



In partnership with



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BUYER'S • GUIDE

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CURTAINS FALL ON SIAL 2016



TRUMP IS THE PRESIDENT. WHAT NOW?

Angelo Frigerio

He finally made it, Trump is the elected president of the United States. Despite anyone and anything. And now it's time to turn the page. But what does the future hold? Let's look at the facts. The first one is that the so much feared collapse in the exchange markets didn't happen. After a first drop, they have stabilized. A proof that the financial world doesn't see Trump like a devil, rather like someone we can live up with. And therefore once again the so called 'intellectuals' were wrong.

The second fact is that the dream of autarchy seems unreachable to anyone, unless we deliberately decide to fall into recession. Economic trade with the EU can't be stopped overnight, despite TTIP (Transatlantic Trade and Investment Partnership) has so far remained on the background. Overshadowed by debates on national security and economy, by the attacks of Wall Street and wild immigration. Anyway, let's not forget another important fact: Trump is a businessman. He is pragmatic and authentic made in Italy food occupies the premium, and not the mainstream market segment.






But it doesn't end up here. Food is not one of the key sectors interested by the nationalist project initiated by Trump. Pharmaceutical companies, oil companies, infrastructures, car

producers, Defence. These sectors will be directly addressed by 'The Donald'. To the detriment of renewable energy producers, probably. For the others, we will see. So far we don't expect him to establish new trade barriers able to affect Italian food products. But even if it should happen, the sector might benefit from the improvement of business relationships with Russia. Trump and Putin, so much different in personality and style, have in common a mutual respect. And Tzar Vladimir is already wringing his hands, leaning forward the end of the sanctions. We must hope that Europe – or what remains of it – will be able to grab the chance. The last fact is that Trump loves Italian food. Three blocks away from the Trump Tower there is his most favourite restaurant, 'Alfredo 100', managed by a 30-years old woman from Biella. "He loves Italian dishes and wine," she told the national newspaper *La Stampa*. "He always asks for Pappardelle, after an entrée of Italian cold cuts to share with his family. [...] Simple, traditional dishes. We also let him taste our homemade Porchetta and a few Bruschette: he loved them. And he also likes Fontina from Valle d'Aosta and a typical truffle-flavored cheese from Piedmont." Are you sure he is going to give up on all that?



The
**ECO-SUSTAINABLE
CHAIN**

THE NUMBERS OF THE ECO-SUSTAINABLE CHAIN GRAN MORAVIA 2016

	AGRICULTURAL LAND	80.000 Ha
	FARMS	75
	AVERAGE DISTANCE FROM CHEESE FACTORY	ø70 Km
	LACTATING COWS	17.000
	HECTARES FOR EACH LACTATING COW	>4,5 Ha
	AVERAGE MILK PRODUCTION FOR EACH COW	ø24 Lt/day
	COWS IN INDIVIDUAL BERTHS	100%
	FORAGE SELF-SUPPLY	100%
	FODDER SELF-SUPPLY	>90%
	LOAD OF NITRATES	ø35 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

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BREAKFAST CEREALS FORECASTED TO REGISTER THE FASTEST GROWTH IN ITALIAN BAKERY MARKET



Breakfast cereals is forecasted to register the fastest growth among all food categories in Italy until 2020. According to Canadean Consumer and Market Insights report on the bakery and cereals market in Italy, the bread and roll category has the highest volume share in both volume and value in the overall bakery and cereals market. Hypermarkets, supermarkets and food and drinks specialists would remain the leading distribution channels.

TOBLERONE CHOCOLATE BAR SHRINKS DUE TO BREXIT

Chocolate fans have vented their fury after Toblerone increased the gaps between the bar's iconic triangular peaks as a cost-cutting measure to reduce the weight. The controversial UK-only change to the Swiss chocolate bar was made because of the "higher costs for ingredients", such as cocoa, in the wake of Brexit. US-based Mondelez International, which owns Toblerone and Cadbury, denied the change was made "as a direct result of Brexit", but it pointed out the exchange rate was "not favourable". The move resulted in the weight of the 400 g bars being reduced to 360 g and the 170 g bars to 150 g, while the price remains the same. Hundreds have taken to social media to voice their 'disgust' at the bigger spaces between the Toblerone peaks, although the packaging will remain the same size.

EU AND CANADA SIGN CETA FREE TRADE DEAL

On the past 30th October the European Union and Canada have signed a long-delayed landmark trade deal, following weeks of uncertainty due to opposition in Belgium. The deal was signed in Brussels by Canadian Prime Minister Justin Trudeau and top EU officials. The signing ceremony initially planned for Friday the 28th had been cancelled after Belgium's Wallonia region vetoed the agreement. But the Comprehensive Economic and Trade Agreement - known as Ceta - required all EU member states to endorse it. The deal removes 99% of tariffs, and officials hope it will generate an increase in trade worth 12 billion dollars (10.9 billion euro) a year.

CONSERVE ITALIA'S BRAND CIRIO NOW SOLD IN US WALMART SUPERMARKETS



A new partnership agreement was signed by Conserve Italia and Walmart for the distribution of Cirio tomato-based products in the US supermarket shelves of the world largest retail chain. A move allowed by the presence of a new subsidiary company in the USA, namely Conserve Italia USA Corporation, based in Hoboken, New Jersey. For the moment Cirio products will be sold in the 30% of Walmart US stores.

ALDI EYES ONE BILLION EXPANSION PLAN IN AUSTRALIA



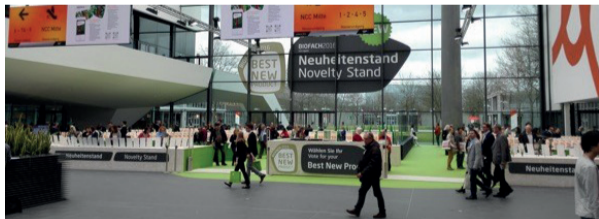
With its total profit expected to surge 7 billion dollars this year, German discount supermarket chain Aldi plans to take on rivals Woolworths and Coles in Australian supermarket war. Aldi's sales hit 5.8 billion in 2014 and is expected to grow on a similar pace. The German chain plans to spend one billion dollar over the following three years to expand and refurbish its stores across the country. It would also upturn the assortment of fresh food in the supermarket shelves. Over the past two years Aldi has opened 100 new stores across Australia. According to industry experts, Aldi's move could bring in a radical change in Australian supermarket scenario.

SABELLI BECOMES ITALY'S THIRD LARGEST MOZZARELLA PRODUCER



Italian cheese manufacturer Sabelli has acquired 79% of mozzarella cheese maker Trevisanalat from private equity fund Alto Partners. As a result of the deal, Sabelli has become Italy's third largest mozzarella cheese producer with a turnover of over 120 million euro. Last year, Trevisanalat had a turnover of around 49 millions, producing over 12,000 tons of mozzarella in the factories of Resana (Trevise) and Vipava (Slovenia). These were distributed through its own brands Trevisanalat, Bianca Bella, Biancamore, Buon Sapore, Campesina, DeiPrai and Pron-tiBianchi Via, and also for private label brands of retailers Billa, Carrefour, Auchan, Simply, Crai, Selex, Merkur and Iper. Sabelli closed 2015 with a turnover of almost 70 million dollars (8.4 millions of Ebitda) producing 14,000 tons of cheese at its Ascoli Piceno factory.

WAITING FOR BIOFACH 2017, THE GLOBAL ORGANIC MARKET SHOWS A STEADY GROWTH



A rise significantly above 80 billion US-dollar in worldwide sales, according to the current assessment of industry experts. This could be the organic balance for 2015. Excellent news for the organic sector, which is recording a steady growth internationally. When its industry players gather in Nuremberg from 15 to 18 February for the 2017 edition of Biofach, the World's leading trade fair for organic food, and Vivanes, the international trade fair for natural personal care, such notable sales figures as well as topics such as innovation and responsibility, will be the focus. According to estimates by the Italian industry association AssoBio, sales of organic products amounted to 4.2 billion euros in 2015. As the country is an important European supplier and producer of a broad range of fresh vegetables, pasta, olive oil and a number of processed food products, it is no wonder that almost one third of this amount - 1.5 billion euros - was attributable to exports.

ITALY'S ESSELUNGA SEES 4.1% GROWTH IN FIRST SEMESTER



Italian retail chain Esselunga has reported a 4.1% annual growth in sales during the first half of 2016, to 3.76 billion euro. During the same period, net profits went up from 169 to 182 million euro, while investments reached 206 millions. The expansion of the store network in 2015 and during the first months of 2016 has enabled the growth of total customers (+5.3%), achieved thanks to the combination of attractive pricing - with deflation of 1.6% to total customer benefit - and promotional activities.

NUTELLA MAKER FERRERO STANDS UP IN FAVOUR OF SUSTAINABLE PALM OIL



On the past 27th October Italian confectionery group Ferrero organized a conference in Milan to promote the responsible and sustainable use of palm oil. The event comes at a time of increased controversy and debate in Italy regarding the use of the ingredient, with numerous companies introducing palm oil-free product lines. According to Ferrero Italia chairman and CEO, Alessandro d'Este, "communication on the issue has not always been transparent", resulting in "frightened and disorientated" consumers. He pointed out that Ferrero uses 100% sustainable quality palm oil in its products, as requested by one of the most stringent certifications (Rspo). Speaking at the same event, Italy's Deputy Minister for Agriculture, Andrea Olivero, sided with Ferrero on the issue, denouncing the negative campaign against palm oil.

ITALIAN PASTA EXPORTS HAVE GROWN BY 50% IN 18 YEARS



In the last 18 years - between 1997 and 2015 - global exports of Italian pasta almost doubled. But with very different growth rates depending on the country, Europe remains the top destination market: exports to Germany, UK, Holland, Belgium and Austria were up between 100 and 150%, in Switzerland by 500% and in France by 72%. Exports to North and South America are steady (except for Brazil, rising 72%), due the development of a local pasta industry, now accounting for 36.6% of global production. The most dynamic trends were registered in Asia, with an average growth rate of 80%, posting an astonishing +200% in Singapore and Thailand and +400% in South Korea.



CURTAINS FALL ON SIAL 2016

The food challenges of today and tomorrow were on display at the French food exhibition. Attended by 7,000 exhibitors and 155,000 visitors.

From our reporters at Sial: Angelo Frigerio, Matteo Borré e Riccardo Colletti

On the past 20th October, after an intense five-days of business and events, the 2016 edition of Sial Paris, global point of reference for the food industry and its operators, closed its doors at the Parc des Expositions, Paris-Nord Villepinte.

An edition in which vitality and ambition have played a central role. This year's figures confirm both Sial's leadership and its influence on international food markets, and the extent to which its competitiveness is based on innovation, and how the fair has helped forward-thinking food industry players to meet the right people.

7,000 exhibitors (85% international) and even more brands attracted around 155,000 visitors, 70% from abroad.

That's hundreds of buyers and players from all food sectors, all across the world. 120 official international visitors, and 250 "events within the event" have highlighted the food world's economic and political current affairs, placing strategy at the heart of Sial too.

There were 2,189 candidates for the Sial Innovation Awards – that's 10% of worldwide innovation – and 15 prize winners. All of this confirms Sial's role as a catalyst for global economic trade. "The profiles of our national and international visitors is proof of the quality of our offer. We are very proud to say that all of Sial's participants – both exhibitors and visitors – have once again helped us to turn this fair into the major international event for agribusiness – a highly strategic sector", said Nicolas Trentesaux, director of Sial Network.

*Save
~ the ~
DATE*

*The next edition
of Sial will take
place on the
21-25
October
• 2018 •*

Cured meat

INALCA

Roberta Ferri



"Gruppo Cremonini always takes part to Sial with Inalca: a privileged showcase for meats, and a way for strengthening our position in Europe. For the second time ever, this year, also Inalca Food & Beverage is exhibiting at the show. In 2017 we will launch the new Montana range, made of products with a high level of service and pre-cooked. Here in Paris, instead, we showcased in preview the new Nebraska Beef range, specifically conceived for the European and Russian retail chains. The next trade show that we will attend is Anuga Cologne, with Italia Alimentari and Inalca Food & Beverage, the latter brand strongly focused on the Ho.re.ca channel."

LA FELINESE

Lisa Spotti



In the picture: Lisa Spotti and Cesare Baratta

"This is the first time that our company, founded in 1963 in Felino, in the Parma province, has come to Sial as an exhibitor together with the Parma Alimentare collective, a well-structured organization. The trade show was an amazing chance to meet our clients, since most of them come from European countries, Russia and Canada. But we also met Japanese, Korean and American operators. For an export share now accounting for 20% of total revenue. We are growing in the self-service market with a new pack presented five months ago at Cibus Parma, and that aroused great interest in foreign retailers. In 2017, together with Parma Alimentare, we will exhibit at Anuga Cologne."

/ reportage

CONSORZIO PROSCIUTTO DI PARMA

Vittorio Capanna



"At Sial we met many foreign professionals, especially European and from the Far East. Today exports account for 32% of the company's business, but the goal is to reach soon the 40 percentage points. Our top destination markets are - in Europe - France, Germany and the UK. As regards extra-European markets, instead, the most dynamic destination countries are the US, Japan and, most of all, Australia. Grocery retail is our main distribution channel, but also deli shops and food service play an important role. In 2017 we will attend the Winter and the Summer Fancy Food Shows, Foodes, Polagra, Anuga and Cibus Connect. The final goal is always the same: to communicate in a simple but effective way the authenticity of our products, free from preservatives and additives."

RIGAMONTI

Dario Nucci



"We decided not to miss this strategic event for the food industry: this is our first participation in Sial with a corner inside the JBS booth, global leader in the meat sector that completed the acquisition of Rigamonti in 2011. Our company, nevertheless, has firmly maintained its roots in Valtellina, where we have three production plants, employing about 200 people and where 10,000 pieces of Bresaola are produced every day. During the show we presented three product innovations: a range of snacks ready-to-eat, the halal range and the traditional range. In 2017 we will take part to many other international events with JBS, in order to spread even more the knowledge of our brand abroad."

PFITSCHER

Lukas Pfitscher



In the picture: Costanza Astore and Lukas Pfitscher

"We have great expectations for our first participation to Sial Paris as exhibitors: a market where we want to grow in the years ahead. Here we showcase some product innovations, like a new antibiotic-free range including speck, wurstel, cooked products, carrè, smoked loin and salame cacciatore. Products made according to a very strict, CSQA certified, manufacturing process, using only meat from animals raised with organic feeding, in a clean and spacious environment. A second news is the 10,000 sqm widening of our plant, that required a 11 million euro investment, and that will be completed by January 2018. Furthermore, we have been selected by Allianz Arena of Bayern Munich for their Christmas gift boxes."



BENVOLIO 1938

Martina Manna



From the left: Anisa Abazi and Silvia Toffolon

"During Sial we presented to international operators the new healthy olive oil ranges: Joyl, a brand conceived for people with a sportive lifestyle, and Piave 1938 Bio, a range of natural and organic olive oils. Our presence at Sial is part of an internationalization plan started in 2015, and focused on communicating the value of made in Italy, as well as on the company's control of every single step of the supply chain. Today we are fast increasing our international business, due to the market recognition of our brand's constant quality and innovation."

NATURELLO

Michela Dinello



"Sial is the most important trade show in the food sector, both on a European and global scale. Many Asian and North American buyers showed great interest for our range. During the event we introduced many product innovations, organic and conventional alike, such as the organic single-serving soups, in particular the organic and vegan chickpeas puree with rosemary; or the organic red rice and quinoa soup. Interesting also the new Ready to cook, Rice&Sauce and Pasta&Sauce ranges: kits made of rice or pasta and fresh sauce, free from preservatives and available in the single-serving size, ready in a few minutes and suitable to be cooked in the microwaves."

PEDON

Luca Zocca



"Sial, one of the most important trade shows in our sector, is the perfect chance to launch new products and meet international buyers. Here we presented in preview our new cups of the I Salvaminuti Zero Secondi brand: natural whole grains ready-to-eat in single-serving trays with fork included. Three different recipes are available: rice and quinoa with pesto and tomato; rice and beans with vegetables; rice and whole Mediterranean style grains. Presented also the new I Salvaminuti Express grains and quinoa mixes, 100% natural, the soya-based Happy Veggie range with two organic products, rich in proteins. And finally, the More Than Pasta range, pasta made with bean flour. All products are GMO free."

LA PIZZA +1

Sante Ludovico



"La Pizza+1 is a dynamic company, ready to offer solutions in line with the latest market trends. Such as the new range of organic products that includes Pizza Margherita, made with organic spelt flour and organic khorasan Kamut flour, and the organic Focaccia. But also the new range or vegan products made of traditional Focaccia, with green olives, tomatoes, onion and rosemary. We have been exhibiting at Sial for many years because we consider this event one of the most important European trade shows dedicated to the food sector."

MOLINO ROSSETTO

Chiara Rossetto



"Sial is a strategic occasion to present ourselves to foreign retailers. A market segment where we are fast growing: one year ago we entered the French retail chain Leclerc with 17 products. Now we are focusing our attention on the organic and gluten free market trends: we launched a new organic mother yeast and a whole wheat mother yeast. Products that meet the rising demand from modern consumers. The organic mother yeast is Vegan Ok certified and it is easy to use and highly digestible. The whole wheat mother yeast, instead, was one of the finalists at the second edition of World Tour by Sial."

CLAI - ZUARINA

Fabio Lorenzoni



"We have always taken part to Sial, both for commercial purpose and for international communication. In addition, the presence of the Zuarina brand makes us even more competitive on a global scale, especially in high-end restaurants. Here we have met many distributors coming from the EU and China, where Zuarina is allowed to export its products, and we showcased our Strolghino in the classic, ginger and truffle versions. Now we are working on the creation of a Christmas box that includes three assorted salami, an ideal solution for premium deli shops. We also presented the Zuarina organic range, with an organic Prosciutto di Parma. Next year, instead, we will be exhibiting at Marca Bologna and Anuga Cologne."

ZERBINATI

Simone Zerbinati



"During our first participation at Sial we showcased our entire range of ready-to-eat vegetables and dishes, such as soups, cremes, side dishes and vegetal burgers. Among the latest products launched on the market, Zuppe dal Mondo (Soups from the World): five single-servings made according to the original recipes of Vichyssoise, Sopa de Frijoles, Soupe à l'Oignon, Miso Shiru and Laadass. Presented, in addition, the new Buon per Me (Good for Me) range, salad mixes free from gluten and preservatives, ideal for outdoor consumption. Finally, the delicious Polenta with Gorgonzola, born from the collaboration with the Igor dairy company, made of stone ground corn flour and more than 20% of sweet Gorgonzola."

PROBIOS

Fernando Favilli



"Sial is the most important global showcase for what concerns trends and innovations in the food sector. A not-to-be-missed event for Probios, always in the frontline in the study of new products and solutions. In Paris we showcased to foreign professionals our latest products: the new vegan snack range, gluten and yeast free; Altri Cereali, made of pulses, grains and seeds; and the spaghetti made with 100% yellow lentils, rich in vegetal proteins and source of fibers, perfect for a vegan and gluten free diet. A product that has already aroused great interest, and selected by the prestigious Sial Innovation contest."

SAN VINCENZO

Vincenzo Rota and Salvatore Mesoraca



From the left: Claudio Talarico, Salvatore Mesoraca and Vincenzo Rota

"We are Sial exhibitors since 1998, and this year we are the only Italian company from Calabria present at the trade show. Here we brought all the taste of our tradition and some product innovations. We are strongly focused on the development of foreign markets, that now account for 20% of the company's total turnover. Today, global markets have become extremely demanding: consumers ask for high quality products but also organization, that means service and marketing, for distribution. We want to keep on growing without losing our connection with traditions, paying utmost attention to the choice of the best raw materials. Next year we will take part to some of the most important global trade shows of the sector."

REDORO

Daniele Salvagno



From the left: Daniele Salvagno e Marcella Dose

Redoro showcased at Sial 2016 its varied range of organic products, first of all the organic extra virgin olive oil made in the hilly Lake Garda territory. A delicate oil, with a fruity flavor: "Overall, the market is awarding companies focused on high quality of raw materials and productive methods. We have always hand-picked up our olives directly from the plant, and through the cold pressing we protect their nutritional properties," said Daniele Salvagno. Redoro's Amarone Valpolicella Docg is another product of excellence made in La Fontanina estate, in the heart of Valpantena."

GRUPPO MANGIARSANOGERMINAL

Paolo Pisano



From the left: Giada Pasqualetto, Paolo Pisano and Elisa Zamperoni

"At Sial 2016 we presented our new fresh and ready-to-eat dishes branded Germinal Bio Vegan. The attention to organic and to the rediscovery of simple and natural products are the main features of this new vegan and gluten free range. The research for the best raw materials, together with an intense study carried on the best matches between ingredients and taste, led to the creation of new, fresh and original recipes, aimed at providing organic, vegan and gluten free products good for human consumption and for the environment too. In addition, we also presented the mini-cracker, the result of our new manufacturing line for the production of organic, vegan and gluten free bakery products."

SALUMIFICIO SAN MICHELE

Daniele Cremonesi



"We have come to Sial to meet our clients, make some public relations and new contacts. In the months ahead, instead, we will exhibit at Foodex Japan, Tuttofood Milan, PLMA Amsterdam and Anuga Cologne. With the goal of growing even more in the global markets. Today, exports account for 55% of total revenue (it was 45% last year). In the United Kingdom, one of our most important destination markets, we still haven't experienced the Brexit effects since final prices were not affected yet."

MASTER

Adriano Bianco



From the left: Adriano Bianco, Alessandro Argento and Sabrina Argenti

"We decided to come back to Sial after some editions, for its importance as a leading global hub for food professionals proceeding from all over the world. And we showcased our entire product range. Recently, we decided to focus our attention mainly on the domestic market, and the latest news is the introduction of our products on the shelves of Carrefour and Il Gigante supermarket chains. Our gnocchi are highly appreciated because made with real potatoes and fully respecting the original recipe. But tradition must go hand in hand with innovation: as shown by our gnocchi with spirulina algae of the Mamma Emma range, chosen by Sial Innovation."

PASTIFICIO AVESANI

Alessandro Chiarini



"This edition of Sial was very positive for our company, and we managed to make new important contacts. The trade show has a strong international appeal, which is extremely positive, since we have come to Paris to further improve our global business. During the show we presented the new products of the I Tesori della Tradizione range: tortellini with San Daniele ham and ravioloni Asiago Pdo with erbette".



IL FORNAIO DEL CASALE

Samuel Gecchele



In the picture: the Gecchele team

"The participation to this event is incredibly important in order to enhance the company's global business. Sial and Anuga are the only trade shows that enable us to meet new potential clients from all over the world. Furthermore, a focus on the French market is really strategic for us," said Samuel Gecchele, export manager at Il Fornaio del Casale. Important product innovations were showcased during the event: "Beside the new Brownies and Crumble cakes, we presented our new palm oil free recipes for almost all the cakes in our range, and in particular for the Frolla and Plunk ranges. In the snack category, we presented the new line conceived for the Ho.re.ca channel and distributed in Cash & Carry stores. Finally, many other innovations are ready for Carnival, our core festivity day."

VALLEDORO

Giorgio Zubani



From the left: Diego Cerri and Giorgio Zubani

"Sial is one of the most important global trade shows in the food sector. And for us, this is a very good chance to meet and get to understand new markets," said Giorgio Zubani, chief executive officer of Valledoro, based in the Brescia province. "In Paris we showcased the entire range conceived for foreign markets and the gluten free range." For 2017 the company has already confirmed its participation to Ism, Tuttofood and Anuga.

ADR LA SASSELLESE

Agata Gualco



"This is the third time we have come to Sial as exhibitors and we noticed a stronger presence of international operators, especially from the United States, China and the Middle East. Here we showcased a new product: a soft amaretto with an almond content 5 times higher with respect to the previous version, passing from 2 to 5% of almonds included. A percentage change that has translated in a strong qualitative increase and that determines a better balance in taste. We always look for original solutions and new possibilities, especially as regards chocolate coatings, such as our amaretto covered with chocolate, another new product presented here at Sial."

RONCADIN

Elisa Piccinin



"Sial is a not-to-be-missed event. A trade show attended by many potential European and extra-European clients including many suppliers, and therefore strategic for the entire company, not only from a commercial point of view," said Elisa Piccinin, responsible for communication at Roncadin. "During trade shows we always present some new products. Especially during Sial, the most important innovations' showcase in the world. We have been noticing a greater market demand for pizzas made with authentic Italian high quality and traditional ingredients, such as Buffalo mozzarella, Ricotta, black cabbage and Friarielli. Great demand has also been noticed for new and unusual matches. In addition, we also showcased our offer for market trends such as organic, gluten free and whole wheat."

FORNO BONOMI

Leonardo Johnson Scandola



"Since our products are distributed in about 85 world countries and exports account for about 70% of the company's total turnover, Sial always represents a strategic hub to meet our partners," said Leonardo Johnson Scandola, export area manager at Forno Bonomi. "Beside the new Italian Butter Shortbread, we launched the new 'mini sfoglie', sugar topped mini puff pastries in the new 100 grams pack. The decision to focus our attention on this new kind of products and on pret-à-porter formats is a consequence of the great demand from Asian countries, where our products are highly appreciated."

DI COSTA

Orazio Di Salvo



"At every edition Sial proves to be a strategic business hub. And for this very reason the show is always included in our international trade shows' calendar. This year we present some innovations, such as the new elegant packaging of our metal cans of biscuit and sweets, and especially the new Panettone with pistachio, result of years of research. It's a top-quality product, made with excellent raw materials and covered with chocolate and crumb. A soft Panettone, with a heart of Sicilian pistachio."

BODRATO CIOCCOLATO

Fabio Bergaglio



"On the occasion of Sial 2016 we have launched a new range of sugar free chocolate bars and a range of spreadable palm-oil free creams," said Fabio Bergaglio, owner of Bodrato, company based in Novi Ligure, in the province of Alessandria, and specialized in the manufacturing of chocolate-based products. "We decided to take part to this trade show in order to get in touch with buyers from all over the world. In 2017 we will exhibit at Taste in Florence and Tuttofood, in Milan."

MARINI - BISCOTTIFICIO DI VERONA

Oliviero Quaresima



"Sial always confirms its role of international showcase able to attract many professionals in the sector," said Oliviero Quaresima, sales manager Italy at Marini - Biscottificio di Verona. "In this occasion we presented our cocoa flavored savoiardi (ladyfingers), the whole wheat savoiardi and the digestive biscuits. The show was also a great chance to announce that our company will be soon organic certified and that we will produce a new organic savoiardi range." In the months ahead Marini - Biscottificio di Verona will exhibit at Ism, Tuttofood, Anuga and the Fancy Food Show.

ELLEDI

Francesco De Marco



"Sial is always a perfect meeting platform to get in contact with our clients and strengthen our business relationships. This year we introduced the new 125 grams pack of our wafer cubes, a products and a size highly appreciated and demanded by global markets, especially Asia and the Middle East. We also launched eight new palm oil free biscuits, available in the 350 grams pack and with two new flavors: coconut and strawberry. Let's not forget our Berry Tartlets. In the months ahead we will exhibit at some of the most important international trade show: Ism Cologne, Gulfood Dubai, Tokyo's Supermarket Trade Show, Ife in London and Sweets & Snacks Expo in Chicago."

ARMONIE ALIMENTARI

Gianluca Menozzi



From the left: Gianluca Menozzi, Prisca Cantarelli, Alessandra Mosca, Gabriele Menozzi

Armonie Alimentari, young company from Emilia, exhibited at Sial for the first time. "After taking part to Sigep 2015 and 2016, Tuttofood 2015 and Cibus 2016, we decided to participate also to one of the largest global trade shows in the sector: A positive experience, that allowed our company to make important contacts and new clients worldwide," said president Gianluca Menozzi. "We presented an innovative product called Parmonie, chips made of PDO Parmigiano Reggiano seasoned 24 months, olive oil and flour. Without the adding of preservatives and packed in transparent trays with modified atmosphere, in order to grant freshness and fragrance for six months."

TEDESCO GROUP

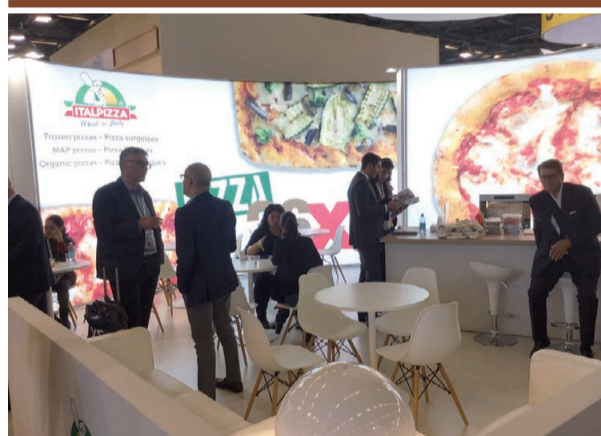
Luca Alessandro Ceriani



The Tedesco Group presented at Sial two important product innovations. "The first innovation is constituted by the Ore Liete boxes, a brand purchased from Nestlé and Perugia on the past July. The second innovation is called Trix, a gift box conceived for foreign markets that gives consumers the opportunity to taste three different types of Italian Panettone," said Alessandro Ceriani, international business developer for the company. "Sial is a not-to-be-missed event in our trade show calendar, and is always a great occasion to make new important contacts. This year, in particular, we focused on spreading the knowledge of Tedesco brand on the French and Arab markets."



ITALPIZZA



"We have come to Sial with the goal of increasing our international business and make new contacts with foreign buyers. And we had a very positive market response. In addition, the event is a perfect occasion to meet our clients and strengthen our current business relationships," said a company spokesperson. For the occasion Italpizza launched a new product: "Consumers are always looking for something new, for what concerns recipes, sizes and packaging. For this very reasons research and development has always been one of the company's main focuses, and it led to the creation of the 26x38 format, perfect to be used in household ovens and to organize a party with friends."

CASA DEL DOLCE

Luca Bulgari



"For many years we have been exhibiting at Sial in order to meet our French partners. But the show is also a useful opportunity to make new contacts, both on the French and global markets attending the event," said Luca Bulgari, sales manager at Casa del Dolce, that showcased a vast and varied range of products. In 2017 the company, based in Bergamo, Lombardy, is going to exhibit at many global trade shows: "We will take part to Ism Cologne, Gulfood Dubai, Tuttofood Milan, Sial Shanghai, Thaifex Bangkok and Anuga, in Cologne."

INALPI

Ambrogio Invernizzi



"We have taken part to Sial 2016 because we strongly believe in the quality of our products, made with 100% Italian milk from Piedmont," said Ambrogio Invernizzi, president of Inalpi. During the show we presented the innovation launched this year: Slurpy Burger, available in the 175 grams pack with seven slices wrapped individually, and Inalpi Mozzarella. "Slurpy Burger, like the classic Inalpi slices, are made with milk coming from Italian Apls with the adding of high-quality cheddar." Inalpi Mozzarella, instead, is available in 400 and 1,000 grams. "Fresh milk curd without preservatives or colourings: this is the secret of our mozzarella in logs," he adds.

AGRIFORM

Alessandro Zevio



"For many years we have been taking part to Sial, an event that we always attend with great interest, because it's the perfect chance to strengthen the relationships with our clients and make new contacts," said Alessandro Zevio, Agriform marketing manager. The cooperative from Sommacampagna, in the province of Verona, recently completed the acquisition of a dairy industry and a packaging company near Busseto, in the Parma province. "Due to this operation, starting from 2017 we will be able to pack - directly in our Busseto plant - our Parmigiano Reggiano, both in pieces and grated," he adds. In 2017 the company will attend many trade shows in the food sector, such as Marca Bologna, Tuttofood Milan and Anuga, in Cologne.

CABRE

Andrea Branda



From the left: Antonella Canini, Andrea Branda and Paolo Riceputi

During the French international event this cooperative from Brescia showcased its range of Grana Padano and Provolone. "Products highly appreciated also abroad, where Provolone is mainly requested by Italians living abroad, especially in its spicy version," said Andrea Branda, sales manager at Cabre. The company's key destination markets are Northern Europe, USA and Japan. "We have taken part to many editions of Sial and this year we managed to meet many of our partners and to introduce our products to new potential clients," he underlines. In 2017 the company will be exhibiting at Tuttofood Milan and Anuga, in Cologne.

/ reportage

LATTERIA SORESINA

Gianluca Boschetti



From the left: Luigi Ferrari, Elena Fiorini, Pietro Gallo and Gianluca Boschetti

Latteria Soresina attended Sial Paris showcasing its entire product range, from Grana Padano to Provolone and Provoloni, including butter and fresh products. "This trade show is the perfect place to improve our business relationships and make new contacts," said Gianluca Boschetti, marketing director at Latteria Soresina. "Furthermore, it plays a fundamental role as an innovations' observatory in the food sector, giving its participants an international and comprehensive scenario of the emerging trends." In 2017 the company will attend Marca Bologna, PLMA Amsterdam and Anuga Cologne.

L'ANTICA CASCINA

Elise Casamenti



Main protagonist at L'Antica Cascina's booth was the latest product launched on the market: il Noce, sheep's milk cheese fermented in earthenware jar with walnut leaves. "This Pecorino is sold both to grocery retailers and restaurants in a bright green jar, that contains walnut leaves and four cheeses. A unique packaging that will definitely grab consumers' attention," said Elise Casamenti, export manager. In addition, the company showcased its range of portioned fixed weight cheeses packed in darfresh. Next year L'Antica Cascina will exhibit at The Italian Cuisin World Summit of Dubai (EAU) and Anuga, Cologne.

MULINO ALIMENTARE

Vincent Gervex



From the left: Federico Donati, export manager, and Vincent Gervex, operations director

"Sial is a strategic trade show for global markets but it's also too long," said Vincent Gervex, operations director at Mulino Alimentare. The company presented some innovations: "First of all our 240 grams mini snacks, made of Parmigiano Reggiano, Pecorino Romano and Gran Mulino hard paste cheese. The second product we presented is the organic Parmigiano Reggiano, sold in a resealable pack and available both in flakes and grated," he adds. For 2017 the company has already planned a calendar full of events: Marca Bologna, Sirha Lyon, Gulfood Dubai, Summer Fancy Food New York and Anuga Cologne.

BRAZZALE

Martina Brazzale



The Brazzale Group has come to Sial with its entire Gran Moravia range, starting from its latest innovation: "Cri Cri are delicious oven-baked snacks made with 100% Gran Moravia cheese. A product highly appreciated also abroad," said Martina Brazzale, export office. Protagonist at the company's booth also the butter, available in different sizes for retailers, hotels, restaurants and professional operators. In addition, Sial was the perfect chance to introduce the Gran Moravia supply chain label: "The result of a ten-year work that includes - beside the label of origin already present on Gran Moravia packs - also data related to animal feeding and wellbeing, to the reduced pollution of the soil, the absence of aflatoxins, water consumption, including manufacturing and packaging plants."

PARMAREGGIO

Maurizio Moscatelli

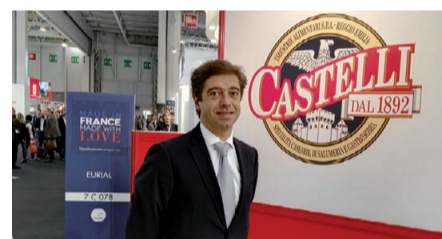


From the left: Maurizio Moscatelli and Paolo Micheli

"France is our top destination market on a global level and it accounts for 20% of the company's total revenue in the cheese business, equal to about 130 million euro," said Maurizio Moscatelli, sales manager at Parmareggio. "For this very reason our participation at Sial - where we have the chance to meet French and American buyers - is fundamental." During the trade show the company presented the latest products launched on the market: Parmareggio Però! "Four sticks made of Parmigiano Reggiano, pears and cashew nuts. A product obtained through a special technique, that has requested a hard work and the creation of a patented technology, exclusive and innovative. Però! has already aroused great interest from professional operators."

NUOVA CASTELLI

Luigi Fici



"For 20 years we have been taking part to Sial, because this trade show has always been a point of reference for the development of our international business," said Luigi Fici, chief executive officer at Nuova Castelli. The company can also count on a company branch - Castelli France - based in Lyon. As well as other commercial offices that follow the company business in France, UK, Poland and Eastern Europe. "Today, exports account for 75% of total revenue, worth 500 million euro," he adds. During Sial Nuova Castelli presented some product innovations, such as the lactose free range, conceived also for vegetarians, as well as new packaging and sizes. Results obtained through commitment, quality and research," said Fici.

STERILGARDA

Fernando Sarzi



"This is the first time we take part to Sial Paris. A decision connected to the importance of this market, destination of large product volumes," said Fernando Sarzi, chief executive officer at Sterilgarda. The company, based in Castiglione delle Stiviere, in the province of Mantova, has been focusing its attention on long-life dairy products, and closed 2015 with revenue of 320 million euro. "25% generated by foreign countries. A business started only 4 years ago, that has already taken our products in markets such as China, Libya, France and the UK." An intense agenda has already been planned for 2017: Sterilgarda will exhibit at PLMA, Thaifex, Anuga and other events in the Asian markets.

ESSEQUATTRO

Nicolas Saverino, Alliance Packaging



From the left: Nicolas Saverino, Silvia Ortolani, Gessica Pegoraro, Niccolò Gelain

"Thanks to the quality of the products, the professionalism and the innovation that characterizes Essequattro, the company managed to enter the French retail sector with its Kraft Avana paper bags - selected also for the aesthetic of the final product - made using the raw material of the French Gascoigne paper factory. Carrefour has immediately understood the importance of packaging in the fresh segment, choosing a unique product that has substituted the resin-coated paper, passing from a simple bag to a freshsaver".

SURGITAL

Andrea Bino



"We have been exhibiting at Sial Paris for 20 years and, together with Anuga, this is probably the most important trade show on a European scale. Today, exports account for 42% of the company's total turnover. And France is definitely our core destination market: we also opened a company branch in Lyon. During the show we presented Divine Creazioni, a range made of three products: Scrigni with cacio & pepe; Garbugli and Intrighi, that means rough texture tagliatelle and tagliolini; and Panciotti with chanterelle mushrooms and Fontina PDO cheese. Without forgetting Amichetti by Laboratorio Tortellini Kids, organic and fresh filled pasta for children".

ACETAIA BELLEI

Giulia Casarini



From the left: Giulia Casarini and Stefano Puggioli

"During Sial we strengthened our relationships with our French partners and we presented many product innovations. First of all, the Me-Amore apple balsamic vinegar and the balsamic vinegar Modena IGP Sua Maestà Tutto di Modena. Two excellences from Emilia, perfect expression of our territory, that in 2017 will be showcased at many other national and international trade shows, starting from Marca Bologna, Tuttofood Milano and Anuga, in Cologne."

COLLINA TOSCANA

Andrea Ghezzi



"Sial, together with Anuga, is among the most significant European trade shows in the food sector: Here, made in Italy is synonymous with innovation, quality and variety. In the past years we noticed many professional visitors from Eastern Europe, this year we saw a great presence from Asia. As Collina Toscana we decided to have two different booths: one inside the ITA collective with the Montosco brand, dedicated to retail and food service; and the other with the Collitaly brand, for our gourmet range and distributed to department stores and duty free. In 2017 we will exhibit at Marca, Tuttofood, Plma, Fancy Food and Anuga."

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Open

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We love it for its flavour!

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/ sweet & bakery

CALLIPO GELATERIA

www.gelateriacallipo.com



PRODUCT NAME

Pangelato Tiramisù

EAN CODE

8033706195468

INTRASTAT CODE

2105 00 10

PRODUCT DESCRIPTION

Oven-baked naturally leavened confectionery product stuffed with Tiramisù ice-cream, covered with low fat cocoa (6%) and crunchy almonds (2%).

INGREDIENTS LIST

Tiramisù ice-cream (35%): rehydrated skimmed milk, pasteurised whole milk (20%), sugar, pasteurised cream (11%), glucose syrup, coconut vegetable oil, pasteurised egg yolk, skimmed milk powder, lactose and milk proteins, flavourings, soluble coffee, emulsifiers: mono- and diglycerides of fatty acids; stabilisers: locust bean gum, sodium alginate, guar gum, carrageenan; colours: paprika and curcumine. Oven-baked naturally leavened confectionery product (30%): wheat flour, sugar, butter, fresh eggs, pasteurised whole milk (6%), natural yeast, emulsifiers: mono- and diglycerides of fatty acids; cocoa butter, salt, flavourings. Coffee flavoured syrup (27%): water, sugar, maize dextrose, soluble coffee (1%), flavourings. Low fat cocoa cover (6%): sugar, coconut vegetable oil, fat reduced cocoa powder (15%), emulsifier: soy lecithin; flavourings. Crunchy Almonds (2%): sugar, almonds (40%). May contain traces of peanuts and other nuts. This product does not contain any hydrogenated fats or GMO ingredients. It does not contain alcohol.

EXPIRATION DATE AND CONSERVATION

36 months. Keep at -18°C

PACKAGING AND LABELLING

1.100 g. Pack in cardboard. Italian, English, French, German.

CERTIFICATIONS

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

SEBASTE

www.sebaste.it



PRODUCT NAME

Crunchy nougat with hazelnuts extra dark chocolate coated

EAN CODE

8002065006848

INTRASTAT CODE

18069019

INGREDIENTS LIST

Nougat ingredients 70%: hazelnuts 45%, honey, sugar, glucose syrup, wafer (potato starch, water, olive oil), gelatine, flavors. Chocolate ingredients 30%: sugar, cocoa paste, cocoa butter. Emulsifying agent: soya lecithin. Natural vanilla flavouring. Minimum 52% cocoa. May contain traces of other shell fruits and milk.

EXPIRATION DATE AND CONSERVATION

12 months. Keep in a cool and dry place.

PACKAGING AND LABELLING

Metallic wrapping.

CERTIFICATIONS

BRC and IFS.

GALUP

www.galup.it



PRODUCT NAME

Panettone with hazelnut frosting

EAN CODE

8001130409017

INTRASTAT CODE

19059060

PRODUCT DESCRIPTION

Naturally leavened oven baked product.

INGREDIENTS LIST

Soft wheat flour type "0", sultanas, butter, water, sugar, candied orange peel (orange peel, glucose - fructose syrup, sucrose, acidifier: citric acid), egg yolk of fresh class a from free range hen, natural yeast (soft wheat flour type "0", water), candied lime peel (lime peel, glucose-fructose syrup, sucrose, lemon juice concentrate), whole fresh milk, emulsifiers: mono- and diglycerides of fatty acids, cocoa butter, salt, barley malt extract, honey, flavouring. Frosting ingredients 11%: sugar, white egg of fresh class a eggs from free range hens, "Nocciola Piemonte Igp" (Piedmont hazelnut) 9%, rice flour, rice starch, sunflower seed oil, flavouring. May contain traces of other nuts.

EXPIRATION DATE AND CONSERVATION

31/05/2017

STORAGE CONDITIONS

Store in a cool, dry place at a max. temperature of 18 - 20°C. Do not expose the product to sunlight or heat sources.

PACKAGING AND LABELLING

Carton.

CERTIFICATIONS

ISO 9001 - UNI EN ISO 14001 - BS OHSAS 18001 - SA8000 - Organic.

INDUSTRIA DOLCIARIA QUARANTA

www.quaranta.it

PRODUCT NAME

Chocolate creams nougat passion bars display - 100g

EAN CODE

Chocolate bar - 8009650013288

Coffee bar - 8009650035525

Mascarpone bar - 8009650035518

Raising and rum bar - 8009650035549

Gianduja bar - 8009650035532

INTRASTAT CODE

18069050

PRODUCT DESCRIPTION

Each bar weights 100 g x 25 pcs, has a rich and tasty cream and is finely decorated on the top. Chocolate chips, delicious dark chocolate, rum and raisins in a creamy bouquet in true Quaranta style.

EXPIRATION DATE AND CONSERVATION

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

PACKAGING AND LABELLING

Brown display showing chocolate nougat with the company logo that contains 25 bars, 5 per each flavour. The bars have a clear flow pack that shows the products and their freshness. There is a thick cardboard label showing the flavours and on the back there are the ingredients and nutritional information.

CERTIFICATIONS

BRC and IFC.



IDB - INDUSTRIA DOLCIARIA BORSARI

www.borsariverona.it



PRODUCT NAME

Panettone with whole wheat flour and candied blackberries

EAN CODE

8003781375079

INTRASTAT CODE

19059060

PRODUCT DESCRIPTION

Panettone with whole wheat flour and candied blackberries, without sultanas and candied citrus fruits peels. Natural leavening oven-baked product.

INGREDIENTS LIST

Wheat flour, butter (milk), sugar, fresh eggs, candied blackberries 13% (blackberries, glucose-fructose syrup, lemon juice concentrate), fresh egg yolk, milk, natural yeast (wheat), whole wheat flour 2,5%, wheat bran 2%, emulsifiers: mono and diglycerides of fatty acids, honey, glucose syrup, salt, cocoa butter, flavourings. May contain traces of nuts and soy.

EXPIRATION DATE AND CONSERVATION

210

PACKAGING AND LABELLING

Handwrapped, gr 1.000, Inc Rustico Brs.

CERTIFICATIONS

SA8000 - BRC chap2 - Uni EN ISO 9001-2000 - OGM Free.

MESSORI CIOCCOLATERIA

www.messoricioccolato.it



PRODUCT NAME

Xmas gift boxes Collection

EAN CODE

8024431005191

INTRASTAT CODE

18069031 chocolate and chocolate preparations.

PRODUCT DESCRIPTION

290g, refined Xmas gift boxes collection with elegant images, in two versions: Xmas night and Xmas light. With milk and dark chocolate double twisted spheres with hazelnut (14% real hazelnut) cream filling.

INGREDIENTS LIST

Milk chocolate (50%) praline with hazelnut cream (48%) filling and cereals (2%). Milk chocolate ingredients: sugar, milk powder, cocoa butter, cocoa paste, emulsifier: soy lecithin, flavors. (Cocoa solids 30,5%). Filling: sugar, vegetable fat (coconut, palmkernel, palm, shea), hazelnuts (14%), Fat reduced cocoa powder, Whey powder, crunchy cereals (rice flour, wheat flour, cane sugar, wheat malt, wheat gluten, salt), emulsifier: soy lecithin, natural vanilla flavor. Extra dark chocolate (50%) praline with hazelnut cream (48%) filling and cereals (2%). Extra dark chocolate ingredients: sugar, cocoa paste, cocoa butter, emulsifier: soy lecithin, natural vanilla flavor. (Cocoa solids 50%). Filling: sugar, vegetable fat (coconut, palmkernel, palm, shea), hazelnuts (14%), Fat reduced cocoa powder, Whey powder, crunchy cereals (rice flour, wheat flour, cane sugar, wheat malt, wheat gluten, salt), emulsifier: soy lecithin, natural vanilla flavor. May contain traces of milk and other tree nuts. Keep in a cool dry place.

EXPIRATION DATE AND CONSERVATION

12 months shelf life, keep cool and dry avoid heat, smell sources and direct sunlight.

PACKAGING AND LABELLING

Carton with 8 gift boxes (labelling with chosen language included).

CERTIFICATIONS

IFS.

/ cured meat

BELLI GILBERTO & GIANPAOLO SNC

www.lasalumeriabelli.it



PRODUCT NAME

Luganega da taglio

EAN CODE

323323

INTRASTAT COD

1601 00 91

INGREDIENTS LIST

Pork meat, salt, natural flavors, dextrose, E300, E252

PRODUCT DESCRIPTION

Luganega Trentina is obtained from pork meat of Gran Suino Padano. It's prepared with pork meat, lard; the whole is minced and spiced with minced pepper, salt and garlic. Put into a natural gut, it's matured for forty days at least.

EXPIRATION DATE AND CONSERVATION

Expiration date is 90 days from packaging date. Refrigerate or keep dry.

PACKAGING AND LABELLING

Paper bag.

MOTTA

www.mottabarlassina.com



PRODUCT NAME

"Gustosissimo" high quality cooked ham from Italian pork hind leg

EAN CODE

2 58621

INTRASTAT CODE

1602411000

PRODUCT'S DESCRIPTION

Chestnut-shape form, 9 kg in weight, with an intense pink color.

INGREDIENTS LIST

Pork, salt, dextrose, flavorings, antioxidant: E316, preservative: E250, without milk, gluten free

EXPIRATION DATE AND CONSERVATION

150 days at temperature of +2/+4°C

PACKAGING AND LABELLING

The hams are packed in multi-layer aluminum bags certified for food contact. The label is placed onto the packaging and reports the information about the product, including number of lot, list of ingredients, expiry date, and weight.

CERTIFICATIONS

ISO 9001:2008 - IFS - BRC.

VILLANI

www.villanisalumi.it



PRODUCT NAME

Cooked ham Il Bracc

EAN CODE

2233005

PRODUCT DESCRIPTION

Shape: loaf, select cooked ham. Kg 7,5

INGREDIENTS LIST

Pork, salt, sucrose, sucrose, dextrose, potatoes starch, spices, natural flavours, flavourings, antioxidant (sodium ascorbate), preservative (sodium nitrite).

EXPIRATION DATE AND CONSERVATION

Best before: 150 days. Storage temperature: 1-4°C.

PACKAGING AND LABELLING

1 piece under vacuum

CERTIFICATIONS

Gluten-free, no polyphosphates, and dairy-free. Only natural flavours.

/ cheese

BOTALLA

www.botallaformaggi.com



PRODUCT NAME

Sbirro Gold & Christmas Deer

EAN CODE

8056457970085

PRODUCT DESCRIPTION

Sbirro Gold is a unique cheese which is produced only for Christmas. It comes in a wonderful packaging with a Menabrea Christmas beer.

INGREDIENTS LIST

Cheese (cow milk, rennet, salt), Menabrea beer 0,5% (water, barley malt, maize, hops), barley malt.

EXPIRATION DATE AND CONSERVATION

Shelf life: 85 days from packaging date. Keep in a cool and dry place.

PACKAGING AND LABELLING

Every package contains: n. 1 Sbirro Gold and n. 1 Menabrea Christmas Beer.

PEZZETTA

www.pezzetta.it



PRODUCT NAME

Blu Ramandolo

EAN CODE

2223659

INTRASTAT CODE

04069086

PRODUCT DESCRIPTION

It is a small size cheese with a blue coloured mould refined in small tubs and covered with the pomace of one of the most noble wines from the Friuli region. The distinct note of the mould combined with those of the honey-like and fruity Ramandolo create a bouquet of perfumes and tastes worthy of a "cheese for thought" well-balanced between spicy and sweet. Too difficult to describe it, it must be tasted to understand it.

INGREDIENTS LIST

Cow's milk, salt, rennet, pomace on surface.

EXPIRATION DATE AND CONSERVATION

6 months. Conservation: +4°C

PACKAGING AND LABELLING

Vacuum.

TONIOLO CASEARIA

www.toniolo.it



PRODUCT NAME

Perbacco Inbriago De Selva

EAN CODE

9800926200081

INTRASTAT CODE

04069069

PRODUCT DESCRIPTION

Cow's milk table cheese ripened for a minimum of 16 months. It is a cheese typical of Treviso province. After a period of ripening, these cheeses are submitted to a treatment called "ubriacatura" (drunkenness) during which the cheese is placed in vats and covered with red wine for a long time. Thanks to this exclusive process, the rind takes on a bark burgundy colour, the paste shows a particular texture and flavor is aromatic, spicy pleasant and inviting. The quality of the wine used in the "ubriacatura" is very important as well as the experience and the secrets of our dairymen.

INGREDIENTS LIST

Cow's milk, salt, rennet, lactic acid bacteria, preservative: lysozyme (from egg).

EXPIRATION DATE AND CONSERVATION

Product shelf life: 90 days. Shelf life on delivery: 83 days.

PACKAGING AND LABELLING

One form per box with "pelures" (paper skin). Label placed on each box.

CERTIFICATIONS

IFS and BRC.

KAMUT ENTERPRISES OF EUROPE

www.kamut.com



PRODUCT NAME

Kamut khorasan wheat

PRODUCT DESCRIPTION KAMUT

Khorasan wheat is an ancient wheat, guaranteed under the Kamut brand to be always grown certified organic, never hybridized or genetically modified and is prized for its nutrition, ease of digestibility, sweet nutty-buttery taste and firm texture. Compared to most modern wheat it has more protein, amino acids, vitamins and many minerals, especially selenium, zinc and magnesium.

CERTIFICATION

Organic.

ALOIS LAGEDER

www.aloislageder.eu

NAME AND DENOMINATION

2015 Porer Pinot Grigio

GRAPES

Pinot Grigio

LAND OF PRODUCTION

Alto Adige, Magrè.

ALCOHOL

14.0% Vol.

ORGANOLEPTIC CHARACTERISTICS

Brilliant straw-yellow colour with a green shimmer. Very aromatic, opulent, uplifted varietal aroma paired with pronounced mineral notes and elegant oak spice. Clean, grapey, full-bodied flavour, quite soft and creamy, refined and with a fresh finish. Remarkably long and aromatic on the palate.

SERVING SUGGESTIONS

Starters, pâtés and terrines, cold meat, all kinds of fish and seafood, white meat and poultry.

SERVING TEMPERATURE

11°-12° C

VINIFICATION

Partly skin contact, soft crushing and pressing of the grapes, spontaneous fermentation and maturation (approximately five months) partly in wooden casks and partly in stainless steel tanks.

AGEING

Under proper storage conditions, this wine may be cellared for 4 to 6 years.

N. OF BOTTLES PRODUCED

60,000 bottles

SIZES

0,75 l

TOTAL ACIDITY G/L

5.2

RESIDUAL SUGAR G/L

2.7

BOTTLE EAN CODE

EU 8000395004012

CERTIFICATION

Demeter



MOLINO DALLAGIOVANNA G.R.V.

www.dallagiovanna.it



PRODUCT NAME

LaNapolitana

INTRASTAT CODE

11010015

PRODUCT DESCRIPTION

LaNapolitana is a flour perfect to create Neapolitan pizzas: for a golden, well developed thick crust, a soft and pliable golden dough.

INGREDIENTS LIST

Soft wheat flour type "00".

EXPIRATION DATE AND CONSERVATION

One year shelf-life. Store in a cool and dry place.

PACKAGING AND LABELLING

1, 5, 10k, 25 kg. All over the world.

CERTIFICATIONS

Iso9001 - BRC - IFS - kosher - organic.

CASA VINICOLA NATALE VERGA

www.verga.it

NAME AND DENOMINATION

Natale Verga - Nero D'Avola Igt

Terre Siciliane

GRAPES

Nero D'Avola.

LAND OF PRODUCTION

Sicily.

ALCOHOL

13,5% Vol.

ORGANOLEPTIC CHARACTERISTICS

Color: ruby red; aroma: spicy; flavor: savory and well structured.

SERVING SUGGESTIONS

Pairs well with red meat.

SERVING TEMPERATURE

16 - 18 °C

VINIFICATION

Fermentation is activated by selected yeasts, is carried out in steel tanks with the cap on top in 14/15 days. This process ends with a 10/15 days maceration.

After malolactic fermentation is complete (December), wine is stored for 3 months.

AGEING

8 months

N. OF BOTTLES PRODUCED

100,000

SIZES

0,75 l

TOTAL ACIDITY G/L

5,6

RESIDUAL SUGAR G/L

5,0

BOTTLE EAN CODE

8000128160466

CERTIFICATION

BRC (AA) - IFS (higher) - IT-BIO-015



SIPA INTERNATIONAL

www.martinotaste.com



PRODUCT NAME

Bio Happy Couscous Mediterraneo

EAN CODE

803294261-1275

PRODUCT DESCRIPTION

"Happy Couscous" is the Martino range of Bio Ambient Ready Meals. It's a dish which contains a spoon and a napkin so it can be used everywhere.

INGREDIENTS LIST

Bio couscous, olives, vegetables.

EXPIRATION DATE AND CONSERVATION

12 months at ambient temperature.

PACKAGING AND LABELLING

Standup dish of 150 g. Languages: Italian, English, French, Spanish.

CERTIFICATIONS

BRC - IFS - kosher - vegan - organic.

SALCHETO

www.salcheto.it

PRODUCT NAME

Obvious Rosso di Toscana Igt 2015

GRAPES

Sangiovese 100%

LAND OF PRODUCTION

Montepulciano (Si), Tuscany, Italy.

ALCOHOL

14% Vol.

ORGANOLEPTIC CHARACTERISTICS

Ruby red color. A red manure fruits nose with an extremely clean and drinkable mouth.

SERVING SUGGESTIONS

Cold cuts, grilled chicken, pasta with tomato sauce and even aperitive.

SERVING TEMPERATURE

18-20°C - 64-68°F

VINIFICATION

Stainless steel only with the underpressure system.

AGEING

4 months in steel; 6 months bottle refinement. Drink trough 5-7 years.

N. OF BOTTLES PRODUCED

20,000

SIZES

0.75 l - 1.5 l

TOTAL ACIDITY G/L

4,75

RESIDUAL SUGAR G/L

1,3

BOTTLE EAN CODE

8032880621121



/ technologies

IOZZELLI MEAT PROCESSING MACHINES www.iozzelli.it

PRODUCT NAME

TCS 150-180 K Compat

STRONG POINTS OF THE MACHINE

TCS Compat automatic grinder is the best grinding solution for fine grinding thanks to its direct feeding inlet ensuring no smearing and tearing. 300 or 350-liter feeding hopper is equipped with an auxiliary feeding arm easing product flow to grinding screw. Available in several executions: 150 and 180 grinding head for Excelsior or Enterprise cutting sets, 18, 22, 30 or 37 kw knives motor power, such a machine meets the needs of both large and small producers.

These machines are equipped with Iozzelli "extermination" grinding system: according to the knives shaft being run this mechanical device turns knives twice as fast (whenever hard meat has to be processed) or at the same speed as a grinding screw (for other kinds of meat). 200-litre column loader, Unger cutting system (160 or 200 mm grinding outlet), variable knives shaft turns by means of power inverter and desinewing device (featuring special cutting systems) are also available on demand.



FIELDS OF APPLICATION

Whenever accurate and high-quality grinding for products such as salami, raw sausages or hamburgers needs to be achieved.

TECHNICAL INFORMATION

Every machine features Iozzelli mechanical gear reducers: a strong warranty of long lasting performances and high reliability.

TRAVAGLINI site.travaglini.it

PRODUCT NAME

Equipment for maturing, drying and conditioning cheese products.

FIELDS OF APPLICATION

Travaglini, a leader in the meat industry, also produces equipment for the aging and maturing of cheese products. Through our professional experience acquired over years of technological development, with the help of our customers all around the world, we can satisfy the production requests of the companies in dairy industry. Specifically: maturing rooms, aging rooms, conditioning rooms.

STRONG POINTS OF THE TECHNOLOGY

Our computerized control and management system, in addition to monitoring temperature and relative humidity, allows: to set predefined programmes; to control the fluid and the environmental temperature; to record the graphical trending of different variables and display on a single screen (temperature, relative humidity, etc.); to verify the exact progression of the entire maturing process.

Furthermore, we have designed a software program for this purpose that allows to monitor and manage system alarms, to collect and graphically displayed the rooms' individual data, remote programming, remote support, and automatic centralised control for better management of energy consumption.

Our equipments are designed to create the best possible result for the product, optimizing the consumption of cold and heat, and sensibly decreasing energy costs. Among our solutions we mention: heat recovery, enthalpy, economizer, high efficiency motors (IE2 - IE3), inverter, direct coupling motor/fan, modulation of cooling and heating valves, hot gas defrost system.



NILFISK www.nilfisk.com



PRODUCT NAME

VHS110 Z22

STRONG POINTS OF THE MACHINE

VHS110 ATEX is a compact explosion proof single-phase industrial vacuum suitable for use in ATEX Zone 22. Equipped with a brushless motor, this model assures high safety standards, together with great performance rates in term of airflow. Moreover it needs less maintenance and is suitable for continuous use. Filtration is another top-feature: the standard model is equipped with a L-class antistatic star filter with a 1 m2 area; absolute filters HEPA14/ULPA15 for the safe collection of toxic dust are available as optional. The innovative PullClean system allows a fast and efficient filter cleaning while the machine is running.

PRODUCTS/FIELDS OF APPLICATION

Bakery and confectionery laboratories.

TECHNICAL INFORMATION

- voltage V 230
- frequency Hz 50
- protection class IP 65
- insulation class F
- rated power kW 1,1
- airflow without hose L/min 3600
- vacuum max kPa 22
- sound pressure level dB(A) 73
- container capacity L 37
- main filter type Antistatic L-class star filter
- main filter area cm2 10.000
- inlet mm 50
- length x width x height cm 56x57x124
- weight kg 42

SIRAP GEMA www.sirapgroup.com



PRODUCT NAME

Sate-T-Fresh

STRONG POINTS OF THE TECHNOLOGY

Fruits, vegetables, gastronomy, bakery, snack, dairy, fish, meat.

FIELDS OF APPLICATION

This is an ideal solution for your product: a universal packaging that can easily be adapted to many products, security provided by the seal, and a unique design that helps stand out on the store shelf.

TECHNICAL INFORMATION

Rectangular - oval - cups containers with different dimensions, also with fork.

SAINI www.sainisrl.it



PRODUCT NAME

Rodogen Pro

PRODUCT DESCRIPTION

The Rodogen Pro, 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, rebalance your protein supply. 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.

Ingredients: sugars (dextrose monohydrate 50% and saccharose), flavours and smoke flavouring, supports: salt, corrective: E331, antioxidants: E301, preservatives: E252 (1,5%) and E250 (1%). Appearance: powder. Color: white-light brown. Odor: odorless.

FIELDS OF APPLICATION

Semifinished based on ingredients and additives for use in the food industry.

TECHNICAL INFORMATION

- coupled aluminum-polythene bag of Kg. 5.
- shelf life: 24 months from the date of production. Store in cool and dry place, in original unopened bags.
- 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.

TECNO BRIANZA BREVETTI www.tecnobrianza.it

PRODUCT NAME

Double Automatic Clipping Machine

STRONG POINTS OF THE MACHINE

Computer-controlled: it adapts to a wide range of products by just changing different selected sequences. Robust construction with stainless components specially treated to withstand the adverse conditions such machine usually work in. Suitable for high productions. Minimum maintenance. Possibility of automatic loops.

FIELDS

OF APPLICATION

The K4-120 is a double automatic clipping machine for high productions that, connected to the filler, close a great variety of sausages in artificial casings to a maximum diameter of 130 mm, using two alluminium clips.

TECHNICAL INFORMATION

- electropneumatic operation with PLC
- electric connection 50Hz 230V - 50Hz 275V
- electric consumption 150 W
- operating pressure: 6 bar
- dimensions: mm 900 x 1510 x 1800h
- net weight: 160 kg



Sirha

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3,045
exhibitors
& brands

725
launches

189,028
professionals,
138 countries

11
activity sectors
on **130,000 m²**

(Source: Sirha 2015)

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