light and heat.

PACKAGING

250 g bag in box.

CERTIFICATIONS

Organic IT-BIO-014 - IFS BRC - SGS for Gluten free - dairy free.



Molino Rossetto



**HALL - 5A
BOOTH - G 017**
www.molinosossetto.com

Molino Rossetto has made innovation and diversification of the wide range of products as two basic guidelines of its strategy, allowing it to become a protagonist in the best performing segments: alternative food, natural food, organic products and those intended to increasingly larger targets as the intolerant and celiac people.



PRODUCT NAME

Organic mother yeast.

PRODUCT DESCRIPTION

Molino Rossetto's organic mother yeast is perfect for the realization of baked products, such as bread, pizza, focacce and sweets (pandoro, panettone and colomba). It's a dough made with organic flour and water, acidified by a complex of yeasts and lactic bacteria that permit the beginning of the fermentation. It increases the conservation and the digestibility, but also improves tastes and perfumes of recipes making the crust of bread and pizza crispier.

INGREDIENTS LIST

Natural yeast of wheat flour type 0* 75%, dry yeast (brewer's yeast)* 25% (*=organic). It may contain traces of soy.

EXPIRATION DATE AND CONSERVATION

12/16 months from the manufacturing date.

PACKAGING

Outer package: cardboard. Inner package: three kraft paper bags.

CERTIFICATIONS

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

Probios



**HALL - 5A
BOOTH - G 027**
www.probios.it

The name Probios comes from the Greek PRO (in favour of) and BIOS (life) – in favour of life – encompasses the principles and values that have guided the people who have been working right from the start and continue to inspire its ongoing development. Since 1978, the year when it was founded, Probios has been offering a wide choice of organic foods, with respect for health and the environment. Probios is present in over 50 countries with 17 brands.

PRODUCT NAME

Spaghetti 100% yellow lentils (organic - gluten free).

PRODUCT DESCRIPTION

The Probios range "Specialità 100% legumi" will bring in the market a new pasta made with yellow lentils, gluten-free vegetables, produced in Italy with an exclusive new feature: spaghetti yellow lentils, the first in the long format. All the experience of the master pasta makers of the beautiful country for a first course a source of vegetable protein and fiber.

INGREDIENTS LIST

Yellow lentils from organic farming.

EXPIRATION DATE AND CONSERVATION

18 months. Store in a cool and dry place.

PACKAGING

Plastic tube.

CERTIFICATIONS

Bioagricert.



Salumificio Sosio



**HALL - 6
BOOTH - D 120**
www.labresaoladebaita.it

The company has acquired an inestimable knowledge from the traditions of its territories and from its family, creating a real artisanal and simply unique product. For over three generations like today, Salumificio Sosio has been producing Bresola with innate passion, to offer an unmistakable product, that comes from the devotion and care for every single detail.

PRODUCT NAME

Bresaola Punta d'Anca Biologica (Organic).

PRODUCT DESCRIPTION

For our Organic Bresaola we only choose the best meats, from the most selected organic beef cattle. We work them with salt, some spices and also a lot of care. Thanks to a certified chain and strict controls of our products and processing, our bresaola satisfies all the conditions and becomes 'Organic'. Genuine flavour and smooth clean taste: the handmade goodness and the tradition preserved in simplicity. Rich in protein, vitamin B PP, Zinc, Iron. Low in fat. GMO, allergens, lactose and gluten free.

INGREDIENTS LIST

Ingredients: beef*, salt, dextrose*, saccharose*. Preservatives: sodium nitrite. (*ingredients from organic agriculture).

EXPIRATION DATE

AND CONSERVATION

90 days. Storage and transport temperature 0/+4°C

PACKAGING

Vacuum packaging.

CERTIFICATIONS

Organic - Halal - PGI - AIC (gluten free association). In the next few months the company will perform an audit in order to obtain the BRC-IFS-ISO 22000 certifications.



Taste Italy - GustaMente



**HALL - 4
BOOTH - K 019**
www.taste-italy.it

Dietetic, healthy and free from, gluten free and organic foods; in particular stuffed and smooth egg pasta, both fresh and ambient. It's a unique product in the world with these characteristics. The company is aimed at meeting the needs of consumers who, out of necessity or choice of life, wants to keep an healthy nutrition, removing from their diet not only gluten but also other elements considered unsuitable for a healthy life.

PRODUCT NAME

Tortellini GustaMente Bio.

PRODUCT DESCRIPTION

The first gluten free, organic and lactose free Tortellino in the world: the combination of the best ingredients from the Italian tradition such as Parmigiano Reggiano PDO, Prosciutto Crudo from Modena PDO and Mortadella from Bologna PGI. The product is available in both ambient, stabilized in thermoformed bowl, to enable a shelf life up to 150 days; both fresh version, with a shelf life up to 90 days.

EXPIRATION DATE AND CONSERVATION

150 days.

PACKAGING

Elegant package cardboard carton.

CERTIFICATIONS

Organic - Gluten Free - BRC* - IFS* - Halal - Kosher (* update in progress).



Callipo Giacinto Conserve Alimentari

**HALL - 5B
BOOTH - J 056**
www.callipo.com

For 100 years now, Callipo Giacinto Conserve Alimentari has been selecting only the highest quality tuna to produce its fillets, and all stages of the processing procedure are carried out in Italy at the Maierato plant, province of Vibo Valentia, Calabria. After steaming the tuna, only the best fillets are selected one by one and they are then filled by hand into jars, following strict food safety and hygiene regulations. They are left to mature at length, in order to guarantee that intense, unmistakeable flavour.

PRODUCT NAME

Fillets of Callipo tuna with presal iodized salt.

PRODUCT DESCRIPTION

Fillets of Callipo Tuna are the only ones with presal iodized salt, which is "protected" because, thanks to a particular technological process, it keeps the iodine content unchanged even after the cooking and in the food preparations, ensuring its assimilation. Iodine contributes to the normal growth of the children, to the normal thyroid function, to the normal energy metabolism. 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.

EXPIRATION DATE AND CONSERVATION

Once opened keep refrigerated and consume within 3 days.

CERTIFICATIONS

Standard BRC - Standards IFS - Kosher.



Eurovo

**HALL - 7
BOOTH - B 006**
www.nonna-anita.it

Eurovo Group, a leading company on the European market, has been operating for over 50 years in the sector of eggs and egg products. At Sial, the company will launch on the market Nonna Anita, its new gluten free products line, free from palm oils, hydrogenated fats and with barn eggs. Nonna Anita is the new brand of Eurovo Group, and it's a complete products range to made easy, quick and delicious desserts.

PRODUCT NAME

Tiramisù Cream.

PRODUCT DESCRIPTION

Powdered mix for tiramisù cream, gluten free, palm oil free, hydrogenated fats free. It already contains barn eggs and you just have to add 375 g of whipping cream.

INGREDIENTS LIST

Sugar; glucose syrup, no-hydrogenated vegetable oil (coconut oil), skimmed milk powder; maltodextrin, modified starch, thickener: E404; corn starch, milk protein, flavors, barn egg yolk, emulsifiers: E472a, E471; stabiliser: E340ii; colour E160a.

EXPIRATION DATE AND CONSERVATION

Store at room temperature, TMC 24 months.

PACKAGING

Packaging: 150 g, 12 servings.



The Inalpi promise:

GOOD

genuine

AND TRACEABLE PRODUCTS.



WE ARE CONSTANTLY WORKING AND PURSUING THE GOAL OF EXCELLENT QUALITY. EVERYTHING WE DO IS THE TANGIBLE EVIDENCE OF OUR COMMITMENT TOWARDS THE CONSUMERS TO PROVIDE THEM WITH RIGHT, GOOD AND SAFE PRODUCTS. EVERYDAY WE COLLECT THE BEST PIEMONTESE MILK FROM OVER FIVE HUNDRED FARMERS LOCATED CLOSE TO OUR FIRM WHO PROVIDE US WITH AN EXCELLENT RAW MATERIAL. WE MAKE THIS POSSIBLE BECAUSE WE HAVE ESTABLISHED SOLID AND FAIR CONTRACTS WHICH SATISFY THEM AND OURSELVES. ONCE THE MILK ARRIVES IN OUR FIRM WE CONSTANTLY DO QUALITY CHECKS AND UNCOMPROMISING ANALYSIS WHICH ARE MUCH MORE STRICT THAN THE ONES REQUESTED BY THE LAW. WE THEN TRANSFORM THE MILK INTO EXCELLENT FETTINE, FORMAGGI AND BURRO BY USING THE MOST ADVANCED PRODUCTION LINES TO KEEP ALL THE FRESH MILK'S PROPERTIES AND MAKING THEM A VERY GOOD FOOD TO BE EATEN UNCOOKED OR AS AN INGREDIENT FOR EVERYDAY MEALS AS WELL AS SPECIAL RECIPES. OUR COMMITMENT ENDS BY GIVING CUSTOMERS THE OPPORTUNITY TO TRACE OUR PRODUCTS BY USING THE TRACE-CODE PRINTED ON EACH PACK WHICH ALLOWS EVERYONE TO TRACK THE NAME AND LOCATION OF THE STABLE WHERE THE MILK HAS BEEN MILKED. INALPI, A RIGHT, SAFE AND GOOD CHOICE.

inalpi
www.inalpi.it

follow

King Cup Italia

HALL - 5B
BOOTH - J 017

www.kingcupcoffee.com

King Cup, a market leader in the production of ginseng coffee, is an innovative company that offers a series of ginseng products processed in a protected environment to preserve the full taste of the original root. In order to meet the customers' needs, the company has removed ingredients like gluten, lactose, hydrogenated and trans fats: an innovative choice that makes King Cup a symbol of food excellence.

PRODUCT NAME

King Cup Ginseng Coffee to sweeten 12 gr x 10 sticks.

PRODUCT DESCRIPTION

Instant premix for coffee drink with non-dairy creamer, ginseng extract and coffee flavouring. To sweeten. Gluten free, lactose free, hydrogenated oils free, trans-fat oils free.

INGREDIENTS LIST

Glucose syrup solid & non hydrogenated solid coco-nuts oil [contains: sodium caseinate (milk protein); emulsifiers E471, anti-caking agent E551; stabilizers E331iii, E340ii, colouring: E160a], instant coffee powder (19%), ginseng (Panax Quinquefolius) extract powder (<1%), flavouring.

EXPIRATION DATE AND CONSERVATION

20 months, store in clean, cool and dry condition. Keep away from high humidity and direct sunlight.

PACKAGING

17mm x 15mm x 36mm – 10 sticks.

CERTIFICATIONS

ISO 22000:2005 - Halal - Haccp - MeSTI.



Rizzoli Emanuelli

HALL - I
BOOTH - D 078

www.rizzoliemanuelli.it

For over 100 years Rizzoli Emanuelli has been producing top-quality fish preserves with an inimitable flavour. Rizzoli Emanuelli's winning strategy has always been the strong link between tradition and innovation, and this allowed the company to carve out a leading position for itself in the premium segment of the market, offering a huge assortment of products and recipes, thanks to constant investment in R&D.

PRODUCT NAME

Grilled Tuna fillets in olive oil 125 g

PRODUCT DESCRIPTION

The new grilled tuna fillets in olive oil is an innovative and unique product on the market. The fillets are handmade, steamed in order to maintain the nutritional properties of fish and grilled one by one. The innovative packaging in can with transparent lid and easy peel opening ensures the full visibility of the product directly on the shelf.

INGREDIENTS LIST

Tuna fillets, olive oil, salt.

EXPIRATION DATE AND CONSERVATION

Shelf life: 30 months. Store at room temperature. Refrigerate it after opening covered with oil and use within 3-4 days.

PACKAGING

Innovative packaging in can with transparent lid and easy peel opening.

CERTIFICATIONS

The manufacturing plant is certified IFS.



Pedon

HALL - 5B
BOOTH - J 087

www.pedon.it

Pedon is an European well-established company end-processing, packing and distributing grains, pulses and seeds, conventional and organic, traditional and quick cook. Pedon is present in all sales channels either with own-brand products either as private labels in the grocery chains with more than 100 ranges. Additional business areas are gluten-free products, preparations for cakes and baked goods. Based in Italy, Pedon has 5 plants abroad and exports in more than 45 countries.



PRODUCT NAME

More Than Pasta.

PRODUCT DESCRIPTION

Three varieties of bean pasta: red lentil pasta, green pea pasta and chickpea pasta. All of them are 100% natural and made of only one ingredients, kosher certified and GMO free. With this new product, consumers have the possibility to eat a real pasta that has double protein, double fibre, 30% less carbs compared with the normal one and also gluten free. It looks and cooks like pasta, but it's tastier and healthier. The bean pasta is easy and quick to prepare: in just 5/6 minutes. Rich in iron and zinc, source of magnesium. Free from all allergens (gluten and soya free). Low fat, salt free and vegan. Produced in Italy in a dedicated gluten free facility. Made using only clean energy.

INGREDIENTS LIST

Red lentil flour, green pea flour, chickpea flour, 100% made of pulses.

EXPIRATION DATE AND CONSERVATION

Store in a cool, dry and clean place, away from strong light and odors. Once opened reseal well the box. Shelf life: 24 months.

PACKAGING

The packaging is made of a new food grade paper obtained from food by-products. Beans are grown by thousands of families of farmers, which are part of programs aimed at economic and agricultural development. The result is a GMO-free and FSC-certified food grade packaging which includes 30% post-consumer recycled fibre. The eco-friendly inks and the transparent PLA window, make this eco-sustainable packaging 100% recyclable. In addition, all the energy which is used throughout the process, from manufacturing the paper to packing the finished products, comes from renewable sources.

CERTIFICATIONS

Gluten free - Kosher - Non GMO - FSC certified packaging.

Farmo

HALL - I
BOOTH - B 142

www.farmo.com - www.easypasta.website

Farmo is an Italian company focused entirely on the development and production of gluten free food products in 4 main categories: gluten free pasta, gluten free ready meals, gluten free baking mixes, gluten free bakery products. Quality certifications: BRC grade A, IFS Higher Level, GFCP, GFCO, USDA Organic, Kosher, GMO-Free.



PRODUCT NAME

Gluten Free EasyPasta.

PRODUCT DESCRIPTION

Brown rice pasta with the addition of dehydrated ingredients. Available in 4 different sauces: tomato & basil, pesto, vegetarian, four cheeses. Gluten free and ready in 8 minutes.

INGREDIENTS LIST

Tomato & basil: brown rice 'pennette', dehydrated tomato (5%), vegetable condiment without glutamate (potato starch, yeast extract, potato maltodextrin, dehydrated vegetables in varying quantities: onion, carrots, celery, parsley, sunflower oil, ginger, natural flavors) onion, garlic, basil (0,5%).

EXPIRATION DATE AND CONSERVATION

Shelf Life: 20 months. Keep in a cool and dry place.

PACKAGING

180g / 6,3 oz pack. 12 pieces carton box.

CERTIFICATIONS

GFCO - no gluten - GFCP - gluten free certified.

Lauretana

HALL - 5 C
BOOTH - D 148

www.lauretana.com

Lauretana mineral water is bottled in Graglia, in the province of Biella, not far from the artesian source: not to damage the molecules of the water; the procedure lasts from eight to ten seconds and it happens without pressure, so as to preserve to the best taste, quality and natural lifespan, without any risk of bacteriological contamination. Over the years the technological investment of the firm has always been constant. Today all the production lines are completely renewed and of the latest generation, with hygienic systems of control in the forefront.



PRODUCT NAME

Pininfarina Precious 33 cl

INGREDIENT'S LIST

Mineral water.

EXPIRATION DATE AND CONSERVATION

Still 12 months; sparkling 18 months.

CERTIFICATIONS

ISO - Kosher.

GREEN IS THE COLOUR

47,221 visitors at the international exhibition for natural and organic products, held in Bologna on the past 9-12 September.



47,221 visitors, 833 exhibitors (+19%), 50,000 m2 of exhibition space (+30%), more than 60 events including workshops and company presentations, 2,300 B2B meetings with international buyers from 27 countries. Sana, the international exhibition for natural and organic products, held in BolognaFiere on the past 9-12 September, is getting bigger and bigger. The five large pavilions of the trade show were the reference point for the sector, confirming the event as the biggest of its kind in Italy and the second largest in Europe and a key meeting point for institutions, organizations, associations, producers, buyers and consumers.

This trend was also visible in the even stronger response of visitors to the event: Italian and foreign professionals interested in identifying business opportunities for a sector growing strongly and in which the 'made in Italy' brand boasts a significant position. The growth of Sana is in line with the market trend as illustrated on the opening day and attended by Andrea Olivero, Deputy Minister for Agriculture, Food and Forestry Policy at the Sana-Ice Observatory 2016 "All of the statistics for Organics" (see page 47) promoted and financed by ICE in collaboration with BolognaFiere and created by Nomisma with the support of FederBio and AssoBio.

Grande successo per l'edizione 2016 di Sana



47.221 visitatori, 833 espositori (+19%), 50mila mq di superficie espositiva (+30%), più di 60 gli appuntamenti tra convegni, workshop e presentazioni delle aziende, 2.300 incontri b2b con i buyer internazionali in arrivo da 27 Paesi. Sana, il salone internazionale del biologico e del naturale, in scena a Bologna Fiere dal 9 al 12 settembre, si chiude con risultati eccellenti. I cinque grandi padiglioni di Sana 2016 sono stati il punto di riferimento del comparto, confermando l'evento come primo appuntamento in Italia e secondo in Europa.

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Gianoncelli

BRESAOLA PER PASSIONE DAL 1967



Gianoncelli, una storia di passione, tradizione e qualità.



Real Bresaola	Bresaola della Valtellina IGP	Bresaola Stella Alpina	Bresaola Fiore delle Alpi	Bresaola di Valle	Fiocco di Prosciutto della Valtellina
Peso intera: 5,5/6 Kg Peso mezza: 2,7/3 Kg	Peso intera: 3/4 Kg Peso mezza: 1,5/2 Kg	Peso intera: 3/4 Kg Peso mezza: 1,5/2 Kg	Peso intera: 3/4 Kg Peso mezza: 1,5/2 Kg	Peso intera: 2,5/3,5 Kg Peso mezza: 1,3/1,8 Kg	Peso intera: 3,5/4 Kg Peso mezza: 1,8/2 Kg

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Tel. +39 0342 215230 - Fax +39 0342 512806

info@gianoncelli.it - www.gianoncelli.it

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BAULE VOLANTE

PATRIZIA BERTONI



In 2015 Baule Volante exceeded 40 million euro in revenue, posting a 93 percentage points growth in just three years. With a further estimated 10% growth in 2016. In Bologna we presented many product innovations, such as 'I Granomela', awarded with the 'Novelty Prize 2016' in the organic food category by the trade show itself. Palm-oil free shortbreads characterized by a simple recipe, made with whole wheat flour and apple pieces and without added sugars. Other products presented at Sana are the whole wheat Jasmine and Black rice, 'I Germogliati', and the semi-whole wheat pastries with chocolate drops, made with stone ground flour and free from palm oil and ingredients of animal origin."

FIOR DI LOTO

VIRGINIA MASCHIO



"Since 1972 Fior di Loto constitutes an important reference point for the Italian organic market, which is now fast developing. In 2016 the company keeps on growing, also due to a commercial strategy focused on our branded products, sold at a more and more competitive price in order to make organic available to a wider public. In particular, we have been noticing a significant growth in the fresh segment, where we introduced some important news, starting from 'Veggispalmi bio' and the fresh artisanal pasta."

ALCE NERO

GIANLUCA PUTTINI



"Latest data show that the retail turnover in the organic segment has now overcome that of traditional distribution, and specialized shops have been affected by this new market dynamic. For Alce Nero 2015 closed on a very positive note, and in 2016 our business is expected to enjoy a 23% growth rate, exceeding 78 million euro. In Sana we officially announced our entrance in the world of fresh produce, with a yogurt available in four different flavours: classic white, banana, blackberry and coffee. High quality products, characterized by few ingredients and no additives, aromas or preservatives."

TREVISAN DOLCIARIA

SERAFINO MAFFÉ



"We brought to Sana our entire range branded Bio Trevisan, that is enjoying great appreciation with an estimated 20% growth rate in 2016. We presented 15 new products characterized by the absence of palm oil. We also entered the world of infusions: ginger with lemon, mallow and chamomile are the flavours so far available. In addition, we completed our breakfast range with the 'Crunch' enriched with chocolate and we presented our first pastry: the classic apple strudel. Finally, the sesame bar is now available also organic and with a very competitive pricing."

In the picture, from the left, Stefano Maffé and Renato Trevisan

PROBIOS

FERNANDO FAVILLI



"The organic market is growing at a very strong pace, a trend that is likely to continue also in the years to come. A result of the many investments made by the companies active in this sector, as well as by retailers. In 2016 Probios registered a double digit growth in revenue that by the end of the year should reach 50 million euro. We brought in Bologna many product innovations, such as the vegan 'Nduja and the first spaghetti in the world made with pulse."

SARCHIO

SANDRA MORI



"In 2016 we have been experiencing an upward trend, following the good results achieved last year. Here we showcase our latest innovations, as well as the graphic restyle of our whole range. In addition, we recently launched a new communication campaign based on the motto: 'Organic has never been so good', where nature is the undisputed protagonist, together with our Fior di Limone biscuits and the almonds and goji Snacks."

BIO'S



Established in 1992, Bio's is today a reference point for the world of organic and vegan. Production is mainly focused on sweet and salty bakery products, all of them certified. During Sana the company presented the new packaging for the bread substitutes and for the pastry biscuits, and it launched the new 'Ancient Romagna Grains' project, based on the use and processing of 10 ancient organic grains collected in an area of 500 hectares between Sogliano and Mercato Saraceno, Romagna."

LA FINESTRA SUL CIELO

FABIO ARDILLO



"In 2016 the organic market has been enjoying a terrific sales growth and La Finestra sul Cielo, after closing 2015 with a 20% increase over previous year, confirms its leading position on the market. Innovation has always been one of our biggest pillars, and this year we have widened our product range for breakfast with the new 'Crunchy' and the restyling of the 'Buongiorno Bio' range, enriched with five new biscuits and two brioches. Without forgetting the new 'Avena Cakes'."

MOLINO DE VITA

NICOLA DE VITA



"At Sana we presented our new supply chain traceability certifications, in compliance with the European regulations, through the Federbio Integrity Platform, as well as the new internal agronomic laboratory. But most of all, we presented our new organic grain storage that, in addition to the existing one, represents an important investment that will progressively enable our company to substitute external supply and eliminate the risk of frauds, granting at the same time a complete traceability."



CANADA

Ms. Isabelle Aubert - Importation Tribeca
"A very, very well organized event.
At Sana I found many high quality products and companies."



BOSNIA HERZEGOVINA

Mr. Nedeljko Petkovic - Biomedic Di Banja Luka
"I would like to take this opportunity to compliment the excellent organization of Sana and the Italian Trade Agency: excellent opportunities and precious B2B meetings."

BGS

STEFANO MANGIOLA



"Bgs is present with its products in the Ho.Re.Ca channel, both in Italy and abroad, as well as in the Italian normal trade with our distributor Cabassi & Giurati. Today, the goal is to increase our presence in grocery retail and in specialized shops. This is one of the reasons why we have launched many organic and vegan product innovations for all distribution channels. Our range, that has always been free from gluten, now includes four new gnocchi recipes branded BontàBio."

In the picture from left: Stefano Mangiola and Nicola Grimaldi

MASTER

ADRIANO BIANCO



"We have been recently informed that our gnocchi with 100% Italian spirulina algae have been selected by a panel of experts among the most interesting new products that will be presented at Sial Paris. A result we are very proud of, and the proof that team work can lead to significant outcomes. As it is shown also by the 18% growth rate that our company will experience this year in sales, after a positive 2015."

CAFFÈ SALOMONI

RAFFAELLA SALOMONI



"We are very pleased with our current performances: we closed 2015 with a 30% growth and 2016 is showing encouraging signs to. In the last 12 months we made significant investments in product innovation and now we want to focus better on distribution. For this reason at Sana we present the new packaging of some products conceived for the Ho.Re.Ca channel, such as 'Optimo', organic gourmet espresso coffee, 'Justo', the typical Italian espresso, and 'Regular', 100% Arabic espresso."



JAPAN

Mr. Hiroshi Kyo - Youki Trading Co.Ltd

"I am here at the Fair for the first time and I hadn't imagined that there would be so many interesting products for my business."



RUSSIA

Ms. Nasiescu Anna - Ooo Buonappetito

"I found many interesting products and I was able to make contact with new producers. The organization of the event was impeccable, I count on returning next year."

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GELMINI

MACHINES AND SYSTEMS
FOR FOOD INDUSTRY
AUTOMATION



CUTTING MACHINE MOD. AGATA

*we cut cheese
like this*



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the companies

FORTE PLOSE

DAVIDE GREGORINI



"The organic market is fast developing and so does Fonte Plose: we are among market leaders and in 2016 we are confirming the good results achieved last year. In summer we experienced a 23% growth for the BioPlose juices and a 9% growth for Plose water. At Sana we showcase the new products we launched this year: the organic juice BioPlose Pomegranate, free from colourings and preservatives."

JOE&CO.

BENEDETTA NEGRIOLLI



"We have come to Sana with two important innovations: avocado and coconut oils. Two organic and vegan products branded Crudolio that widen our range. In 2015 the company posted a 40% growth rate in revenue over previous year, and we expect to close 2016 with a further 30% growth."

In the picture, from the left, Giuseppe and Elena Matticari

KAMUT ENTERPRISES OF EUROPE BVBA

ANNA MARIA MANERA



"The organic market is fast rising, just like the interest of consumers and professionals for products made with Khorosan Kamut. Products characterized by a unique taste and great versatility, as well as by a high quality standard granted by accurate controls over the entire supply chain. Kamut is a registered trademark, used under free licence, whose presence is a further proof of quality for consumers. Since products are manufactured according to strict production process, where only ancient grains can be mixed with khorosan Kamut."

In the picture: Bob Quinn

NATURA NUOVA



The company's core business is to enhance local production, by manufacturing natural products made with fresh fruit, ready-to-eat and processed with an innovative and environmental-friendly technology. The company's organic brands are Natura Nuova Bio, Almaverde Bio and FruttaSuper, beside the controlled 'Compagnia italiana alimenti biologici e salutistici'. Among the new products brought to Sana: the organic smoothie made with 100% fruit pulp, in a 100 gr pocket format for outdoor consumption."

In the picture from the left: Roberta Mazzotti and Cristina Gregori

BIO SÜDTIROL

WERNER CASTIGLIONI



"A few years ago only a bunch of people were interested in organic farming, but today consumers are demanding for a wider offer. In the years ahead, both the domestic consumption and exports are set to grow. Today, global markets account for 90% of our total sales, for a yearly production of 25,000 tons of apples, one-third represented by the Gala variety."

MUSHROOM

FERNANDO POZZA



"At Sana we launched the organic Shii take mushrooms (Lentinus Edodes), grown in Italy. A brand new product for the domestic market, so far supplied mainly by Chinese producers. Mushroom is a family-owned company, one of the largest in Italy in its sector. Sales reached 1.5 million euro, and in the first semester of 2016 we posted a significant 30% growth."

THE BRIDGE

EVA PFEFFER



"Since 1994 The Bridge produces 100% organic vegetal drinks. At Sana we brought a new drink made with the 3% of toasted almonds, available with or without sugar. For 2016 we expect a 50% growth in revenue, after the positive results achieved in 2015, when revenue reached 20 million euro and exports accounted for 60% of our total turnover."

In the picture, Marco Negro Marcigaglia

ANDRIANI

PATRIZIA STANO

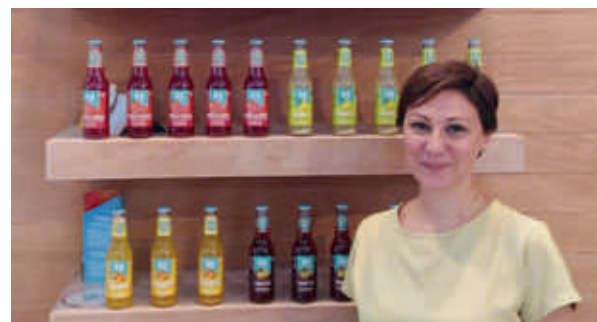


"At Sana we showcased our complete selection of organic, gluten free and vegan pasta branded Felicia. Produced using high quality materials only, from organic agriculture. The latest product in this range is pasta made of pulses, with red lentils and green peas flours. A product rich in proteins and fibres, suitable for gluten intolerant but also for people following a healthy and balanced diet. By the end of the year we are going to start the production of flours."

In the picture, Diego Lanzirotti

SIBAT TOMARCHIO

MARIA CLAUDIA SUTERA



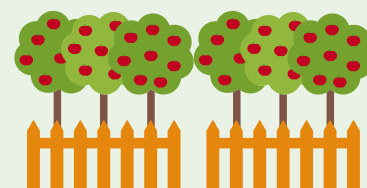
"We brought in Bologna the flavours and colours of Sicily, with our new range made of five organic drinks made with the citrus fruits grown on the island, water from the Etna, cane sugar and natural aromas. Five new products that belong to our first supply chain project, in partnership with the Citrus Production District of Sicily, and the Protection Consortia of red orange PGI, Siracusa lemon PGI and Ribero oranges PDO, established with the aim of granting the full traceability of our fruit."



USA

Dino Borri - Director Eataly USA

"I had already been to Sana but this was a record-breaking edition. B2B meetings and interesting products for our network of shops that are growing across the States: the trip was very positive. I'll definitely be back next year."



BENVOLIO 1938
MARTINA MANNA



"At Sana we showcase our new oil range called 'Joy!', a brand conceived for people following a sportive lifestyle, and 'Piave 1938 Bio', a range of natural and organic oils. In 2015 we started a process of internationalization and we have been developing important collaborations in America and Asia. We never stopped pursuing innovation and quality, and now have been experiencing a steady growing trend: in 2015 our market share has tripled."

In the picture from the left: Silvia Toffolon and Martina Manna

REDORO
DANIELE SALVAGNO



Redoro took part to Sana with its wide range of organic products, like the organic extra virgin olive oil 100% Italian. A delicate product, characterized by a fruity perfume. "The market is awarding companies that bet on the quality of raw materials and of manufacturing methods alike. At Redoro, olives are hand-picked directly from the plant and cold pressed. A technique that enables us to preserve their nutritional properties". In Bologna, the company also presented its Amarone della Valpolicella Docg produced at 'La Fontanina' estate, in the heart of Valpantena.

OTTO CHOCOLATES
ELISA DE FALCO

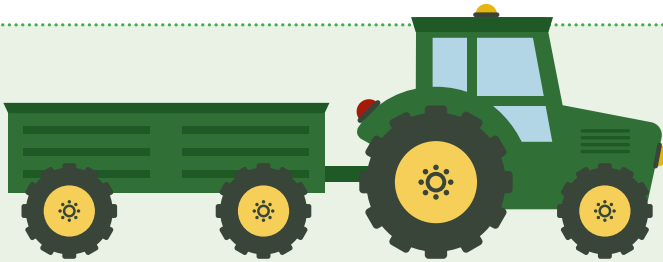


"Our company is aimed at producing healthy, organic and certified chocolate at the same price of conventional chocolate, and providing consumers with tasting suggestions. A positive response has arrived from pharmacies and parapharmacies, especially for the sugar free products, but also due to some unique recipes including quinoa and golden Inca berries. At Sana we present a new format of our 200 gr. spreadable cream, now available also in a 3 kg size for the Ho.Re.Ca channel and for gourmet professionals."

In the picture from the left: Lucia Colosimo and Elisa De Falco



CHINA
Ms. Sun Xiaowan - Glory World Beijing Trading Co. Ltd.
"Meeting with so many companies and discovering such a variety of organic and natural products was a great opportunity."



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SIAL
INSPIRE FOOD BUSINESS
16/20 OTT.
MEET US AT
PAD/HALL 6
STAND D 120



**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.



✓ No OGM GMO free ✓ No allergeni Allergens free ✓ No glutine Gluten free ✓ No lattosio Lactose free

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the companies

RACHELLI

WILLIAM DALLAGLIO



"2016 has been so far a positive year, despite a weak summer season for ice-cream consumptions. The most performing products are the classic Italian desserts offered in their organic version: from tiramisù to profiterole, from panna cotta to truffles. Our latest innovations include an ice-cream range made with 0.01% of lactose, available in different flavors - stracciatella, vanilla and chocolate - in the 350 grams size and in the 15 grams multipack. As well as milk-free chocolate sorbet."

PEDON

LUCA ZOCCA



"In 2015 total revenue exceeded 100 million euro. In the first semester of this year, we posted a 7% growth rate for the Pedon Group and a 25% growth rate for our retail division. At Sana we announced an important project aimed at developing new organic and ethical supply chains in two of the world countries where we operate - Peru and Kazakhstan - beside the already existing ones in Italy, Argentina, Moldavia and Ukraine. Our compromise in the organic sector (now accounting for about 25% of total turnover) is confirmed by the presence at Sana of the Bioritmi range, that can boast high nutritional values, and that includes ready-to-eat and quick cooking organic pulses, grains and rice."

In the picture from the left: Luca Zocca and Enrico Colpo

CARNESI/BIOALLEVA

ILANIA VENTURINI



"For more than 20 years we have been active in the organic business only, a sector showing interesting growth rates due to the increasing attention of consumers for high quality food products. Specialized shops are our core distribution channel, followed by Ho.Re.Ca and - to a smaller extent - by grocery retail. At Sana we showcased one innovation: the organic Stortina Veronese, a Slow Food Presidium."

GRUPPO MANGIARSANO GERMINAL

GIORGIA VANIN



"For 35 years, with our products, we have been promoting healthy eating habits and we closed 2015 with a 20% growth in revenue. An upward trend confirmed also by the good results achieved in the first semester of the year. At Sana we introduce many product innovations, such as the new ready-to-eat meals of the Germinal Bio Vegan range. Products made with organic ingredients that resulted in the creation of fresh and original recipes."

GRANAROLO

TIZIANO MANCO



"We are growing in the organic business through new acquisitions and ranges. On the occasion of Sana, the Granarolo Group has launched a new organic line made with 100% Italian milk proceeding from the farms of our controlled and certified supply chain. A range that wants to meet a growing demand from consumers, and that now includes, beside milk and eggs, also organic stracchino, organic mozzarella and six different flavours of organic yogurt. We are focusing our attention also on developing both the Granarolo 100% Vegetale brand and the controlled brand Conbio."

GOLFERA



Golfer's showcased at Sana its new range called 'Petali Cosi Bio': organic slices of vegetal origin available in three different flavours, two suitable for vegans: Petali of soy and peppers and Petali of grain, chickpeas, lemon and turmeric; and the third for vegetarians: Petali with chickpeas, tomatoes, Taggiasca olives, capers and egg white. Products with a high protein and fibre content, sold in 80 gr packs.

CONAPI

NICOLETTA MAFFINI



"We will soon widen our 'Cuor di Miele' range, branded Conapi. Here we showcase two product innovations: the 250 gr squeezer of organic honeydew honey and organic chestnut honey from Piedmont, as well as the organic acacia honey with honeycomb pieces in 350 gr glass jar. We are mainly aimed at enhancing Italian monofloral honeys, rich of health benefits, in particular pollen and royal jelly."

DELIZIA

GIOVANNI D'AMBRUOSO



"In the fresh segment, organic produce is getting more and more important. After pasta, biscuits and bread substitutes now it's the turn of dairy products and cured meats. Consumers are showing a preference for organic because they look for healthy products. Here in Bologna we showcase our new Bio Delizia range, made of burrata, stracciatella, fior di latte, mozzarella nodino, treccia, white and smoked scamorza. Products made with cow's milk from daily collected from Apulian organic breeding farms."

In the picture, from the left: Rosanna Liuzzi, Giovanni D'Ambruoso, Beatrice Dongiovanni and Gianluigi Rubino

MONVISO

MARCO BOGLIONE



"Monviso entered the world of organic with a complete new range of products to be enjoyed during every moment of the day: at breakfast, lunch or even as a snack during breaks. Among the brand new products showcased at Sana 2016, there are 'Pantubi' and 'Croutons', as well as 'bruschette' as aperitifs. In 2015 the company has grown both on the domestic and on the international markets, a positive trend supported by the recent acquisition of Biscotteria Tonon."

In the picture: Monviso's team

ORGANIC IS THE FUTURE

Italian exports in the sector posted a stunning 408 percentage growth rate between 2008 and 2015. Our country is the second global leading supplier after the US, according to the Sana-Nomisma Observatory.



The Sana Organic Observatory is promoted by the Italian Trade Agency (ITA) in collaboration with BolognaFiere, implemented by Nomisma, a leading independent company specialized in analysis of the agrifood sector and for years focused on the study of the organic supply chain, under the patronage of FederBio (the Italian Federation of Organic and Biodynamic Agriculture) and Assobio (Italian Association of businesses processing and distributing organic and natural products). The Observatory's aim is to monitor the organic agrifood business both in Italy and abroad, in order to get a comprehensive overview and provide essential information to market players. This year, the Observatory includes an in-depth analysis of two more foreign countries – beside Italy, of course – where the demand for organic food is fast increasing: namely the US and Canada.

Il futuro è bio: presentato a Sana il report Nomisma 2016



Presentato nel corso di Sana, in scena a Bologna Fiere dal 9 al 12 settembre, l'annuale Osservatorio 'Tutti i numeri del Bio', promosso e finanziato da Ice in collaborazione con BolognaFiere e realizzato da Nomisma con il patrocinio di FederBio e AssoBio. Il report mostra gli impressionanti trend di crescita registrati dal mercato del biologico sia a livello nazionale che mondiale, a partire dalle superfici coltivate a biologico in Italia (+7,5% rispetto al 2014), al numero di operatori (+8,2%) fino naturalmente alle vendite (+15%). Ma non è solo il mercato interno ad ottenere ottimi risultati: l'export è cresciuto di un impressionante 408% tra il 2008 e il 2015 e del 16% rispetto solo a un anno fa.

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“Porchetta di Ariccia IGP - Tronchetto”



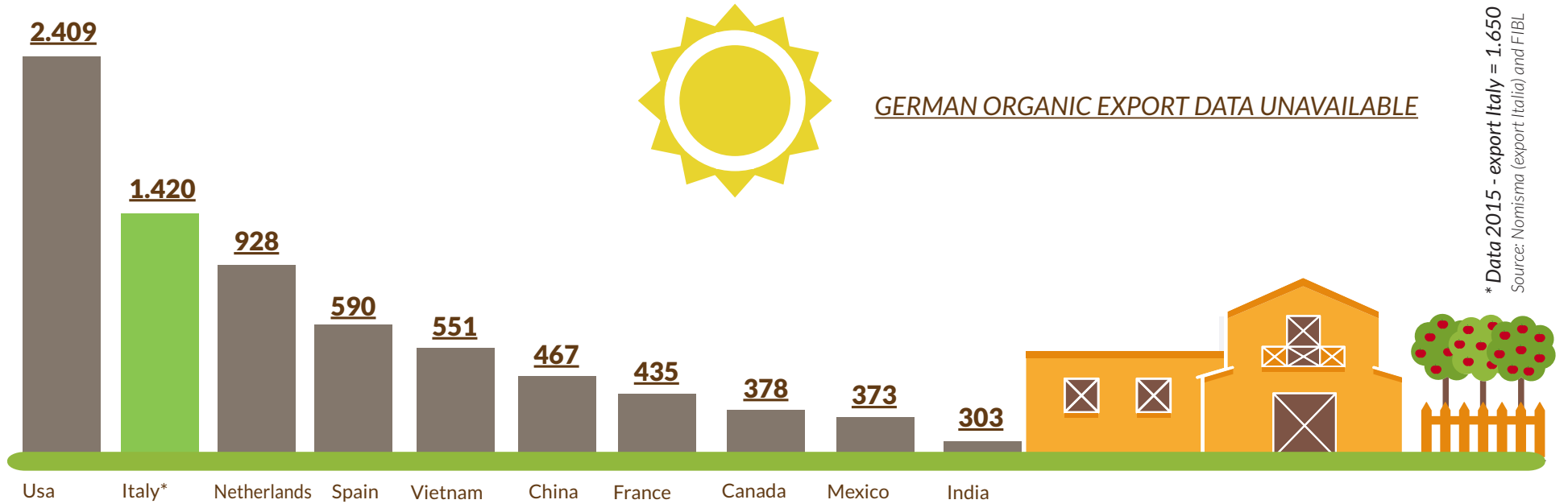
“Porchetta di Ariccia IGP in SKIN”



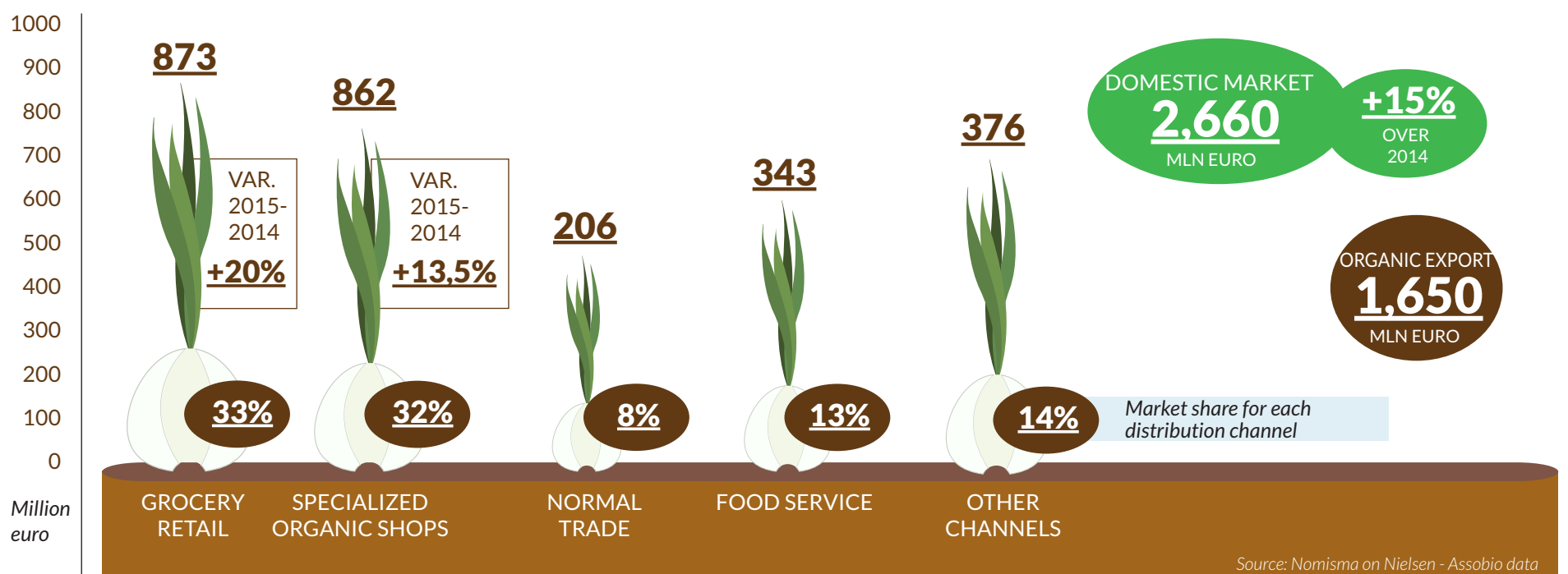
“Ariccia”



ORGANIC TOP 10 EXPORTING COUNTRIES

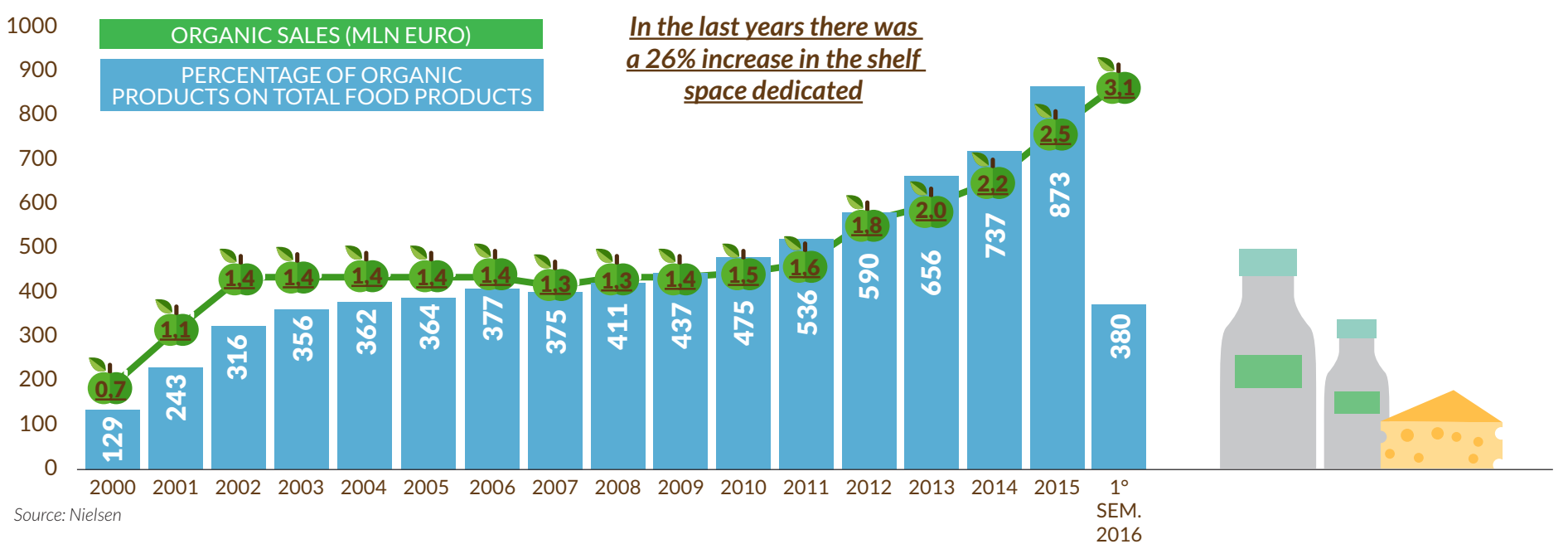


DEMAND FOR ORGANIC PRODUCTS IN ITALY IN 2015



HYPER & SUPER – ORGANIC PRODUCTS AT A FIXED WEIGHT

Today, 3% of total convenience food produced is organic





gorgonzola.com



**THE ITALIAN CHEESE
THAT EVERYBODY LOVES**

g
GORGONZOLA
The irresistible Sweet and Spicy Cheese.

ORGANIC TREND IN OTHER CHANNELS



ORGANIC FARMING AND OPERATORS IN ITALY



ITALY	3% of organic surface on a global scale (2014)
	13% of organic surface on a European scale (2014)
	12% of global farming surface is organic (2015)

Source: Nomisma on Sinab and Istat Data

ITALIAN FOOD CONSUMPTIONS

HOW MUCH DOES ORGANIC FOOD ACCOUNT ON TOTAL ITALIAN FOOD CONSUMPTION?

SALES OF FOOD



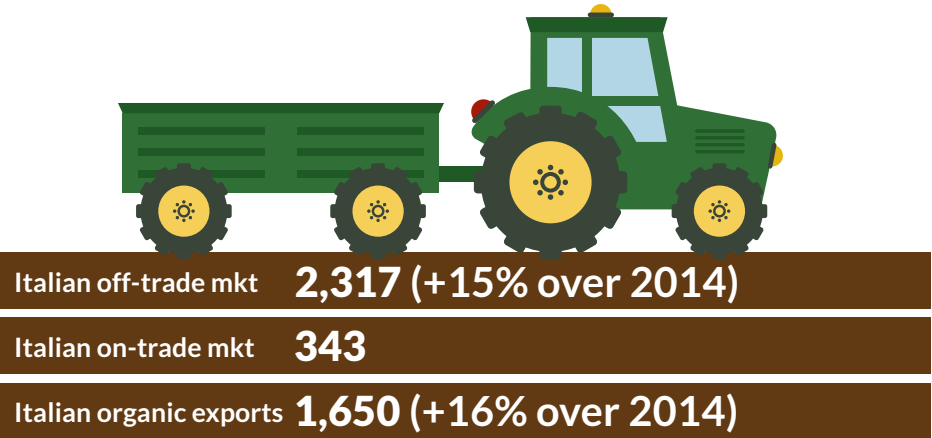
SALES OF ORGANIC FOOD



Source: Nomisma on Assobio and Istat Data

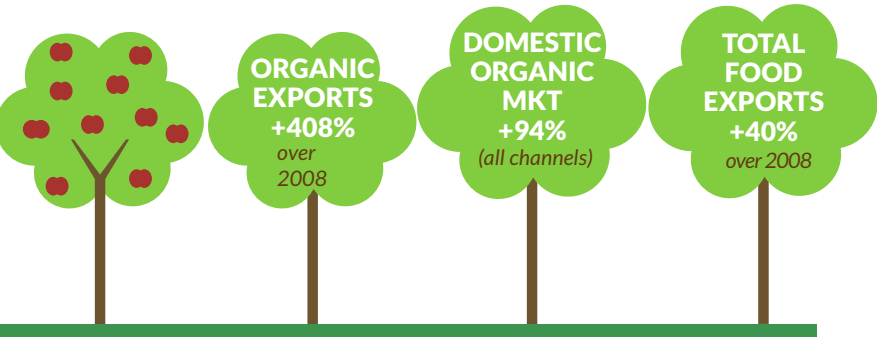
GROWTH IS SUPPORTED BY ORGANIC DEMAND

4,310 MILLION EURO



Source: Nomisma (export), Ismea (off-trade), Assobio (on-trade)

TREND 2008-2015



Source: Nomisma, Istat and Assobio for Ice-Sana Observatory 2016



The ECO-SUSTAINABLE CHAIN

A natural paradise. A superb cheese. The eco-sustainable chain of Gran Moravia is the result of Great Green Project of Brazzale family in the North of the Alps. The modern evolution of "grana", obtained by matching the art of Italian dairies and the excellent features of Moravia, the most enchanting and rich agricultural region of the Czech Republic, in the heart of Europe. A new frontier of Italian creativity, that gives the consumer a different interpretation of tradition. And open horizons of taste, flavor, health, efficiency, low environmental impact, transparency, traceability and interaction with the consumer never imagined before. The possible revolution by Brazzale.



AGRICULTURAL LAND

80.000 Ha



FARMS

75



AVERAGE DISTANCE FROM CHEESE FACTORY 70 Km



LACTATING COWS

17.000



HECTARES FOR EACH LACTATING COW

>4,5 Ha



AVERAGE MILK PRODUCTION FOR EACH COW

24 Lt/day



COWS IN INDIVIDUAL BERTHS

100%



FORAGE SELF-SUPPLY

100%



FODDER SELF-SUPPLY

>90%



LOAD OF NITRATES

35 Kg/Ha



AFLATOXINS IN THE MILK

<0,005 µg/Kg



AFLATOXINS IN THE FINISHED PRODUCT

ABSENT



BLUE WATER

72 Lt/Kg of Gran Moravia



GREEN WATER

1944 Lt/Kg of Gran Moravia



The possible revolution
Consumer First



MULTIMEDIA
LABEL OF ORIGIN

Save the water
GRAN MORAVIA
Water Footprint

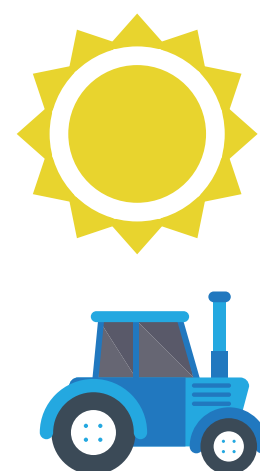
www.granmoravia.com

WHAT CONSUMERS WANT

Key market trends in two significant countries for organic production and sales.
According to a Nomisma survey based on a sample of 2,500 respondents.

USA & CANADA - MARKETS AND CONSUMERS

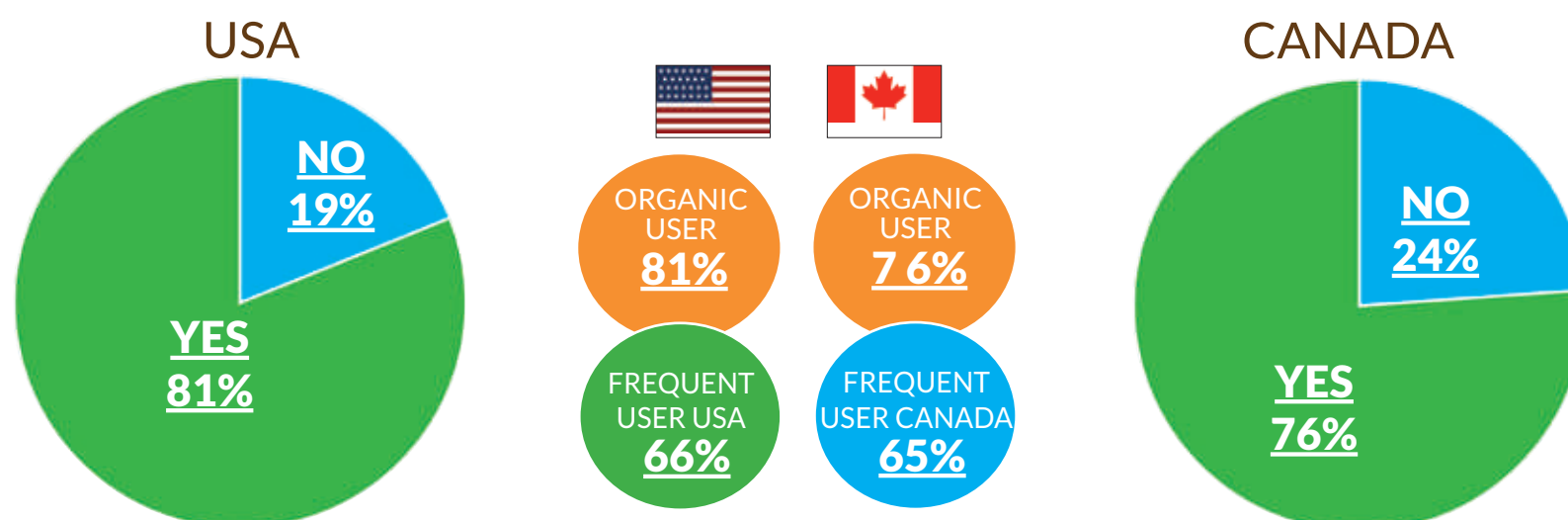
Key Figures



Source: Nomisma on organic monitor 2016, FiBL data

ORGANIC PRODUCTS' PENETRATION RATE

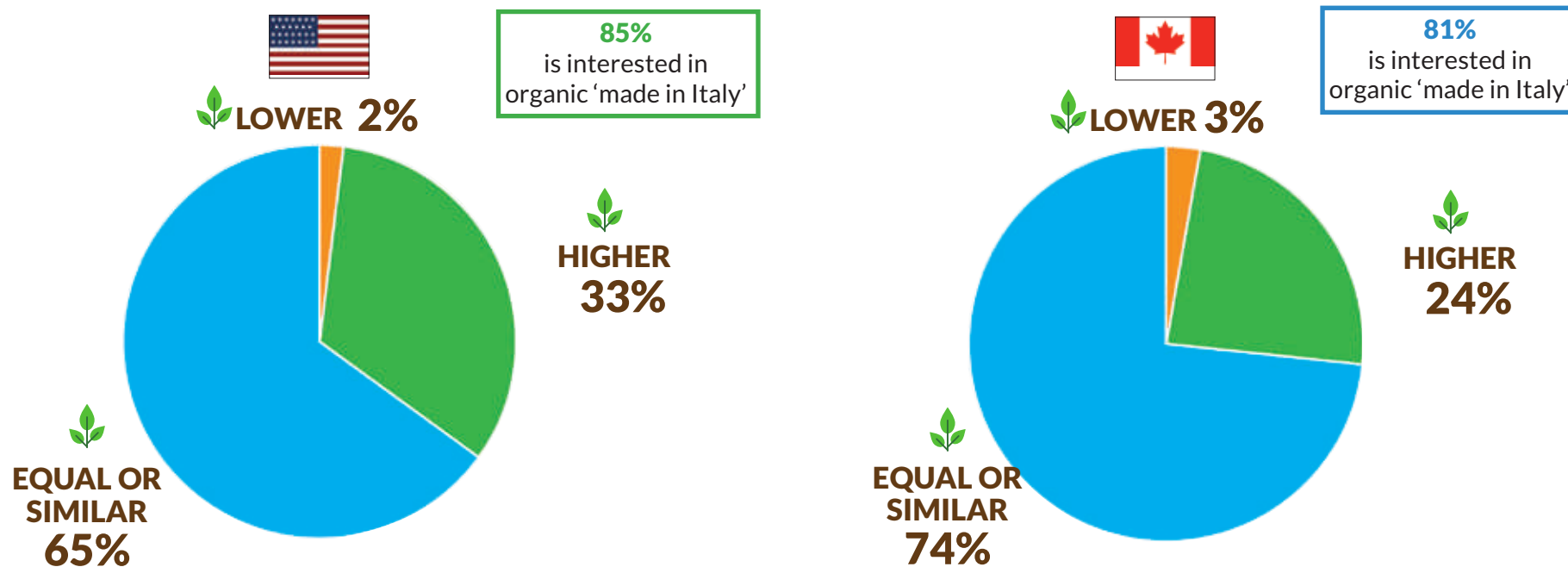
IN THE LAST 12 MONTHS, FOR YOU OR FOR YOUR FAMILY,
DID YOU BUY AT LEAST IN ONE OCCASION AN ORGANIC FOOD ITEM?



Source: Consumer Survey Nomisma for Ice-Sana 2016

THE PERCEPTION OF ORGANIC 'MADE IN ITALY'

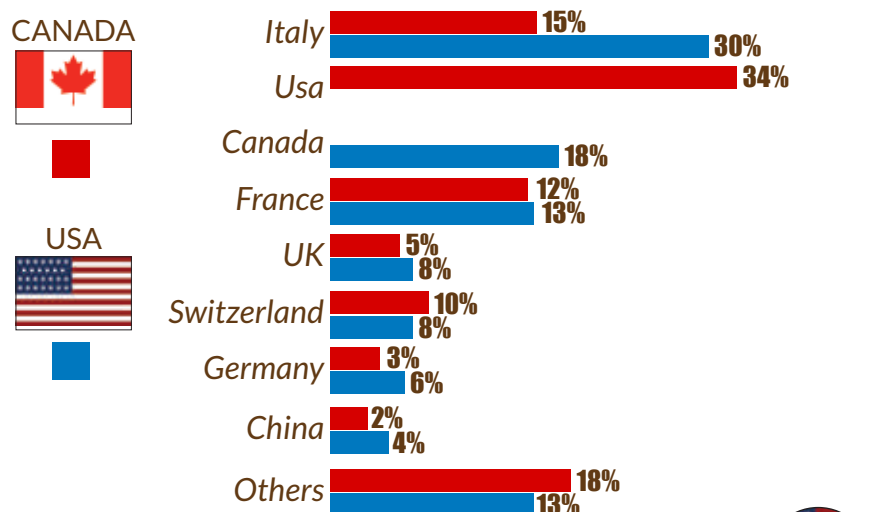
IN YOUR OPINION, ITALIAN ORGANIC FOOD PRODUCTS, WITH RESPECT TO OTHER COUNTRIES' ORGANIC PRODUCTS, HAVE A QUALITY LEVEL ON AVERAGE...



Source: Consumer Survey Nomisma for Ice-Sana 2016

COUNTRIES OFFERING HIGH QUALITY ORGANIC PRODUCTS

WHICH IS, IN YOUR OPINION, THE FOREIGN COUNTRY OFFERING THE HIGHEST QUALITY ORGANIC FOOD ITEMS?



1ST
ANSWER IN
ORDER OF
IMPORTANCE

RESPONDENTS SAYING
THAT ITALY IS THE BEST FOREIGN
COUNTRY OFFERING HIGH
QUALITY ORGANIC
FOOD ITEMS



15%

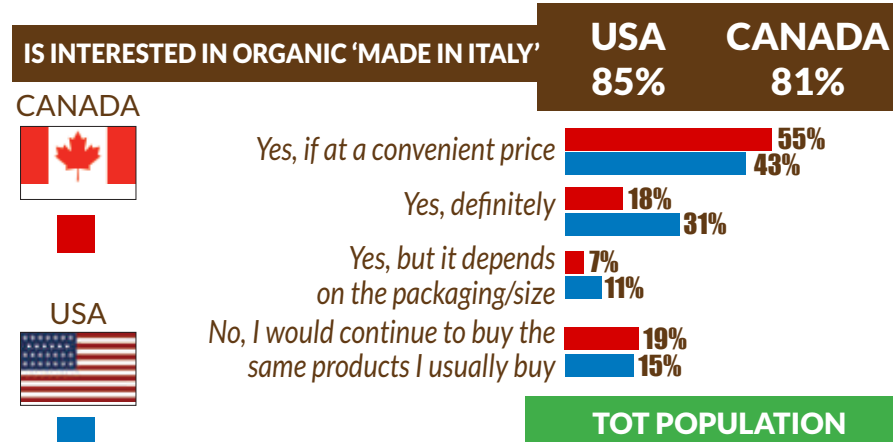
30%



Source: Consumer Survey
Nomisma for Ice-Sana 2016

POTENTIAL INTEREST FOR 'MADE IN ITALY' ORGANIC PRODUCTS

IF STARTING FROM NEXT WEEK, IN THE STORE YOU USUALLY GO TO FOR YOUR SHOPPING, YOU SHOULD FIND A NEW 'MADE IN ITALY' ORGANIC FOOD PRODUCT, WOULD YOU BE INTERESTED IN BUYING IT?



TOT POPULATION

53%



WTP

WOULD SPEND UP
TO 10% MORE FOR
ORGANIC
'MADE IN ITALY'
PRODUCTS



44%

Source: Consumer Survey
Nomisma for Ice-Sana 2016

The End

SO, IT WAS
WORTH BEING
GOOD FOR
CHRISTMAS,
WASN'T IT?

The new package contains our
SBIRRO GOLD
and the Menabrea Christmas Beer



www.botallaformaggi.com



/ cheese

EREDI ANGELO BARUFFALDI

www.eredibaruffaldi.com



PRODUCT NAME

Sweet Gorgonzola PDO 'L'Angelo'

INGREDIENTS LIST

Pasteurized cow milk, salt, rennet.

EXPIRATION DATE AND CONSERVATION

Shelf-life 45 days from packaging. Storage 0-4°C

PACKAGING

Whole cheese 12 kg, half cheese 6 kg, 1/8 cheese 1,5 kg, and 170 gr.

CERTIFICATIONS

ISO 22000 - IFS - BRC.

DE PAOLI LUIGI E FIGLI

www.burrodepaoli.it



PRODUCT NAME

Lactose free butter.

PRODUCT'S DESCRIPTION

Pat (cm 10,8x6,3x3,2). Aspect: homogeneous, regular, no strips or holes, absence of defects visible on the surface. Color: from white to the typical straw-yellow. Smell: fresh, intense, pleasant, typical, absence of mouldy smell. Taste: pleasant, fresh and aromatic, absence of extraneous smells like pigsty, rancid, mould or acidulous tastes. Consistency: compact and smooth, absence of granularity, not perceptible at the palate like a crystalline structure.

EXPIRATION DATE AND CONSERVATION

Minimum 75 days from delivery.

PACKAGING AND LABELLING

Packaged in polythene paper with metallic seals.

DELIZIA

www.deliziaspa.com



PRODUCT NAME

Burrata Deliziosa.

PRODUCTS DESCRIPTION

Appearance: smooth, shiny, smooth, milky white; pulp fiber structure; soft and slightly elastic. Smell: pleasant, with a distinctive aroma of butter, typical of fresh dairy products made from raw milk and cream

EXPIRATION DATE AND CONSERVATION

21 days. Keep refrigerated between 0°C and +4°C

INGREDIENTS LIST

Pasteurized milk, Uht cream, salt, rennet, acidity regulator: lactic acid.

PACKAGING AND LABELLING

The product is packaged in polypropylene thermoformed tray, heat-sealed by plastic film.

BOTALLA

www.botallaformaggi.com



PRODUCT NAME

Kaprone.

PRODUCT DESCRIPTION

100% raw goat's milk, a wonderful taste that surprise you. It is greatly appreciated for its soft consistency satisfying even the most demanding cheese lovers. Excellent as an appetizer in its natural form.

EXPIRATION DATE AND CONSERVATION

85 days.

INGREDIENTS LIST

Cow raw milk, probiotics, rennet, salt.

PACKAGING AND LABELLING

2 pieces per case.

CASEIFICIO DEFENDI

www.caseificiodefendi.lt



PRODUCT NAME

Buffalo Blu

PRODUCT DESCRIPTION

A soft blue cheese made from 100% Italian buffalo milk. Characterized by a compact texture with a light cream colour and blue veins. The long ageing process gives to this cheese an unmistakable, intense and distinct flavor, strongly aromatic. A cheese speciality with a unique taste. Winner of two gold medals at the International Cheese Awards-Nantwich 2016 as the best buffalo blue cheese and awarded by the international School of Italian Cuisine Alma Caseus.

INGREDIENTS LIST

Pasteurized buffalo milk, salt, rennet.

EXPIRATION DATE AND CONSERVATION

90 days from packaging date. Storage temperature +2/+7°C

AVAILABLE WEIGHT

3 - 6 kg.

CERTIFICATIONS

BRC - IFS.

CA.BRE CASEARIA BRESCIANA

www.cabre.it

PRODUCT NAME

I GustaPronti Fumè

PRODUCT DESCRIPTION

Obtained from the finest wheels of Provolone 'Dolce' with a fine smoked aroma, the GustaPronticheese slices are a new way to enjoy a traditional cheese. The 200g fixed-weight single cheese slices are ready to grill, bake, pan-sear or fry. Available also with French Herbs, Black Pepper and Oregano.

INGREDIENTS LIST

Cow's milk, salt, rennet, aroma.

EXPIRATION DATE AND CONSERVATION

Shelf life from pack date: 120 days.

PACKAGING AND LABELLING

Vacuum Packed. Store at max 4°C.

CERTIFICATIONS

Company with approval number IT 11 03 204 CE. ISO 9001 - BRC and IFS certified.



IN.AL.PI.

www.inalpi.it

PRODUCT NAME

Fettine Classiche Inalpi

PRODUCT DESCRIPTION

Fettine Inalpi are processed cheese in slices, positioned at the top of the market quality thanks to the 140 grams of fresh milk from Piedmont used to produce 100 grams of finished product. Genuineness and delicate flavor, ideal for use in raw and the kitchen.

EXPIRATION DATE AND CONSERVATION

Shelf life: 9 months. Conservation: +4°C

INGREDIENTS LIST

Milk (140 gr per 100 of product), cheese, butter, milk proteins, melting salt (E331), salt, acidity corrector (citric acid).

PACKAGING AND LABELLING

Packets of 175 grams with 7 slices individually wrapped.

CERTIFICATIONS

BRC - IFS - FSSC 22000 - UNI EN ISO 9001 - UNI EN ISO 14001 - SA 8000.



MULINO ALIMENTARE

www.mulinoalimentare.it



PRODUCT NAME

Parmigiano Reggiano Snack Atm 20 gr fixed weight.

PRODUCT DESCRIPTION

Rectangular shaped pieces wrapped in golden package. Every single case contains 5 snacks.

EXPIRATION DATE AND CONSERVATION

Shelf life is 80 from the date of production.

INGREDIENTS LIST

Cow's milk, salt, rennet.

PACKAGING AND LABELLING

Mini Snack packaging material PET/PET MET/LDPE.

CERTIFICATIONS

BRC (grade A) - IFS (Higher Level).

/ cured meat

BECHÈR



PRODUCT NAME
Speck del Cadore squadrato 1/2

PRODUCT DESCRIPTION
Product obtained with pork leg carefully selected and processed according to traditional methods. After the careful trimming, the product is dry salted and massaged manually in two different phases. After drying continues with the phase of cold smoking, with beech, bay leaves and juniper berries. The hams are then matured for about 20 weeks. Product does not contain milk derivatives and gluten.

INGREDIENTS LIST
Pork leg, salt, spices. preservatives: potassium nitrate, sodium nitrite.

EXPIRATION DATE AND CONSERVATION
Total shelf life: 120 days, residual shelf life: 80 days.

PACKAGING AND LABELLING
Vacuum packaging.

CERTIFICATIONS
BRC - IFS.

SALUMI EMMEDUE

www.salumiemmedue.it

PRODUCT NAME
Salsiccia Lucanica.

PRODUCT DESCRIPTION
Aged meat product obtained from the transformation of pork meat, and produced exclusively from cuts such as boned shoulder from which all sinew has been removed, chuck, belly and minced ham from pigs born, reared and butchered in Italy. Salsiccia Lucanica is a sausage from the characteristic shape of a horseshoe with a caliber of about 3 cm. The medium-coarsely ground mixture is embellished with wild fennel (*Foeniculum vulgare*) and light shavings of sweet chilli pepper.

INGREDIENTS LIST
Pork meat, salt, flavourings, spices, spicy chili pepper (for the product spicy), dextrose. Antioxidant: sodium ascorbate. Preservatives: potassium nitrate, sodium nitrite.

EXPIRATION DATE AND CONSERVATION
Expiry or best before date: 240 days from packaging date. Store in a cool, dry place.

PACKAGING AND LABELLING
Vacuum-packed.

CERTIFICATIONS
ISO 14001:2004 - ISO 9001:2008.

SALUMIFICIO GIANONCELLI

www.gianoncelli.it



PRODUCT NAME
Real Bresaola Punta d'Anca

PRODUCT DESCRIPTION
The REAL BRESAOLA owes its excellent quality to the fact that it is made with the best fresh adult bovine meat, specially selected in authorised French or Italian cattle stations. The traditional, long ageing period, in Valtellina's typical weather conditions, and the scrupulous tests carried out during all preparation stages contribute to making it a unique and special product with extraordinary organoleptic characteristics to satisfy even of the most demanding palates.

EXPIRATION DATE AND CONSERVATION
Store the vacuum packed product at a temperature between +2 and +4°C. Store the natural product, with or without netting, below 14 °C. Once opened store below 8 °C

PACKAGING
Whole vacuum-packed - also available in the 'luxury' version - (weight 5,5-6 kg); half vacuum-packed (2,75-3 kg).

SALUMIFICIO MOTTOLINI

www.mottolini.it



PRODUCT'S NAME
Halal Bresaola della Valtellina IGP.

INTRASTAT CODE
02102090

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

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

EXPIRATION DATE AND CONSERVATION
180 days. Store between +2 and +4°C

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

CERTIFICATIONS
Certified by Halal Italy.

TRADITION FROM SOUTH TYROL SINCE 1980

HONESTLY GOOD

The best prime material, passion and accuracy are the ingredients for the honest taste of our products. Speck, prosciutto, salami and a variety of sausages are mostly handmade from expert staff, following traditional recipes. True flavour since 1980.

PFITSCHER

METZGEREI × SALUMIFICIO



SIAL PARIS 2016
PAD. 6/DE119

pfitscher.info

/ organic

LA FINESTRA SUL CIELO

www.lafinestrasulcielo.it

PRODUCT NAME

Organic Buongiorno cookies with quinoa cocoa and yeast free (250 gr)

PRODUCT DESCRIPTION



Traditional biscuits for breakfast Buongiorno biscuits yeast free with quinoa and cocoa for the sweet tooth, also without milk, without palm oil and certified Vegan OK.

INGREDIENTS LIST

Durum wheat Cappelli Akru* (44%), rice syrup*, corn oil* (15%), corn starch*, quinoa flour* (4%), cocoa* (4%), flour, juice concentrated apple*, sea salt, emulsifier: sunflower lecithin, natural flavours*. (*organic)

EXPIRATION DATE AND CONSERVATION

12 months.

PACKAGING

Laminated film 20+40.

INTERNATIONAL CERTIFICATIONS

Organic.

FUMAGALLI IND. ALIMENTARI

www.fumagallisalumi.it

PRODUCT NAME

Organic salame Milano

PRODUCT DESCRIPTION

Product obtained by selected raw meat of certified organic pigs, that are ably flavoured with salt and organic spices. The mixture is filled into a cellulose casing. The final product is a finely minced Italian pork salami, having a unique taste at the end of maturation.

INGREDIENTS LIST

Pork*, salt, dextrose*, spices*. Antioxidant: ascorbic acid. Preservative: potassium nitrate (*organic). No allergens.

EXPIRATION DATE AND CONSERVATION

Shelf life: 90 days. Keep refrigerated below +5°C

PACKAGING AND LABELLING

Weight: 70 gr. 10 units per case; 20 cases per layer; 15 layers.



CONBIO

www.conbio.it



PRODUCT NAME

Tofu balls with olives

PRODUCT

DESCRIPTION

This product branded BioAppeti is a tasty breaded preparation made from tofu and black olives. A recipe rich in vegetable protein and fiber, the result of the processing of Italian and GMO free soybean and only organic and vegetable ingredients. Ready in five minutes, they are ideal as a main dish paired with seasonal vegetables or as an appetizing, vegan and organic aperitif.

EXPIRATION DATE AND CONSERVATION

44 days. Keep chilled at +4°C. Consume within 2 days once opened the box.

PACKAGING AND LABELLING

External covering: paper. Internal container: plastic.

CERTIFICATIONS

Organic - Vegan Society - Kosher - Halal.

FONTE PLOSE

www.acquaplose.it



PRODUCT NAME

BioPlose Mirtillo (Blueberry)

PRODUCT DESCRIPTION

One of the most appreciated BioPlose juices. A nectar that satisfies the palate and at the same time boasts beneficial and healthy thanks to a mix of ingredients carefully studied to offer a taste unusual and to maintain the nutritional characteristics of the fruit. The blueberry is a fruit with a high antioxidant content, which can improve blood circulation and help prevent the onset of diseases related to aging. Blueberries are also an effective diuretic, help protect the urinary tract and have a beneficial effect on the retina.

INGREDIENTS LIST

*Blueberry puree, water, *grape juice from concentrate. *100% organic.

PRODUCTIVE PROCESS

As with all BioPlose juices, our blueberry juice contains no preservatives, colourings or GM ingredients and is produced exclusively by environmentally-friendly growers.

EXPIRATION DATE AND CONSERVATION

18 months.

PACKAGING AND

LABELLING

Glass small bottle, 20 cl.

CERTIFICATIONS

Abcert.



2 0 1 8
PROCESSING & PACKAGING

CONNECTING COMMUNITIES



Fiera Milano, Milan - Italy

May 29 - June 1 2018

ipack-ima.com

IN CONJUNCTION WITH



Processing & Packaging
for the Meat Industry

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JUST AS NATURE INTENDED

OUR CREATIONS HAVE A UNIQUE FLAVOUR, RECOGNISABLE THE WORLD OVER. THEIR INTENSE, CAPTIVATING FRAGRANCE HARKS BACK TO A PURER, SIMPLER TIME, AN ANCIENT TRADITION GROUNDED IN THE USE OF UNADULTERATED INGREDIENTS: CHOICE CUTS, SALT, NATURAL FLAVOURINGS AND AIR – JUST AS NATURE INTENDED.

MONTEVECCHIO DOESN'T USE JUST ANY OLD MEAT IN ITS CREATIONS – WE SELECT ONLY THE FINEST ANIMALS FROM FULLY TRACEABLE SOURCES.

OUR PRODUCTS ARE MATURED IN THE PURE, FRESH AIR OF THE SAMOGGIA RIVER VALLEY, HIGH IN THE APPENINE MOUNTAINS BETWEEN TUSCANY AND EMILIA, USING A SLOW, NATURAL CURING PROCESS THAT BRINGS OUT ALL THE DELICIOUS FLAVOUR OF THE MEAT AND ITS HEADY SPICE SEASONINGS.

WE LOVE OUR CLIENTS AS WE LOVE OUR WORK, AND SO WE CONFORM TO THE HIGHEST STANDARDS FOR QUALITY AND HYGIENE, GUARANTEED BY INTERNATIONAL CERTIFICATION SCHEMES; OUR PRODUCTS SPEAK FOR THEMSELVES – JUST AS NATURE INTENDED.



I ♥ PROSCIUTTO®

www.prosciuttificiomontevecchio.it



Prosciuttificio Montevecchio

Via della Libertà, 67

Loc. Savigno Valsamoggia (BO) - IT

Phone +39 051 6708245

Fax +39 051 6708866

info@prosciuttificiomontevecchio.it



/ sweet & bakery

ARTEBIANCA NATURA & TRADIZIONE

www.artebianca.com

PRODUCT NAME

Cantucci with chocolate 300 gr

PRODUCT DESCRIPTION

typical golden-brown biscuit color; granular surface, wedge-shaped, with a view to the bits of white almond and chocolate, crumbly texture, obtained in accordance with the original recipes inspired by the Tuscan tradition.

EXPIRATION DATE AND CONSERVATION

Shelf life: 13 months. Store in a cool, dry place.

INGREDIENTS LIST

Wheat flour; sugar; butter; eggs, whole milk, chocolate chips 30% (ingredients: sugar, cocoa mass, cacao butter, dextrose, emulsifier: soya lecithin), egg white, raising agents (disodium diphosphate, sodium acid carbonate, corn starch). Gmo, colourings, preserving agents and flavourings free.

PACKAGING AND LABELLING

Lacquered polypropylene bag.

CERTIFICATIONS

Global Standard for Food Safety Version 6 (Grade B) - IFS International Food Standard Version 6 (Foundation Level).



FIORE DI PUGLIA

www.fioredipuglia.com



PRODUCT NAME

Gluten Free Taralli

PRODUCT DESCRIPTION

A product that allow everyone to not give up the fragrance and the crispness of the traditional Apulian Tarallo with its simple and delicious flavor. Fiore di Puglia has achieved a very natural product without lactose, egg, sulfites, palm oil and with a high fiber content, leaving unchanged the friability and the typical taste of the Apulian tarallino. Flavours available: fennel and pizza, packaged in paper bread 180gr.

INGREDIENTS LIST

Gluten-free wheat starch, rice cream, corn flour, dextrose, vegetable fibers, tartaric acid, sodium bicarbonate, guar gum, hydroxypropyl methyl cellulose, sugar, soy lecithin, high oleic acid sunflower oil, extra virgin olive oil (2.5%), salt, fennel seeds 0.5%, natural olive flavour.

EXPIRATION DATE AND CONSERVATION

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

PACKAGING

Packaged in paper bread 180 gr.

CERTIFICATIONS

Vegan Ok – IFS – BRC – Organic (CCPB).

DECO INDUSTRIE

www.decoindustrie.it



PRODUCT NAME

Loriana IGP.

EXPIRATION DATE AND CONSERVATION

90 days packaged in a protective atmosphere, treated with ethyl alcohol.

INGREDIENTS LIST

Wheat flour; water; lard, salt, extra virgin olive oil, raising agents: disodium diphosphate, sodium hydrogen carbonate.

PACKAGING AND LABELLING

Flowpack.

GRANBON

www.granbon.it

PRODUCT NAME

Spelt toasted bread with olive oil

PRODUCT DESCRIPTION

Slices of crunchy toasted bread with spelt flour. Oven baked, not fried.

EXPIRATION DATE AND CONSERVATION

Maturity at production date: 300 days. Must be stored in a cool and dry place.

INGREDIENTS LIST

Wheat flour, spelt flour (25%), olive oil (7%), iodized salt, extra virgin olive oil, brewer's yeast, malted wheat flour.

PACKAGING AND LABELLING

Sbucciapack packaging: plastic and paper layers can be separated and thus recycled. Net weight of the pack: 200 gr / 7,05 oz.

CERTIFICATIONS

All products follow quality control standard as prescribed by IFS v. 6.



MONVISO

www.panmonviso.it

PRODUCT NAME

I am (IO SONO) with no added sugar

EAN CODE

PRODUCT DESCRIPTION

Rusks With No Added Sugar.

I AM (IO SONO) with no added sugars is synonymous with an innovative dietary balance, ideal for monitoring the daily intake of sugars, in its unique and unmistakable crispiness.

INGREDIENTS LIST

Wheat flour, sweetener: maltitol 8,6%, sunflower oil, whole milk powder, malted cereal flour, brewer's yeast, salt. Naturally contains sugar.

PRODUCTIVE PROCESS

1 direct dough, 6 hours of sourdough.

EXPIRATION DATE AND CONSERVATION

Shelf life: 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

Antishock flow pack.

CERTIFICATIONS

IFS - BRC Food - ISO 9001 - OHSAS 18001.



DI LEO PIETRO

www.dileo.it

PRODUCT NAME

'Se mi mangi Vivisano'

PRODUCT DESCRIPTION

Vivisano - no milk and eggs added biscuits are squared shaped with a central hole, light brown colour. Dimension: diameter 5 cm and weigh 9 gr.

INGREDIENTS LIST

Wheat flour; sugar; corn oil, extra virgin olive oil 3%, glucose-fructose syrup, malted barley flour; raising agents: ammonium bicarbonate, sodium acid pyrophosphate, sodium bicarbonate; emulsifier: soy lecithin; salt, flavours. This product may contain traces of milk, eggs and nuts.

EXPIRATION DATE AND CONSERVATION

12 months.

PACKAGING AND LABELLING

Recyclable packaging. Net weight: 500 gr. Package size: height 29,00 cm, width 19,00 cm, depth 9,00 cm.

CERTIFICATIONS

Haccp - British BRC food certification - UNI EN ISO 22000 (food safety management) - ISO 14001 (environmental management).



LA PIZZA + I

www.lapizzapiuuno.it



PRODUCT NAME

Pizza Margherita

PRODUCT DESCRIPTION

Our Pizza Margherita is a fresh pizza packed under modified atmosphere with extra-virgin olive oil. We use ingredients of high quality: from mozzarella to the tomato sauce and the extra-virgin olive oil, the only fat that enriches and flavor our dough.

INGREDIENTS LIST

Type "0" wheat flour, mozzarella cheese (36,1%)(milk, salt, rennet, lactic ferments), tomato sauce, extra-virgin olive oil (1,8%), salt, brewer's yeast, sugar, barley malt, herbs . Contains traces of fish.

EXPIRATION DATE AND CONSERVATION

Shelf life: 30 days. Packed under modified atmosphere. Store in fridge at 0° - 4° C

PACKAGING AND LABELLING

Single-piece semi-rigid thermoformed box.

CONAPI SOC.COOP.AGRICOLA

www.mielizia.com

PRODUCT NAME

Mielizia "Noi Apicoltori" honeys.

PRODUCT DESCRIPTION

Acacia, eucalyptus, Hrench honeysuckle honeys in biodegradable 100 gr packaging.

EXPIRATION DATE AND CONSERVATION

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

INGREDIENTS LIST

Italian honey. Not subject to thermal treatment.

PACKAGING AND LABELLING

Paper coupled with PLA (polylactic acid). 100% biodegradable packaging.





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 specialties fresh-cooked just for you.

Renato Maspero



ALIMENTARI RADICE



MOTTA OTTAVIO
PROSCIUTTI COTTI

/ technologies

FACCHINETTI
www.facchinettinovara.it

PRODUCT NAME

Exact Weight Slices Cutter TXF01

STRONG POINTS

It is an automatic equipment to cut exact weight slices starting from cheese loaves. Compact equipment with big flexibility and high performances.

FIELDS OF APPLICATION

Cheese cutting (Gouda, Tilsit, Edam, Feta, white cheese...).

TECHNICAL INFORMATION

Max cheese loaves dimensions: 500x150x150 mm. 3 cutting programs: cutting by exact weight slices with last slice of waste (93% of good pieces); cutting by slice thickness; cutting by number of slices. Exit Check-Weigher Tele-service System. The machine can be equipped with ultrasonic blade (titanium made) and 3D scanning system.



GELMINI
www.gelminimacchine.com

PRODUCT NAME

GEA-7N disk cutter machines.

FIELDS OF APPLICATION

Hard and semi-hard cheeses.

STRONG POINTS

GEA-7N disk cutter divides cheese wheels into disks or in half. It can handle hard and semi-hard cheese wheels (Parmesan, Pecorino, etc.) of different diameters and height, with or without rind. Designed for use in dicing or chunking lines, it does not require coring and is therefore more compact than our standard GEA-7 disk cutter. With its versatile height-adjustable transport system, our disk cutter can feed machines with different heights while the cord conveyor simplifies sanitising and maintenance operations. Optimisation of overall dimensions, versatility of use, easy sanitising and maintenance. Are the machine's key features.



TECHNICAL INFORMATION

- power supply: 380/400 V three-phase Hz 50 + compressed air
- rest surface height: mm. 860
- overall dimensions: 2000x1200x2000 mm
- output: 1 cutting cycle every 15/17 sec.
- max product dimensions: max diameter 500 mm; max height 290

SAINI
www.sainisrl.it

PRODUCT NAME

Rodogen 08

STRONG POINTS

Semi-finished based on ingredients and additives for use in the food industry. Ingredients: sugars (dextrose monohydrate 63% and saccharose), supports: salt, corrective: E331, flavours and smoke flavouring, antioxidants: E301, preservatives: E252 (1,5%) and E250 (1%).

FIELDS OF APPLICATION

The Rodogen 08, a balanced blend of ingredients and additives that stabilize the color, speed up the drying, homogenize the pH and prevent the formation of sour flavors in cured meats to season. The recommended dosage is: for raw salami - kg. 1 to 100 kg. meat to mix with salt;

salting of cups, bresaola and pancetta - follow local laws.

TECHNICAL INFORMATION

According to EU Regulations N. 1829/2003 and 1830/2003 and subsequent amendments, the product is not OGM, does not arise and does not contain OGM. The product and its supports do not contain gluten and are not a source of gluten.



ACF
www.acfsrl.com

PRODUCT NAME

Fermentum

STRONG POINTS

New technology of steam generator completely studied by ACF.

FIELDS OF APPLICATION

Natural rising of all baking products.

TECHNICAL INFORMATION

The modular compartments of the retarder proovers ACF, provide perfect micro-climatic conditions for the natural rising of all baking products. The entire external structure consists of a set of modular isothermal panels, fit together perfectly, thus preventing even minimal thermal dispersion. The system to be early disassembled when technical logistic requirements make it necessary. The sheer size of the diffusion systems ensures that large volumes of air placed in circulation, thus making it possible to cool the product rapidly without having to resort to excessively low operating temperatures. The special steam generator has been designed to function whatever the concentration of limescale. The preheat function - a standard feature on all ACF steam generators



- immediately provides large quantities of steam. Because the supply of steam is cyclical and not continuous as in generally the case, dosing is optimal and prevents risk of excess. Another essential characteristic of these generators is associated with the type of steam produced: this is, in fact, a "dry" steam that prevents the product from getting wet and stops droplets forming inside the systems.

CASEARTECNICA BARTOLI
www.caseartecnica.it/en



PRODUCT NAME

Agitator with Propeller and electronic speed regulator (inverter).

PRODUCTS/FIELDS OF APPLICATION

Dairy industry, production of milk.

STRONG POINTS

The agitator is a simple and technological tool that allows you to work the milk heating it and to cut the curd into pieces for the creation of the cheese. The agitators of Caseartecnica Bartoli born from decades of experience and, thanks to their technology, are the perfect instruments to perform this function. Ideal for the processing of the milk in a continuous motion, it allows you to vary the speed of the treatment in a very precise and reliable way, according to the production time and the characteristics of the product. Its solid structure in stainless steel offers a variety of adjustments that allow you to choose the desired function, for the best final result.

Flexible machine with the following characteristics: milk heating and cooking with speed control, according to the processing times and the cheese-maker's needs; precise and delicate curd cutting thanks to the 21 knives propeller; special and extremely light Central Cleanser for the cleaning of the double bottoms; highly precise regulation of speed by electronic inverter; stainless steel casing placed around the gearmotor; with high quality self-locking bolts.

Made according to CE regulations. Accessories included: propeller; break-waves. Many other optional accessories available.

TECHNICAL INFORMATION

- motor: electric
- number of phases: 3 + PE
- power: 0.92/1.1 kW
- frequency: 230/400 V / 50Hz - 230/460 V / 60Hz
- voltage: 4.7 A - 2.7 A
- rated current: 1400 r/min
- engine speed: IP 55
- degree of protection: F
- noise: Kluberol 4 UH1-320N

IMBALLAGGI PK
www.pkimballaggi.it

PRODUCT NAME

Gummed paper tape or WAT (water-activated tape)

STRONG POINTS

Gummed tape not only closes boxes, it locks them as well. It is the safest and most economical way to seal the cardboard boxes. Gummed tape is unaffected by extremes (cold, heat, dust with flour, humidity). The tape must be used with proper dispenser which moisten and cut strips of the length needed to seal the box.

FIELDS OF APPLICATION

Closed boxes containing baked goods like pasta, waffles, biscuits, and so on.

TECHNICAL INFORMATION

The gummed paper is derived 100% from renewable sources and it is recyclable along with the box. It's composed by paper and vegetable glue, derived from starch of potato.



MARTELLATO
www.martellato.com

PRODUCT NAME

Pastry bags and decorative piping tips

STRONG POINTS

Wide product range, excellent resistance/softness rate, wide range of customization options.

FIELDS OF APPLICATION

Bakery and confectionery industries.

TECHNICAL INFORMATION

Many versions are available, e.g. Superflex, transparent and disposable, and come in different materials, such as polyester or cotton. Every pastry bag is fully customizable. Superflex has a smooth internal surface for an easy emission of cream and an external rough surface for a better grip. The radio frequency welding does not require adhesive or other chemical substances and it prevents the ingredients contained in the pastry bag from seeping into the welding. Also thanks to the high-temperature resistance, Superflex can be washed and sterilized into the dishwasher.



MINERVA OMEGA GROUP
www.minervaomegagroup.com

PRODUCT NAME

C/E653 R; automatic patty former; 2100 cycles/hour

STRONG POINTS

Fast, noiseless, safe and reliable, compact and easy to clean. Fed with mince, they can automatically produce either patty or balls of the desired weight as it can be adjusted thanks to the forming cylinder. Various ingredients such as beef, chicken, fish can be processed in combination with grated bread, eggs, cheese, soy and spices. Even biscuits dough can be easily shaped. The pre-established weight of patties and balls is constant throughout the whole working cycle; very important issue for food processors, packaging plant and catering centres where product quantity per each portion must be as accurate as possible; one of the most valuable aspect. Different shapes can be obtained just changing the forming cylinder: square, oval, customized according to customer needs.

The C/E 653 R model are fitted with a refrigerated hopper support to keep the cold chain unaltered and reduce bacterial proliferation: the product shelf life is better guaranteed. The refrigeration offers concrete advantages in customer servicing; hygienic processing; waste savings; efficiency; machine always ready for use.

FIELDS OF APPLICATION

These patty former models are the ideal equipment for butchers, super and supermarkets, food processors, fast food, canteens and catering centres.

TECHNICAL INFORMATION

- structure in stainless steel and anodized aluminum
- exchangeable cylinder made in Delrin, one or two shapes. Provided with a standard forming cylinder and a scraper
- certified materials for food contact
- standard conveyor belt
- portion thickness easy to adjust
- constant weight
- safe: codified magnetic micro-switches and safety guards to prevent access to moving parts
- paddles, forming cylinder and product feed hopper easy removable for cleaning and maintaining
- user friendly transparent methacrylate window and cover
- electric plant in ip55 box

