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EDITORIAL

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CETA: DEAR GOVERNMENT, HURRY UP!

Many Italian cheeses have been going through a bad, bad time in Canada. Imports of Italian dairy products - very much beloved in the country - might be stopped just like it happened in 2016, to the advantage of local and American productions. Exacerbating the problem of Italian sounding. Up to this day, indeed, the Canadian government has not allocated yet to local operators the additional import quotas established by the Ceta free trade agreement for the purchase of cheeses made in Italy, to the detriment of trade exchanges with Canada. It happens, in addition, in a very delicate moment of the year: when importers plan the amount and the type of products they are going to buy throughout the year. This is a serious matter, that is arousing great concern among Canadian operators and, of course, Italian producers, that are asking out loud for the government to take action.

"We need the decisive intervention of our Ministries so that the Canadian Government will allocate the import quotas," said Fabio Leonardi, Ceo at the Igor dairy company and vice president of the Gorgonzola Protection Consortium. Who added: "Local operators, otherwise, will

not be able to plan their purchases and they might be obliged to substitute our products, which would translate in an invaluable damage for made in Italy." Furthermore, such an unintelligible delay of the Canadian government in the allocation of import quotas is only the last of a long series of problems for Italian cheeses in Canada, in particular for three PDOs (Products with designation of origin): Asiago, Gorgonzola and Fontina, sacrificed during the negotiations for Ceta.

In order to get the all-clear to the free trade agreement, the EU has accepted the coexistence, on the Canadian marketplace, of locally made products with brands that are very similar to five EU PDOs: the already mentioned Italian ones, with the addition of Feta and Munster. To these conditions: origin must be stated on the packaging; the addition of words like 'style' must be placed near the denomination; and the product must have been on distribution before the 18th October 2013. A decision that has already proven its negative effects, Leonardi said: "When import quotas are about to finish, importers choose to buy only Italian PDOs that have no similar substitutes,

made in Canada or in the US. The matter is getting very serious, if you think that in 2016 we posted a 40% drop in Gorgonzola sales on the Canadian market. While total Italian gorgonzola exports, in October 2016, were up 8.6% after the +12.6% registered in 2015." Now, everyone fears that such a precedent may occur also with other treaties - such as the Ttip - since Ceta has been defined, more than once, a model to follow.

But it doesn't end up there. The EU Parliament's all-clear to Ceta, arrived on the 15th of February, is just a preliminary stage. The Treaty is not in force yet: it will come into force (partially) in April 2017, waiting for all national EU Parliaments of the 28 Member States to ratify it. Due to the wide range of topics discussed by the agreement, indeed, the EU Commission couldn't apply the rules of the Lisbon Treaty that allow to speed-up the ratification process leaving out national Parliaments. Which means that another 'Wallonia' - as it happened on the past October - may interpose between free trade on the two sides of the Atlantic. Even if the Canadian government seems to be already following such a direction. Not a good start, for sure.

CETA: CARO GOVERNO, DATTI UNA MOSSA!

Vita dura, anzi durissima per alcuni formaggi italiani in Canada. Le importazioni dei nostri prodotti caseari, peraltro amatissimi in quel Paese, potrebbero venire bloccate come nel 2016, avvantaggiando le produzioni locali e americane, e aggravando il noto problema dell'italian sounding. Ad oggi, infatti, il governo canadese non ha ancora assegnato agli importatori locali le quote aggiuntive previste dal Ceta per acquistare i formaggi made in Italy, sabotando di fatto gli scambi commerciali con il Canada. Questo accade, oltretutto, in un momento molto delicato: è in questo periodo, infatti, che gli importatori pianificano le quantità e le tipologie di prodotto da acquistare nel corso dell'anno. Una situazione gravissima, che sta preoccupando gli operatori canadesi e, ovviamente, gli imprenditori italiani, che chiedono a gran voce un'azione del governo.

"Serve un intervento deciso

dei nostri ministeri presso il governo canadese, affinché vengano attribuite e adeguate le quote per gli importatori", è l'accorato appello di Fabio Leonardi, amministratore delegato di Igor e vicepresidente del Consorzio di tutela del gorgonzola. Che spiega: "Gli operatori locali, diversamente, non potranno pianificare il lavoro. E potrebbero essere addirittura costretti a sostituire i nostri prodotti, con un danno incalcolabile per il made in Italy". Questo incomprensibile ritardo del governo canadese nell'assegnazione delle quote, oltretutto, è l'ultimo di una serie di problemi per i formaggi italiani in Canada, in particolare per tre Dop: asiago, gorgonzola e fontina, sacrificati sull'altare del Ceta.

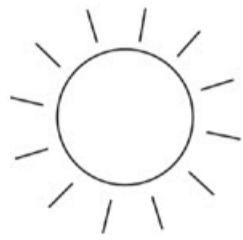
Per ottenere il via libera al trattato di libero scambio, infatti, l'Ue ha accettato la coesistenza, sul mercato canadese, di prodotti locali con marchi identici a cinque Dop europee, cioè le tre italiane già

citare oltre a feta e munster. A queste condizioni: che indichino l'origine sulla confezione, che utilizzino, accanto alla denominazione, diciture come 'tipo' o 'genere'; e che siano in produzione da prima del 18 ottobre 2013. Una scelta che ha già mostrato effetti negativi, come spiega ancora Leonardi: "Gli importatori, quando le quote stanno per terminare, scelgono di acquistare solo i formaggi Dop per i quali non dispongono di alternative similari, made in Canada o Usa. La questione sta diventando un problema molto serio, se si pensa che, nel 2016, abbiamo registrato un calo del 40% delle vendite di gorgonzola sul mercato canadese, mentre l'export italiano di questo prodotto, nell'insieme, a ottobre 2016 era in aumento dell'8,6%, dopo che nel 2015 era già incrementato, su scala annuale, del 12,6%". Il timore di tutti è che questo precedente, sia applicato anche ad altri trattati in discussione, come il Ttip o

quelli con i Paesi asiatici, poiché il Ceta è stato indicato, da più parti, come modello cui ispirarsi.

Ma non finisce qui. Il via libera del parlamento Ue al Ceta, arrivato il 15 febbraio, è solo un passaggio preliminare. Il trattato, infatti, non è ancora in vigore: sarà operativo, solo parzialmente, nell'aprile 2017, in attesa che tutti i parlamenti nazionali dei 28 Paesi dell'Unione ratifichino, in via definitiva, l'accordo. Al quale, per via della vastità delle materie trattate, la commissione non è riuscita ad applicare le regole del trattato di Lisbona, che avrebbero consentito di velocizzare l'approvazione senza il pronunciamento dei parlamenti nazionali. Insomma, un'altra Vallonia, come accaduto a ottobre, potrebbe frapponersi ai liberi scambi fra l'Ue e il Canada. Anche se, in realtà, sembra lo stia già facendo il governo canadese. E, di certo, non pare proprio un buon inizio.

SOMETIMES, EVEN A SIMPLE PACK HAS MUCH TO SAY



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A RECORD-BREAKING
BUSINESS

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NEWS

EUROPEAN GROCERY MARKET REPORTS 1.8% GROWTH IN SALES IN A YEAR

Grocery retailers surveyed by Nielsen in 21 European countries reported a 1.8% year-on-year boost in sales of fast-moving consumer goods such as food, drinks, and toiletries. This figure is a blend of a 0.9% increase in costs and a 0.8% rise in volume. The amount of goods purchased in 2016 was a jump of 11%, compared to a decade ago. In 2016, basket value reached a spend 41% higher compared to the same period. Turkey saw the largest rise, tripling its numbers over the decade

and increasing 8.8% on the final quarter of 2015. Poland (+4.7%) and Hungary (+4.5%) filled out the top three leaders of 2016. Greece was the only country that experienced a decline of 11% during the decade, ending the last quarter of 2016 with a drop of 2.9%. Finland saw a decline of 3.5% in the same period. Spain experienced the highest jump (+3.6%) of the 'big five' western European markets (which included France, the UK, Germany, and Italy).

Crescono dell'1,8%, negli ultimi 12 mesi, le vendite della Gdo europea

In base a un'indagine Nielsen, crescono dell'1,8%, all'interno delle catene retail di 21 Paesi europei, le vendite di prodotti di largo consumo confezionato (alimentari, beverage, cura della casa e della persona). Risultato di una crescita dello 0,9% dei prezzi e dello 0,8% dei volumi venduti. Nel 2016, il volume delle merci acquistate cresce dell'11% rispetto a un decennio fa, mentre il valore del carrello della spesa cresce di addirittura 41 punti percentuali. A far registrare le performance migliori è la Turchia, che ha triplicato le vendite negli ultimi dieci anni e ha messo a segno un +8,8% nell'ultimo trimestre 2015. Lo scorso anno, invece, Polonia e Ungheria sono stati i Paesi a far registrare la crescita maggiore, rispettivamente a +4,7% e +4,5%. La Grecia è stata invece l'unico Paese membro a mostrare risultati negativi, calando di 11 punti percentuali nel decennio e chiudendo il quarto trimestre del 2016 a -2,9%. Male anche la Finlandia, a -3,5% nello stesso arco temporale. A mettere a segno la crescita maggiore tra i 'big five' d'Europa - Spagna, Francia, Uk, Germania e Italia - è invece la Spagna (+3,6%).

SPECK ALTO ADIGE PGI PROTAGONIST IN THE US AND CANADA

In the year of its 20th anniversary, Speck Alto Adige PGI strengthens its presence in the United States and Canada. The Speck Alto Adige Consortium is celebrating with great satisfaction the first 20 years that have passed since the European Union has recognized to speck the protected geographical indication. A certification that enabled Speck Alto Adige PGI to increase its presence both in Italy and abroad: in 2016, exports accounted for 33.2% of total sales. Speck is today one of the most appreciated Italian cured meats, and a real ambassador of the quality and genuineness of products made in Italy. In order to further strengthen these results, in the next three years the Consortium will be protagonist in some of the most important North American markets, together with Asiago PDO and Pecorino Romano PDO, of the project 'Enjoy, it's from Europe'.

Speck Alto Adige IGP protagonista in Usa e Canada

Lo Speck Alto Adige IGP compie vent'anni e va alla conquista di Stati Uniti e Canada. Il Consorzio Tutela Speck Alto Adige festeggia con grande soddisfazione i primi vent'anni trascorsi da quando l'Unione europea ha riconosciuto allo speck la denominazione a indicazione geografica protetta. In questo periodo, grazie al suo gusto inconfondibile e alla sua versatilità, lo Speck Alto Adige IGP si è affermato sul mercato nazionale e internazionale. Nel 2016, infatti, l'export ha raggiunto il 33,2% delle vendite globali. Trattandosi di uno dei prodotti più esportati della salumeria italiana, lo Speck Alto Adige IGP è diventato anche un esponente di rilievo della qualità e bontà dei prodotti italiani. Per rafforzare questi risultati, nel prossimo triennio sarà protagonista nei più importanti mercati dell'America del Nord con il progetto "Enjoy, it's from Europe", insieme all'Asiago DOP e al pecorino romano DOP.

PARMALAT: ACQUISITION IN CHILE OF SOME COMPANIES IN THE CHEESE SECTOR

Parmalat announced that its La Vaquita Holding subsidiary has acquired some companies that operate in Chile and are specialized in the cheese sector. With this transaction, the Parmalat Group strengthens its presence in South America, expanding geographically in a country where it operates through a licensing agreement. The acquired companies include four production facilities with about

600 employees. The enterprise value of the acquired businesses was set at about 100 million euros and the acquisition has been fully financed by the Group with its own resources, said the company in a statement. In 2016, the acquired companies generated net revenue of about 95 million euros. The brand portfolio includes, amongst other, 'La Vaquita' and 'Kümeý' brands.

Acquisizioni in Cile per Parmalat, nel settore formaggi

Shopping in Cile per Parmalat. L'azienda, infatti, ha acquistato, tramite la controllata La Vaquita Holding, alcune società che operano nel Paese sudamericano, specializzate nel settore dei formaggi. La valutazione dell'operazione è stata fissata in circa 100 milioni di euro e l'acquisizione è stata totalmente finanziata dal gruppo con mezzi propri, si legge in una nota. Il gruppo Parmalat rafforza così la propria presenza nell'area sud americana, "espandendosi geograficamente in un Paese nel quale opera tramite un accordo di licenza", precisa ancora la nota. Le aziende acquisite vantano quattro siti produttivi ed impiegano circa 600 persone. Il portafoglio di marchi comprende, tra l'altro, i brand La Vaquita e Kümeý. Nel 2016, il fatturato netto delle società è stato pari a circa 95 milioni di euro.

MAMMA EMMA COAST TO COAST



A LONG JOURNEY ACROSS THE UNITED STATES OF AMERICA. IN ORDER TO SPREAD THE KNOWLEDGE, AMONG PROFESSIONALS AND CONSUMERS, OF NATURAL, GENUINE AND 100% ITALIAN GNOCCHI.

Florida, California, New York, Chicago, Boston, Washington. Master Gnocchi has conquered America armed with enthusiasm. A journey that lasted more than one month, a long trip made of initiatives and pure energy that will support the company's development in the country. But it doesn't end here: promotional activities will be carried all around the world, to take the quality of this brand on the tables of families across the five continents.

Just like a puzzle, Master Gnocchi has created a network of distributors that will take Mamma Emma's products on the shelves of the most renowned American retailers and food service chains. "This experience led to a significant increase in the interest displayed by all of our distributors, and as a consequence the demand for the product has increased too. We are very proud of the results achieved and we are very confident about our future perspectives in this world area," said Adriano Bianco, CEO of Master Gnocchi.

Il lungo tour di Master: Mamma Emma Coast to Coast

Florida, California, New York, Chicago, Boston, Washington. Master Gnocchi ha conquistato l'America con una valigia d'entusiasmo. Oltre un mese di viaggio, un lungo percorso carico di iniziative e di energia, che ha reso l'azienda orgogliosa di poter confidare in un aumento interessante del fatturato in questa area del mondo e di estendere le attività di promozione anche altrove, per portare la qualità del marchio nelle case dei cittadini dei cinque continenti.

THE LONG TOUR

Gnocchi Mamma Emma, a perfect representation of Italian taste, were among the protagonists at the Winter Fancy Food Show, held on the past 22-24 January in SAN FRANCISCO. The interest and appreciation shown by the public during the trade show encouraged the company to carry on its tour moving at the New York Chelsea Market, where real in-store-demos were organized.



Adriano Bianco (on the left) at the Winter Fancy Food Show in San Francisco



Chelsea Market, New York

From the 26th until the 28th January, the products were on display at Eataly Ground Zero, situated on a 4,500 sqm surface inside the Tower 4 at the World Trade Center in NEW YORK, as well as in the 5th avenue's market.

During the first days of February, chef Alessandro Argento was able to attract consumer's attention in MIAMI by telling the properties and cooking methods of Mamma Emma's Gnocchi, characterized by the traditional Italian ribbed shape.

On the 9th and 10th of February, Master Gnocchi alanded in WASHINGTON, where an in-store-demo held at Wholefood has significantly aroused consumers' interest.

The company went back to Florida, and from the 11th until the 13th of February Master products were protagonists in the city of FORT LAUDERDALE.

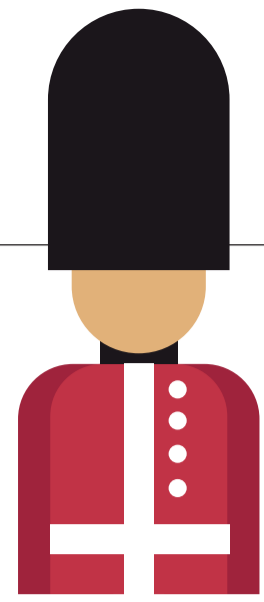
Finally, from the 6th until the 10th of March, Gnocchi Mamma Emma went back to NEW YORK and then arrived in CHICAGO and BOSTON with Eataly.



Eataly Chicago



Eataly Boston



ITALIAN FOOD ADDICTED

THE BRITISH'S LOVE FOR MADE IN ITALY PRODUCTS IS GROWING FAST, DESPITE THE BREXIT VOTE. AND BUSINESS PERSPECTIVES FOR OUR COMPANIES - AT LEAST FOR THE MOMENT - REMAIN STRONG. THE LATEST DATA PROVIDED BY THE ITA OFFICE IN LONDON.

With a total turnover of 2.49 billion pounds, in 2016 Italian food & beverage exports in the UK posted an eight-percentage points growth rate over previous year. A result achieved in spite of the many uncertainties triggered by impending Brexit. The UK separation from Europe that is going to reshape the future of trade relationships between London and Brussels.

According to the latest forecasts published by the Sace export credit agency, in 2017, due to the Brexit, Italian total exports may experience a decrease between -3 and -7 percent. A downturn that, according to Sace, is not going to affect the food & beverage sector, expected to increase between 5 and 6 percentage points. Hence, the United Kingdom produces slightly more than 50% of the f&b products consumed by its citizens. With

an overall expense dedicated to food, beverage and food service valued in 201 billion pounds (source: Department for environment food & rural affairs).

Wine, pasta, cheese, tomato preserves, olive oil, these are just some of the Italian food and beverage specialties highly appreciated by the British. To the extent that Italy is the country's major supplier in many of these product categories on a global scale. "The British market, especially the Londoner, is highly attractive for Italian food & beverage products. According to a recent survey carried out by the Timeout magazine, Italian cuisine is by far the most beloved among London citizens. And Italian restaurants, whose quality level is undisputed, are the real promoters of original made in Italy products", underlines Fortunato Celi Zullo, Italian trade commissioner at the ITA office in London.

TOTAL POPULATION: 63.181.775

(2011 CENSUS)

- 53 MILLION IN ENGLAND
- 5.3 MILLION IN SCOTLAND
- 3.1 MILLION IN WALES
- 1.8 MILLION IN NORTHERN IRELAND

UK FOOD & BEVERAGE TOTAL IMPORTS (IN MILLION POUNDS)

Country	2013	2014	2015	2016	Market share %			
					2013	2014	2015	2016
Holland	4,230,873	4,126,857	4,068,819	4,414,898	11.68%	11.51%	11.33%	11.34%
Ireland	3,523,352	3,569,869	3,756,258	3,776,567	9.72%	9.95%	10.46%	9.70%
France	4,138,459	3,855,502	3,683,717	3,727,515	11.42%	10.75%	10.26%	9.58%
Germany	3,456,025	3,475,782	3,403,493	3,698,543	9.54%	9.69%	9.48%	9.50%
Spain	2,425,847	2,340,618	2,483,856	2,861,301	6.69%	6.53%	6.91%	7.35%
Italy	2,174,724	2,296,508	2,307,748	2,489,200	6.00%	6.40%	6.42%	6.40%
Belgium	1,975,420	2,056,089	1,925,195	2,128,363	5.45%	5.73%	5.36%	5.47%
Poland	1,126,181	1,107,928	1,231,865	1,404,877	3.11%	3.09%	3.43%	3.61%
Denmark	1,345,567	1,293,759	1,139,463	1,337,986	3.71%	3.61%	3.17%	3.44%
EU	26,030,519	25,719,799	25,591,962	27,723,989	71.83%	71.71%	71.25%	71.23%
NON EU	10,207,092	10,146,730	10,328,782	11,196,343	28.17%	28.29%	28.75%	28.77%
World	36,237,611	35,866,529	35,920,744	38,920,332	100.00%	100.00%	100.00%	100.00%

UK FOOD & BEVERAGE TOTAL IMPORTS (IN QUINTALS)

Country	2013	2014	2015	2016	Market share %			
					2013	2014	2015	2016
France	39,950,965	34,027,302	35,788,441	31,660,366	12.81%	11.37%	11.73%	10.14%
Holland	34,536,957	32,840,494	34,336,238	34,776,076	11.08%	10.97%	11.26%	11.14%
Spain	24,253,403	24,310,822	25,871,089	25,750,300	7.78%	8.12%	8.48%	8.25%
Ireland	22,645,488	22,431,368	25,053,758	23,723,463	7.26%	7.49%	8.21%	7.60%
Germany	29,462,915	25,127,553	24,951,513	24,303,359	9.45%	8.39%	8.18%	7.79%
Belgium	21,096,269	21,794,915	22,177,621	26,524,421	6.77%	7.28%	7.27%	8.50%
Italy	16,033,675	16,537,172	17,850,768	18,044,057	5.14%	5.52%	5.85%	5.78%
Poland	8,450,511	7,472,553	9,736,694	10,375,921	2.71%	2.50%	3.19%	3.32%
Denmark	8,557,407	8,659,617	7,146,946	8,058,807	2.74%	2.89%	2.34%	2.58%
EU	222,033,098	208,114,016	219,052,486	221,821,650	71.21%	69.52%	71.83%	71.07%
NON EU	89,753,076	91,254,043	85,927,264	90,294,911	28.79%	30.48%	28.17%	28.93%
World	311,786,174	299,368,059	304,979,750	312,116,561	100.00%	100.00%	100.00%	100.00%

Source: Ice/Ita London

DISTRIBUTION

UK households' purchases of fast moving consumer goods takes place, first of all, at Tesco, Sainsbury's, Asda and Morrison – the so called 'big four' – accounting for 71.10% of the local grocery retail market.

GROCERY MARKET SHARE

	12 weeks to 31 jan 2016		12 weeks to 29 jan 2017		Change
	Million Pounds	Market Share	Million Pounds	Market Share	
Tesco	7,768	28.50%	7,790	28.10%	0.30%
Sainsbury's	4,585	16.80%	4,583	16.50%	0.00%
Asda	4,418	16.20%	4,334	15.60%	-1.90%
Morrisons	2,959	10.80%	3,041	10.90%	1.90%
The Co-operative	1,623	5.90%	1,656	6.00%	2.00%
Aldi	1,527	5.60%	1,716	6.20%	12.40%
Waitrose	1,416	5.20%	1,465	5.30%	3.40%
Lidl	1,132	4.20%	1,239	4.50%	9.40%
Iceland	591	2.20%	642	2.30%	8.60%
Other Multiples	758	2.80%	812	2.90%	7.20%
Independent	505	1.90%	506	1.80%	0.10%
Total Multiples	26,778	98.10%	27,253	98.20%	1.80%
Total Grocers	27,283	100.00%	27,759	100.00%	0.10%

Source: Kantar World Panel Grocery Market share analysis

IMPORTS FROM ITALY

In 2016, total Italian food and beverage exports in the UK were worth 2.49 billion pounds, rising 7.86% over 2015 (2.31 billion). In regard to volumes, instead, Italian exports reached 1.804.406 tons, up 1.08% over previous year (1.785.077 tons). Italy's market share, in value and volume, is respectively 6.40% and 5.78%.

Products		Italy	World	Rank of suppliers
Wine	Value	645.034	2.912.756	1) France (841.573); 2) Italy (645.034); 3) Australia (26.080); 4) Spain (222.260)
	Volume	340.501	1.455.390	1) Italy (340.502); 2) Australia (240.258); 3) France (195.350); 4) Spain (151.125)
Pasta	Value	128.035	256.290	1) Italy (128.035); 2) France (17.830); 3) Belgium (12.913);
	Volume	121.656	209.552	1) Italia (11.656); 2) Francia (16.416); 3) Belgio (10.051)
Tomato preserves	Value	164.796	300.922	1) Italy (164.796); 2) Portugal (34.023); 3) Spain (26.948);
	Volume	265.091	478.343	1) Italy (265.091); 2) Portugal (57.837); 3) Spain (48.058)
Cheese	Value	161.913	1.301.524	1) Ireland (305.475); 2) France (215.177); 3) Italy (161.913); 4) Germany (138.251)
	Volume	34.533	471.487	1) Ireland (125.670); 2) France (82.901); 3) Germany (65.212); 4) Holland; 5) Denmark; 6) Italy (34.533)
Olive oil	Value	46.894	185.062	1) Spain (113.000); 2) Italy (46.894); 3) Greece (11.209);
	Volume	14.508	66.427	1) Spain (43.303); 2) Italy (14.508); 3) Greece (4.039);

Value: thousands of pounds - Volumes: tons

Source: Ice/Ita London

FOCUS ON: WINE AND SPIRITS

'Off trade' retailers, selling alcoholic beverage for off-premises consumption (large scale distributors, Bargain Booze, Majestic Wine, Laithwaites, independent retailers, e-commerce) account for 84% of the volumes of wines sold in the country. 'On trade' operators, where alcoholic beverages are sold for on-premises consumption directly to consumers, account instead for the remaining 16% of the volumes of wines sold.

Major off-trade retailers

- supermarkets and discount stores
- Conviviality Retail (*) - 624 stores (trading as Bargain Booze)
- Majestic Wine - 165 stores
- Oddbins - 128 stores
- First Quench Retailing (Thresher Group) 1,300 stores – failed in October 2009. The Thresher brand was purchased by Dave's Discount Group, located in Midlands.



* In October 2015 Conviviality Group PLC acquired Matthew Clark (wholesaler and independent distributor for the on-trade channel, serving 17,000 clients among hotels, bars and restaurant).

Wine exports

The value of Italian wine exports to the United Kingdom reached 645 million pounds and 3.405.010 quintals in 2016. In particular, the sparkling wines business is worth 240 million pounds (for a 37.2% market share with respect to total imports in value) and 1.026.935

quintals (30.16% market share on total volumes).

Wine & liquors

Excise duties starting from 20/03/2016

- Excise on still wine, 750 ml bottle and alcohol content between 5.5% and 15% vol. is 2.08 pounds (+3 p)

- Excise on sparkling wine, 750 ml bottle and alcohol content between 8.5% and 15% vol. is 2.67 pounds (+4 p)
- Liquors, 700 ml and 37,5% vol. alcohol content is 7.26 pounds (unchanged)
- Liquors, 700 ml and 40% vol. alcohol content is 7.74 pounds (unchanged)

L'amore degli inglesi per il buon cibo italiano
Con un volume d'affari di 2,49 miliardi di sterline, l'export agroalimentare italiano nel Regno Unito ha messo a segno, nel 2016, una crescita di quasi otto punti percentuali rispetto all'anno precedente. Un risultato raggiunto nonostante le molte incertezze generate dall'imminente Brexit. L'ufficiale 'divorzio' dalla Ue che plasmerà il futuro delle relazioni commerciali tra Londra e Strasburgo. Vino, pasta, formaggi, conserve e olio di oliva sono solo alcune delle prelibatezze made in Italy di cui i sudditi di Sua Maestà sembrano non poter fare proprio a meno. Al punto che in queste categorie di prodotto l'Italia si posiziona saldamente tra i primi fornitori a livello mondiale. "Il mercato britannico, e londinese in particolare, continua a essere particolarmente attrattivo per i prodotti agroalimentari italiani. Da una recente ricerca condotta dal magazine Timeout, la cucina italiana è di gran lunga la più amata dai londinesi e i ristoranti italiani il cui livello qualitativo è indiscusso, sono i primi promotori del vero prodotto italiano", sottolinea Fortunato Celi Zullo, direttore dell'ufficio Ice di Londra.

Export regulation

VAT on the exports of food products to the United Kingdom is 0%, with the exception of chocolate, products made with chocolate, snacks and French fries (VAT 20%).

IFE 2017: A DATE WITH INNOVATION



It will take place between 19 and 22 March, at the ExCel London exhibition centre, the 20th edition of IFE, the UK's biggest food & drink trade show. Co-located with IFE is Pro2Pac, the UK's only food & drink packaging event and Waste-Works, the UK's only waste & sustainability event for the food industry. The three events together cover the entire supply chain. Interview with Soraya Gadelrab, event director for IFE, Waste-Works and Pro2Pac.

The 20th edition of IFE will be inaugurated shortly. How has the show changed since its very first edition?

Every year we aim for the International Food & Drink Event to be bigger, better and bolder than before. Each edition we build on previous successful elements and adapt to keep pace with this dynamic industry. In 2017, we are focusing on the visitor journey, with the aim of making IFE's exhibitors as accessible as possible. Buyers heading to IFE 2017 can start their visit digitally before arriving at ExCeL London, as we are launching an exclusive online Visitor Journey Tool. The functionality will enable buyers to create a personalised itinerary that includes the key seminars and suppliers they want to visit, as well as the innovative products that will be at the show. Also brand new this year are our simple to follow "Trend Trail" maps, which will highlight relevant stands to source new suppliers and on-trend produce. Additional show highlights for 2017 also include two

networking hubs, providing the ideal environment to sit, chat and create new business connections right in the heart of the action. We've also created two new theatres and can guarantee a spectacular speaker line up of speakers.

How many exhibitors are taking part in the event and what's their core business?

IFE 2017 will highlight the latest innovations from around 1,350 inspiring food and drink suppliers. We are proud of IFE's ability to cover such a broad cross section of the food and drink sector. From emerging artisan products which are new to the market through to familiar and well established brand names, IFE has something to offer every buyer whether from a retail or foodservice background.

In regards to visitors, where do they come from and what's their profile?

As our name suggests, IFE is truly an international show with visitors originating from around 50 different countries. Visiting buyers come from every background, from multiple grocers to independent retailers and everything in-between. We also attract a strong out of home audience from foodservice and hospitality to more mainstream cost sector caterers. Import & exporters as well as manufacturers also attend as visitors.

What food & beverage categories have experienced the highest growth in the last years?

The functional drinks market has experienced huge growth over the last few years. The category is a trend that is mirroring the wider

food market where, for instance, protein products have become hugely popular in the last 12 months. Consumers are currently looking for products which do more than one thing at once; refresh and revive, relax and invigorate. This added value functionality is something this category can do well. Purple food is featuring increasingly on menus due to its reputation for being nutrient dense and also full of antioxidants. Purple food is one of the fast growing trends with purple cauliflower, acai berries and purple asparagus flying off the shelves.

How many Italian companies will attend the trade show?

IFE currently has 84 Italian exhibitors signed up including Italpizza famous for their wood fired oven pizzas, Silarus, who will showcase their range of traditional Italian food including artisan mozzarella and lots of sumptuous fresh pasta. As well as Novi, who will bring a range of tomato products bursting with flavour to IFE 2017. We are expecting more to sign-up between now and the event however. There are also a number of UK distributors exhibiting who specialise in Italian foods.

Will IFE host seminars, awards or side-events dedicated to professional operators?

The 2017 edition of IFE will see many new attractions including The Ice Café, sponsored by Bidvest and run in association with British Frozen Food Federation and the Craft Guild of Chefs. IFE is also proud to unveil two brand new speaker stages – the Talking Trends stage



IFE 2017: appuntamento con l'innovazione

Si terrà dal 19 al 22 marzo, presso il centro espositivo ExCel London della capitale inglese, la 20esima edizione di IFE, International food & drink event. Manifestazione fieristica biennale che si differenzia dalle altre rassegne internazionali per tre aspetti principali, che nel corso degli anni ne hanno decretato il successo. Primo, la sua trasversalità rispetto al settore alimentare e a quello delle bevande. Secondo, la presenza in fiera di buyer e operatori provenienti da tutti i canali distributivi. Terzo, e non meno importante, la contemporaneità e la compresenza di tre eventi, diversi ma allo stesso tempo strettamente interconnessi: IFE, la fiera del food & beverage; Waste-Works, evento dedicato alla gestione dei rifiuti e alla sostenibilità ambientale; e Pro2Pac, spazio dedicato al packaging alimentare. Ne abbiamo parlato con Soraya Gadelrab, direttrice eventi per le tre manifestazioni.



THE NUMBER ONE EVENT IN THE UK DEDICATED TO FOOD & BEVERAGE IS ABOUT TO INAUGURATE ITS 20TH EDITION, ON THE 19TH MARCH IN LONDON. AMONG EXHIBITORS ALSO A LARGE NUMBER OF ITALIAN COMPANIES.

and the Big Picture theatre. Additionally, The Staff Canteen Live is an exciting demo area where top chefs will cook with on-trend ingredients. The new Networking Hubs will enable buyers to rub shoulders with the industry's finest whilst being in the heart of the action. As well as new products from exhibiting suppliers, innovation will be formally rewarded at IFE by the World Innovation Food Awards hosted by FoodBev Media. The awards, which celebrate excellence across the global food and drink industry, have 24 categories covering food innovation of every kind as well as packaging, manufacturing, ingredients, waste and sustainability. The winners will be announced during IFE 2017 on the Big Picture theatre on Monday 20 March.

What are your expectations for the 2017 edition of Pro2Pac, co-located with IFE?

2017 is set to be one of the most exciting years for Pro2Pac. We have over 120 exhibitors including global names such as Tetra Pak, Henkelman UK and Coveris and we have also attracted increased international representation with exhibitors coming from China, Russia, Sweden, Turkey, Poland and Lithuania! At a time when issues such as sustainability, food safety and food waste are all under the spotlight, Pro2Pac and Waste-Works provide a unique forum for visitors to see and experience new products, innovations and packaging solutions all under one roof! The Pro2Pac speaker programme features many high-profile names from the packaging sector - brand owners and manufacturers from across the



globe, who are ready to tackle the latest challenges affecting our industry head on. There promises to be some very lively debate!"

And what about Waste-Works?

Waste-Works is the only waste and sustainability event dedicated to the food and drink industry in the UK, and offers food producers a unique opportunity to explore ways to develop their sustainable credentials and find new waste solutions. It showcases suppliers who offer products and services specifically tailored to the food and drink sector, including recycling, waste storage and collection, waste to energy solutions, energy efficiency, waste management auditing and training and compliance.

What are, today, the main trends in Britain's food & beverage sector?

A 'flexitarian' diet is being encouraged more and more, with even some of the major retailers getting on board to make meat free alternatives more accessible. Health benefits as well as environmental factors are leading the agenda for this one, with meat free Mondays being adopted in many homes and schools

across the UK. Alternative proteins are also on trend as we become aware of more sustainable ways to consume protein and positioning them in appealing ways is something that the industry is currently putting a lot of thought into.

Did the latest political developments affect the trade show's organization?

Political decisions will always shape our industry and decision making, but IFE offers the chance to show that the UK is open for business, that we have great products to be sourced and opportunities really not to be missed out on.

Finally, what makes the participation to IFE unique with respect to other international events dedicated to food & beverage?

We believe IFE is unique because it is truly international, truly inspiring and provides a much needed platform for the industry to shout about its latest innovation. London is a global city and the home of food and drink innovation. Taking place in London, IFE provides the platform to showcase this innovation. The co-location of IFE, Pro2Pac and Waste-Works means that our exhibitors benefit from their increased footfall. The shows also benefit from extended industry knowledge and a time effective opportunity to view first hand the latest innovation from across the industry. Whether that's handy food-to-go packaging, the newest waste reduction solution or the most interesting way to add alternative proteins into your diet, IFE, Pro2Pac and Waste-Works have it covered.

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A RECORD-BREAKING BUSINESS

THE GLOBAL MARKET FOR ORGANICALLY PRODUCED FOOD REACHED APPROXIMATELY 75 BILLION EUROS IN 2015. ALMOST ALL MAJOR EUROPEAN MARKETS ENJOYED DOUBLE-DIGIT GROWTH RATES. HIGHLIGHTS FROM BIOFACH 2017.

The latest global data on organic farming worldwide were presented by the Research Institute of Organic Agriculture (FiBL) and Ifoam – Organics International at Biofach 2017 (Nurnberg, 15-18 February). This year, the world's leading trade fair for organic food, and Vivaness, the international trade fair for natural personal care, have been able to set a new record by achieving the 50,000 visitors mark. Expert visitors travelled from 134 countries to the Nuremberg meeting place. They were enthusiastic about the offers from the 2,785 exhibitors from 88 countries, and were inspired by the country of the year, Germany.

Biologico: un business da record

Non accenna a rallentare il trend del biologico nel mondo. A confermarlo, l'edizione 2017 del 'The World of Organic Agriculture', presentato da FiBL, l'Istituto di ricerca per l'agricoltura biologica e da Ifoam, federazione internazionale dei movimenti per l'agricoltura biologica, nel corso dell'ultimo Biofach, il salone internazionale del biologico in scena a Norimberga dal 15 al 18 febbraio. Un mercato, quello del bio, stimato in oltre 80 miliardi di dollari a livello globale - circa 75 miliardi di euro - a fronte di 50,9 milioni di ettari di terre coltivate (dati relativi al 2015).

THE GLOBAL SCENARIO

Market overview

The positive trend seen in the past years continues: consumer demand for organic products is increasing, reflected in the significant 11% growth rate achieved in the United States, the world's largest organic market. More farmers cultivate organically, more land is certified organic, and 179 countries report organic farming activities (up from 172), as shown in the 2017 edition of the study 'The World of Organic Agriculture' (data per end of 2015) published by FiBL and Ifoam – Organics International.

The market research company Organic Monitor estimates the global market for organic food to have reached 81.6 billion US dollars in 2015 - approximately 75 billion euros. The United States is the leading market with 35.9 billion euros, followed by Germany (8.6 billion euros), France (5.5 billion euros), and China (4.7 billion euros). In 2015, most of the major markets showed double-digit growth rates. The highest per capita spending was in Switzerland (262 euros), and Denmark has the highest organic market share (8.4% of the total food market).

Organic farmland and producers

In 2015, 2.4 million organic producers were reported. India continues to be the country with the highest number of producers (585.200), followed by Ethiopia (203.602), and Mexico (200.039).

A total of 50.9 million hectares were organically managed at the end of 2015, representing a growth of 6.5 million hectares over 2014, the largest growth ever recorded. Australia is the country with the largest organic agricultural area (22.7 million hectares), followed by Argentina (3.1 million hectares), and the United States of America (2 million hectares).

45% of the global organic agricultural land is in Oceania (22.8 million hectares), followed by Europe (25%, 12.7 million hectares), and Latin America (13%, 6.7 million hectares). Ten percent or more of the farmland is organic in eleven countries. The countries with the largest share of organic agricultural land of their total farmland are the Liechtenstein (30.2%), Austria (21.3%), and Sweden (16.9%). In eleven countries 10% or more of all agricultural land is organic.

THE BIOFACH
AND VIVANESS
2018 WILL TAKE
PLACE FROM 14
TO 17 FEBRUARY
IN NUREMBERG

www.biofach.de





THE EUROPEAN SCENARIO

Market overview

The organic market in Europe continues to grow. In 2015, it increased by 13% and nearly reached 30 billion euros (European Union: 27.1 billion euros). Almost all the major markets enjoyed double-digit growth rates.

Germany is the largest organic market in Europe (8.6 billion euros), followed by France (5.5 billion euros), the UK (2.6 billion euros) and Italy (2.3 billion euros) (2015 data). The first figures available for 2016 show that the market continues to grow (Germany 2016: 9.5 billion euros). Globally, Germany is the second largest market after the US (35.8 billion euros

in 2015). Each year, European consumers are spending more for organic food – on average 36.4 euros in Europe and 53.7 in the European Union. The Swiss spent the most on organic food: Switzerland is the country with the highest per capita spending on organic food worldwide (262 euros), followed by Denmark (191 euros) and Sweden (177 euros).

Organic farmland and producers

At the end of 2015, 12.7 million hectares were under organic management in Europe (in the European Union, 11.2 million hectares). The countries with the largest organic farmland areas are Spain (1.97 million hectares), Italy (1.49 million hectares)

and France (1.37 million hectares). In each of these three countries, the area of organic farmland increased by at least 100,000 hectares. Nine European countries report that at least 10% of their farmland is organic and the highest organic shares worldwide are in Liechtenstein (30.2%), Austria (21.3%) and Sweden (16.9%).

In Europe, there were almost 350,000 organic producers (European Union: 270,000), 60,000 organic processors and almost 3,700 organic importers. While growth in the number of organic producers was at 3% (European Union: 5%) and therefore comparably modest, the number of organic processors and importers increased by 12% and 19%, respectively.

THE WORLD OF ORGANIC AGRICULTURE 2015

ORGANIC LAND 2015

Oceania	22.8m ha
Europe	12.7m ha
Latin America	6.7m ha
Asia	4.0m ha
North America	3.0m ha

50.9m
HA

Organic farmland

179

Countries with organic farming

+14.7%

From 2014

Top 3 countries
(land in millions of hectares)

Australia	22.7
Argentina	3.1
USA	2.0

ORGANIC PRODUCERS 2015

Number of organic producers is increasing

ORGANIC FARMERS

2.4
MILLION

FROM 2014

+7.2%

Top 3 countries
(number of producers)

India	585'000
Ethiopia	203'602
Mexico	200'039

ORGANIC MARKET 2015

The global market is growing and consumer demand is increasing

APPROX
75

Global organic market in billion euros

Top 3 countries
(market in billion euros)

USA	35.8
Germany	8.6
France	5.5

SPAIN 24.8%
organic market growth
DENMARK 8.4%
market share
SWITZERLAND 262 EUROS
highest per capita spending is in Switzerland

WORLD: ORGANIC RETAIL SALES 2015

WORLD
approx
75
billion euros

The largest single market is the USA followed by the EU (27.1 billion euros) and China. By region, North America has the lead (38.5 billion Euros), followed by Europe (29.8 billion Euros) and Asia.

Distribution of retail sales value by country 2015

NORTH
america
39
billion euros

The countries with the largest market for organic food are the United States (35.8 billion Euros), followed by Germany (8.6 billion Euros), France (5.5 billion Euros) and China (4.7 billion Euros).

The five countries with the largest markets for organic food 2015

262
euros
are spend per person in Switzerland

Switzerland has the highest per capita consumption worldwide, followed by Denmark and Sweden

The five countries with the highest per capita consumption 2015

8.4%

of the food market in Denmark is organic

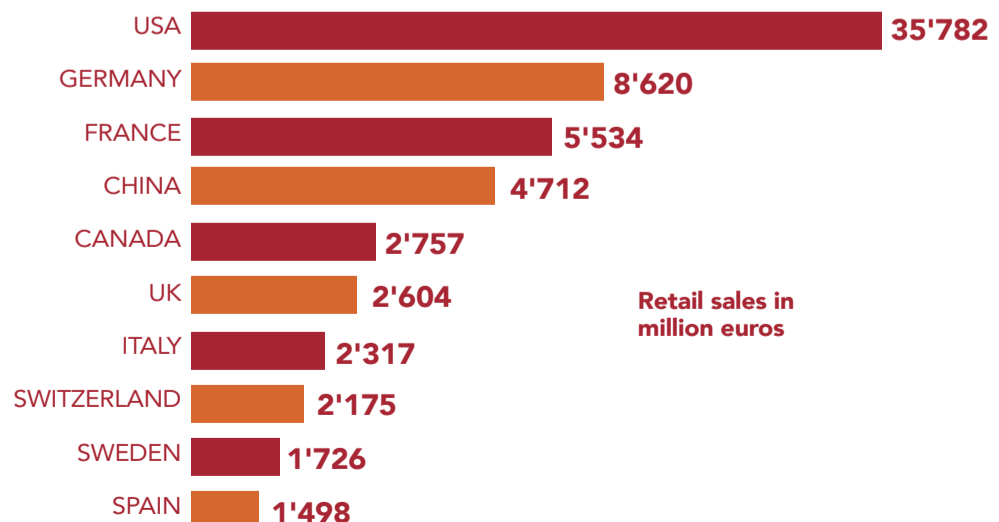
The highest shares the organic market of the total market is in Denmark, followed by Switzerland, Luxembourg, Sweden and Austria.

The five countries with the highest organic shares of the total market 2015

Source: FIBL survey based on national sources



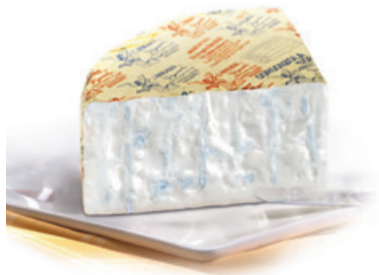
THE TEN COUNTRIES WITH THE LARGEST MARKETS FOR ORGANIC FOOD 2015



Source: FIBL-AMI survey 2017

CHEESE

EREDI
ANGELO BARUFFALDI
www.eredibaruffaldi.com



Gorgonzola DOP 'L'Angelo'

PRODUCT DESCRIPTION
Soft and fat raw paste cylinder-shaped cheese with straight and high sides, with the mark of origin and the identification number of our dairy marked on the flat surfaces. The processing is completely handmade.

INGREDIENTS LIST
Pasteurized cow milk, salt, rennet.

EXPIRATION DATE AND CONSERVATION
45 days, keep refrigerated at 0/4 °C

PACKAGING AND LABELLING
Whole cheese 12 kg, half cheese 6 kg, 1,5 kg, prepacked 150 gr.

CERTIFICATIONS
ISO 22000, IFS, BRC.

CASEIFICIO
GIORDANO
www.caseificiogordano.it



Mozzarella 'del Gourmet' di latte di bufala

EAN CODE
8033162305210
INTRASTAT CODE
04069050

PRODUCT DESCRIPTION
Buffalo milk mozzarella produced with milk only from Piedmont and Lombardy regions.

INGREDIENTS LIST
Buffalo milk, salt, rennet, lactic ferments.

EXPIRATION DATE AND CONSERVATION
15 days, chilled + 4-6 °C

PACKAGING AND LABELLING
Bag 250 gr, fresh spun paste cheese from buffalo's milk.

CERTIFICATIONS
IFS, BRC, controlled supply chain Giordano.

CASA RADICCI -
BRAND CASEIFICIO PUGLIESE
www.casaradicci.com



Treccina mozzarella cheese (200 gr)

EAN CODE
80434214
INTRASTAT CODE
04069092

PRODUCT DESCRIPTION
Handmade fresh stretched cheese.

INGREDIENTS LIST
Milk, starter culture, rennet, salt.

EXPIRATION DATE AND CONSERVATION
25 days. Conservation from 0° to +4°C

PACKAGING AND LABELLING
Heat-sealed tub, multi-language labelling.

CERTIFICATIONS
BRC, IFS, Organic, FDA.

CASEIFICIO
DEFENDI LUIGI
www.caseificiodefendi.it



Buffalo Blu

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

INGREDIENTS LIST
Pasteurized buffalo milk, salt, rennet.

EXPIRATION DATE AND CONSERVATION
90 days from packaging date; storage temperature +2/+7°C

PACKAGING AND LABELLING
Available 6 kg or 3 kg. Packed in an aluminium paper.

CERTIFICATIONS
BRC, IFS.

CASEARIA
ARNOLDI VALTALEGGIO
www.arnoldivaltaleggio.com



Stracapa

EAN CODE
2 211171 000000
INTRASTAT CODE
04069063

PRODUCT DESCRIPTION
Soft cheese with a washed rind. Consistency: soft in the under crust, compact in the middle. Flavour characteristic and aroma: aromatic, typical.

INGREDIENTS LIST
Goat's milk, salt and rennet.

EXPIRATION DATE AND CONSERVATION
40 days from packaging date.

PACKAGING AND LABELLING
1 or 2 pieces for package.

MARIO
COSTA
www.mariocosta.it



'Cuore di Gran Riserva' Gorgonzola DOP by Spooner

INTRASTAT CODE
04064050

PRODUCT DESCRIPTION
Soft, fat, raw cheese produced exclusively with whole pasteurized cow milk. Crust: rough, grey and/or rosy, not-edible. Paste: extremely creamy, white or straw colored, speckled by the growth of mildews (the so called 'erborinatura'), with typical blue/green veins. Taste: from slightly tangy to tangy, distinctive.

EXPIRATION DATE AND CONSERVATION
25-30 days from packaging. Conservation +2/+4°C

INGREDIENTS LIST
Pasteurized cow milk, rennet, salt.

PACKAGING AND LABELLING
The shape is wrapped with a wooden clamp (and subsequently the parchment cards) and the upper crust part is cut and repositioned after placement of two transparent disks in order to facilitate the opening.

INTERNATIONAL CERTIFICATIONS
PDO product, BRC Standard, IFS Standard (vers.7); Zero Emission.

CASEIFICIO
BUSTI
www.caseificiobusti.it



Pecorino Pascoli di Maremma

PRODUCT DESCRIPTION
Pecorino Pascoli Maremma is a medium-aged cheese. The paste is white and chalky, while the crust is treated with extra virgin olive oil, tomato paste and ground black pepper, which gives it the characteristic dark red color. It is produced exclusively with ewe's milk from selected farms located in the Tuscan Maremma.

INGREDIENTS LIST
Pasteurized sheep milk, salt, animal rennet, live cultures. Treated on surface with extra virgin olive oil, tomato concentrated, ground pepper and preservative: E235, E203.

EXPIRATION DATE AND CONSERVATION
180 days from the packaging date, at +4/+8°C

PACKAGING
Vacuum packaging, 2,2 kg
INTERNATIONAL CERTIFICATIONS
BRC, IFS.

PREALPI
www.burrorealpi.it



Clarified butter (250 gr)

EAN CODE
8000415000918
INTRASTAT CODE
04059010

PRODUCT DESCRIPTION
Taste: characteristic, not rancid. Consistency: solid at storage temperature. Smell: milky. Colour: straw-yellow. Look: compact paste.

EXPIRATION DATE AND CONSERVATION
Least term of preservation 180 days. Store in fridge at +4°/+8°C

INGREDIENTS LIST
Fat from cow milk. Allergens milk and milk based products (incl. lactose).

PACKAGING AND LABELLING
Can: net weight 250 gr. Units per cardboard: 12 cans. Cardboard weight 3 kg. Cardboard dimensions (mm) 415*320*57. Product dimensions (mm) Ø100*h 55.

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08-11/05/2017

www.esseoquattro.it

SWEET & BAKERY

DOLCIARIA ACQUAVIVA
www.dolciariaacquaviva.it

Tiffany Black & White

PRODUCT NAME
Tiffany Black & White
EAN CODE
8014240202553
PRODUCT DESCRIPTION
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
Shelf life: 8 months. Store at -18°C
PACKAGING AND LABELLING
Cartons of 62 pieces, 72 cartons per pallet.
CERTIFICATIONS
BRC/IFS, ISO 9001, ISO14001.



PUGLIA SAPORI
www.pugliasapori.com



Tarallini chili snack gluten free with extra virgin olive oil (180 gr)

EAN CODE
8028116039006
PRODUCT DESCRIPTION
Color: amber golden brown. Smell: typical of bakery products. Flavor: typical of bakery products.
INGREDIENTS LIST
Rice flour, white wine, potato starch, olive oil, corn flour, chickpea flour, extra virgin olive oil 5%, corn starch, salt, thickener: xanthan gum.
EXPIRATION DATE
9 months.
CONSERVATION
Store in a cool, dry place, away from light and heat.
PACKAGING
Size: cardboard box with 6 bags x 30 gr. Bag: PP film for foods, closed by heat sealing. Cardboard: chromocard box with automatic bottom. Type of case: American case.
LABELLING
According to Reg. CE 1169/11
CERTIFICATIONS
BRC and IFS.

BULGARI AGOSTINO
www.bulgariagostino.it



Mallowflower mix

EAN CODE
8006908003879
INTRASTAT CODE
1704/9099
PRODUCT DESCRIPTION
Blue, pink and white mallowflower mix.
INGREDIENTS LIST
Sugar, glucose-fructose syrup, water, gelling agent: food gelatine, flavourings, colours: E100, E120, E133; maize starch.
EXPIRATION DATE AND CONSERVATION
Shelf life: 18 months. Keep in a cool, dry place. Temperature: +15 / +23°C Moisture: 60/65%
PACKAGING AND LABELLING
6 x 900 gr bags.
CERTIFICATIONS
Our company is certified ISO 9001:2008, IFS and BRC.

GRAN BON
www.granbon.it



Bruschette with turmeric and ginger

EAN CODE
8014006000119
INTRASTAT CODE
19054090
PRODUCT DESCRIPTION
Slices of crunchy toasted bread with turmeric and ginger. Oven baked, not fried.
INGREDIENTS LIST
Wheat flour, remilled durum wheat semolina, olive oil, extra virgin olive oil 3%, salt, turmeric 2%, ginger 2%, yeast, malted wheat flour, wheat gluten. Contains gluten. May contain traces of milk and sesame seeds.
EXPIRATION DATE AND CONSERVATION
Maturity at production date: 300 days. Store in a cool and dry place.
PACKAGING AND LABELLING
Net weight of each pack: 200 gr (7,05 OZ).
CERTIFICATIONS
IFS v. 6.

FREDDI DOLCIARIA
www.freddi.it



Chic snack

EAN CODE
8005380010184
INTRASTAT CODE
19059060
PRODUCT DESCRIPTION
Cocoa-caramel cakes with vanilla filling. Free from lactose and palm oil. 55% less saturated fats than the Italian best seller snacks. Under 100 calories per cake.
INGREDIENTS LIST
Sugar, wheat flour, fresh eggs 14.2%, glucose-fructose syrup, water, non-hydrogenated vegetable oils and fats (shea, sunflower), stabiliser (sorbitol), fat-reduced cocoa 1.7%, caramel 1.1%, egg white powder, flavourings (cocoa, vanilla), emulsifiers (mono and diglycerides of fatty acids), raising agents (disodium diphosphate and sodium hydrogen carbonate), gelling agent (agar), salt.
EXPIRATION DATE AND CONSERVATION
B.B.D. 9 month from production date. Dry storage.
PACKAGING AND LABELLING
Tray 200 gr.
CERTIFICATIONS
IFS, BRC.

ICAM CIOCCOLATO
www.vaninicioccolato.it



Vanini – Praline Gourmet

EAN CODE
8006070071232
PRODUCT DESCRIPTION
Assorted pralines filled with fruit-flavoured chocolate mousse and extra virgin olive oil.
EXPIRATION DATE AND CONSERVATION
18 months, store in a cool and dry place.
PACKAGING AND LABELLING
Slim box 65 gr (8 pralines); Cube 131 gr (16 pralines); Gift box 164 gr (20 pralines).
CERTIFICATIONS
Fairly traded cocoa beans, from bean to bar; no palm oil; vegetarian diet; Gmo free.

M.G. BISCOTTERIA VENEZIANA
www.biscotteriaveneziana.it



'Spelt & Chickpeas' Vegan cookies

EAN CODE
8012600350180
INTRASTAT CODE
19053199.
PRODUCT DESCRIPTION
Vegan cookies with spelt and chickpea flour and chocolate chips.
INGREDIENTS LIST
Spelt flour. Organic chickpea flour brown cane sugar, non-hydrogenated vegetable fats (coconut, sunflower), whole wheat flour, chocolate chips, water, sorbitol, soy lecithin, raising agents (disodium diphosphate, sodium carbonate, wheat starch), natural vanilla flavouring and salt.
EXPIRATION DATE AND CONSERVATION
12 months, store in a cool and dry place.
PACKAGING AND LABELLING
250 gr. Food polypropylene bags with paper wrap label.
CERTIFICATIONS
IFS pending (end 2016).

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

Soft Amaretti of Sassello

EAN CODE
8 005785 101043
INTRASTAT CODE
1905 3199
PRODUCT DESCRIPTION
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. Please be advised that the product changes if placed under the rays of the sun.
INGREDIENTS LIST
Sugar, apricot kernels (39%), almonds (11%), white of egg. Gluten free.
PACKAGING AND LABELLING
Selling unit: 200 gr. bag. N° of units per carton: 12 bags. N° of units per bag: about 10.
QUALITY CHECK
ISO 9001, Standard IFS and BRC, environmental ISO 14001.



CURED MEAT

BECHÈR

Servelade

PRODUCT DESCRIPTION

High quality line. Product of pure pork and smoked with beech wood. Very natural product, free from milk and gluten.

INGREDIENTS LIST

Pork meat (90%), water, salt, wheat fiber, dextrose, natural flavours. Antioxidant: sodium ascorbate. Preservative: sodium nitrite

EXPIRATION DATE

AND CONSERVATION

Total shelf life: 90 days, residual shelf life: 60 days.

PACKAGING AND LABELLING

Vacuum packaging. 2 pieces, 200 gr.

CERTIFICATIONS

BRC, IFS.



GOLFERA IN LAVEZZOLA

www.golferait



I Nobili Sapori - Turkey Salami

EAN CODE

8008481795639

INTRASTAT CODE

16023219

PRODUCT DESCRIPTION

The turkey salami is a high value, superior quality product made with only the choicest cuts of Italian breast meat, greatly tasting and deliciously light. 110 grams fixed weight, gluten free, without milk and derivatives.

INGREDIENTS LIST

Turkey breast meat, iodine-enriched salt, natural flavourings, saccharose, dextrose, spices, aromatic plants, antioxidant: sodium ascorbate.

EXPIRATION DATE

AND CONSERVATION

Shelf life 60 days, to be stored at max +8°C

PACKAGING AND LABELLING

Display with 18 pieces.

CERTIFICATIONS

Gluten free certified by AIC.

FUMAGALLI INDUSTRIA ALIMENTARI

www.fumagallisalumi.it



Salame Milano

EAN CODE

8002469572373

INTRASTAT CODE

16010091

PRODUCT DESCRIPTION

Product obtained by selected raw meat of heavy Italian pigs, that are ably flavoured with salt, white wine and spices, whose composition is handed as ancient tradition recipe. The mixture is filled into an artificial casing. The final product is a finely minced pork salami, seasoned with spices and matured for a rich, distinctive flavour.

INGREDIENTS LIST

Pork, salt, dextrose, spices. Antioxidants: sodium ascorbate and ascorbic acid. Preservatives: potassium nitrate and sodium nitrite. No allergens.

PROCESSING EXPIRATION DATE

AND CONSERVATION

90 days. Keep refrigerated below +5°C

PACKAGING

In a protective atmosphere. Weight: 100 gr. 12 units for carton, 18 cartons per layer, 3 layers.

CERTIFICATIONS

Organic, BRC, OHSAS 18001.

SCHERZERINO

www.scherzerino.it



Salame al Coriandolo (coriander salami)

EAN CODE

2519361

INTRASTAT CODE

02101219

PRODUCT DESCRIPTION

180/240 gr. The lean is bright red while the fat is white. The slice is covered by natural mould due to the long cellar curing. Its scent is unique for the natural mould and the spices. The slice releases a citrus scent (given by the coriander). Rich and persistent, you can easily distinguish the different spices. Its taste evolves. The pork meat is carefully selected.

EXPIRATION DATE

AND CONSERVATION

150 days.

INGREDIENTS LIST

Italian pork meat, brown sea salt, moscato di Noto DOC, Acantus', coriander, sweet-hot pepper, natural flavoring.

PRODUCTIVE PROCESS

Roughly minced pork meat is seasoned with salt and spices, then it is put in natural hog casings.

PACKAGING AND LABELLING

Single in vacuum-packed bags, shrink bags or in gift boxes by request.

CONSORZIO DEL PROSCIUTTO TOSCANO

www.prosciuttotoscano.com



Prosciutto Toscano DOP

PRODUCT DESCRIPTION

Appearance: the top is rounded due to the presence of a ridge of meat which extrudes no more than 8 cm beyond the end of the femur; deprived of the distal end (foot), devoid of external imperfections. Weight: between 8-9 kg, but never below 7,5 kg. Colour: at cut, from pale red to bright red with little fat infiltration in the muscle tissue. Aroma and flavor: delicate but savory taste, with a fragrant aroma as a result of the traditional methods of curing, using salt, pepper and natural aromatics herbs. Maturing: not less than 12 months.

INGREDIENTS LIST

Meat from the heavy Italian pig, salt, pepper and a mixture of typical natural Tuscan aromas.

PACKAGING AND LABELLING

Prosciutto Toscano is cured, sliced and packaged in the traditional area of production which covers the entire region of Tuscany. you can find the prosciutto with bone, boneless, cuts or sliced (pre-packed).

QUALITY CHECK

North East Quality Institute (INEQ).

PROSCIUTTIFICIO WOLF SAURIS

www.wolfsauris.it



Prosciutto di Sauris PGI with bone

EAN CODE

234892

INTRASTAT CODE

02101131

EXPIRATION DATE

AND CONSERVATION

Store in a cool and dry place.

INGREDIENTS LIST

Pork leg, salt, pepper, garlic.

DELICATESSE

www.delicatesse.it

www.delicatesseintavola.it



Chicken breast with lemon juice

EAN CODE

2791318

INTRASTAT CODE

16023219

PRODUCT DESCRIPTION

Whole piece, about 400 gr., ready to be eaten cold or hot as you prefer. Made with chicken, lemon juice and salt only, it's totally free from gluten, allergens and chemicals. The few ingredients linked with the innovative vacuum cooking exalt the meat flavor and structure and gives you certainty to eat a high-quality product.

INGREDIENTS LIST

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

EXPIRATION DATE

AND CONSERVATION

Store at temperature of 0°C/+4°C. 120 days guaranteed. Once the package is open cover the product with food film and store it in the fridge.

PACKAGING AND LABELLING

Vacuum Pack. Primary packaging: Polyamide-polythene film. Secondary packaging: paper bag with descriptive label. No. pieces per box: 4.

CERTIFICATIONS

BRC, ISO 9001. Also available with Halal certification.

SALUMIFICIO BERTOLETTI

www.salumificiobertoletti.com



Typical salami from Lodi

PRODUCT DESCRIPTION

The product is made with pigs which come from national breedings, mainly from the Lodi area.

We directly butcher and transform the livestock. The cropped ham, shoulders, neck are laid on steel tables at - 2,5°C, grinded, mixed, sacked, tied and dried for 7 days and seasoned for approximately 45 days.

INGREDIENTS LIST

Pig meat, salt, dextrose, saccharose, spices and aromas, conservatives: E250 - E252, antioxidant: E301. Without cereals containing gluten - free milk and derivative milk, lactose inclusive.

TECHNICAL CHARACTERISTICS

Speckling: from 400 gr to 1200 gr approx. Package: loose. Packaging and wrapping: in cartons of 5 - 10 - 20 kg. Temperature: ideal preservation 13°C. Shelf life: 4 months. Product is subject to natural weight loss. To be used raw.

TECHNOLOGY

COLUSSI ERMES – ADVANCED WASHING SYSTEMS

www.colussiermes.it



Automatic machines for flour-coating salami hanging on racks or on a single stick

PRODUCT NAME

Automatic machines for flour-coating salami hanging on racks or on a single stick

FIELDS OF APPLICATION

Meat

STRONG POINTS

Colussi Ermes is a market leader in the in the design and manufacture of industrial washing systems for the food sector with the production of over 4000 plants.

Over forty years of actual experience supported by research and know how allowed the company to establish itself also in the manufacturing of salami flour-coating machines for salami hanging on single stick and on sticks placed on racks.

The product flour-coating processes produced by Colussi Ermes ensure the maximum homogeneity of the treatment through the following methods:

- Natural flour-coating on single stick or on racks.
- Electrostatic flour-coating on single stick or on sticks placed on racks conveyed from machines with automatic loading and offloading.
- Spray flour-coating on single stick or on sticks placed on racks conveyed from machines with automatic loading and offloading.

IFT - ITALIAN FOOD TECHNOLOGY

www.iftmantova.com



Stackable grid in polypropylene for food

FIELDS OF APPLICATION

For salting, seasoning, and drying of the cheese forms.

STRONG POINTS

The specially designed grid allows a very hygienic storage of the cheese forms, less mushroom formation and less turn-overs. Compliance with national regulations and EC standard: EC Regulation 10/2011; EC Regulation 1935/2004; EC Regulation 2023/2006; EC Directive 19/2007; EC Directive 2002/1972; Ministerial decree of 21/03/1973 National.

TECHNICAL INFORMATION

- article code: grpe76-58/21-18-15-13
- article description: stackable grid
- dimensions: mm 760x580x210/180/150/130
- production method: injection stamp

IMPIANTI CONDIZIONAMENTO SALUMIFICI DI VANNI SPROCCATTI & C.

www.icscond.it



AS100/A

FIELDS OF APPLICATION

Salami/cured pork meat factory, delicatessen.

STRONG POINTS

AS100/A is the only cabinet for drying and maturing salami working with a dehumidification and cooling plant of static type that reduces drastically the danger of incrustations and excessive dehydrations of the products to treat.

This technology allows a big versatility of working like cold drying to product really plain salami or conventional, innovative and experimental drying.

The large color 7" touch-screen display allows the setting and the complete control of all operating parameters: provided with clear and intuitive graphics, allows to view graphs of all desired parameters (temperature, humidity, etc...), the set programs, the alarms and can be controlled remotely via PC or tablet. The USB port which is fitted allows downloading of all data on the PC to perform all desired analyzes. The equipment is completed by 20 salami-carrying bars made of stainless steel.

TECHNICAL INFORMATION

- dimensions mm. 1.400 x 800 x 2.030
- power kw 1,3 at V. 220
- storage capacity up to 100 kg

LOGIUDICE FORNI

www.logiudiceforni.com



Modus - modular deck oven

STRONG POINTS

Fast, practical, and easy to use. Quick installation, high-quality materials, compact size, product diversification, and excellent thermal insulation.

FIELDS OF APPLICATION

Bakeries, pastry shops, pizzerias, and hot spots alike.

TECHNICAL INFORMATION

All the Logiudice Forni company's fifty years of experience are contained within the reduced space and compact form of the new Modus modular electric oven. The new oven model was introduced among the wide range of Logiudice products in order to meet the functional needs of bakeries, pastry shops, pizzerias, and hot spots alike; the Modus is fast, practical, and easy to use.

The configuration of the Modus oven is obtained with a single module, and can be extended to include up to 4 stacked decks (standard), or optionally up to 5. Additional components, like the support and the extractor hood, can also be added at a later time.

The baking chamber is entirely clad in scotch-brite stainless steel and is internally insulated by rock wool panels; the doors are made of tempered glass or stainless steel. The deck is made from refractory cement or stainless steel, and the visible heating elements are aligned in the upper portion of the chamber and under the deck.

Each module is independent of the others; each has a separate top and bottom temperature control, thus allowing the parameters to be set based on the user's specific requirements. The control panel is available in a digital version with programs (standard) or touch-screen display. The inner chamber has a useful height of 18 cm or 24 cm.

RISCO

www.risco.it



Hamburger forming machine TVM 260

STRONG POINTS

The TVM 260 is the Risco forming machine with a twin-plate for burgers. The unit is directly connected to the Risco continuous vacuum filler, allowing a continuous and regular production of burgers, up to 70 pieces/minute. The final product is compact and has perfectly formed edges. The easy replacement of the forming plate facilitates the production of burgers with different shapes and weights, assuring production flexibility as well as unique and original solutions. An optional automatic tray loading system is available.

FIELDS OF APPLICATION

Hamburgers, fish burgers or vegetarian burgers with round, oval or customized shape.

TECHNICAL INFORMATION

Possibility to produce burgers with different shape and weight with a maximum diameter of 110 mm and thickness from 6 to 30 mm.

GELMINI

www.gelminimacchine.com

Tirer Carrier Mod. Orsa

FIELDS OF APPLICATION

The machine is suitable for transportation of grated cheese, flakes and/or cubes.

STRONG POINTS

Multi-function model, versatile, with minimum overall dimensions and energy saving features; it can be combined with Gelmini lift for easier cleaning and/or maintenance.

TECHNICAL SPECIFICATIONS

- power supply: 400V three-phase Hz 50
- machine overall dimensions: approx mm 450x500x1100h
- hopper overall dimensions: approx mm 400x600x700h

