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THE ITALIAN FOOD MAGAZINE

BUYER'S • GUIDE

YEAR 5 - N° 1 • JANUARY 2017



SIRHA 2017
SPECIAL EDITION

SIMPLY
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INTERNATIONAL EXHIBITIONS: A STRATEGIC BUSINESS OPPORTUNITY

Angelo Frigerio

International trade shows are a strategic trade hub for food industry operators. Here are some of the most significant events that professionals must put in their agenda this year. The first one is definitely Sirha in Lyon (21-25 January). With 11 sectors dedicated to food products, equipment and services for professionals, Sirha embodies the global market for the catering, hospitality and food service trades. Scheduled for January also the traditional ISM in Cologne (29 January - 1 February), the world's leading trade fair for sweets and snacks. A successful combination between impulses and innovations, exciting networking, first-class exhibitors and competent visitors. Taking place in conjunction with ProSweets Cologne, the international supplier trade fair for the sweets and snacks industry, ISM represents the entire industrial value chain. We move then to Dubai for Gulfood (26 February - 2 March). In a market valued at more than 5 trillion dollars globally, the business opportunities are vast and the stakes are high. "To grow, you must remain agile, sourcing the latest products from the most competitive suppliers armed with real-time knowledge of industry pricing and forthcoming trends", said the trade show's organizer. "That's why Gulfood is your gateway to new food business in established, evolving and emerging markets. Only here can you access more than 5,000 local, regional and international suppliers from 5 continents during a critical phase in the annual world harvest cycle". Strategic it will also be Foodex Tokyo (7-10 March), the Asia's largest exhibition dedicated to food and beverage across Japan. Over four days, about 77,000 buyers from food service, distribution, and trading companies are expected to attend the exhibition.

We go back to the Old World for ProWein Dusseldorf (19-22 March), the world's leading trade fair for wine and spirits, the largest industry meeting for professionals from

viticulture, production, trade and gastronomy. A few days later, it will be held the 2017 edition of Vinitaly in Verona (9-12 April). A strategic business platform attended by the most important Italian wineries, and not only. Sol&Agrifood and Enolitech are going to be events inside the event: the format of Sol&Agrifood and its initiatives encourage direct contact between producers and trade operators, buyers and catering professionals. Enolitech is an international exhibition of wine-growing and cellar techniques, olive-growing and olive oil technologies. In April it will also take place the very first edition of Cibus Connect, in Parma (12-13 April). "Give you the unique opportunity to meet the Italian and international top buyers, to promote your products in turn key exhibition booths and customized cooking shows, to participate in workshops and not-to-be-missed appointments dedicated to in-depth analysis of the internationalization of the Italian food system," said Fiere di Parma, the show organizer. A few weeks later, Milan will host Tuttofood (8-10 May), the international B2B show dedicated to food & beverage and organized by Fiera Milano. "In just five editions, it has become the perfect showcase for presenting one's products to the national and international markets," according to the organizers.

It will be followed by PLMA in Amsterdam (16-17 May), the most important exhibition for private labels, and by Thaifex in Bangkok (31 May - 4 June), strategic event in Asia and in particular Thailand, Vietnam, Cambodia and Laos. This busy semester will be closed by the New York Summer Fancy Food Show, (25-27 June), probably the most important event for companies willing to enter the US and Canadian markets.

Finally, toward the end of the year, Anuga, the most important trade show on a global scale for the food industry, will take place in Cologne (7-11 October).



Fiere internazionali: un'occasione di business strategica

Le fiere internazionali costituiscono da sempre un momento fondamentale per gli operatori del settore alimentare. Ecco allora alcuni appuntamenti che vale la pena mettere in agenda da subito. Il primo è sicuramente il Sirha di Lione (21-25 gennaio). Con 11 aree espositive dedicate a prodotti alimentari, attrezzature e servizi, Sirha rappresenta l'appuntamento di riferimento per l'industria del catering, dell'ospitalità e della ristorazione. Sempre in gennaio ritorna il tradizionale appuntamento con l'ISM di Colonia (29 gennaio - 1° febbraio), la manifestazione numero uno al mondo per il mercato dolciario e degli snack. Una combinazione vincente di spunti e innovazioni, espositori di primo livello e visitatori di elevato profilo. Un evento che si svolge in contemporanea con ProSweets, fiera internazionale dedicata ai fornitori di macchine e ingredienti per l'industria dolciaria e della panificazione. Ci si sposta poi a Dubai per Gulfood (26 febbraio - 2 marzo). In un mercato il cui valore è stimato in più di 5 mila miliardi di dollari a livello mondiale, le opportunità di business sono pressoché infinite. "Per crescere è necessario rimanere agili, intrattenere collaborazioni con i migliori fornitori e avere un quadro costantemente aggiornato delle evoluzioni del mercato, dei suoi prezzi e dei trend emergenti", sottolineano gli organizzatori della manifestazione. "Per questa ragione Gulfood rappresenta una porta d'ingresso privilegiata, solo qui puoi incontrare più di 5 mila aziende provenienti da cinque continenti". Strategico è poi il Foodex di Tokyo (7 - 10 marzo), forse la più grande manifestazione nel mercato del Far East, e sicuramente in Giappone, destinata al settore food & beverage. Alla quattro-giorni di fiera parteciperanno circa 77 mila buyer; provenienti dall'industria della ristorazione e della distribuzione.

Si ritorna poi nel Vecchio Continente per il ProWein di Dusseldorf (19 - 22 marzo), manifestazione di riferimento per il mercato dei vini e degli spirits, che vede la partecipazione dei principali decision maker del comparto produttivo e distributivo. A distanza di pochi giorni apre in Italia il Vinitaly di Verona (9 - 12 aprile). Un appuntamento strategico che vede la partecipazione delle più importanti aziende vitivinicole d'Italia, ma non solo. All'interno della fiera troviamo Sol&Agrifood e Enolitech, veri e propri eventi nell'evento. Il format e le iniziative di Sol&Agrifood stimolano il dialogo tra produttori e operatori trade, buyer e specialisti della ristorazione. Enolitech, dal canto suo, è l'appuntamento riservato alle tecnologie produttive applicate alla trasformazione di prodotti oleari e dei vini.

Sempre in aprile si apre la prima edizione di Cibus Connect a Parma (12 - 13 aprile). Così lo definiscono gli organizzatori: "Approfittate dell'opportunità esclusiva di incontrare i top buyer italiani e internazionali, promuovere i vostri prodotti all'interno dei vostri stand e cooking show, partecipare a workshop e convegni dedicati all'internazionalizzazione dell'industria alimentare italiana".

A distanza di un mese, a Milano, avrà luogo Tuttofood (8 - 11 maggio), appuntamento b2b internazionale dedicato all'industria del food & beverage organizzato da Fiera Milano, che sottolinea: "In sole cinque edizioni, l'evento si è trasformato in una vetrina d'eccezione per presentare i propri prodotti a un pubblico nazionale e internazionale". A seguire, ad Amsterdam, si terrà Plma (16-17 maggio), evento numero uno al mondo per il settore della Marca del distributore. Si passa poi in Asia, precisamente a Bangkok, dove si terrà Thaifex (31 maggio - 4 giugno), appuntamento strategico per il business agroalimentare in tutta l'area che comprende Thailandia, Vietnam, Cambogia, Laos e dintorni. Si chiude il semestre con il Summer Fancy Food di New York (dal 25 al 27 giugno). Un appuntamento sicuramente significativo per chi intende aprirsi al mercato statunitense e canadese. Nell'ultima parte dell'anno si terrà invece la più importante manifestazione mondiale per il mercato alimentare, l'Anuga di Colonia (dal 7 all'11 ottobre).

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

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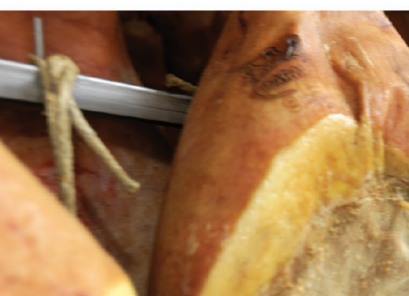
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FERRERO BUYS BISCUITS BRAND DELACRE



The Italian confectionery giant Ferrero has closed the purchase of Belgian biscuit company Delacre. It was United Biscuit - a British subsidiary of Pladis, which is part of Turkish group Yildiz Holding - to sell Delacre to Ferrero for an undisclosed sum. The Italian company will take over all production facilities and retain current management and staff. "This holds a strategic opportunity for Ferrero, which has been struggling to increase its footprint in North America in the face of strong competition from (chocolate) brands Lindt, Mondelez, Godiva and Mars," according to Euromonitor International's analysts.

Ferrero rileva la società belga Delacre



Il gruppo Ferrero ha rilevato i biscotti della società belga Delacre. Nell'ambito dell'operazione, il cui ammontare non è stato ancora reso noto, la divisione Ferrero rileverà tutte le unità produttive e manterrà l'organico dei collaboratori dell'azienda. Delacre fa parte di United Biscuits Group, acquisito alla fine del 2014 da parte del gruppo turco Yildiz. Secondo l'analisi di Euromonitor International, "per Ferrero l'acquisizione di Delacre è strategica: permette di consolidare la presenza negli Stati Uniti e contrastare la fortissima pressione di brand del calibro di Lindt, Mondelez, Godiva e Mars".

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WALMART'S PICK AND FUEL'S NEW CHALLENGE TO AMAZON GO

Walmart and Amazon are in a heated battle to deliver fast, convenient groceries to an increasingly demanding customer base. Walmart, the global largest retail chain, has just inaugurated in Colorado and Alabama a new shopping format called 'Pickup and Fuel': an online grocery order is placed, a pickup time is set, and the groceries are loaded into the customer's car by a Wal-Mart employee. The concept sounds eerily similar to a new kind of store launched by Amazon. Called Amazon Go, the location in Seattle is a pilot project that could roll out to other cities this year. Shoppers who enter the store sign in by waving their smartphone over a reader. Once inside, they can wander through the aisles, picking up items. When they're done, there's no need to line up at a cashier - simply walk out the door, and the company will bill their Amazon account for whatever they have taken with them.

Walmart Pick and Fuel lancia la sfida ad Amazon Go



Walmart, gruppo leader mondiale nella distribuzione, ha inaugurato in Colorado e Alabama due store ibridi basati sulla multicanalità. Lanciando così la sfida ad Amazon, che ha recentemente aperto il primo negozio Amazon Go senza casse a Seattle, per ora riservato ai dipendenti del colosso dell'e-commerce. Walmart intende abbinare i distributori di benzina ai punti di raccolta per i prodotti alimentari ordinati in giornata, insieme a un negozio che offre referenze di uso quotidiano, come panini e snack, con all'interno anche un coffee bar. Si tratta di un formato ibrido ribattezzato Pickup and Fuel, che offre ai clienti la possibilità di fare rifornimento alla propria auto, mentre alcuni addetti si occupano di caricare la spesa.

ITALIAN PORK AND PROCESSED MEATS NOW ALLOWED TO ENTER THE PHILIPPINES



Negotiations, led by the Italian Health Minister in collaboration with Assica (Italian association of meat and salami producers), started in 2015. Now, the Philippines have finally opened their market to Italian seasoned or cooked products made with pork meats and natural casings. Local authorities had come to Italy to make a personal evaluation of processing methods and quality standards. "We couldn't be happier for the decision taken by the Government of the Philippines to open their market to our products," said Nicola Levoni, Assica's president, in a statement. "A market showing a huge growth potential".

Per carni suine e salumi italiani si apre il mercato delle Filippine



La negoziazione era iniziata nel 2015, condotta dal ministero della Salute. Ora è stata ufficializzata l'apertura del mercato filippino alle carni suine, ai prodotti a base di carne suina (stagionati e cotti) e agli involucri naturali esportati dall'Italia. L'iter ha coinvolto da vicino anche Assica (Associazione industriali delle carni e dei salumi) e ha incluso una missione in Italia delle autorità sanitarie delle Filippine. Le autorità del Paese asiatico hanno così potuto verificare direttamente i sistemi produttivi e gli standard qualitativi assicurati dal comparto italiano. "Non possiamo che accogliere positivamente la decisione delle autorità filippine di aprire all'export dei nostri prodotti; siamo convinti che il mercato filippino abbia buoni potenziali di crescita e che, in generale, l'export sia una voce importante per le nostre produzioni", dichiara Nicola Levoni, presidente di Assica.

ITALIAN EXPORTS ARE GROWING IN THE US, LED BY THE FOOD INDUSTRY

In 2016, Italian exports to the US might exceed 40 billion euro, improving the results achieved in 2015 (39.5 billion euro), according to a recent analysis carried out by ExportUsa, company specialized in the sales of Italian products in the US. A positive trend mainly led by the food&beverage industry: exports of food products were up 4.7% in the first nine months of the year, at 1.4 billion euro. Exports of beverage products, instead, increased by 2.3% at 1.2 billion euro (ITA Agency data). The most performing sectors were wine (1.5 billion, +19.8%), olive oil (472 million, +16.8%), cheese (275 million, +18.1%), pasta (256 million, +19.8%), processed meats (38 million, +36%).



L'export italiano, trainato dal food, vola negli Usa



Nel 2016 l'export italiano negli Usa potrebbe superare quota 40 miliardi di euro, migliorando la performance del 2015 (39,5 miliardi). È quanto risulta da un'analisi svolta da ExportUsa, società italo-americana specializzata nella vendita di prodotti italiani in Nord America. Nonostante le molte incognite sul piano internazionale, il trend è positivo, trainato in particolare dal settore food & beverage. L'export dei prodotti alimentari è cresciuto del +4,7% nei primi nove mesi dell'anno, attestandosi a 1,4 miliardi di euro. Per il settore bevande l'incremento è stato del +2,3%, per un volume d'affari di 1,2 miliardi (dati Ice). L'obiettivo dei vari comparti è superare gli ottimi risultati del 2015, anno che ha visto una crescita diffusa, tra gli altri, dei vini (1,5 miliardi, +19,8%), dell'olio (472 milioni, +16,8%), dei formaggi (275 milioni, +18,1%), della pasta (256 milioni, +19,8%), delle carni lavorate (38 milioni, +36%).

GEOVITA GROUP LAUNCHES A NEW RANGE OF INNOVATIVE BRANDED PRODUCTS

The Geovita Group, historical company from the Asti province (Piedmont), will be present on the supermarket shelves of international retail chains with its new range of branded specialties. Partner of some of the most important global brands, the company has now decided to put its long-lasting experience and know-how in the field of grains, rice and pulses processing for the creation of an innovative products' range. "We offer to our clients, active in every sector, the chance to take advantage of products made with cutting edge technologies that enable us to offer very flexible and tailor-made solutions," said Marina Calosso, Ceo at Geovita Group. The offer now includes: pre-cooked grains, available alone or mixed with rice and pulses; a line of ready-to-eat dishes - mainly salads - that can be stored at room temperature and with a shelf life of 12 months; and finally, a range of fast-cooking white 'risotto' ready in 7 minutes. "In addition to these three product innovations we also launched semi-finished products made of tritordeum," she adds, "a new cereal, a cross between durum wheat and a wild barley species, with unique organoleptic and nutritional properties."

Geovita Group lancia sul mercato una gamma d'innovativi prodotti a marchio



Geovita Group, storica realtà produttiva dell'astigiano, sbarca sugli scaffali di tutto il mondo con una nuova proposta a marchio. Già partner di numerosi tra i più affermati brand internazionali, l'azienda piemontese ha deciso di lanciare una ricca gamma d'innovativi prodotti, frutto del suo know how unico nella lavorazione di cereali, legumi e riso. "Ai nostri clienti, qualunque realtà rappresentino, offriamo un lavoro che è frutto d'impianti tecnologicamente all'avanguardia, che ci permettono grande flessibilità quando si tratta di soddisfare esigenze e richieste", spiega Marina Calosso, Ceo di Geovita Group. L'offerta si struttura per ora su tre tipologie di referenze: i cereali precotti, tanto in ricette singole quanto in mix insieme a legumi e riso; poi una linea di piatti pronti istantanei - al momento soprattutto insalate -, stabili a temperatura ambiente e con scadenza a 12 mesi; infine, una gamma di risotti bianchi a cottura rapida: sette minuti. "A queste tre tipologie di prodotti si aggiungono anche tutti i semilavorati con trattamenti termici derivati dal tritordeum", evidenzia Marina Calosso. "Si tratta di un nuovo cereale, una nostra esclusiva per l'Italia, unione tra frumento duro e orzo selvatico. Una referenza assolutamente naturale, che si caratterizza per le sue proprietà nutrizionali, agronomiche e organolettiche uniche".

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“FOOD SERVICE IS OUR MISSION”

From the 21-25 January, Lyon will host the 2017 edition of Sirha. International trade show dedicated to food service and hospitality. Interview with Marie-Odile Fondeur, managing director of the French event.

It will be held in Lyon, from the 21st until the 25th of January, the 2017 edition of Sirha, international trade show attracting professional operators in the Ho.re.ca channel from all over the world. A strategic business hub, where the most significant innovations for the food service and hospitality industry are on display. The show, taking place every two years at the Eurexpo exhibition centre of the French city, also hosts some of the most renowned culinary competitions. In 2015, about 190,000 professionals from 135 countries attended the event, including 19,715 chefs. That visited the booths of more than 3,000 exhibitors from 26 countries, divided into 11 categories. We talked about market evolutions and the forthcoming edition of Sirha 2017 with the show's managing director, Marie-Odile Fondeur.

What can you tell us about the 2017 edition of Sirha?

It is going to be a huge event dedicated to food service, in all its facets: from catering to collective food service including high-end gastronomy. As organizers, our goal has always been that of increasing the show's profile at every edition. This is proved also by the many contests taking place during Sirha: the Bocuse d'Or finals and the Coupe du Monde de la Pâtisserie; the International Catering Cup and the Coupe de France de la Boulagerie. Competitions enjoying a global recognition, that have strongly contributed to what has become a long-lasting trend: the attention paid to cooking by global media, that has led to an evolution also in our trade show.

How?

With the passing of time, we have realized that food service is a continuing source of innovation for this industry. Chefs are artistic and imaginative professionals, that work side-by-side with operators in the food industry and suppliers of technologies and machineries for the sector.

What kind of innovations will you present form



Marie-Odile Fondeur

an organizational point of view?

In order to experience Sirha at its best, there will be an area called 'Food Studio': a place dedicated to culinary experimentation and innovation where the trade show's partner will present their 'concept food' - future-oriented prototypes - to the 200,000 visitors that are going to attend the show. In addition, the 'Sixième Sens' will be a real multi-concept restaurant featuring all the latest innovations in cooking, that will put on stage the most original ideas in the food service, also in terms of menus and furniture.

Which are the main trends that are going to shape the food service of tomorrow?

There is a growing attention toward design and how products are presented. But the healthy trend is becoming increasingly important too. For final consumers, indeed, appearance and organoleptic properties of food products are becoming key selection criteria. Needs that all operators in this industry are now called to meet.

Is the event going to pay special attention toward these new trends?

Definitely. We have conceived specific routes, from organic to vegan, passing through vegetarian, Km 0 and free-from products. Professionals coming to Sirha can check the web page of the trade show and - through MySirha or the dedicated App - will have the chance to personalize their own itinerary, selecting the sectors they are more interested in.

What about the buyers' incoming activity, instead?

A work carried out in partnership with Business France. Many b2b meetings between companies have already been planned, and we are pretty sure that the offer of our 3,000 exhibitors will be able to meet all demands. Sirha is a unique innovation hub: just think that about 85% of the new products launched during the show remain on the market until and beyond the following edition of the show.

Il food service è la nostra missione



Dal 21 al 25 gennaio, a Lione, andrà in scena Sirha 2017, salone mondiale della gastronomia e dell'industria alberghiera che richiama operatori professionali della ristorazione da tutto il mondo. Un appuntamento internazionale di riferimento, per il canale e non solo, in cui andare alla scoperta delle ultime tendenze alimentari del food service. All'ultima edizione, sono stati 189.028 gli operatori professionali, da 135 Paesi, che hanno visitato Sirha, tra cui 19.715 chef. Più di 3mila gli espositori, da 26 nazioni, per 11 settori merceologici rappresentati. Degli ultimi trend del canale, di Sirha 2017 e del perché non mancare assolutamente a Lione, ne abbiamo parlato con Marie-Odile Fondeur, direttrice generale della manifestazione.





Con 11 settori dedicati a prodotti alimentari, attrezzature o servizi per i professionisti del food service e dell'ospitalità, Sirha rappresenta la piattaforma di riferimento per eccellenza nel mondo della ristorazione e dell'industria alberghiera. Dopo il successo registrato con l'edizione 2015, cui hanno preso parte 190mila professionisti, le aziende del comparto si preparano a vivere un'edizione ricca di spunti e soluzioni, dove la parola d'ordine sarà una soltanto: innovazione. Una dote che da sempre caratterizza le aziende del Bal Paese. Le quali, ancora una volta, saranno in prima linea, a Lione, per presentare le loro ultimissime novità. Qui proponiamo un 'assaggio' del meglio che il nostro Paese ha da offrire al mondo della ristorazione nella sua accezione più ampia. Prodotti di alta qualità e che offrono un elevato contenuto di servizio. A essere rappresentate in questa 'anteprima' non solo le aziende che prenderanno fisicamente parte alla manifestazione, ma anche tutte quelle che, quotidianamente, si impegnano per sostenere l'immagine del 'made in Italy' nel mondo.

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Innovation will be a key driver during the forthcoming edition of Sirha, the French trade show dedicated to food service and hospitality. Here, we present a preview of the new products launched by some of the most original and future-oriented Italian food & beverage companies.

With 11 sectors dedicated to food products, equipment and services for professionals, Sirha is the real global hub for the catering, hospitality and food service trades. After the striking success achieved by the exhibition during its previous edition in 2015, when it welcomed an impressive 190,000 professional visitors, companies active in the sector are getting ready for an event rich in ideas and solutions, where there will be one undisputed key word: innovation. A field where, as everybody well knows, Italian companies have proved to stand out. Once again, in Lyon, they will be in the front line to present their latest new products. Here, we show you just a 'taste' of the best that our country has to offer to the world of food service in its widest extent. High quality products characterized by an equally high process content. Not only the companies that are actively taking part to the show are showcased in this 'preview', but all those companies that every day strive to support and protect the image of 'made in Italy' worldwide.



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/ sirha 2017 – product innovation preview

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PALADIN PREMIUM MOZZARELLA 1 KG

Appearance: internal white and external without rind.

Consistency: fibrous. Smell: slightly sour; fresh. Taste: mild, slightly sour.

Conservation
Chilled < 8°C



CASEIFICIO BUSTI 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. The careful selection of milks and the working methods have not changed over the years.

IL FRESCOVERDE

Il Frescoverde belongs to the special family called 'Le Delizie', characterized by the combination of our pecorino and traditional ingredients carefully selected from authentic areas of production. Inspired by ancient medieval traditional methods, once matured the Frescoverde is treated with extra virgin olive oil and sprinkled with a mix of aromatic herbs, such as rosemary, mint, sage, savoury, basil and coriander, from the organic company Principio Attivo in Carrara. The crust is entirely edible.

Expiration date and conservation
120 days. Cool and dry place
International certifications
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CASEIFICIO ABBASCIANO www.abbasciano.it



Our first mozzarella production dates back to January 1957. Our production structure allows us to be very competitive with prime quality products and potentially able to satisfy almost any kind of request.

MOZZARELLA FOR PIZZA

Our mozzarella for pizzas is the result of the progressive evolution of the classic mozzarella, adapted to the increasing needs of the pizzerias and their request for a product with specific characteristics: easy to cut and to spread onto the pizza, with a specific humidity level and optimal stretchability when melted.

Expiration date and conservation
Shelf-life: 20/30 days. Store in refrigerator at +1/+4°C
International certifications
HACCP and soon IFS.

CASEIFICIO SOCIALE MANCIANO www.caseificiomanciano.it



This Cooperative Agricultural Society was born in 1961 from the desire of 21 local farmers with the aim of valorizing the production of sheep's milk within the Maremma region. Today the Cooperative counts about around 330 producers of sheep and cow's milk over 11 cities in the province of Grosseto and two in the province of Viterbo.

PECORINO TOSCANO PDO HALAL

The rind is smooth and it has a straw-yellow colour. The paste is white, compact, with small and irregular eyes. The scent reminds milk, butter and vegetable smells. The taste is sweet, never salty. The weight is 2kg about.

Expiration date and conservation
210 days.
International certifications
BRC, IFS, Halal, Accredia certified interna lab, Organic.

BOTALLA FORMAGGI www.botallaformaggi.com

Our company, located in the quiet pristine alpine hills surrounding Biella in Piedmont, was created in 1947 and since the 1980s has been owned and managed by the Bonino family. It is the policy of our company to use only high quality raw materials and craft each cheese form with great care.



BOTALLINI SOTT'OLIO

Wonderful box which contains pieces of cheese in 4 different flavors. Available in two different weight: 150 g and 950 g.
Expiration date and conservation
65 days from packaging date. Keep in a cool dry place.

CASA RADICCI www.casaradicci.com

Casa Radicci's history started 50 years ago when the Radicci family moved from Apulia to Piedmont, linking the ancient dairy tradition with the best raw material: the piedmontese milk.



FRESH AND HOMOGENIZED RICOTTA CHEESE

Our homogenized ricotta cheese is the ideal filler for every recipes like pastry, sweets and baked pasta (cannelloni, lasagna, ravioli...). Our fresh ricotta cheese, which is the result of the artisanal treatment of whey and milk proteins, is very sweet and soft, a real pleasure to eat on its own.

Expiration date and conservation
Homogenized ricotta cheese: 45 days. Fresh ricotta cheese: 16 days. Conservation: 0°/+4°C
International certifications
BRC, IFS, Organic

CASEIFICIO GIORDANO www.caseificiogiardano.it

Caseificio Giordano in Oleggio (Novara) is specialized in the production of cow's milk mozzarella and buffalo milk mozzarella and other string cheese, all available in different sizes and packaging for the Horeca sector. It uses only 100% Italian milk coming from Piedmont and Lombardy.



MOZZARELLA FIOR DI LATTE JULIENNE

Mozzarella cheese for pizza with high service content produced according to the Italian dairy tradition with white colour and good milk flavour for to the best pizzas Italian style.

Expiration date and conservation
Shelf life 30 days, store in a refrigerator at 4°C
International certifications
IFS, BRC.

CASTAGNA DISTRIBUZIONE ALIMENTARE www.castagnasrl.com

Located in the Verbano-Cusio-Ossola area with its forty years of experience, the company has long embraced the modern spirit in favor of the large and medium distribution and specialist dealer, while maintaining the old traditions. Another cornerstone of the company is customer service with a wide range of typical products of various high-quality regions of Italy.



MONTAGNE

Cheese with thin and reddish crust. The paste is pale yellow to white-milk, the variations are related to the pasture. The texture is mushy, soft and melting on the palate. Widespread eyes, rounded and uneven; the flavor is sweet and delicate.

Expiration date and conservation
60 days. Store at 8-12°C

BRIMI – CENTRO LATTE BRESSANONE www.brimi.it

In 1969 the small dairy cooperative of Sciaves/Schabs and the dairy producer of Bressanone/Brixen from South Tyrol merged, giving birth to the Centro Latte di Bressanone/Milchhof Brixen – Brimi. Today, Brimi is one of the most important producers of mozzarella on the national market and beyond.



BRIMI MOZZARELLA FIOR DI LATTE

Fresh cheese of diced format (2500 g) made from pasteurized cow-milk through renneting.

Expiration date and conservation
Shelf-life: 28 days, guaranteed shelf-life at delivery: 19 days. Transport and storage: 0°C/+6°C
International certifications
BRC, IFS, CsQa.

CASEIFICI www.withoutlactose.com

Blending tradition and innovation, our company Caseifici created 'Libera', a lactose free mozzarella (<0,01%). Our cheese is suitable for lactose intolerant who don't want to give up the pleasure of eating dairy products. We are very proud to disclose our lactose free Burrata.



LIBERA BURRATA

Lactose free Burrata 200 g is a handmade product, a mozzarella filled with stracciatella (lactose free cream and mozzarella strings), typical from Apulia Region. It is wrapped in a colored leaf, keeping the traditional packaging of this product who was wrapped in leaves of asphodel.

Expiration date and conservation
Shelf life: 21 days. Keep refrigerated: +4°C
International certifications
Cermet ISO 22000.

CASEIFICIO LONGO www.caseificiolongo.it

Caseificio Longo loves tradition and genuine tastes with a real passion towards the art of producing cheese. Quality is guaranteed by the use of natural ingredients and the care put in every production. A 60 years old history of cheese making born in the beautiful Canavese Piedmont valleys.



TOMINO DEL BOSCAIOLO

Italian grill cheese, strictly for cooking.
Expiration date and conservation
30 days. Keep refrigerated between 0 and + 4°C
International certifications
IFS, BRC.

CASEIFICIO MAREMMA DI SPADI FORTUNATO & C. www.caseificiomaremma.com

Caseificio Maremma was established in 1966, in the heart of Tuscany, by the will of its founder Spadi Fortunato, who today manages the company together with his family.



PECORINO SENESE

Pecorini, mostly fresh, are characterized by a definite taste and structure, encased in a smooth paste of white color. This enchanting young cheese has a sweet and delicate flavor; it loses this quality during ripening in favor of a more intense and complex taste that gives it a surprising aromatic complexity.

Expiration date and conservation
105 days from packaging.
International certifications
ISO9001:2008, Halal, Organic.



CASEIFICIO TADDEI

www.caseificiotaddei.it

Caseificio Taddei is located in Fornovo San Giovanni, a small town in the plains south of Bergamo (Lombardy). Today, Massimo Taddei represents the fourth generation of this family-run dairy that, over the years, has specialised in the production and ageing of cheeses tied to the local tradition.



TALEGGIO DOP

Straw-coloured white and compact paste, thin and soft under-rind with naturally pink tones. Flavour: characteristic and slightly acidic, with an aftertaste of truffle, produced and seasoned by hand, by our company. Weight approx. 2.2 Kg.

Expiration date and conservation

Shelf Life: 65 days. Store between 0/+7°C

TANELLI ELIO

www.tanelli.it

Artisan company specialized in processing and packaging of conventional cheeses, PDO and organic cheeses.



SPECIALITALY

Hard Italian cheese with 100% Italian milk, grated and 1/8 vacuum sealed.

Expiration date and conservation

180 days. Store at +6/+8°C

CENTRALE DEL LATTE D'ITALIA

www.easygelato.it

Centrale del Latte d'Italia is a private company, specialized in the production and direct sales of fresh and long term milk, cream and other dairy products. Today, we work closely with 161 carefully selected Italian farms and bring together 4 important milk brands: Tapporosso from Turin, Mukki from Florence, Latte Tiggulio from Genoa and Centrale del Latte di Vicenza.

EASY GELATO

Long storage liquid mix for ice cream (ready in few minutes). Traditional recipe for professional use, in several flavours.

EasyGelato is a highly innovative product to make real, traditional Italian ice cream.

Expiration date and conservation

From seven to ten months (related to the flavour item). Storage: keep in a cool, dry place; after the opening, store in refrigerator from 0°C to +4°C and use before 4 days.

International certifications

UNI EN ISO 9001:2008, UNI EN ISO 22000:2005, BRC, IFS, UNI CEI EN ISO/IEC 17025:2005, BS OHSAS 18001:2007, UNI EN ISO 14001:2004, ISO 50001:2011, Organic IT BIO.



GRA-COM

www.gra-com.it

Gra-Com is located in Castelfranco Emilia (Modena), Italy. Today, it is one of the most modern and efficient companies in the Italian cheese market for the production of conventional and organic butter.



BUTTER

White-yellow color; creamy consistency; delicate flavor.

Expiration date and conservation

120 days, storage temperature 1°/6°C

FRASCHERI

www.frascheri.it

Frascheri is a dairy company that produces mainly milk and cream, both fresh and UHT with long shelf life. "Fresh milk everyday" is the slogan of a company that has been in business for over 50 years.



ARIANNA WHIPPING UHT CREAM

Available in two different versions: the Arianna Whipping UHT Cream "5 star" 38% fat and the Arianna Whipping UHT Cream special for whipping machines 35% fat.

Expiration date and conservation

180 days from production.

International certifications

UNI EN ISO 9001.

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



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DALTER ALIMENTARI www.dalter.it

Dalter Alimentari, founded in 1978, is leader in the fresh grated and portioned cheese packaging sector for foodservice, food manufacturing and retail channel. The range of cheeses includes PDO and typical cheeses from Italy and abroad. Dalter Alimentari has enriched its range introducing new cuts such as flakes, shavings, fillets, cubes, nuggets and many new packaging innovations such as the single serving tubs and the refillable cheese graters.

PARMIGIANO REGGIANO SHAVINGS

This handy and easily stackable tray holds 500 g of Parmigiano Reggiano cheese cut in large shavings (5,5 by 5,5 cm), packaged without drying processes in a protective atmosphere. It represents a valid alternative to the bag format and preserves the product more effectively during transport.

Expiration date and conservation

Shelf-life: 90 days. Store between +2/+8°C

International certifications

BRC, IFS.



F.LLI OIOLI www.oioli.it

Flli Oioli was founded in 1973 and is specialized in the production of high quality sweet Gorgonzola PDO, coupled with a lower production of spicy Gorgonzola and organic Gorgonzola.



GORGONZOLA PDO DOLCEARIANNA ORO

Gorgonzola is a raw white pulp cheese veined by green streaks (erborination). Whole cheese has a cylindrical shape, white pulp with veined green streaks, soft consistency, characteristic smell, in the variety known as 'sweet' flavor; is tasty tends to the delicate.

Expiration date and conservation

60 days from packaging (45 days for slices), store at a temperature not higher than 4°C.

International certifications

BRC, IFS, UNI EN ISO 9001.

GRANAROLO GROUP / CIPF CODIPAL www.granarologroup.com

The Granarolo Group is the most important milk supply chain in Italy, based on an integrated system of production, where the entire process is controlled and managed in close collaboration with the best local producers, with 15 facilities throughout Italy and 6 abroad.



MASCARPONE LONG LIFE GRANAROLO

With Granarolo's Mascarpone Long Life 500 g you can enjoy original Italian mascarpone all over the world. 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.

Expiration date and conservation

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

DIANO CASEARIA www.dianocasearia.com

Diano Casearia operates by four generations in the dairy field. Born like a family business, the company represents today one of the biggest sites in the south of Italy.



PROVOLA AFFUMICATA

It's compact, elastic and very soft, with a tender flavour that can be combined with any kind of dish as appetizers, salads or snacks. It can be consumed even by itself, just baked or grilled.

Expiration date and conservation

21 days. Keep refrigerated at +2/+4°C.

International certifications

IFS, BRC.

GRUPPO FORMAGGI DEL TRENTINO – LINEA TRENTINGRANA www.formaggidel trentino.it

The Formaggi del Trentino Group, including Trentingrana Line and Traditional Line, is coordinated by a Central Commercial Office, which manages sales and marketing at both levels of small retail and large distribution networks. It offers a wide range of cheeses which includes, besides Trentingrana other excellent cheeses from Consortium dairies.



GRATED TRENTINGRANA

Available in a 1000 g sachet, it is ideal for the catering sector: ready for use and highly practical. Trentingrana is a hard mountain cheese born in Trentino, its unique organoleptic qualities, fragrance and balanced flavour make it a cheese suitable for all uses, most appreciated for its sweetness.

Expiration date and conservation

It must be stored in the refrigerator for a period shown on the packaging.

IN.AL.PI. www.inalpi.it / www.inalpigroup.it

Inalpi is an Italian company that operated in the dairy sector. Quality and safety are the values upon which the company's activity. Inalpi produces all its products with milk of alpine origin and the stables are located in Piedmont, between the provinces of Cuneo and Turin. The current product range is divided into two segments: the industry line - traditional and clarified butter, milk powder (smp and wmp) - and the retail line - traditional butter and clarified butter into pats, processed cheese in slice and spreadable cheese in portions, mozzarella, grated cheese. The Tower of Sprayatura Inalpi is the first and still only plant in Italy for the pulverization of milk.



CLARIFIED BUTTER

It is obtained by reversing the phase of the Italian milk cream, obtained by centrifugation and subsequent concentration.

Expiration date and conservation

6 months after the date of production and refrigerate.

International certifications

IT 01 83 CE, UNI EN ISO 9001, FSSC 22000, BRC, IFS.

CASEIFICIO DEFENDI LUIGI www.caseificiodefendi.it

A family owned cheese company that began in 1865 the production and ripening of traditional soft PDO cheese. Later specialized in buffalo cheese and today in lactose free cheese too.



BAFFALO BLU

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. Winner of two gold medals at the International Cheese Awards 2016 in Nantwich (U.K) as the Best Buffalo Blue cheese and awarded by the International School of Italian Cuisine Alma Caseus and by Onaf - the National Organization of Cheese Tasters - and Slow food. Available 6 kg/3 kg/1,5 kg.

Expiration date and conservation

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

International certifications

BRC, IFS, FDA.

IGOR www.igorgorgonzola.com

Igor is a firm shaped on the life of a family, just like other case histories of Italian entrepreneurship. The Leonardi family has been running the company with an entrepreneurial outlook while preserving the excellence of its products over time to fulfill the needs of consumers.



GORGONZOLA DOLCE GRAN RISERVA LEONARDI

Gran Riserva Leonardi is a Premium Gorgonzola characterized by a sweet flavor and intense aromatic nuances: the proud result of a dedicated craftsmanship and careful selection.

Expiration date and conservation

59 days. Storage: 4 ± 2 °C

International certifications

ISO, BRC, IFS.

LATTERIA SOCIALE MANTOVA www.lsmgroup.it

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



GRATED GRANA PADANO

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. One of the most successful articles is the fresh grated Grana Padano 100 g in the Doypack aluminium resealable bag.

Expiration date and conservation

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

International certifications

BRS and IFS, Haccp, CsQa, Ica, Halal, Kosher.





MONTANARI & GRUZZA

www.montanari-gruzza.it

The company has a strong connection with the Emilia region, its history and its centuries-old traditions. The company has invested in typical milk cattle breeds such as the Reggiana Red Cow and the Bruna Alpina one, cattle varieties whose distinctive features create an aromatic Parmigiano Reggiano PDO cheese that we let age long to make it intense in taste and offer the consumer all the complexity and typical values of a deep cultural history.



INFINE BURRO "ENFIN BEURRE" FOR FINE COOKING

Premium butter created for high standard chefs made with selected fine Italian cream collected in the area of Parma and Reggio Emilia. Bright white colour, intense cream aroma and very delicate flavour of just drawn milk. Ideal for all cooking preparations, especially pastries and cakes, but also to be served raw as appetizer.

Expiration date and conservation
shelf life 5 months. Store at 1°/6°C

Certifications
ISO 9001:2008, BRC, IFS, Organic CCPB.

PEZZETTA

www.pezzetta.it

Although almost 90 years have passed, our work and our products have preserved their high quality. Markets and tastes have changed, raw materials are varying and our products evolve, while maintaining their artisanal character and exquisiteness. In order to be able to propose a range of high quality dairy products to satisfy the demands of today's market, in 2009 we opened a dairy in Ovaro, situated at an altitude of 525 m, in the heart of Alta Carnia.



BLU RAMANDOLO

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.

Expiration date and conservation
6 months. Conservation: +4°C

CASEIFICIO PEZZANA 2

www.pezzana.it

For 70 years, Caseificio Pezzana has used its innovation and creativity to come up with unique specialty products, interpreting the traditional recipes of the Piedmont region in new ways, using new formats and handy packagings to arouse the curiosity and the palate of the ever more discerning modern consumer.



SPADELLINO

Our small tominos are the kids favourite yet also loved by adults. Their small size, plus the ease and speed of cooking, make them the perfect meal to be enjoyed by all family.

Expiration date and conservation
30 days at storage temperature from 0 to 4°C
International certifications
IFS, BRC, ISO 22000, ISO 22005.

ZAPPALA'

www.zappala.it

Zappalà was born in 1973. At the beginning, it was only a small artisan dairy business. Nowadays, it is one of the most important Italian companies in the dairy sector. Thanks to a huge production capacity divided in 3 product-specialized plants, it is the widest Sicilian cheese supplier for the Italian retail market and in more than 20 world countries.



I MAGNIFICI

A range of traditional Sicilian sheep and goat's milk cheeses made exclusively with sheep's and goat's milk from Sicilian pastures. Thanks to their versatility, they are ideal both as cold starters and as grated cheese to flavour delicious dishes.

Expiration date and conservation
Shelf life: 120 days. Store between +4/+6°C
International certifications
BRC, IFS.

follow

Trinketto®

The original candy drink for children.

No colourings / gluten free



Easy-open cap

for a safe and independent use

100% manufactured in-house

Quality under control
from the content to the container



BUREAU VERITAS Certification

Shape and colours

Highly attractive to children

100% ITALIAN PRODUCT

Trinketto is present in more than 60 countries in the world. It generates a high product turnover in all distribution channels.



www.trinketto.it

We are delighted to invite you to

ISM

Cologne
29.01.2017
01.02.2017
Hall 11.2 Stand: C060

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20 WAYS

www.twentyways.co.uk

20 Ways Ltd is based in London. It was born to spread the Italian 'Gusto' and it serves the hospitality sector across the UK, with its supreme line of authentic Italian products.

SWEET PISTACHIOS CREAM FROM BRONTE

Our 'Pistachios Cream' is a sweet treat to your breakfast. It is a special selection of pistachios pure paste that can be spread on a toasted bread to kick off your day. Pastry chefs, restaurants as well as caterings, uses it as a very special filling or topping. Excellent with either ice cream or dark and white chocolate, pistachios cream is loved by people from all over the world.

Expiration date and conservation

Shelf life: 18 months. Keep refrigerated after opening.

International certifications

Halal (pending).



BISCOTTIFICIO ROSSI

www.biscottificiorossi.it

Since 1960 we have been producing Biscuits of Novara, Biscuit with milk, Torcetti and Meringue.

BISCUIT WITH MILK

Biscuit dry, milk-based with a high nutritional value, ideal for Italian Breakfast and snack.

Expiration date and conservation

10 months.

International certifications

IFS.



DOLCIARIA ACQUAVIVA

www.dolciariaacquaviva.it

Dolciaria Acquaviva, Neapolitan company that since 1979 produces and distributes bakery products in Italy and abroad, has a purpose: to create unique products that are attractive to the market. The best raw materials, the continuous monitoring of the quality standards of process and products, attention to changes in habits and tastes of consumers, are features that led us to get more and more approvals in the field of bakery products, in Italy and abroad.

TIFFANY BLACK & WHITE

A 90 grams dumpling which is a lovely explosion of taste and happiness: the unique shape, the funny little stars of sugar and soft hazelnut cream and white chocolate give Tiffany Black & White a unique and inimitable taste.

Expiration date and conservation

8 months. Store at -18°C

International certifications

IFS, BRC, ISO 9001, ISO 14001, Vegan Certification, FDA.



FORNO MIOTTI

www.fornomiotti.com

Established more than 80 years ago, in Campodarsego (Padova) by Cesare Miotti, Forno Miotti is now run by his grandsons Ferdinando and Luca Tabaschi, that continue producing baked goods with the same care and passion of the past.



MINITARTS

Portion of 50 g in a convenient tray for a split use without crumbs: shortbread with jam rich. In four flavors: apricot, strawberry, blueberry and hazelnut.

Expiration date and conservation

Store in a cool and dry place (20 °C ± 5). Best before end 6-8 months.

International certifications

IFS, BRC.

ANTICA GELATERIA DEL CORSO

– FRONERY ITALY

www.anticagelateriadeltorso.com

Our history began in an elegant café in Parma. It was the early 19th century, and to everyone it was a fashionable meeting-place in which to taste excellent gelato to the music played by a small orchestra. Each flavour was a symphony, hiding a secret note within: the creaming technique. A true art that, together with a great gelato-making tradition, gave each flavor its legendary creamy character. That tradition lives on today as an essential part of our history, the history of Antica Gelateria del Corso.



IL TARTUFO CIOCCOLATO

Chocolate ice cream and egg cream ice cream covered with cocoa.

Expiration date and conservation

18 months at a storage temperature of -18°C.

CALLIPO GELATERIA

www.gelateriacallipo.com

Callipo Gelateria is a company producing premium Gelato and sorbets made with high quality fresh Italian milk and cream, and with the best raw materials obtained in their lands of origin. Specialties: tartufi, desserts, cakes and bulk products intended for all distribution channels.



OVAL ORANGE SORBET

Creamy and delicate, this Oval Orange from Calabria sorbet maintains the natural freshness of this citrus fruit. It is characterized by a fresh and intense flavour deriving from the high percentage of pure orange juice used in the recipe. Gluten-free. This product does not contain hydrogenated fats and GMO ingredients.

Expiration date and conservation

36 months. Store at -16°C.

International certifications

BRC, IFS, FDA.

EUROSNACK FORNO DAMIANI

www.fornodamiani.it

Eurosnack, owner of the brand Forno Damiani, started up 75 years ago. Nowadays the company is experiencing a remarkable and decisive industrial boost, with a focus on the high quality of products and the constant assortment enrichment.



CROCCANTELE

Oven baked savory snacks.

Expiration date and conservation

12 months, store in a dry cool place.

International certifications

BRC, IFS, Halal.

SOCADO

www.socado.com

Socado is a confectionery food company that operates in the world of chocolate since the early '70s. Socado produces pralines in gift boxes and bags, chocolate bars, spreads, semi-finished chocolate based products for the confectionery industry, seasonal products and Easter eggs.



DOLBLOC

Dark chocolate with 50% cocoa, ideal for making many mouth-watering recipes, divided into manageable 100g cubes to facilitate the calculation of the portions.

Expiration date and conservation

24 months.

International certifications

ISO22000, BRC, IFS, Smeta4Pillars, on demand we can also produce Rspo, Utz, Fairtrade certified products.

AKELLAS

www.monks.it

Akellas is the confectionery company which launched Monk's balsamic candies in 1954. In doing so it combined the tradition of the age-old recipe with high quality, carefully selected ingredients, the experience of skilled professionals and the efficiency of cutting-edge technology. In addition to Monk's balsamic candies, Akellas also offers candies made with and without sugar.



FARFALLINA

Assorted Fruit Mini candies (1 gram) in 5 flavours.

Expiration date and conservation

Store in a dry place at room temperature for 3 years.

CERRI

www.lattecerri.it

Founded in 1870 in Buronzo-Piedmont (60 km from Turin), specialized in dairy products, dessert, soft ice cream, pastry and restaurant cream.

UHT ICE CREAM READY TO USE

Typically Italian ice cream, high quality.

Expiration date and conservation

8 months.

International certifications

Organic, Halal.



EUROVO

www.nonna-anita.it

Eurovo is a leading company in the egg's sector that keeps a keen eye on the well-being of its hens through the control of all the steps of the production chain. Eurovo grants a complete range of innovative products, liquid and frozen eggs, egg powders, Lysozyme from barn, free-range, organic farms. And it has introduced the new brand Nonna Anita, a range of cake mixes, spray, creams, alcoholic flower and innovative topping for whom want make home-made cakes quickly and easily.



TIRAMISÙ CREAM

The powder preparation for Tiramisù Cream 'Nonna Anita' ensures perfect results easily in a few minutes. For the preparation all you need is 375 g of dairy farmers pure cream, a bowl and a mix whisk; without baking. It contains barn eggs and is gluten, palm oil, hydrogenated fat and preservatives free.

Expiration date and conservation

24 months, store at ambient temperature.

International certifications

Gluten free.

FRACCARO SPUMADORO

www.fraccarospumadoro.it

Founded in 1932 in Castelfranco Veneto, Pasticceria Fraccaro specialized in the preparation of naturally-leavened cakes: panettone, focaccia, pandoro, colomba. The expertise and care applied during the production process were key ingredients for success and they still are today. In the last 15 years Fraccaro Spumadoro decided to create a completely organic patisserie line: Pasticceria Fraccaro Bio.



PANFRUTTONE

Our greatest classic goes large: a leavened dough, very similar to the panettone dough, with raisins, candied orange peels, amaretto frosting and sugar grain.

Expiration date and conservation

Best before: 6 months from the date of production. Keep cool and fresh.

International certifications

IFS.



G7 www.g7gelati.it

G7 is an Italian family company established in 1958 and based in Bologna, that produces traditional Italian Gelato, organic Gelato in 100% compostable packaging and lactose-free Sorbets for retail and foodservice in different sizes.

PGI HAZELNUT GELATO

Hazelnut Gelato prepared with fresh high quality whole milk (60%), PGI Piedmont Hazelnut paste (10%) and decorated with whole roasted PGI Piedmont Hazelnuts. Our Gelato tubs are hand-filled and hand-decorated. Gluten free. The product does not contain GMO or GMO derived ingredients.

Expiration date and conservation

24 months from production date. Storage: keep at .18C°. Do not refreeze after defrosting.

International certifications

ISO 9001:2008, FSSC - ISO 22000, IFS HL.

GRANBON www.granbon.it



With a strict and careful selection of ingredients, Granbon guarantees high quality finished products. Always researching on new flavors, its intent is to pursue a food quality policy while keeping an affordable cost to the public.

LE BRUSCHETTE

Slices of crunchy toasted bread in various flavors. Oven baked, not fried. Available with extra virgin olive oil, with rosemary, with garlic and basil, with tomato and basil, speck and black pepper flavored, with sesame seeds, with turmeric and ginger. 750 gr pack.

Expiration date and conservation

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

International certifications

IFS v. 6.

GHIOTT DOLCIARIA www.ghiott.it



Ghiott Dolciaria is one of the main confectionery companies that produces traditional Tuscan pastries since 1953. The company is located in the Chianti region, central Italy and distributes its products also in whole Europe, North America and far east.

SINGLE-WRAPPED GHIOTTINI CANTUCCINI

Ghiottini Cantuccini have been baked with passion since 1953 and since that time the recipe has never been changed: we still make them only with fresh and quality ingredients, without preservatives or colourings. The Ghiottini are also available in the single-wrapped packaging to be sold in the Ho.re.ca. market.

Expiration date and conservation

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

International certifications

BRC, IFS.

GRISSIN BON www.grissinbon.it

Grissin Bon has been operating for over 60 years in the production and marketing of bakery products such as breadsticks and toast rusks. Grissin Bon has five manufacturing plants, one in Canada. The company works with many different sales channels such as wholesalers, retailers, independent sellers, large retailers, large-scale retail trade and catering. Grissin Bon produces private labels for the most important national and international large-scale retail trade.

FAGOLOSI CLASSICI RISTORANTE

The Fagolosi are made with wheat flour and enriched with the flavour of olive oil and a light salting on the surface. The accurate manufacture and the careful choice of cooking times make Fagolosi friable and crisp. To enjoy the fragrance of Fagolosi in convenient portions in classic flavour, or with rosemary or with sesame seeds. Available in 480 g packs.

Expiration date and conservation

180 days. Do not expose to heat. Store in a cool dry place.

International certifications

BRC, IFS.

ELLEDI www.elledi.com

Elledi is a company focused on confectionery products. Currently consists of two factories and 160 employees with a yearly turnover of 50 million euros. The Company holds a large products portfolio such as shortbreads, ladyfingers, tarts as well as doughnuts, but the core business is the wafers production which represents nearly the 75% of the total turnover.



POKER WAFER 45g

45g wafer portions in a special Horeca box. In 5 flavours: cocoa, hazelnut, vanilla, cappuccino and lemon.

Expiration date and conservation

12 months.

International certifications

Halal and Kosher.



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CORNER BEEF



PORK RIBS



BEEF RIBS



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HAUBIS www.haubis.at

We are a family owned company in the 6th generation. Our range consists of approx. 350 pre-proofed ready-to-bake-products, pre-baked products, frozen products and gluten-free-products. 35% of our production is certified organic.



BUFFET-GOURMET-BREADS

The perfect bite-size offered for breakfast and seminar-snacks.

Expiration date and conservation

Deep-frozen, 12 months validity.

International certification

Organic certification by SGS-Austria, IFS, Halal, AMA certification.

AMARELLI FABBRICA DI LIQUIRIZIA DI FORTUNATO AMARELLI & C. www.amarelli.it

Amarelli's history finds its real and metaphorical origins in the wonderful Region of Calabria. Old records testify that the Amarelli's family was interested in the roots of a particular plant which grew wild along its wide latifundia since the sixteenth century: liquorice. In 1731 Amarelli established a 'concio', one of the first pre-industrial organization in order to extract the juice of this beneficial plant. So, shiny, black liquorice was born for children's pleasure and for everyone who enjoyed eating a very natural product.



LIQUORICE EXTRACT

Brown powder; uniform, impalpable, and soluble dry; intense aroma, well balanced typical liquorice.

Expiration date and conservation

3 years.

International certifications

ISO, Rina.

PUGLIA SAPORI www.pugliasapori.com

For 25 years, Puglia Sapori has been specialized in production of conventional, gluten free and organic snacks.



TARALLINI SNACK GLUTEN FREE WITH EXTRA VIRGIN OLIVE OIL

Typical bakery product with an amber-golden brown color. Available in a 30 g bag.

Expiration date and conservation

9 months. Store in a cool, dry place, away from light and heat.

International certifications

BRC, IFS

CDM FOOD www.cdmfood.it

Located in Puglia, Pugliamementari is a symbol of the best Apulian traditional bakery since 1987, with a wide range of typical bakery products. All of our products are suitable for catering and sector Horeca.



LINEA SNACK

A range of products in practical sizes designed for catering and the Horeca. First for salted snacks we have Tarallini made following the traditional Apulian recipe, available Traditional or with Fennel seeds from 40 g or in packs of 250 g. We also have Quadrotti with bacon taste and with potatoes and rosemary taste, and Stuzzichini with Fennel seeds or with pizza's taste, both in sizes from 40 g or available in packs of 250 g.

For the sweet palates we have the Fagottini line, products of fine Italian pastry which are bundles of pastry stuffed with cacao-hazelnut, apricot jam and apple jam in single-serving packs of 30 g or available in the six-pack of 180 g.

Expiration date and conservation

12 months.

International certifications

ISO 9001, IFS.

A.D.R - AZIENDE DOLCIARIE RIUNITE www.sassellese.it

The company history has always been strictly bound with the beautiful area in which we live. Starting from the name, a tribute to Sassello, a green area of the Ligurian Apennines that claimed its confectionery vocation since the mid nineteenth century with the handmade production of the traditional Amaretto Morbido.



SOFT AMARETTI OF SASSELLO

Baked confectionary product. Amaretto has a rounded shape with chapped upper surface, it is soft with typical almond taste.

Expiration date and conservation

Shelf life 6 months. Keep in a cool and dry place, away from sunlight.

International certifications

ISO 9001, Standard IFS and BRC, environmental ISO 14001.

MONTEBOVI www.montebovi.com

Montebovi has always been committed in producing high quality products. The research of the right ingredients is one of the essential steps in the creation and preparation of simple and genuine products.



MINIONS

Cocoa Biscuits with 6 vitamins, iron and calcium.

Expiration date and conservation

18 months.

PESCARADOLC www.falconedolciaria.com

Founded in 1997, the company is specialized in the confectionery industry. We manage to combine the modern needs of the snack with the traditional taste of our land. We brought America into Italy preserving the tradition of the classic Cookies but using an all-Italian recipe.



COOKIES

Falcone's cookies are inspired by the classic American cookies with the addition of an all-Italian touch. Palm oil free.

Expiration date and conservation

12 months.

International certifications

BRC, IFS.

ROBERTO INDUSTRIA ALIMENTARE www.robertoalimentare.com

Since 1962 Roberto Alimentare has been producing bakery products by using natural and high quality ingredients, made through a careful processing method. The range includes bread, breadsticks, snacks and a vegan line.



CROCCHINI BREADSTICKS

Tasty, crispy and light, with an irresistible aroma that combines with the appetising flavor of rosemary in a recipe that is ideal for snacks and aperitives. Available in a 350 g bag with 10 single servings.

Expiration date and conservation

300 days. Store in a cool and dry place.

VALLEDORO www.valledorospa.it

For more than 60 years Valledoro has been a leading manufacturer of high quality baked products such as Breadsticks and salted snacks of several shapes and flavours. Our products are divided into 3 main lines: Food service, Delikatessen and Family Packs.

SATINÉ BREADSTICKS

The new breadsticks with an original shape and taste. With extra virgin olive oil to make them more tasty and crunchy. HoReCa pack of 240 g.

Expiration date and conservation

8 months. Store in a cool and dry place.

International certifications

BRC, IFS, ISO 9001:2008



CIOCCOLATO LA MOLINA www.lamolina.it

La Molina is a Tuscan company dedicated to the production of the finest artisanal chocolate. The name 'La Molina' has distant roots. Riccardo Fattori, the Tuscan artist who coined it and who designed the company branding and packaging, wanted to pay tribute to "Molina", the nickname of the personal chocolate maker of Maria Theresa of Habsburg (or of Austria), wife of Louis XIV, the Sun King.



ONCE UPON A TIME

Milk gianduia with whole hazelnuts and 'Flor de sal' from Portugal. 1.1 lbs. This product may contain traces of various nuts, peanuts, sesame, cereals with gluten and eggs.

Expiration date and conservation

18 months. Store in a dry place (16°C-18°C).

International certifications

FDA.

NUTKAO www.nutkao.com

Nutkao, founded in 1982 by Giuseppe Braida, produces spreads and semi-finished products for the confectionery industry. The company has grown over the years to become an international leader in the production of spreads in the Private Label sector. Moreover, it plays a significant role in the Italian market of semi-finished products for the confectionery industry.



FOOD SERVICE LINE

The classic hazelnut spread or white cream spread with market leading quality, through diligent sourcing of our raw materials and traditional processing methods. All our spreads are gluten free, Rspo and Kosher certified. This line, dedicated to food service providers, is a line of spreads and creams in formats designed to satisfy the needs of bakeries, ice cream parlours, hotels, pastry makers, crêperies and yogurt shops.

Expiration date and conservation

18 months.

International certifications

RSPO and Kosher.

RUGGERI www.ruggerishop.it

Ruggeri is an Italian company, founded in 2004, that commercializes special flours, yeasts, bread and cake mixes which meet the needs of those who love genuine food. Ruggeri's products contain natural ingredients only. Well-performing, easy to use and versatile, they are perfect for all uses.



ACTIVE SOURDOUGH WITH WHEAT GERM

It's a dried sourdough yeast: when added to any kinds of flour, it increases their organoleptic qualities. It improves the fermentation and the development of the dough, intensifying the aroma and making the final product lighter, more friable and digestible. It replaces brewer's yeast and it's perfect for bread, pizza, focaccia, breadsticks, crackers.

Expiration date and conservation

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

TONITTO 1939 www.tonitto.com

Tonitto has a long experience in Italian ice cream manufacturing. In the business since 1939, its commitment to a refined, classic recipe has lately brought the company to become one of the most appreciated wholesales firm in Italy.



BAG IN BOX

Bag in box 5 Lt helps your business: with a single gesture you can now craft an authentic Italian ice cream in 20 different flavours. Our mixtures are finished and ready to use: just defrost it. There is nothing else to add: no water, no milk, no other semi-finished ingredient.

Expiration date and conservation

12 months. Store in a cool, dry place. Once the package is opened, the ice-cream mixture should be used quickly and stored in a refrigerator at +4°C.

International certifications

BRC, IFS, UTZ, BIO/ORG (raspberry sorbet).

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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.



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Fax +39 051 6708866
info@prosciuttificiomontevecchio.it



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ALCAR UNO www.alcaruno.it

Alcar Uno was established in the late fifties in Emilia Romagna, a land where the art of producing cured meats dates back thousands of years. To achieve the best result, we combine traditional knowledge with constant innovation and technology improvements, in order to maintain high quality standards for all of our products.



DRY CURED HAM DEBONED ALL NATURAL

Dry cured ham deboned seasoned 10 months all natural, without preservatives.

Expiration date and conservation

TMC 180 days. Conservation +2°/+7°

International certifications

IFS, BRC.

CARNESI www.bioalleva.it

To call yourself an organic advocate is not enough; you have to really believe in it. For Bio Alleva, it has never been just a fashion, but a true vocation: producing organic meats and salamis to bring the real pleasure of quality to your table, the complete range: organic beef, pork, poultry.



BRESAOLA

Bresaola is a cured meat from beef. Salted and maturing in 21/45 days. The anatomic cut used is the topside, one of the most valuable cuts of the animal thigh.

Expiration date and conservation

90 days vacuum pack. Conservation: ≤ 4°C

International certifications

Organic, IFS, Halal.

ERMES FONTANA www.fontanaermes.it

Fontana Ermes is an Italian company specialized in production of Parma Ham and all traditional Italian charcuterie air-dried and cooked such as Salami, Coppa, Pancetta Bresaola. Founded by Mr. Ermes in 1959, the company has always been managed with dedication and passion by the Fontana family. Mr. Ermes began his business salting and curing 17 hams, today it counts over 400,000 pieces.



CURED PARMA HAM

Parma Ham is an all-natural product made from only two ingredients: pork leg and sea salt. To become Prosciutto di Parma, the pork legs have to be specially selected, salted and cured for at least 12 months.

Expiration date and conservation

180 days.

International certifications

OHSAS 18001, UNI EN ISO 9001:2008, UNI EN ISO 22005:2008, UNI EN ISO 14001, UNI EN ISO 22000:2005, ISO 50001, BRC, IFS, Organic, Gluten free, JAS CCPB, EMAS.

SALUMIFICIO PEDRAZZOLI www.salumificiopedrazzoli.it



Salumificio Pedrazzoli, born in 1951, is today a leading producer of organic and traditional meats. It is a closed loop company, a structure unique in its kind, where farming, slaughtering and processing are truly integrated and of Pedrazzoli's property. All our products are made without milk-by products as milk flours, lactose and gluten. Furthermore, our Primavera line does not use preservatives.

IL DOSSO SAN DANIELE RAW HAM 20 MONTHS

The typical characteristic of the San Daniele ham is its fiddle shape and the trotter in the far end of the leg. It is obtained from fresh 100% Italian heavy pork meat and production is limited only to the natural borders of San Daniele. After 3 months in resting cells, prosciutto San Daniele is seasoned for 14 months. The San Daniele Dosso of the Q+ line has a longer ripening period of 20 months. Weight with the bone is kg 11, without bone (from kg 9/10).

Expiration date and conservation

12 months with bone, 180 days without bone.

International certifications

BRC, BIO, IFS, JAS.

BOMBIERI www.salumificiobombieri.it

An idea, a project, an enterprise, a family. Carlino Bombieri, his wife Antonietta and later their children, have given life and value to their long-standing experience and passion with the birth of Bombieri. Their commitment: to produce supreme quality cooked hams and a wide variety of typical cut meats in the respect for Italian traditions and to deliver them to your table.



FESA DI TACCHINO AL FORNO NAZIONALE "NATIVA" ROLLÈ SV

Produced with topside national turkey choice and skinny. It is cooked in the steam oven at high temperature that enhance the flavor of the spices. After cooking and packaging, it is pasteurized in order to exalt the aromatic characteristics, quality and guarantee its food security and conservation.

Expiration date and conservation

Shelf life: 150 days from the date of packaging. Storage: between +1°/+4°C

International certifications

ISO 9001:2008, BRC, IFS.

CESARE FIORUCCI www.fioruccifood.it/en

With a tradition stretching over 150 years, Fiorucci's philosophy of innovation and attention to details has made one of the favourite consumer brands in Italy, known for its quality and handmade character. We believe in our values like respect for diversity, entrepreneurship, fairness and teamwork. With this spirit we are able to give only the best of Italian salumeria and cold cuts to all our consumers.



ROSTELLO

The most famous Roast Ham in France: steamed and browned in the oven at high temperature using the noblest part of the pork with natural flavorings to obtain slices crunchy flavorful and fragrant.

Expiration date and conservation

100 days for the bulk version and 30 days for the sliced version. Conservation at +2/4°C.

International certifications

IFS, BRC, ISO 9001:2008, Haccp.

GABBA SALUMI www.gabbasalumi.it

The Gabba Salumi activity began over 50 years ago. We produce and commercialize regional processed meats as well as the entire range of the national cured meat traditional products, manufactured in the most prestigious laboratories.



SALAME 'NATURELLO'

Small salami low of salt. In comparison to our traditional salami we reduced by 30% the contain of salt (chloride of sodium) in order to offer the healthier version of salami and, at the same time, to maintain its original organoleptic characteristics. Sacked in natural bowel, the product does not contain gluten and derivatives of the milk.

Expiration date and conservation

90 days of the date of production.

SCHERZERINO www.scherzerino.it

The story of La Rocca family and Scherzerino has been handed down from father to son. Everything started in 1940s with Scherzerino's grandfather, a butcher and selected livestock. Then it was up to his son Antonio and today it is a lively, young company thanks to the work of Scherzerino's successor and his dedicated, qualified staff.



LOMBO NERO SCHERZERINO

This delicacy is made from Nero Casertano, an autochthonous breed of black pig, with the adding of whole wheat sea salt, Moscato wine from Noto Achantus, herbs and spices. Seasoning: 12 months. Weight: about 8-10 kg.

Expiration date and conservation

180 days. Store in a cool and dry place away from direct sunlight.

ALIMENTARI RADICE www.alimentariradice.com

The origins of Alimentari Radice date back to the end of the Second World War in Meda, a small town in the green Brianza, a few kilometers far from Milan. The company is specialized in the manufacturing of a wide range of gastronomic specialties, processed meats and meat-based products.



ROAST BEEF 'ENGLISH-COOKED'

Anatomical shaped product, obtained from beef silverside, salted, chumed, hand-tied and oven baked; after the cooling is packed under vacuum. OGM free, gluten free, allergens free.

Expiration date and conservation

50 days. Don't puncture the package, store at a refrigeration temperature between 0°C/+4°C, once the packaging is opened, keep the product refrigerated and consume it within 2/3 days.

COMAL INDUSTRIA ALIMENTARE www.comalsrl.it

Since its founding in 1980, Comal has focused on the production of cooked ham, from the choice of selected raw material to packaging, reaching levels of excellence in terms of quality and sales.



FETTA FACILE

2 kilos high quality cooked ham in 5 flavours: classic, smoked, with herbs, with peperoncino and with truffle.

Expiration date and conservation

Shelf life 180 days. 120 days from delivery.

International certifications

IFS, BRC.

F.LLI GALLONI www.galloniprosciutto.it

Fratelli Galloni has been producing high quality Parma ham since 1960. Our method is still artisanal, and starts from an extreme care in the selection of raw materials. Salting is carried out by hand, seasoning is made mainly with natural air and is much longer than average.



PARMA PROSCIUTTO IN BARRIQUE (BONE-IN)

This Parma Prosciutto ends its aging into fine red wine barrels. After 18 months of seasoning it remains in this old barrels for additional 4 months. The wine yeast enriches the meat generating a special and delicate flower savour for an extraordinary taste experience.

Expiration date and conservation

To be stored in a cool and dry place, preferably at < 20°C.

International certifications

UNI EN ISO 9001:2008, IFS, BRC.

GELLI SALUMI www.gellisalumi.com

Gelli Salumi, specialized in production of cured meats of fine quality, offers a wide range of pork salami, such as the Flinocchiona (fennel salami) PGI, the traditional Tuscan salami, the unique salami with our local onion, the PDO Tuscan ham, wild boar salami and sausage, truffle salami and sausage, and many other products strongly tied to the Tuscan farming tradition.



WILD BOAR SALAMI

This medium grinding salami is made by wild boar and pork meat, and finely spiced with pepper and garlic, as usual in Tuscan tradition. Curing time: 30-40 days. Available in 3 kg, 1,5 kg, 500 and 200 g size, unpackaged or vacuum packed.

Expiration date and conservation

Best before: 180 days from packaging date. To keep between 0 and +18°C, if vacuum packed between 0 and +12°C.

International certifications

IFS, BRC.



LIMONTA PROSCIUTTI

www.dolcevalleprosciutti.com



Limonta Prosciutti, in the heart of Brianza, is exclusive distributor for Prosciutto Dolcevalle, produced in Langhirano, in the heart of the typical area of Prosciutto di Parma, in the plant owned by the Limonta family, and founded in 1976.

PROSCIUTTO DI PARMA DOLCEVALLE 'SELECTION 18 MONTHS' PDO S/O PIATTO

The secret of Prosciutto Dolcevalle is a combination of two ingredients: the selection of the best meats by skilled artisans and traditional processing methods. Seasoning 18 months. Weight kg 9.

Expiration date and conservation

Boned 180 days. Store in a refrigerated room <50,0°F

International certifications

UNI EN ISO 9001:2008.

COOPERATIVA PRODUTTORI SUINI PRO SUS

www.prosus.it

Pro Sus is a cooperative of pig producers with 60 member breeders, completely belonging to the agricultural world. We process only pigs born and reared in Italy following the strict protocols of the PDO Parma and San Daniele circuits. This ensures a complete traceability of the meat, from the breeding to the consumer's dish.



BREADED LOIN CUTLET

The breaded cutlet derives from the anatomical cut of the pork loin. We produce two kind of breaded cutlet: raw and IQF frozen, packed in carton boxes of about 5 kg. we also produce pre-cooked breaded cutlets, fried in sunflower oil, IQF frozen and then packed in 2.5 kg carton boxes.

Expiration date and conservation

365 days from production date.

International certifications

IFS, BRC, sanitary authorization for export to USA and Japan.

SALUMIFICIO CAMPIDANESE 'SU SARTIZZU'

www.susartizzu.com



In Monastir, a sunny and quiet village 20 Km from Cagliari, the passion for the good cookery has been transformed into an art which is handed on from father to son. Still today, the Salumificio Campidanese Su Sartizzu preserves antique family recipes to produce salted-meat delicatessen with a unique and inimitable taste.

MUSTELA

From the adult full-grown pork counterfillet, flavoured and aged for as much as 50 days, is obtained Mustela, a typical product of Sardinia having a sweet yet slightly peppery flavour. Presented in pieces weighing about 1,500 gr or in packaged pieces.

International certifications

CEE, export CE, Haccp.

SALUMIFICIO SOSIO

www.labresaoladebaita.it



The company history starts in Semogo, in Alta Valtellina, in the early 1950s. Thanks to the care and ability of our granny, a new little first production of bresaola was started and with it also the story of our brand. Today there are two plants: Chiuro, that is dedicated to production and Semogo that instead is perfect for seasoning.

BRESAOLA DE 'BAITA' (AIR DRIED CURED BEEF)

Produced with the choice loin cut, the excellent selection of beef leg, the Bresaola De 'Baita' distinguishes itself in every sense: to the taste, because

it is distinctive and delicate in flavour and to the sight, for the way of keeping its natural and homogeneous red colour on the slice; to the smell, thanks to the secret recipe, which is prepared with and to the touch, for its firm and evenly soft texture, result of a careful drying and seasoning process. Weight 2,1-4 kg. Since 2011 the company's products range has extended with the De 'Baita' Halal certified Bresaola.

Expiration date and conservation

Expiration: 90 days from packing date. Keep cool: +2/+4°C

SALUMIFICIO MOTTOLINI

www.mottolini.it



We have been producing bresaola since 1986 in Poggiridenti, Valtellina. We started our company for passion, in a unique place that has been dedicated to agriculture, viticulture and the production of high-quality cured meats since its origins. Bresaola Mottolini is synonym for quality.

BRESAOLA GRAN GUSTO

From the beef's leg muscle and thanks to a handcrafted production following Valtellina traditions, we obtain a product with an intense but harmonic taste and a hard and elastic consistency. Bresaola Gran Gusto is perfect for the Ho.Re.Ca sector.

ROBUSTELLINI

www.robustellini.com

The company's activity dates back to 1949, in Grosotto, in high Valtellina, thanks to the initiative of our beloved grandfather Pietro. His suggestions helped us to grow and move to Nuova Olonio, in a new a modern factory, where perfectly matching handicraft mastery with the latest production systems we can guarantee products of unique and constant quality for our customers.



BRESAOLA DELLA VALTELLINA PGI PUNTA D'ANCA 'BLACK LABEL'

The Black Label Bresaola is only manufactured with high quality selected beef meats virtually with no fat, processed according to the strict PGI procedural guidelines and undergoing a long seasoning cycle. Weight is about 3,2 Kg whole piece.

Expiration date and conservation

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

International certifications

PGI, BRC, IFS.

SALUMIFICIO MARCHISIO

www.salumificiomarchisio.com

Salumificio Marchisio is an Italian, family-run company, founded in 1958 and based in Pianfei, in Piedmont. We produce a whole range of gluten free, high quality cured meat products.



MARCHISIO SALAMI WITH BLACK TRUFFLE

We make salami with black truffle following our classical recipe for the best Marchisio salami: to the traditional mixture of selected meat and spices, we add black truffle in flakes. Salami with black truffle is stuffed in natural bowels in Turista size (about 280 gr).

Expiration date and conservation

Store up to six months in a dry and cool place. Ideally, it should be hanged in air to let it 'breathe'.

SALUMIFICIO SORRENTINO

www.salumisorrentino.com

Salumificio Sorrentino was founded in 1982 by an outstanding artisan, Marino Sorrentino, a cured meat master. This art was handed down to his son Giovanni and the young grandchildren Marino and Oreste.

SPIANATA PICCANTE

Typical product with a flat shape ('spianata'), wrapped in synthetic casing with a selected lean and belly meats. Very spicy taste, size 2.5 kg.

Expiration date and conservation

6 months. Store in a cold and dry place.

International certifications

IFS, BRC.



MARTELLI SALUMI

www.martellinaturalmente.it

Founded in 1959 from a small slaughterhouse of farming tradition, the Martelli Group is made up of seven producing units pertaining to two different companies. Combined together, these develop a complete productive cycle: from pig-farming to slaughtering, from the processing and distribution of the fresh meats, to the production of cooked and cured hams.



ROSEMARY HIGH QUALITY COOKED HAM

Rosemary high quality cooked ham is a roasted hand-tied ham, which is oven-cooked on a grill and hand-processed in line with the best tradition. A delicate blend of crushed spices and herbs is added during cooking.

Expiration date and conservation

165 days, refrigerate between +1/+4°C.

International certifications

USDA, BRC, IFS.

LENTI RUGGER

ww.lenti.it

Since 1935 Lenti is a family-run Italian company with four generations of expertise in cooked ham and roasts production, keeping the focus on our traditional workmanship together with a modern organization, technology and innovation.



ITALIAN BEEF CARPACCIO

Select Italian beef top inside round (punta d'anca), slow marinated and gently massaged to tenderize the meat. Expert seasoning and gentle drying maintains the fragrance and tenderness of this product, ideal to enjoy on its own or dressed with a drizzle of extra-virgin olive oil. Less than 3% of fat.

Expiration date and conservation

Shelf life: 60 days. Storage temperature: 0/+4°C

International certifications

BRC, IFS, Gluten, lactose and casein free, no added Glutamate and Polyphosphates.

SALUMIFICIO MENATTI

www.menatti@menatti.com

Not only the use of selected meat, but also a special care in the processing and production of the Valtellina cured meat, enable us to offer to our customers a wide range of products with an exclusive and exquisite flavor.



CARPACCIO DI BRESAOLA

Typical product from Valtellina, obtained from the finest beef leg cuts.

Expiration date and conservation

60 days.

International certifications

IFS.

SALUMIFICIO ROSSI – CA' DI PARMA

www.salumificiorossi.it
www.culaccia.com

The Rossi's family tradition as producers of cured meats dates back to the 19th Century, when they produced their products in a small shop in the centre of the town of Fontanellato. Today, the family is in its sixth generation.

CULACCIA

Culaccia is an exclusive product of Salumificio Rossi. Only the legs of full-grown, Italian-bred pigs are used, actually the same kind as the ones used to produce the consortium regulated parmesan prosciutto. It is one of the few cured meats that does not contain any preservatives. Whole size pieces of 5-6 kg in weight, also available in half size: 2,5-3 kg.



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THE GLOBAL AND ITALIAN TRADE

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
JANUARY	Sun 1	Mon 2	Tue 3	Wed 4	Thu 5	Fri 6	Sat 7	Sun 8	Mon 9	Tue 10	Wed 11	Thu 12	Fri 13	Sat 14	Sun 15	
FEBRUARY	Wed 1	Thu 2	Fri 3	Sat 4	Sun 5	Mon 6	Tue 7	Wed 8	Thu 9	Fri 10	Sat 11	Sun 12	Mon 13	Tue 14	Wed 15	
								FRUIT LOGISTICA (BERLIN) www.fruitlogistica.de								
						PRODEXPO (MOSCOW) www.prod-expo.ru/en									BIOFA	
MARCH	Wed 1	Thu 2	Fri 3	Sat 4	Sun 5	Mon 6	Tue 7	Wed 8	Thu 9	Fri 10	Sat 11	Sun 12	Mon 13	Tue 14	Wed 15	
	www.gulfood.com							VIRGINIA WINE EXPO (RICHMOND) www.virginiawineexpo.com								
	SPS-SIAF (GUANGZHOU) www.spsinchina.com							EXPO ANTAD & ALIMENTARIA MEXICO (GUADALAJARA) www.alimentaria-mexico.com			TASTE (FLORENCE) www.pittimagine.com/corporate/fairs/taste					
								FOODEX JAPAN (TOKYO) www.jma.or.jp/foodex/en								
APRIL	Sat 1	Sun 2	Mon 3	Tue 4	Wed 5	Thu 6	Fri 7	Sat 8	Sun 9	Mon 10	Tue 11	Wed 12	Thu 13	Fri 14	Sat 15	
									VINITALY (VERONA) www.vinitaly.com							
				PROFOOD TECH (CHICAGO) www.profoodtech.com								CIBUS CONNECT (PARMA) www.cibusconnect.com				
												WINE & GOURMET (TOKYO) www.wineandgourmetjapan.com				
MAY	Mon 1	Tue 2	Wed 3	Thu 4	Fri 5	Sat 6	Sun 7	Mon 8	Tue 9	Wed 10	Thu 11	Fri 12	Sat 13	Sun 14	Mon 15	
		SIAL CANADA (TORONTO) www.sialcanada.com						FOOD&HOSPITALITY (JOHANNESBURG) www.foodandhospitalityafrica.co.za		MACFRUT (RIMINI) www.macfrut.com						
				INTERPACK (DÜSSELDORF) www.interpack.com					TUTTOFOOD (MILAN) www.tuttofood.it							
								PROWINE ASIA (HONG KONG) www.prowineasia.com								
JUNE	Wed 1	Fri 2	Sat 3	Sun 4	Mon 5	Tue 6	Wed 7	Thu 8	Fri 9	Sat 10	Sun 11	Mon 12	Tue 13	Wed 14	Thu 15	
	WORLD OF FOOD SERVICE (BANGKOK) www.world-of-food-service.com						SIAL ASEAN (MANILA) www.sialasean.com									
		GOOD FOOD & WINE SHOW (MELBOURNE) www.goodfoodshow.com.au					MAFBEX (MANILA) www.worldbex.com/event/mafbex									
		THAIFEX-WORLD OF FOOD ASIA (BANGKOK) www.worldoffoodasia.com									MONDIAL DU FROMAGE (TOURS) www.mondialdufromage.com					
				IDDBA 17 (ANAHEIM) www.iddba.org												
JULY	Sat 1	Sun 2	Mon 3	Tue 4	Wed 5	Thu 6	Fri 7	Sat 8	Sun 9	Mon 10	Tue 11	Wed 12	Thu 13	Fri 14	Sat 15	
														GOOD FOOD & WINE S		
AUGUST	Tue 1	Wed 2	Thu 3	Fri 4	Sat 5	Sun 6	Mon 7	Tue 8	Wed 9	Thu 10	Fri 11	Sat 12	Sun 13	Mon 14	Tue 15	
SEPTEMBER	Fri 1	Sat 2	Sun 3	Mon 4	Tue 5	Wed 6	Thu 7	Fri 8	Sat 9	Sun 10	Mon 11	Tue 12	Wed 13	Thu 14	Fri 15	
			SPECIALITY FINE FOOD FAIR (LONDON) www.specialityandfinefoodfairs.co.uk			ASIA FRUIT LOGISTICA (HONG KONG) www.asiafruitlogistica.com					SIMEI (MUNICH)					
											WORLDFOOD (MOSCOW) www.world-food.ru				ANNAPOORNA WORLD	
								SANA (BOLOGNA) www.sana.it								
								GIDA - WORLDFOOD (ISTANBUL) www.worldfood-istanbul.com			FINE FOOD AUSTRALIA (SIDNEY) www.finefoodaustralia.com.au					
OCTOBER	Sun 1	Mon 2	Tue 3	Wed 4	Thu 5	Fri 6	Sat 7	Sun 8	Mon 9	Tue 10	Wed 11	Thu 12	Fri 13	Sat 14	Sun 15	
		POLAGRA FOOD (POZNAN) www.polagra-food.pl									ANUGA (COLOGNE) www.anuga.com		EAST AFRIPACK (NAIROBI)* www.eastafripack.com			
NOVEMBER	Wed 1	Thu 2	Fri 3	Sat 4	Sun 5	Mon 6	Tue 7	Wed 8	Thu 9	Fri 10	Sat 11	Sun 12	Mon 13	Tue 14	Wed 15	
	GULFOOD MANUFACTURING (DUBAI) www.gulfoodmanufacturing.com												PLMA (CHICAGO) www.plmainternational.com			
							ANDINA - PACK (BOGOTÁ) www.andinapack.com							FHC CHINA (SHANGHAI)		
DECEMBER	Fri 1	Sat 2	Sun 3	Mon 4	Tue 5	Wed 6	Thu 7	Fri 8	Sat 9	Sun 10	Mon 11	Tue 12	Wed 13	Thu 14	Fri 15	
											SIAL MIDDLEEAST (ABU DHABI)					
						WINE2WINE (VERONA)* www.wine2wine.net										

■ FOOD ■ ORGANIC ■ WINE ■ TECHNOLOGIES
✱ DATES TO CONFIRM



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MADE EXHIBITION'S CALENDAR

Sede legale: Via Pini, 57/a - 43126 Parma (PR) • tel. +39 0521 940053 - fax +39 0521 980599
Sede operativa: Via Nebulina, 43 - 28047 Oleggio (NO) • tel. +39 0321 93366 - fax. +39 0321 93356
Sermedia USA: 70W. Madison Street 3500 Three First National Plaza Chicago, Illinois - USA 60602

www.sermedia.com • info@sermedia.com

5	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
	Mon 16	Tue 17	Wed 18	Thu 19	Fri 20	Sat 21	Sun 22	Mon 23	Tue 24	Wed 25	Thu 26	Fri 27	Sat 28	Sun 29	Mon 30	Tue 31
						SIRHA (PARIS)	www.sirha.com							VINISUD (MONTPELLIER)	www.vinisud.com	
				FOOD HOSPITALITY WORLD (MUMBAI)	www.fhwexpo.com		WINTER FANCY FOOD SHOW (SAN FRANCISCO)							ISM-INTERNATIONAL SWEETS AND BISCUITS FAIR (COLOGNE) www.ism-cologne.com		
			MARCA (BOLOGNA)	www.marca.bolognafi.re.it		SIGEP (RIMINI)				www.sigep.it				PROSWEET (COLOGNE) www.prosweets.com		
5	Thu 16	Fri 17	Sat 18	Sun 19	Mon 20	Tue 21	Wed 22	Thu 23	Fri 24	Sat 25	Sun 26	Mon 27	Tue 28			
	IIDE (MUMBAI)			BOSTON WINE EXPO (BOSTON)							GULFOOD (DUBAI)					
BIOFACH (NUREMBERG)				www.biofach.de												
5	Thu 16	Fri 17	Sat 18	Sun 19	Mon 20	Tue 21	Wed 22	Thu 23	Fri 24	Sat 25	Sun 26	Mon 27	Tue 28	Wed 29	Thu 30	Fri 31
				IFE (LONDON)			www.ife.co.uk									
				PROWEIN (DUSSELDORF)	www.prowein.de											
				PRO2PACK (LONDON)		www.pro2pac.co.uk										
5	Sun 16	Mon 17	Tue 18	Wed 19	Thu 20	Fri 21	Sat 22	Sun 23	Mon 24	Tue 25	Wed 26	Thu 27	Fri 28	Sat 29	Sun 30	
	AIFE (BEIJING)		www.en.aifoode.com				FOOD AFRICA (IL CAIRO)		www.foodafrica-expo.com							
5	Tue 16	Wed 17	Thu 18	Fri 19	Sat 20	Sun 21	Mon 22	Tue 23	Wed 24	Thu 25	Fri 26	Sat 27	Sun 28	Mon 29	Tue 30	Wed 31
	SIAL CHINA (SHANGHAI)		www.sialchina.com				SPS IPC DRIVES (PARMA)		www.spsitalia.it							
	PLMA (AMSTERDAM)		www.plmainternational.com				LONDON INTER. WINE FAIR (LONDON)		www.londonwinefair.com						THAIFEX	
						IRAN AGRO FOOD (TEHERAN)		www.iran-agro.com/iranagro.html								
5	Fri 16	Sat 17	Sun 18	Mon 19	Tue 20	Wed 21	Thu 22	Fri 23	Sat 24	Sun 25	Mon 26	Tue 27	Wed 28	Thu 29	Fri 30	
	IFE CHINA (GUANGZHOU)		www.ifechina.com								SUMMER FANCY FOOD SHOW (NEW YORK)					
				VINEXPO (BORDEAUX)		www.vinexpobordeaux.com		GOOD FOOD & WINE SHOW (SIDNEY)		www.goodfoodshow.com.au		AFRICA'S BIG SEVEN EXPO (JOHANNESBURG)		www.africabig7.com		
5	Sun 16	Mon 17	Tue 18	Wed 19	Thu 20	Fri 21	Sat 22	Sun 23	Mon 24	Tue 25	Wed 26	Thu 27	Fri 28	Sat 29	Sun 30	Mon 31
	GOOD FOOD SHOW (PERTH)		www.goodfoodshow.com.au													
5	Wed 16	Thu 17	Fri 18	Sat 19	Sun 20	Mon 21	Tue 22	Wed 23	Thu 24	Fri 25	Sat 26	Sun 27	Mon 28	Tue 29	Wed 30	Thu 31
					ANUTEC (NEW DELHI)		www.foodtecindia.com									
5	Sat 16	Sun 17	Mon 18	Tue 19	Wed 20	Thu 21	Fri 22	Sat 23	Sun 24	Mon 25	Tue 26	Wed 27	Thu 28	Fri 29	Sat 30	
	WORLD OF FOOD INDIA (MUMBAI)		www.worldoffoodindia.com								PACKEXPO (LAS VEGAS)		www.packexpolasvegas.com			
5	Mon 16	Tue 17	Wed 18	Thu 19	Fri 20	Sat 21	Sun 22	Mon 23	Tue 24	Wed 25	Thu 26	Fri 27	Sat 28	Sun 29	Mon 30	Tue 31
					HOST (MILAN)		host.fieramilano.it									
											GOOD FOOD & WINE SHOW (BRISBANE)		www.goodfoodshow.com.au			
5	Thu 16	Fri 17	Sat 18	Sun 19	Mon 20	Tue 21	Wed 22	Thu 23	Fri 24	Sat 25	Sun 26	Mon 27	Tue 28	Wed 29	Thu 30	
			GLUTEN FREE EXPO (RIMINI) *		www.glutenfreeexpo.it		SIAL INTERFOOD (JAKARTA)		www.sialinterfood.com							
AI)		www.fhcchina.com				WORLD BULK WINE (AMSTERDAM)*		www.worldbulkwine.com		SHANGHAI PRIVATE LABEL FAIR (SHANGHAI)		www.plmainternational.com				
5	Sat 16	Sun 17	Mon 18	Tue 19	Wed 20	Thu 21	Fri 22	Sat 23	Sun 24	Mon 25	Tue 26	Wed 27	Thu 28	Fri 29	Sat 30	Sun 31

THE ITALIAN FOOD MAGAZINE
BUYER'S • GUIDE

THE ITALIAN WINE MAGAZINE
BUYER'S • GUIDE

GRANDE anche il progetto più **piccolo**

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

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ACETIFICIO MENGAZZOLI www.mengazzoli.it

Vinegar in Mantua is a tradition dating back in time, inherited from father to son. The turning point was 1962, when Giorgio Mengazzoli had a dream: controlling the vinegar handicraft tradition in Mantua and exporting it all over Italy and worldwide. Today Acetificio Mengazzoli is an organized company producing wine and balsamic vinegars, balsamic creams and seasonings.



APPLE BALSAMIC CREAM 'BRUNO HELD'

The balsamic cream with organic apples is a product based on 'Aceto di mele - Balsamico di mela' suitable to decor and enrich your courses. The dense and sticky texture remains stable on both dish and food. Available also with Aceto Balsamico di Modena IGP, suitable for stuffing canapés and appetizer.

Expiration date and conservation

2 years from the production date. Keep cool, far from light sources. Once opened, keep in the refrigerator.

International certifications

Organic IT BIO 014.

BENVOLIO 1938 www.wellnessoils.it

Benvolio 1938 has been carrying on an act of love for almost one hundred years. Oil Piave is the result of this exclusive love that brings its products all over Italy: from the Marca Trevigiana in Veneto Region to the Port of Venice, until the tables of all Italian people at home and abroad.



EXTRA VIRGIN OLIVE OIL ORGANIC PIAVE 1938

100% Italian Piave 1938 organic extra virgin olive oil is extracted from an accurate selection of the best olives grown in Italy. It is a superior category olive oil extracted directly from olives solely by mechanical processes. The smoking point of this oil is 210°C (410°F) and is not recommended over 190°C (374°F). Sold in a 100% recyclable, 500 ml can.

Expiration date and conservation

Shelf-life: 18 months. Store in cool, dry place away from light and heat sources.

International certifications

Vegan Ok, Organic, Kosher.

REDORO www.redoro.it

Redoro, located in Grezzana, in the lush green hills of the Valpantena, north of Verona, has for many years produced high quality 100% Italian extra virgin olive oil with the method of cold pressing, which maintains unaltered the natural organoleptic properties of the fruit.



REDORO EXTRA VIRGIN OLIVE OIL

Extra virgin olive oil 100% Italian.

Expiration date and conservation

18 months. Keep in a fresh place away from light and heat.

International certifications

BRC, IFS, ISO 22000.

GABRO www.gabro.it

Gabro is an ancient European organic oil mill. Gabro's production chain starts from the olives orchards that surround the factory. Olives are picked-up, supplied to the oil-mill and processed in 24 hours. The oil mill is equipped with three production lines able to process up to 60,000 kg of olives a day. The bottling line, totally automated, is able to produce 3,000 bottles per hour.



ORGANIC EXTRA VIRGINE OLIVE OIL

Organic 100% Italian extra virgin olive oil.

Expiration date and conservation

18 months. Store in cold and dry place away from direct light.

International certifications

NOP, ISO, JAS, FDA registration, Kosher.



BELLEI LUIGI E FIGLI www.bellei.it

Acetaia Bellei is a family owned company manufacturing balsamic vinegar of Modena since the 16th Century. The core of the production is represented by 3,000 oak barrels with a capacity ranging from 220 to 15 liters, where the vinegar matures and ages for years in the total respect of a recipe and a manufacturing process handed down from generation to generation inside the Bellei family.



BELLEI BALSAMIC VINEGAR OF MODENA

Balsamic Vinegar with density 1.18 obtained by the slow and natural acetification of cooked grape must and wine vinegar. The grapes used are selected 100% Italian grapes, no colorants or preservatives are added.

Expiration date and conservation

Best before 5 years, store at room temperature.

International certifications

IGP, BRC, IFS, FDA.

ALCE NERO www.alcenero.com

We are a group of organic farmers, beekeepers and processors who have been striving to produce good food that provides the right nourishment since the 1970s. Our nearly 300 organic products are mostly farmed and processed in Italy, but we also have a fair-trade organic line from our Latin American producing partners.



ORGANIC PEELED TOMATOES

Alce Nero organic peeled tomatoes from the Apulia, Basilicata or Molise regions are selected and harvested exclusively when they have reached the perfect level of ripeness, so that the distinctive aromas and flavours remain intact.

Expiration date and conservation

Shelf life: 36 months. Keep refrigerated after opening and consume within 3-4 days.

International certifications

BIO 834/07.

NATURELLO www.naturello.eu

Naturello is specialized in the production of semi-finished vegetables, pesto, sauces and soups for the retail, food service and industry market.



PESTO ALLA GENOVESE 'I FRESCOBUONI'

Premium quality Pesto alla Genovese, made with selected ingredients, without preservatives and flavourings. With Grana Padano PDO cheese and Pecorino Romano PDO cheese.

Expiration date and conservation

Fresh: 60 days. Frozen: 12 months.

International certifications

BRC, IFS, Organic, Vegan, Global G.A.P.



PEDON www.pedon.it

Pedon is a 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.



MORE THAN PASTA

Four varieties of bean pasta: red lentil pasta, green pea pasta, chickpea pasta and yellow lentil pasta.

All of them are 100% natural and made of only one ingredients, kosher certified and GMO free. With this new product, we give the consumer 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 packaging is 100% recyclable, made of a new food grade paper obtained from food by-products.

Expiration date and conservation

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

International certifications

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

F. DIVELLA www.divella.it

For over 125 years, Divella has been among the most important producers of pasta in the world, always sharing the typical Apulian values of goodness and genuineness.



SPAGHETTI RISTORANTE N.8

Durum wheat semolina pasta.

Expiration date and conservation

36 months. Store in a dry and cool place

International certifications

ISO22000, Kosher, Halal.

PASTIFICIO ANDALINI www.andalini.com

Since 1956, the Andalini's family has been producing egg and semolina pasta, organic pasta and specialties following the most authentic and ancient Emilian tradition.

ANDALINI LE BIOLOGICHE

Organic half whole wheat 'Senatore Cappelli' pasta.

Expiration date and conservation

Shelf life: 2 years. Store in a cool and dry place.

International certifications

Organic and Vegan certifications.





SGAMBARO
www.sgambaro.it



The love of our family for pasta has lasted three generations. Focusing with no hesitation on a green philosophy, in an honest and transparent way. We were the first company in Italy to receive the '100% Italian Durum Wheat' certification, in 2003, and among the first to start a new organic Italian wheat production.

SGAMBARO FOODSERVICE CONVENTIONAL AND ORGANIC PASTA

100% Italian durum wheat pasta.

Expiration date and conservation

3 years of shelf life, fears moisture, store in a cool and dry place.

International certifications

IFS, BRC, Kosher.

G.F.H.
www.gfhhfood.com

The decades of experience gained by members of the company in the field of gluten and food for special medical purposes and biological - accompanied by the identification and implementation of more specific and innovative technological products - has led to the development of the Gluten Free House project.



AMARANTO FRESH PASTA

Fresh filled pasta, extruded through bronze 'Ready-fry' in tank ATM.

Expiration date and conservation

40 days in a controlled atmosphere.

International certifications

BRC, IFS, Gluten free, Organic.

SOAVE
www.pastasoave.it

Soave was founded in the early '30s when Domenico Bianco opened the first factory for the production of fresh pasta in Francavilla Fontana, in the heart of Apulia. The deep knowledge and the selection of the best raw materials, together with the secrets of artisan processing, represent the result of more than 70 years of experience and love for the world of pasta of durum wheat semolina.



FRESH DURUM WHEAT SEMOLINA PASTA

The 'natural' production process of Soave's Pasta is unique in the scenario of fresh pasta industrial production. The accurate hydration of the superfine flour and the slow pasteurization at a low temperature allow the natural respect of the times and the ways necessary to preserve the typical tradition of our product. The range includes: fresh whole wheat pasta, fresh egg filled pasta, fresh gluten-free filled pasta.

Expiration date and conservation

Store in the refrigerator at 0°C/+4°C. Best before: 90 days.

Certifications

IFS, ISO 22000:2005.

follow



il Trentino più genuino!

From a healthy environment our genuine products.

Salumificio VAL RENDENA is specialized in the production of Speck, Carne Salada, Salami and other typical products from Trentino, a region in northern Italy. For over 65 years the successful combination between tradition and technology allowed the production of a wide range of cold cut meats with a unique and unmistakable taste, with a great ratio between quality and price in line with customer's demand.



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



CARNE SALADA
Carpaccio - corned beef topside - first quality.



SALAMI
High quality seasoned salami, pure Italian pork.

Discover our products on

www.salumificiovalrendena.it

Salumificio Val Rendena - Via 4 Novembre, 71 - Loc. Vigo Rendena 38080 Porte di Rendena (TN) Trentino - Italy - Tel. +39 0465 801031

ALL THESE PRODUCTS ARE GLUTEN FREE AND LACTOSE FREE



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BIOSTOCK

www.biostock.it

Biostock, a company of the Probios Group founded in 2003, is a leader of organic raw materials in bulk. The company offers a wide range of selected and certified ingredients in several formats, such as grains and spices, legumes and grains, flours and starches, oils, condiments and deli products.



SORGHUM

Sorghum is a grass species cultivated for its grain. This cereal is grown mainly in tropical areas in Asia, Africa and America. Our sorghum is grown in Italy and it's a source of fiber and gluten-free.

Expiration date and conservation

5 kg pack: 18 months. 25 kg pack: 12 months.

International certifications

Gluten-free.

ITALIA ALIMENTARI

www.ibis-salumi.com

Italia Alimentari is a food company specialised in cured meats present with its own plants situated in the areas valorising the typical production by the brands PDO and PGI - Culatello from Zibello, Bresaola from Valtellina, Mortadella from Bologna, Italian Cacciatora Salami. The company is also specialised in the preparation of sliced products and in the confectioning of snacks and ready meals, disposing of 18 avant-garde processing plants.



GLUTEN-FREE SANDWICHES

The range will consist of 4 gourmet recipes - roasted ham and mushrooms, mozzarella cheese (lactose free) and tomatoes, tuna, tomatoes and olives, shrimp and vegetables - to suit all tastes of the traditional sandwich lovers.

Expiration date and conservation

35 days.

International certifications

BRC, IFS.

MORGAN'S

www.morganspizza.com

Morgan's was established in 2007 for the production of frozen gluten-free pizzas. The large factory at our company headquarters is dedicated exclusively to the production of gluten-free pizzas and is equipped with specialised, modern equipment. The defining characteristic of Morgan's is unquestionably its reliability, precision and ethical approach to business.



DEEP FROZEN GLUTEN-FREE MARGHERITA PIZZA

Weight: 340 g, diameter: 30 cm. The pizza is packaged in film.

Expiration date and conservation

Shelf life: 15 months. Store at -18°C.

International certifications

UNI EN ISO 9001:2008.

TARTUFLANGHE

www.tartuflanghe.com

Tartuflanghe is a family company, manufacturing truffle specialties from Piedmont and gourmet products since 1980. Constant research for innovation creates cutting edge products, where tradition is re-interpreted and new techniques are involved.

TRUFFLE PERLAGE

The Perlage range sees the light in 2010 when Tartuflanghe, first company in the world, applied the 'spherification' process to truffle water. It looks like caviar, but tastes like truffle. This is the characteristic of the Truffle Perlage, crafted with Tartuflanghe winter black truffle juice (T. Melanosporum), that is obtained from the fresh truffles. The small beads can be used both for cold and hot dishes since the membrane can resist to a temperature of max 60-70°C.

Expiration date and conservation

18 months. Stored in the fridge between +2/+8°C.

International certifications

IFS, BRC.



PIADA D'ORO

www.piadadoro.com

Piada d'oro was born in 1996, affirming its experience already consolidated as laboratory from 1992. Our range includes: piadinas, piada farcita with a filling and casconi: piadina folded in half and sealed around the edges with a variety of fillings. We produce chilled range and deep frozen range.



FROZEN CASCIONE WITH TOMATO AND MOZZARELLA CHEESE

Piadina folded in the shape of a half moon and filled with tomato and mozzarella cheese like 'calzone'.

Expiration date and conservation

Total shelf life 365 days, storage temperature -18°C

International certifications

IFS, Organic.

GRUPPO MANGIARSANOGERMINAL

www.mangiarsanogerminal.com

www.germinalbio.it

Gruppo MangiarsanoGerminal is specialized in the production and sales of organic top quality food and healthy products. The Group produces organic sweet-bakery goods, as well as gluten-free, baby-food and healthy food products. Thanks to a partnership with a manufacturing company operating in the organic and vegan food industry, it has extended its offer to the ready-to-eat food market.



READY MEAL PREPARED WITH CEREALS, FLAX, SESAME AND SUNFLOWER SEEDS

A complete dish, with an intense taste. The variety of cereals and the different types of seeds give to this dish a lot of particular tastes that explode in an harmonic fusion.

Expiration date and conservation

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

International certifications

Q Certificazioni Srl/ IT-BIO-014.

MOLINO GRASSI

www.molinograssi.it

Molino Grassi is a leading mill specialized in the production of high quality flour and semolina. Born in 1934, it has been the first mill to start the organic production.



ORGANIC AND CONVENTIONAL FLOUR AND SEMOLINA

High quality flour and semolina useful for different purposes: pizza, bread, pastry, bakery, fresh and dry pasta and gluten free line as well.

Expiration date and conservation

1 year for flour; 6 months for semolina.

International certifications

We have all the certification for the conventional and also the organic ones exporting all over the world.

BOVIS

www.bovis.it

Bovis is an Italian company active in the food industry and specialized in the production and sale of seasonings and granulated stocks for broth. Ever since it was founded, Bovis has always made healthy and natural food products free from gluten, glutamate and hydrogenated fats.



STOCKS IN GRANULAR FORM - GLUTAMATE FREE

Healthy and natural seasonings free from gluten, glutamate and hydrogenated fats.

Expiration date and conservation

Shelf life: 36 months. Storage: cool and dry place.

International certifications

UNI EN ISO 9001:2015.

KAMUT ENTERPRISES OF EUROPE

www.kamut.com

The philosophy of Kamut International is to preserve the purity, uniqueness and authenticity of the ancient khorasan wheat variety while promoting organic agriculture, fairness and sustainability for farmers. Today, Kamut brand khorasan wheat can be found throughout the world in products including breads, pasta, pizza, cereals, snacks, pastries, crackers, beer, green foods and cereal drinks.



KAMUT KHORASAN WHEAT

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.

International certifications

Organic.

SIPA INTERNATIONAL

www.martinotaste.com

Sipa International is the first Italian couscous producer since 1994. The company is the official supplier of the most important French chains and it's growing quickly all over the world. Sipa also follows the Ho.Re. Ca market with special 5 kg and 25 kg bags.



COUSCOUS

Couscous is pre-cooked and can be cooked in 5 minutes, its volume arrives to 2.6 times. Thanks to quality studies the company has achieved this important result, so for the Horeca channel it is very important to know that the couscous standard rehydration is 2 times instead of Sipa 2.6 times.

Expiration date and conservation

2 years in a dry and cool place.

International certifications

BRC, IFS, Kogher, Organic.

D.A.F.AL.

www.dafal-bio.it

D.A.F.al. is a family managed company established in 1825. We produce corn and other vegetables, organic and conventional, cultivated only in the province of Piacenza and freshly canned at our unique plant in San Giorgio Piacentino (Pc).



ORGANIC SWEET CORN

Organic sweet corn kernels, grown and canned in Italy. 2650 ml can, drained weight 1810 g, net weight 2495 g.

Expiration date and conservation

4 years from canning.

International certifications

ISO-22005, IFS, EU-Organic.



fumagalli

A FASCINATING ITINERARY, A PRECISE WAY OF LIFE.

There is a logical train of thought connecting the phases of our supply chain but also our method, our will to produce cured meats at its best. It is a precise way of life: our company thought process, inspired by the concept "The ethical label".

ANIMAL WELFARE

Suitable and pleasant environments, a balanced diet, using straw bedding, larger spaces than required by the law.



TRACEABILITY

Animal Feed and every component are identified along the entire producing phase.



OUR MEATS

Up to 7 times more tender, low in fat (only intramuscular), rich in high-quality protein and low in cholesterol content.



THE GOODNESS OF THE PRODUCTS

On the table, freshness, quality and safety come together in forming a very wide range of products.



ETHICAL INITIATIVES

Sustainability budget, breeding farms, support to disabled people or marginalized individuals, training internships.

SUSTAINABILITY

For the future, the project of using a co generator both to reduce power consumption and recover thermal energy.

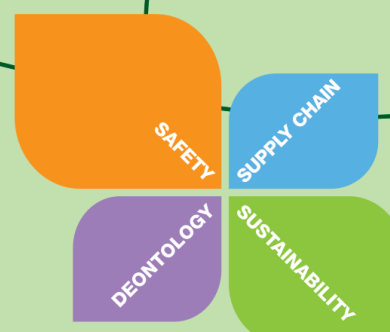


INTERNATIONAL CERTIFICATION

Important conformity CEE declarations concerning organoleptic properties and Organic Agriculture.

FUMAGALLI ALL OVER THE WORLD

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The ethical label



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UK: THE FUTURE IS ORGANIC



The UK country's organic market is worth 1.95 billion pounds. In 2015, sales grew by 4.9%, making this the third year of consecutive growth. According to the latest report published by the Soil Association Certification.

In a year of challenging deflation, in which retailers have struggled to grow sales, organic products have performed exceptionally well in the UK, for a market worth 1.95 billion pounds in 2015 (about 2.3 billion euro), according to the 2016 edition of the 'Organic Market Report', published by the Soil Association Certification, the country's leading organic certifier. Here we provide some of the research key findings, with a special focus on the most dynamic distribution channels and the most performing product categories.

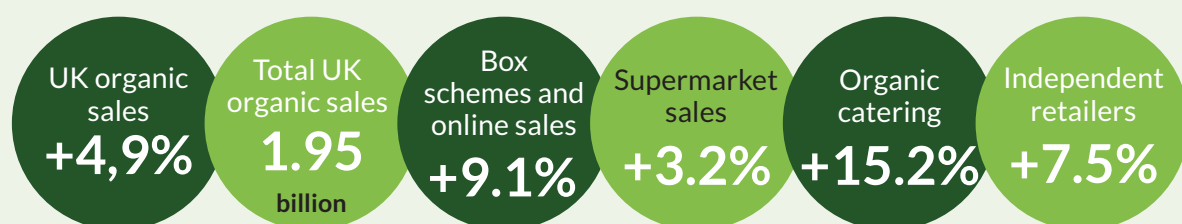
Uk: il futuro è bio



La forte deflazione che ha colpito il Regno Unito nel 2015 ha messo a dura prova molte delle principali insegne distributive locali. In un simile scenario, il mercato del biologico ha fatto registrare performance eccezionali, fino a raggiungere il valore record di 1,95 miliardi di sterline (circa 2,3 miliardi di euro). È quanto evidenziano i dati diffusi dalla Soil Association Certification, primo ente di certificazione del Paese, all'interno dell'annuale 'Organic market report 2016'. Un'analisi completa del mercato biologico locale, che delinea con chiarezza qual è lo stato dell'arte e quali sono le prospettive future di un settore in rapida espansione. Di seguito riportiamo alcune delle principali evidenze esposte nello studio, con un'analisi dettagliata di quali sono i canali distributivi più dinamici e le categorie di prodotto più performanti.

ORGANIC YEAR 2015 - KEY HIGHLIGHTS

In 2015, sales grew by 4.9%. It's the third consecutive year of growth, and it compares to a -1% fall in sales in the non-organic food and drink market. Future growth of the UK organic market is forecast to continue at 5% in 2016, exceeding 2 billion pounds. For 2016 and beyond, the Association expects health, wellness and consumer trends to drive innovation and the 'less but better' message to have an impact on how much meat consumers eat. New research released in February 2016 showing organic milk, dairy products and meat contain around 50% more beneficial omega-3 fatty acids than non-organically produced products looks set to continue to build consumer confidence that organic is nutritionally different. As a consequence, in 2016 the value of UK's organic market will probably exceed 2 billion pounds.



Growth of the overall food and drink market has decreased by **-0.9%**

THE TOP SIX PERFORMING ORGANIC FOOD&DRINK CATEGORIES

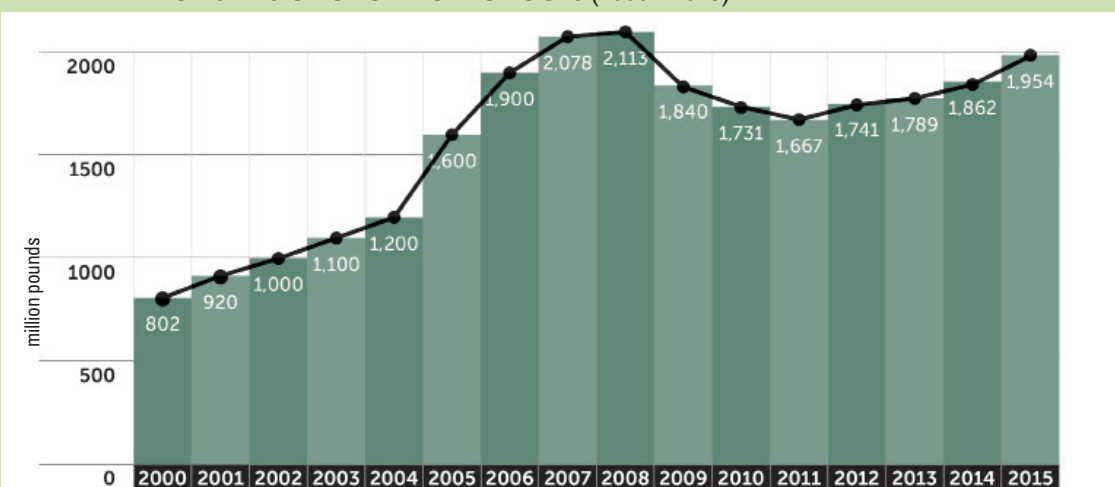
- | | |
|---------------------------------|------------------------|
| 1. Jams and spreads
(+28.1%) | 2. Fish
(+25.1%) |
| 3. Oils and vinegar
(+17.5%) | 4. Bananas
(+14.4%) |
| 5. Poultry
(+13.1%) | 6. Tea
(+12.8%) |



ORGANIC VS. NON-ORGANIC

Organic sales are outperforming the non-organic grocery market as a whole. Food retailers experienced crippling deflation and deep promotional price cuts to retain market share in 2015, making it a challenging year. But, in this market, organic food and drink stabilised its position as a key part of consumer choice.

UK SALES OF ORGANIC PRODUCTS (2000 - 2015)



Source: Soil Association Organic Market Reports

TRENDS IN FOOD AND DRINK SALES (AUGUST 2013 - DECEMBER 2015)

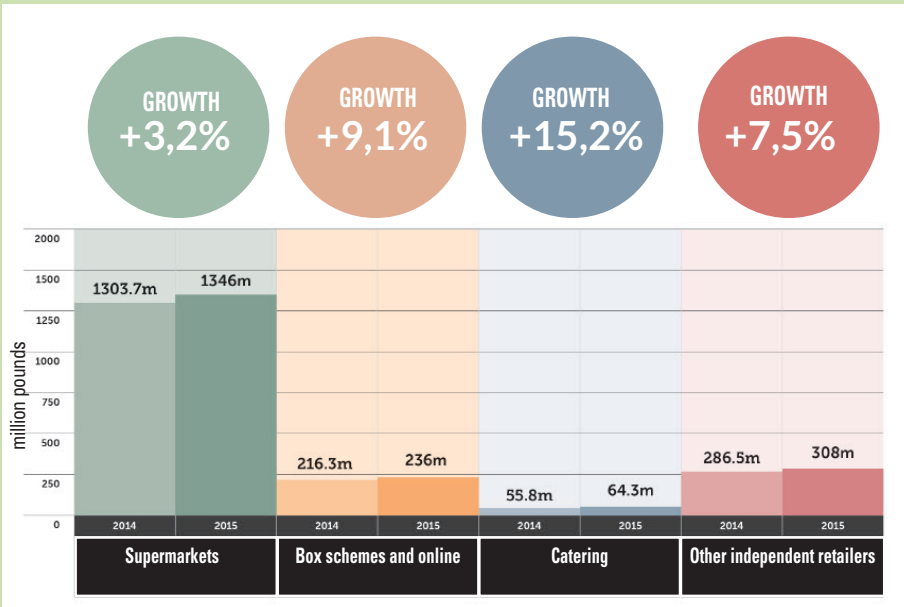


Source: Nielsen

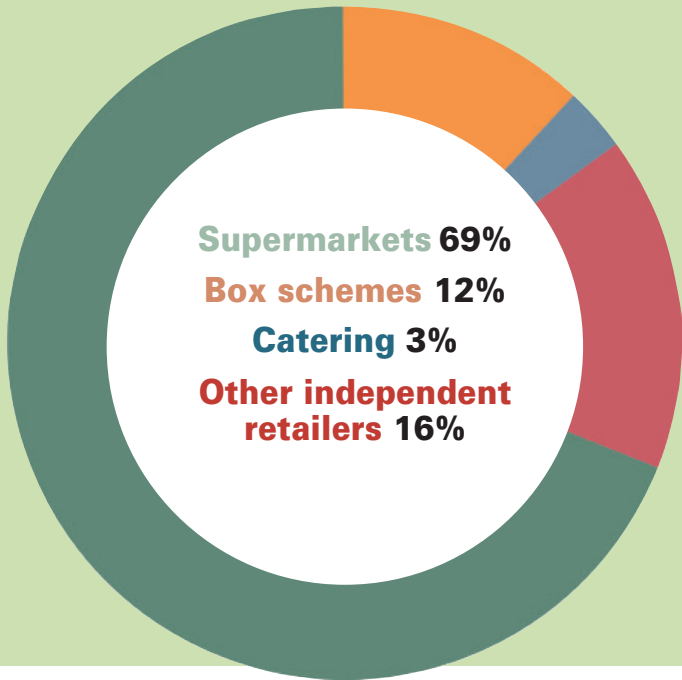
GROWTH ACROSS SECTORS

So where is growth coming from? While organic sales through supermarkets are growing slightly, dynamic expansion is coming from independent retailers. As shoppers continue to move away from the ‘big shop’ towards the high street, signs look positive for future organic retail sales. Home delivery is doing great business, as well as the catering sector. Not only is this in restaurants and café chains, it’s also in schools, hospitals, workplaces and nurseries. A decade ago, supermarkets had around 80% of organic sales, now they have less than 70%. This equates to a 200 million pounds sales switch. These independent retailers are continuing to carve out a niche for organic. Planet Organic and As Nature Intended launched new stores in central London in 2015, while Wholefoods built up trade in two stores, which opened in late 2014. Online is getting stronger and stronger and the consumer knows where to get extensive ranges. Ocado, with its 3,344 organic lines, is a real success story.

HOW THE MARKET BREAKS DOWN



PROPORTION OF TOTAL SALES OF THE UK ORGANIC MARKET IN 2015



BEST SELLING ORGANIC PRODUCTS

Grocery sales are doing really well with organic brands innovating and growing their markets. Categories with exceptional growth (over 12%) included: tea, jams and preserves, oils and vinegars. Health, beauty and textile sectors are also growing as more brands realise the value of organic certification.

PRODUCT SHARES OF THE UK ORGANIC MARKET AND CHANGE IN SALESVALUE 2014 - 2015

	Share*	% Change
Dairy	26.6	+0.1
Milk	11.1	-2.2
Yogurt	11.1	+2.1
Fresh produce	22.2	+3.5
Vegetables	7.9	-0.3
Fruit	8	+10.6
Salad	6.2	-0.1
Baby	10.5	+3.3
Red meat	5.4	-8.1
Beef	3.3	-5
Lamb	1	-11.2
Pork	0.2	-4.2
Bacon e sausage	1	-14.4
Fish	1	+25.1
Poultry	4.5	+13.1
Eggs	3.8	+2.6
Confectionery/soft drinks	4	+8.1
Canned & packaged grocery	15	+7.9
Homebaking	3.2	+8.5
Tea	1.9	+12.8
Cereals	1.8	+5.6
Beers/wines/spirits	1.9	+5.3
bakery & cakes	1.6	-2.9
Chilled foods & deli	2.7	+14.6
Frozen	0.8	-4.5

* Multiple retail sales only, food and drink products only. Source: Nielsen



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All machines represented here are already set up for fitting the system for managing and monitoring NEMOSY by DSC Nexus, adopted by Minerva Omega Group exclusively.

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FOODSERVICE, A FLOURISHING INDUSTRY

The latest report by Euromonitor International and Nation's Restaurant News identified the top 25 international foodservice operators around the world. Highlighting the world regions with the greatest growth potential.

The International Top 25 examines the largest restaurant chains and companies headquartered outside the U.S. and Canada based on worldwide foodservice sales, as calculated by London-based Euromonitor International. The 2016 report covers sales results for the 2015 calendar year at fixed exchange rates. The past year was tumultuous for the global foodservice industry. According to Michael Schaefer, global lead for food and beverages at Euromonitor International, the Brazilian economy is mired in a downturn, the Chinese economy is slowing and Brexit is raising uncertainties. "While long-term global growth prospects remain bright, the next five years promise real volatility, almost across the board," Schaefer said. Here we show the global ranking and some of the report's key findings.

Foodservice, un'industria florida



L'Istituto di ricerca inglese Euromonitor International e Nation's Restaurant News, portale d'informazione dedicato al settore foodservice, presentano l'edizione 2016 della 'Top International 25', una classifica delle maggiori catene di ristorazione che hanno la loro sede al di fuori degli Stati Uniti e del Canada. Secondo Michael Schaefer, a capo della sezione food & beverage di Euromonitor, l'anno che si è appena concluso è stato caratterizzato da un mercato particolarmente instabile. Hanno contribuito a questo scenario un rallentamento dell'economia brasiliana e cinese e le incertezze seguite alla Brexit nel Regno Unito. "Benché le prospettive globali a lungo termine restino molto positive", sottolinea Schaefer, "i prossimi cinque anni saranno ancora caratterizzati da una certa volatilità".

COMPANIES FROM JAPAN AND THE UK ARE DRIVING GROWTH

The top 25 foodservice companies based outside North America have largely outperformed the global foodservice industry since 2010. The largest, most dominant companies from Japan and the U.K. are driving growth by expanding to new markets, with Japan's largest convenience-store chains leading the way. However, emerging markets such as China, South Africa and Mexico are also producing companies with greater international influence, a trend that is likely to continue over the next few years.

Costa Coffee soars



In 2015, few international brands performed better than Costa Coffee. After increasing sales 20% year-over-year to surpass 1.8 billion dollars, Costa Coffee became the fifth-largest brand based outside North America. Explosive growth in 2015 was fueled by unit expansion, including a net increase of 304 global locations. Much of the growth was in China, Costa Coffee's second-largest market, where sales rose 14% in 2015. The company has ambitious plans to double its unit count in China by 2020. Growth is also facilitated by Costa Coffee's increasingly diverse portfolio of formats.

Mister Donut faces new challenges



Not all major international brands fared so well. Osaka, Japan-based Mister Donut fell six places in the International Top 25 on a 1.3-percent sales decline in 2015 and a net loss of 50 units. Mister Donut faces stiff competition at home from convenience stores with increasingly versatile foodservice offerings. For example, 7-Eleven added a more healthful doughnut to its menu in 2015. C-stores increasingly compete against chains like Mister Donut for the quick-service breakfast daypart, and have better adapted to Japan's sluggish market conditions with more diversified offerings.

C-stores outperform all other formats

Undoubtedly, the fastest-growing, highest-value foodservice chains are actually the foodservice components of convenience stores. In fact, the top three international foodservice brands are all Japan-based - but very global - convenience-store chains, including 7-Eleven, Lawson and Family Mart, respectively. C-stores are mixed-format spaces with particularly broad appeal, one-stop shops offering a blend of on-trade and off-trade goods that service multiple dayparts. C-stores leverage a growing global demand for convenience in all things, especially in fast-paced urban environments where eating on the go is common.

Japanese companies spread their influence

Some of the largest, most dynamic companies outside North America hail from Japan: 11 of the top 25 international chains are Japanese. However, a bevy of macroeconomic factors, including an aging population and a steady decline in disposable income among middle-class consumers, has contributed to a slowdown of growth at home. Consequently, sales in Japan are expected to rise an average 0.8-percent annually to 2020, and local companies are looking elsewhere for growth. As a result, Japan's largest foodservice conglomerates are expanding their brands to new markets, targeting high-growth Asian markets such as China and Southeast Asia to fuel profits.

More chains to watch

While Japan and the UK continued to produce the largest and most dynamic foodservice companies outside North America, other notable players stood out in 2015. Chief among them is Jollibee, based in Pasig City, Philippines, an increasingly global quick-service chain specializing in burgers, chicken, pasta and Asian-style desserts. Given its massive popularity at home, Jollibee has found success by targeting markets where Filipinos live abroad, mostly in North America, the Middle East and Southeast Asia. Nando's, the South African chain serving Afro-Portuguese-style chicken, is another player to watch, having increased its global unit count by 29%, reaching 1,064 restaurants since 2010. Nando's fast-casual format and unique cuisine have widespread appeal, especially with consumers in developed markets. Interestingly, both Jollibee and Nando's operate outlets in North America, and represent an increasing amount of international companies looking to North America for growth with concepts they are confident will resonate with consumers.

INTERNATIONAL TOP 25 Worldwide sales and units of largest non-U.S./Canadian foodservice chains

RANK		CHAIN	HEADQUARTERS	SEGMENT	PARENT COMPANY	SYSTEMWIDE FOODSERVICE SALES* (IN MILLIONS, U.S. DOLLARS)			YEAR-END SYSTEMWIDE UNITS		
2016	2015					2015	2014	2013	2015	2014	2013
1	1	7-Eleven	Tokyo	C-Store	Seven & I Holdings Co. Ltd.	\$19,797.2	\$18,570.2	\$16,863.4	57,128	54,051	51,675
2	2	Lawson	Tokyo	C-Store	Lawson Inc.	4,981.6	4,827.9	4,632.5	12,177	12,221	11,665
3	3	FamilyMart ¹	Tokyo	C-Store	FamilyMart Co. Ltd.	3,945.4	3,681.7	3,345.6	17,837	16,782	15,434
4	4	JD Wetherspoon	Watford, England	Bar/Pub	JD Wetherspoon PLC	2,400.7	2,147.8	2,018.4	909	895	890
5	7	Costa Coffee	Dunstable, England	Coffee Shop	Whitbread PLC	1,808.9	1,509.3	1,385.2	3,036	2,702	2,555
6	5	Paris Baguette	Seongnam, South Korea	Limited Service/Bakery Products	SPC Group	1,701.7	1,676.5	1,583.4	3,430	3,289	3,258
7	6	Dicos	Changhua, China	Chicken	Ting Hsin International Group	1,477.3	1,517.9	1,319.9	2,300	2,250	2,004
8	12	Jollibee	Pasig City, Philippines	Limited Service/Filipino	Jollibee Foods Corp.	1,419.1	1,278.9	1,107.3	969	914	841
9	10	IKEA Restaurant	Delft, Netherlands	Cafeteria	Inter Ikea Systems B.V.	1,377.9	1,324.2	1,265.9	368	356	342
10	8	Sukiya	Tokyo	Limited Service/Asian	Zensho Holdings Co. Ltd.	1,373.6	1,356.9	1,370.4	1,980	1,983	1,965
11	9	Yoshinoya	Tokyo	Limited Service/Asian	Yoshinoya Holdings Co. Ltd.	1,371.5	1,340.5	1,312.5	1,802	1,788	1,797
12	11	Hotto Motto	Fukuoka, Japan	Delivery/Takeaway	Plenus Co. Ltd.	1,285.4	1,297.5	1,274.6	2,709	2,722	2,686
13	13	Nando's	Johannesburg	Chicken	Nando's Group Holdings Ltd.	1,224.3	1,153.8	1,092.4	1,064	1,021	960
14	14	Lotteria	Seoul, South Korea	Limited Service/Burger	Lotte Group	1,142.9	1,118.0	1,048.3	1,907	1,877	1,731
15	15	Akindo Sushiro	Osaka, Japan	Limited Service/Asian	Akindo Sushiro Co. Ltd.	1,115.3	1,053.3	989.0	417	393	362
16	18	MOS Burger	Tokyo	Limited Service/Burger	MOS Food Services Inc.	1,096.4	1,038.5	1,021.5	1,681	1,707	1,707
17	16	Greggs	Newcastle upon Tyne, England	Limited Service/Burger	Greggs PLC	1,093.7	1,051.6	1,012.2	1,698	1,671	1,671
18	17	Saizeriya	Asahi City, Japan	Casual Dining	Saizeriya Co. Ltd.	1,042.5	1,042.1	1,005.4	1,168	1,221	1,189
19	20	Gusto	Tokyo	Casual Dining	Skylark Group	989.2	965.1	948.9	1,389	1,353	1,345
20	19	Mister Donut	Osaka, Japan	Limited Service/Bakery Products	Duskin Co. Ltd.	971.7	984.7	1,067.6	2,647	2,697	3,166
21	21	Tank & Rast	Bonn, Germany	C-Store	Autobahn Tank & Rast GmbH & Co KG	876.0	870.4	865.4	443	439	435
22	25	OXXO	Monterrey, Mexico	C-Store	Fomento Economico Mexicano SA de CV	826.0	740.4	650.2	13,912	12,599	11,683
23	23	Xiao Wei Yang	Baotou, China	Casual Dining	Inner Mongolia Xiao Wei Yang Chained Food Service Co Ltd	818.8	785.7	754.1	628	612	605
24	24	Uotami	Tokyo	Bar/Pub	Monterozza Co. Ltd.	804.4	772.8	708.2	718	687	611
25	22	Marston's	Wolverhampton, England	Bar/Pub	Marston's PLC	784.7	829.8	866.5	1,913	2,000	2,110
TOTALS:						\$55,726.2	\$52,935.5	\$49,508.8	134,230	128,230	122,687
YEAR-OVER-YEAR % CHANGE						5.27%	6.92%		4.68%	4.52%	

* ACTUAL RESULTS, ESTIMATES OR PROJECTIONS. SALES FIGURES ARE IN U.S. DOLLARS, FIXED AT 2015 EXCHANGE RATES. SALES FIGURES REFLECT TOTAL PRICE PAID BY CONSUMERS, INCLUDING VALUE ADDED TAXES, WHERE APPLICABLE. SOURCE: EUROMONITOR INTERNATIONAL
1: After the close of the 2015 fiscal year, on Sept. 1, 2016, FamilyMart Co. Ltd. merged with Uny Group Holdings Co., owner of the Circle K Sunkus convenience-store chain, to create FamilyMart Uny Holdings Co., with about 17,000 units in Japan, becoming that nation's second largest C-store operator, behind 7-Eleven, with about 18,600 Japanese units, and in front of former No. 2, Lawson, with about 13,000 units in Japan.

WHERE TO GROW NEXT

Global expansion in the foodservice industry has become increasingly complicated. Gone are the days when restaurant operators could focus on a select few markets, riding runaway top-line growth to double-digit returns and limitless expansion opportunities. Still, opportunities remain, but in a broader pool of consistently growing regions. While none will offer the returns of China or the US in past decades, they are all poised to offer significant long-term opportunities to the right player, with the right local strategy.

INDIA

India is a major long-term target for restaurant chains, boasting an enormous population and a competitive restaurant chain landscape that is far less developed than similar markets. India is expected to see average annual sales growth of 6% from 2015 to 2020, jumping from 109 billion dollars to 144 billion. Though India's restaurant chain industry remains much smaller than

many wealthier markets, at just 3.1 billion dollars in 2015, growth promises to be strong and steady, increasing at an average annual rate of over 12% through 2020, to reach 5.4 billion.

SOUTHEAST ASIA

While Southeast Asia's markets are much smaller in size than other Asian powerhouses, when considered together, the region offers significant opportunities. Regional restaurant sales in 2015 totaled more than 100 billion dollars, ranking the region alongside markets like India and Brazil in terms of size. Southeast Asia's restaurant chain industry was valued at 20.9 billion in 2015, and is expected to rise to 27.3 billion by 2020. Indonesia and Vietnam will offer the largest absolute value increases from 2015 to 2020, at over 6 billion dollars each. However, the Philippines will see the largest growth, specifically from restaurant chains, at an increase of 2.2 billion and average annual growth of 7%. This will bring the Philippines' total restaurant chain market from 5.3 bil-

lion to 7.5 billion, larger than Italy, Russia and Saudi Arabia. In terms of speed of growth, Vietnam is the clear winner, with the restaurant chain industry to grow from 612 million dollars to 1.2 billion from 2015 to 2020, at an average annual rate of over 15% in constant terms.

THE UNITED ARAB EMIRATES

The United Arab Emirates, or UAE, and more specifically Dubai, has become a magnet for up-and-coming US chains. The smaller (14 billion dollars in 2015 sales), but highly lucrative market has become a gateway to international expansion for many premium chains, offering high disposable incomes, a well-developed dining-out culture and, most importantly, a number of very large, highly experienced master franchisees who have built empires around importing the best of the world's restaurant brands and installing them in highly trafficked luxury shopping malls. By 2020, consumer foodservice in the UAE is expected to grow to 19.2 billion dollars in constant terms, with 4.6

billion of that amount going to restaurant chains. This will represent average annual growth of just over 6% among both chains and independent operators alike.

CHINA

While China doesn't offer the opportunity it once did, the market's potential only suffers in direct comparison with its former self. China is still expected to see by far the largest value growth from 2015 to 2020, growing from 617.1 billion dollars to 851.6 billion, at an average annual rate of 6.7%. This represents 234.5 billion dollars in new sales by 2020, considerably more than all other global markets combined. Notably, this growth heavily favors independents, which will contribute 92% of that value increase. However, restaurant chains will still see strong, consistent growth driven by young, urban professionals who are continually seeking out new dining experiences, as well as more generally by the country's very large and rapidly expanding middle class.

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