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YEAR 5 - N° 5 • MAY 2017

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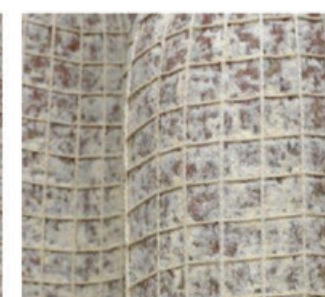
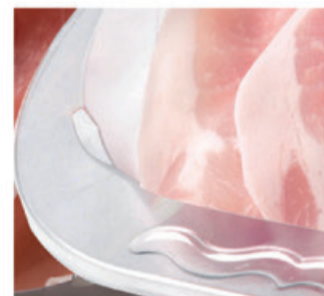
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THE
ITALIAN
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YEAR 5 - N° 5 • MAY 2017

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EDITORIAL

by Angelo Frigerio, managing director

BREXIT: NOW WHAT?

The "Eurosceptics'" victory at the referendum on the European Union begins to have its effects. Theresa May has launched new elections in order to obtain free rein in negotiations with the former European partners. So a long journey begins, which will bring Great Britain out of the EU. But with what outlooks for the Italian and not Italian food industry?

The break up with the EU recalls into question trade agreements, agricultural incentives, product and consumer protection rules. 44 years of single market went up in smoke. At the end of February Coldiretti had reported the decline of the sales of made in Italy olive oil. In the first half of 2016 they had grown by 6% compared to 2015, but after the leaving they collapsed by 13%. Even though the British lag behind in many of the foods they consume, it is not a foregone conclusion that exports from Europe will benefit from it. Leaping the commercial trade treaties, London could establish direct agreements with Australia and New Zealand, for example for milk supplies, with more competitive measures than the prices of the former European cousins.

And that's not all. Let's analyze the fruit and vegetable market. Spain and Italy are among the main contributors to UK food expenses. The production of English campaigns does not fully meet the domestic needs. It covers 55-58% of vegetable consumption and just 11-15% of fruit consumption. Recent estimates report that in 2015 the United Kingdom imported 2.9 million tons of fruit and vegetables from the European Union, for a value of 3.5 billion euros. Other 2.7 million tons of fruit and vegetables come from non-EU markets. While Italy sells to British supermarkets 33,000 tons of apples, 15,000 tons of kiwi, 12,600 tons of grapes, lettuce, salad, tomatoes and carrots, making it the fourth supplier in Europe, behind Germany, Spain and the Netherlands.

But what will happen with Brexit? Will the conditions for purchase and sale remain the same or will the goods be subject to duties or new rules? And how much will the decrease in value of the pound burden on sale decisions? In addition to fruit and vegetables, the British buy Italian wine (746 million euro exports in 2015), of which one bottle out of three is "prosecco" (275

million euro) and pasta (for 332 million euros).

The possible duties would also encourage the industry of fake made in Italy. It already happened in Russia, where the EU embargo cut the food imports from Italy and brought to the flourishing of a copy industry.

There is another risk in the agri-food trade negotiations: new duties for food. Actually, a barrier to export. London has already fought a battle in Europe to defend its traffic light labeling system, and it has been condemned by other Member States, Italy in first place, because it damages Mediterranean products (see article on page 12).

We cannot assume that Europe will continue to be the first food supplier for British supermarkets. A Barclays research among the distribution chains has shown that British operators are aiming to change suppliers, addressing more to those of Britain or to those of Asia and Africa. 32% of respondents stated they would increase their internal supplies. 52% counts on growing the deliveries coming from India and 43% from China. Finally, a 38% bet on Africa.

BREXIT: E ADESSO?

La vittoria degli euroscettici al referendum sull'Unione europea comincia a far sentire i suoi effetti. Theresa May ha indetto nuove elezioni per poter avere mano libera nelle trattative con gli ex partner europei. Comincia così un lungo percorso che porterà la Gran Bretagna fuori dalla Ue. Ma con quali prospettive per i prodotti alimentari italiani e non?

La rottura rimette in discussione accordi commerciali, incentivi all'agricoltura, regole sui prodotti e sulla tutela dei consumatori. 44 anni di mercato unico in fumo. A fine febbraio Coldiretti aveva denunciato il calo delle vendite di olio di oliva made in Italy. Nella prima metà del 2016 erano cresciute del 6% rispetto al 2015, ma dopo il 'Leaving' sono crollate del 13%. Benché gli inglesi siano deficitari di molti cibi che consumano abitualmente, non è scontato che se ne av-

vantaggino le esportazioni dall'Europa. Saltati i trattati commerciali comunitari, Londra potrebbe stabilire accordi diretti con Australia e Nuova Zelanda, ad esempio per le forniture di latte, con dazi più concorrenziali rispetto ai prezzi degli ex cugini europei.

E non è finita qui. Analizziamo il mercato dell'ortofrutta. Spagna e Italia sono tra i principali contribuenti alla spesa alimentare dei sudditi di sua Maestà. La produzione delle campagne inglesi non soddisfa appieno il fabbisogno interno. Copre il 55-58% dei consumi di verdura e appena l'11-15% di quelli di frutta. Recenti stime dicono che il Regno Unito nel 2015 ha importato dall'Unione europea 2,9 milioni di tonnellate di frutta e verdura, per un controvalore di 3,5 miliardi di euro. Altri 2,7 milioni di tonnellate di ortofrutta arrivano da mercati extra-Ue. Mentre

l'Italia vende ai supermercati inglesi 33mila tonnellate di mele, 15mila tonnellate di kiwi, 12.600 tonnellate di uva, lattuga, insalata, pomodori e carote, che ne fanno il quarto fornitore in Europa, dietro a Germania, Spagna e Olanda. Ma cosa succederà con la Brexit? Le condizioni di compravendita resteranno le stesse o le merci saranno gravate da dazi o nuovi regolamenti? E la svalutazione della sterlina quanto peserà sulle scelte di acquisto? Oltre alla frutta e verdura, i sudditi di sua Maestà comprano vino italiano (746 milioni di euro di export nel 2015), di cui una bottiglia su tre è di prosecco (275 milioni) e pasta (per 332 milioni). Gli eventuali dazi inoltre favorirebbero l'industria del falso made in Italy. È già successo in Russia, dove l'embargo della Ue ha tagliato le importazioni di cibo del Belpaese e fatto fiorire un'industria di copie.

C'è un altro rischio nei negoziati sui commerci agroalimentari: nuovi regolamenti sul cibo. Di fatto, una barriera all'export. Londra ha già combattuto una battaglia in Europa per difendere la sua etichetta a semaforo, condannata dagli altri Stati membri, Italia in testa, perché danneggia i prodotti mediterranei (vedi articolo a pagina 12).

Non è scontato, poi, che l'Europa continui a essere il primo fornitore di cibo per i supermercati inglesi. Una ricerca di Barclays tra le catene distributive ha dimostrato che gli operatori di sua Maestà puntano a cambiare fornitori, rivolgendosi di più a quelli inglesi o a quelli di Asia e Africa. Il 32% degli intervistati ha dichiarato di aumentare gli approvvigionamenti interni. Il 52% conta di far crescere le forniture dall'India e il 43% dalla Cina. Un 38%, infine, scommette sull'Africa.

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MÉLANGE GEOVITA, BODY AND MIND WELLNESS

Geovita Group, Italian historical food company focused both on the controlled supply and production chain and on the traceability of its raw material, has launched its brand new completely organic range of blends for the first time in France. All the products – omega 3, antioxidant and relaxing blend – contain OperAequa certified Fair Trade Thai rice, cultivated in Thailand, in the Chiang Ray region, where Geovita began a project of organic perfumed rice production already in 1987. The rice Fair Trade assures better life conditions to the farmer families. Together with the organic rice other characteristic ingredients make them good for the wellness of both the

body and the mind, elements with a high standard of omega 3 – like flax and chia grains – or substances with antioxidant features – like goji berry and paprika – or even constituents able to fight the irritable mood and the fatigue – like poppy and hemp grains. Today Geovita adds the food well-being essence to the traditional healthy and tasty flavor of its pro-



Mélange Geovita, benessere per il corpo e per la mente

Il Gruppo Geovita, storica azienda alimentare del panorama italiano, che da sempre mette al centro dei propri valori la filiera controllata e la tracciabilità delle sue materie prime, ha lanciato la sua nuova e innovativa gamma totalmente biologica di miscele, per la prima volta in Francia. Tutte le referenze – miscela omega 3, antiossidante e rilassante – contengono riso Thai da commercio equosolidale certificato OperAequa, coltivato in Thailandia, nella regione del Chiang Ray, dove Geovita già ha iniziato fin dal 1987 un progetto di produzione di riso thai profumato biologico. La commercializzazione del riso equosolidale assicura condizioni di vita migliori alle famiglie contadine della zona. Unitamente al riso biologico altri caratteristici ingredienti li rendono buoni per il benessere sia del corpo che della mente, elementi con un alto tenore di omega 3 – come i semi di lino e di chia – o sostanze con proprietà antiossidanti – come le bacche di goji e la paprika – o ancora costituenti in grado di combattere l'irritabilità e la fatica – come i semi di papavero e di canapa. Oggi Geovita aggiunge l'essenza del benessere alimentare al tradizionale sapore sano e gustoso dei suoi prodotti.

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A POTATO CHIPS SHORTAGE IS AFFECTING JAPAN. AND PRICES ARE PEAKING

Demand for potato chips has surged in Japan this week, with products on offer for 6 times their retail price online after Japanese snack company Calbee Inc. halted the sale of some of its most popular chip brands. Calbee's pizza-flavored chips were going for about 1,250 yen (11 euro) on Yahoo Japan Corp.'s auction on the past days. One bag usually sells for less than 200 yen. The crunch came after Calbee warned that it will temporarily halt the sale of 15 types of potato chips due to a bad crop in Hokkaido, a key potato-producing region. Smaller potato-chip rival Koike-ya Inc. has also halted the sale of 9 snack products. The northern island was hit by a record number of typhoons last year. Calbee, which has a market value of 507.9 billion yen and is 20 percent-owned by PepsiCo Inc., has a 73% market share of potato chips.

Prezzo 'salato' per le patatine in Giappone: il maltempo ha messo in ginocchio l'industria

Quattro tifoni si sono abbattuti lo scorso agosto sull'isola di Hokkaido, in Giappone, mettendone in ginocchio l'agricoltura, basata principalmente sulla coltivazione di patate (fonte dell'80% della produzione di patate del Paese). Dopo la rovina dei campi e la scarsità del raccolto, il prezzo delle materie prime è salito alle stelle, con una notevole ripercussione sulle vendite di patatine. Calbee, azienda nipponica di proprietà della Pepsi, che controlla il 73% del mercato delle patatine giapponesi, ha annunciato in questi giorni il blocco delle vendite di 15 referenze. Stessa sorte per i prodotti della Koyke-ya, il secondo produttore nel Sol Levante, che ne ha bloccato la produzione, generando il panico nei consumatori. Gli scaffali si sono svuotati nel giro di poche ore, costringendo i consumatori a cercare on-line le ultime scorte rimaste e a partecipare a vere e proprie aste di patatine, vendute a prezzi esorbitanti: 1250 yen a pacchetto, vale a dire all'incirca 11 euro, contro i 2 euro abituali (20 yen).

TERRE DUCALI RECOMMENDS ALLEGRO SALAMIS FOR DELICIOUS HAPPY HOURS ACROSS THE OCEAN

Thanks to new technologies and passion, Terre Ducali, that previously exported Culatello Strolghino and Felino Salami IGP across the ocean, is now presenting and launching on the North American market Allegro Salamis. This new product consists of small salamis made of culatello meat, a precious and lean meat. With an average size of 100 gr, Allegro Salamis are a new original product for your Happy hour with friends: in particular, these small salamis are perfect with Italian Taralli and a good glass of wine. Allegro Salamis have been presented for the first time in San Francisco during the Winter Fancy Food Show.

There are 5 variations of salami: chili pepper salami, parmesan cheese salami, pecorino cheese salami, truffle salami and onion salami; each one of these types has a unique flavor in line with the American taste and style.



Salami Allegro, la proposta di Terre Ducali per gli happy hour sfiziosi d'Oltreoceano

Dopo Strolghino di culatello e Salame Felino IGP, che ha esportato Oltreoceano per prima, grazie all'adozione della tecnologia delle alte pressioni, Terre Ducali propone ora al mercato nord americano la novità Allegro. Si tratta di una linea di salamini ottenuti con carne di culatello, molto pregiata e magra. Con una pezzatura media di 100 gr, i salami Allegro rappresentano una proposta originale per il momento dell'happy hour, da gustare insieme con gli amici: in particolare, si sposano alla perfezione con i taralli e con un calice di buon vino. Presentati in anteprima al Winter Fancy Food Show di San Francisco, i salami della linea Allegro sono proposti in cinque versioni, ciascuna con un gusto particolare, in linea con le preferenze del mercato americano: al peperoncino, al parmigiano reggiano, al pecorino, al tartufo e alla cipolla.

NATURAL FOOD: LESS IS MORE



Natural Food, based in the Marche region, has developed over the years a specific focus on the manufacturing and marketing of references suitable for those who have chosen a specific diet as well as those who have some food intolerance. "Our products are handcrafted, lightweight and easily digestible," explains Carlotta Piccioni, the company's export manager. Innovative references, free from milk, palm oil, hydrogenated fats, soy and eggs. On a global scale level, Natural Food products belonging to the Biological, Gluten-Free, and Organic gluten-free ranges are widely appreciated by European consumers. A result achieved also thanks to is the company's many certifications to guarantee absolute safety: from IFS and BRC to the VeganOk certification. The constant search for quality and taste by Natural Food is finds full expression in the company's latest innovations, including a range of salty snacks: gluten-free, vegan and upon request also organic. A selection of convenient references, ideal for on-the-go consumption, that also included innovative organic pizza bases, gluten free and 'Gluten free Bio', all vegan. The Salty snacks gluten-free range is made of a Panino da viaggio (on-the-go sandwich), Taralli, Schiacciatine and Grissoni. "Products available in the classic version, with extra virgin olive oil, but also in the tasty pizza and chia seeds variations", underlines Carlotta Piccioni. Another novelty for 2017 is the gluten-free, 'open and taste' piadina, that can be consumed after opening, with no need to warm it up.

Natural Food: più con meno

La Natural Food è una realtà produttiva marchigiana che ha sviluppato nel corso degli anni una specifica attenzione alla realizzazione e commercializzazione di referenze adatte per chi ha scelto una specifica dieta, ma anche per chi ha delle intolleranze alimentari. "I nostri prodotti sono artigianali, leggeri e facilmente digeribili", spiega Carlotta Piccioni, export manager dell'azienda. Nascono così referenze innovative, senza latte, olio di palma, grassi idrogenati, soia e uova. A livello internazionale, i prodotti firmati Natural Food delle linee Biologico, Senza glutine e Senza glutine biologico sono apprezzati da tanti consumatori europei. Merito è anche delle molte certificazioni che vanta l'azienda, a garanzia di una proposta all'insegna dell'assoluta sicurezza: dagli standard IFS e BRC al marchio VeganOk. La ricerca costante di qualità e gusto da parte della Natural Food trova piena espressione anche nelle ultime novità lanciate dall'azienda, tra cui spicca la linea Snack salati: prodotti senza glutine, vegani e all'occorrenza anche biologici. Una gamma assortita di referenze pratiche, ideali per il consumo 'on the go' o per una pausa, a cui si aggiungono le innovative basi pizza biologiche, gluten free e 'Gluten free Bio', tutte vegane. La linea Snack salati senza glutine, si compone del Panino da viaggio, dei Taralli, delle Schiacciatine e dei Grissoni. "Prodotti che presentiamo non soltanto nella classica versione all'olio extravergine d'oliva, ma anche nelle gustose varianti pizza e con semi di chia", sottolinea Carlotta Piccioni. Altra novità 2017 sono le piade senza glutine 'apri e gusta', che si possono consumare appena aperte senza essere riscaldate.

WORLD PASTA PRODUCTION ON A RISING TREND

Over the last 18 years, global pasta production has increased by almost 57% (from 9.1 to 14.3 million tons). 48 countries are producing more than 1,000 tons (+77%) and 52 countries have a per capita consumption of at least 1 kg per year (compared with 30 of 18 years ago). Italy produces about 3.5 million tons of pasta every year. And in 2016, our country exported over 2 million tons (+3.4% by volume and almost -2% in value, at 2.3 billion euro). Aidepi, the Italian Association of Confectionery and Pasta Industries, also reported that Italians remain the largest consu-

mers (24 Kg per capita), followed by Tunisia (16 Kg), Venezuela (12 Kg), Greece (11.2 Kg), Switzerland (9.2 Kg), USA and Argentina (8.8 Kg), Iran and Chile (8.5 Kg) and Russia (7.8 Kg). In the latter country production is growing at a high rate also due to the presence of De Cecco, Barilla and Colussi production plants.



In aumento la produzione di pasta nel mondo

La produzione della pasta nel mondo, negli ultimi 18 anni, è aumentata di quasi il 57% (da 9,1 a 14,3 milioni di tonnellate). 48 i Paesi che ne producono quantità superiori alle 1.000 tonnellate (+77%) e 52 quelli con un consumo procapite di almeno 1 Kg all'anno (contro i 30 di 18 anni fa). L'Italia produce ogni anno circa 3,5 milioni di tonnellate di pasta. E nel 2016 ne ha esportate oltre 2 milioni di tonnellate (+3,4% a volume e quasi -2% a valore, per 2,3 miliardi di euro). I dati di Aidepi, l'Associazione dell'industria del dolce e della pasta italiane, indicano inoltre che gli italiani restano i maggiori consumatori (24 Kg pro capite), seguiti da Tunisia (16 Kg), Venezuela (12 Kg), Grecia (11,2 Kg), Svizzera (9,2 Kg), Usa e Argentina (8,8 Kg), Iran e Cile (8,5 Kg) e Russia (7,8 Kg). In quest'ultimo Paese – in cui sono attivi anche De Cecco, Barilla e Colussi – la produzione cresce a ritmi elevati.

ITALIAN DAIRY COUNTRY OF ORIGIN LABEL COMES INTO FORCE

Dairy products labels showing the origins (country of origin and processing) of all ingredients became mandatory in Italy on the past 19 April. The new ruling applies to all types of milk (including sheep, donkey, buffalo and goat) and dairy products. Food items that contain dairy, such as pizzas with cheese or milk chocolate, do not need to follow the new regulation. However, flavored milk and yogurt will need to comply with new guidelines, that will only be applied to products manufactured by Italian companies and sold in Italy, with the exclusion of imported products. The decree enters into force 90 days after the publication, allowing time for companies to phase out other label; and 180 days for labeled products already on the market.

Entra in vigore la norma sull'etichettatura d'origine del latte Uht e dei derivati

È ufficialmente entrata in vigore lo scorso 19 aprile la norma relativa all'obbligo di indicazione d'origine della materia prima in etichetta per il latte Uht e i prodotti lattiero caseari. Previsti sei mesi di tempo per adeguare le etichette con le nuove diciture. La norma, che introduce un periodo di sperimentazione di due anni, stabilisce che il latte o i suoi derivati debbano riportare sulla confezione il paese di origine della materia prima e quello di trasformazione, se diverso, in maniera chiara, visibile e facilmente leggibile. Restano esclusi dalla norma i prodotti Dop e Igp e il latte fresco, già tracciato. Il provvedimento ha valore solo per i prodotti realizzati da aziende italiane e venduti in Italia, mentre quelli importati non sono soggetti a nessuna indicazione d'origine.

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Le Famiglie del Gusto is a network based on the collaboration of three companies leader in the production of Italian cured meats: F.Illi Coati, Felsineo and San Michele. The companies are all totally committed to offering exceptional high-quality products and all share common values, including pride in their work, passion for their products, strong Italian traditions passed down through generations and a deep desire to promote the Italian gastronomic delicacies all over the world. Each company produces a comprehensive range of Salumeria, either whole or sliced cold cuts, offering a wide variety of complementary products and thus enhancing the overall competitive advantage. The family is the greatest value that unites these companies. This common value lies at the core of each company and determines also its strength.

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Salumificio F.Illi Coati

The Salumificio F.Illi Coati is a fourth generation family business. The main plant, located in Arbizano Negrar (Verona), is dedicated to the processing of salami, cooked ham, speck ham, bacon and other deli products. In order to offer the maximum warranty in the supply chain and product quality, the company has created a facility dedicated to the processing and deboning of fresh pork. The company can boast a strong presence in Ho.re.ca sector, as well as in the largest Italian supermarkets and hypermarkets, supplying both brand-name products and private labels. The company exports to Europe, United Kingdom, Serbia, Lebanon, Japan, Hong Kong, Cuba, Vietnam, Canada and South Korea.

- CERTIFICATIONS: IFS, BRC (vers.7)
- PRODUCTION VOLUME: 16 million Kg per year
- PRODUCTS: salami, cooked ham, speck ham, bacon and other deli products, whole and sliced

Felsineo

Felsineo has been producing exclusively Mortadella for over fifty years and is a market leader since the early nineties. The company, founded by the Raimondi family, is today in its third generation. Felsineo is a reliable partner of the biggest Italian hypermarket chains, and most of them have chosen it also for their own private labels. Moreover, it is the first Italian company to produce an authentic 'All Natural' mortadella. The certifications, together with the efficient monitoring of the production processes, have allowed access to markets otherwise unreachable, such as United States of America, Canada and China.

- CERTIFICATIONS: IFS, BRC (vers.7)
- PRODUCTION VOLUME: 12 million Kg per year
- PRODUCTS: Mortadella, whole or sliced

Salumificio San Michele

The history of the Salumificio San Michele began over 35 years ago in San Michele Tiorre (Felino), located just outside Parma, in the heart of the Italian Food Valley. The company supplies a wide and complete range of Prosciutto Crudo, Parma DOP or San Daniele DOP, either boned or deboned. The Cremonesi founding family still guides the Salumificio and constantly aims at maintaining it simple and compact, but always able to combine product tradition with innovation. The company is able to fully satisfy domestic and international market needs, supplying both brand-name products as well as private labels. The company exports to Russia, Canada, Argentina, Japan, Korea, Vietnam, USA, Venezuela and Peru.

- CERTIFICATIONS: IFS, BRC (vers.7)
- PRODUCTION VOLUME: 600,000 pieces per year
- PRODUCTS: prosciutto Crudo, Parma DOP, San Daniele DOP, whole or sliced

Le Famiglie del Gusto, tradizione italiana

Le Famiglie del Gusto è una rete d'impresa basata sulla collaborazione di tre aziende italiane, F.Illi Coati, Felsineo e San Michele, leader nella produzione di salumi. Le aziende, che da sempre operano nel rispetto di elevati standard qualitativi, condividono: l'orgoglio, la passione per i propri prodotti, una forte tradizione italiana tramandata di generazione in generazione e la volontà di promuovere le eccellenze italiane nel mondo. Ogni azienda produce un vasto assortimento di salumi, interi ed affettati, complementari tra di loro per l'ottenimento di una completezza di gamma eccellente e altamente competitiva. Il valore più grande che unisce le aziende resta la famiglia, che è alla base di queste straordinarie realtà italiane e che ne determina la forza.

THE MARKET IS (SLOWLY) RECOVERING

EU SALES OF FAST MOVING CONSUMER GOODS ARE INCREASING AT A MODERATE PACE: +0.8% IN THE LAST QUARTER OF 2016. BUT THEY ARE GROWING: THAT'S GOOD ENOUGH.

In the last quarter of 2016 European sales of Fast Moving Consumer Goods (FMCG) posted a 0.8% growth rate in volume over the last quarter of 2015, according to a recent Nielsen survey. The average price of Consumer Packaged Goods – food, beverage and personal care items – also grew by 0.9%: the most significant growth rate registered in 2016. Overall, sales of Fast Moving Consumer Goods led to a +1.8% increase in European grocery retailers' total turnover.

In Italy, nominal growth in the fourth quarter of 2016 was +1.6% - rising by 0.2% over the same period in 2015 - result of a decrease in prices, equal to 0.5%, as well as of a 2.1% increase in

the volumes sold.

Among the 21 countries analyzed by Nielsen, Turkey has experienced the strongest growth rate in retail turnover: +9.1% year-over-year (a value that has grown more than three times in the last 10 years). Followed by Poland (+3.6%) and Spain (+3.1%). The countries experiencing the worst performance, instead, were Finland (-4.1%) and Greece (-6.7%).

In Spain, the year-over-year growth rate for the sale of FMCG was the higher among the largest EU markets, followed by Italy (+1.6%) and France (+0.8%). The United Kingdom (+0.7%) and Germany (+0.3%) experienced a more moderate growth.

Un mercato in (lenta) ripresa

Nell'ultimo trimestre del 2016, l'andamento delle performance della Gdo in Europa evidenzia una crescita dei volumi di vendita dei prodotti di largo consumo dello 0,8% rispetto allo stesso trimestre 2015, come evidenzia una recente indagine Nielsen. Per un incremento complessivo del fatturato dei retailer pari al +1,8%. Tra i 21 Paesi in esame la Turchia è quello con il maggiore aumento di fatturato dei retailer (+9,1%), seguita da Polonia (+3,6%) e Spagna (+3,1%). Le contrazioni maggiori si sono invece verificate invece in Finlandia (-4,1%) e Grecia (-6,7%). In Italia, la crescita nominale registrata nel quarto trimestre 2016 è dell'1,6% (+0,2% rispetto allo stesso trimestre del 2015).



Bresaola HALAL



Bresaola BIO



Bresaola della Valtellina IGP

Pure and simple handmade Bresaola.



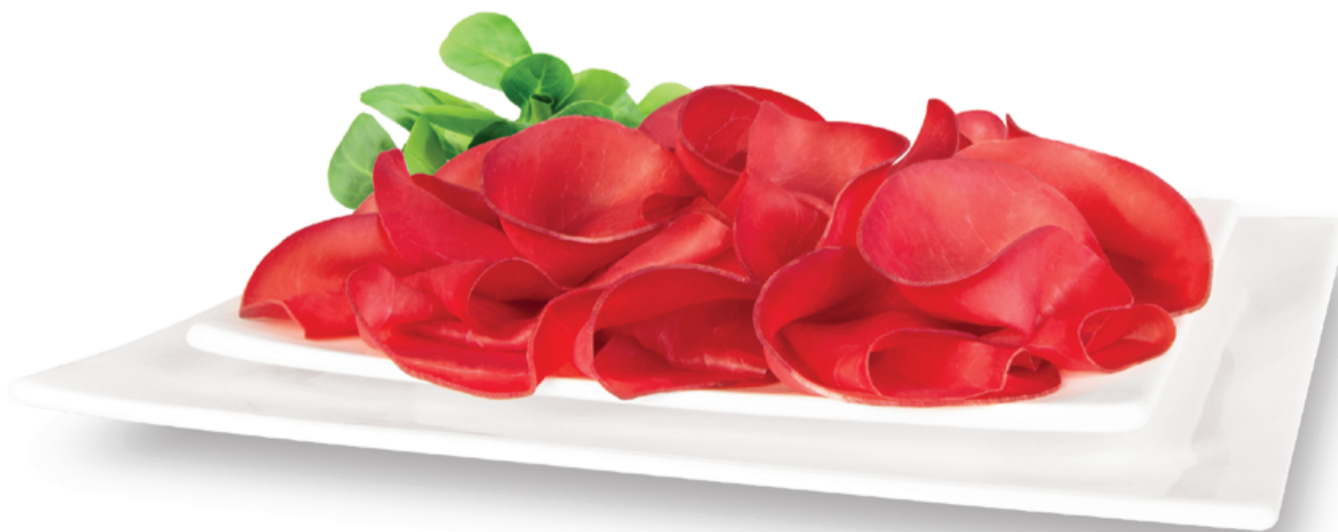
Healthy



Genuine



Tasty and good



In the heart of the Rhaetian Alps, in Northern Italy, Valtellina Valley is the place Bresaola has its origins. For our Bresaola we only choose the best meats that we work with salt, some spices but also a lot of care. The time and passion of our everyday actions make it unique, unmistakable.

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- ✓ Lactose free

'STOP' THE TRAFFIC LIGHT!

SIX MULTINATIONAL CORPORATIONS, ALL PART OF THE EUROPEAN UNION, ARE IN FAVOUR OF ADOPTING COLOURED LABELLING. SEVERE REACTIONS FROM OUR COUNTRY THAT HAS ALWAYS BEEN AGAINST THIS SOLUTION. IT PENALIZES THE CONCEPT OF "MADE IN ITALY", DOES NOT INFORM CONSUMERS AND IT PROMOTES UNHEALTHY FOODS.

Coca Cola and sparkling drinks full of sweeteners get the green light. Red light instead for cured meats, cheese and "made in Italy" delicacies. Something that might happen if the traffic light labelling adopted in Great Britain were extended to the whole European Union. A system already contested by Brussels in the past. It highlights the amount of calories, fats, sugars and salt present in 100 gr or 100 ml of products. If these ingredients exceed the allowed levels, a "halt" is applied with one or more red stickers on the box. Nothing is mentioned about the other nutritional properties. Currently, six multinationals support this simplistic "mechanism": Coca Cola, Mars, Mondelez, Nestle, PepsiCo and Unilever who, on 9th March, declared their support for the "traffic light" labelling during a meeting of the EU platform for action on diet, physical activity and health. A support that arises out of fear of a "soda tax" or "sugar tax" in European terms that is already implemented in other countries, including Mexico. This endorsement by multinationals has triggered (and rightly so) a series of reactions in Italy. "We will write to the EU commission again, in the next few hours to immediately take action and prevent the spread of such a distorting market," said Maurizio Martina, Minister of Agricultural Policies who recalled that last year Italy, together with other 15 European countries, contested this openly.

"It causes economic and image damage to our products; it does not bring any benefit to consumers and it does neither promote balanced nor a healthy diet and classifies food with questionable and approximate parameters. It is not acceptable", concludes the Minister, "that quality Dop and Igp products and other products belonging to the Mediterranean diet such as fish and olive oil are branded with the red traffic light while sugar free sodas obtain the green traffic light. In fact, we are talking about a mechanism that seems to ridiculously penalize products such as cured Parma ham, Grana Padano, Parmigiano Reggiano and extra virgin olive oil. But not only. More than one single doubt about the realistic effect of the traffic light labelling has clearly been manifested by the British, who have already dealt with the notorious mechanism: to the point to not understanding it so well. At least, this is what results from a survey realised by YouGov for the Chartered institute of marketing and then announced by the website Agricola. Over 76% say they have actually understood it. But 67% is convinced that the products with three red stickers should be absolutely avoided. 37% believes that only one product branded with a red sticker should be consumed per day. It does not end up here: more than 50% said that a good diet consists of eating products with green stickers and this means eating only popcorn and



light coke, for example. Everything nutritional experts say is upturned because according to them, there is no good food or bad food but everything stands in quantity. There are, however, good diets and bad ones. The good ones also allow cheese, cured meat, extra virgin olive oil and many other foods. Even better if they are made in Italy.

'Stop' al semaforo

Semaforo verde per Coca Cola e bibite gassate ricche di edulcoranti. Semaforo rosso, invece, per salumi, formaggi e altre prelibatezze made in Italy. È quello che potrebbe accadere se venisse estesa a tutta l'Unione europea l'etichetta 'a semaforo' adottata in Gran Bretagna. Un sistema già contestato in passato da Bruxelles che mette in evidenza le quantità di calorie, grassi, zuccheri e sale presenti per 100 grammi o 100 millilitri di prodotto. Se questi ingredienti superano il livello di guardia scatta l'altolà, segnalato appunto con uno o più bollini rossi sulla confezione. Delle altre proprietà nutrizionali non si dice nulla. Ora, a sostenere questo 'meccanismo' a dir poco semplicistico, ci sono sei multinazionali: Coca Cola, Mars, Mondelez, Nestlé, PepsiCo e Unilever. Che il 9 marzo hanno dichiarato il loro appoggio all'etichetta 'a semaforo' in un incontro della Piattaforma Ue per la dieta, l'attività fisica e la salute. Un appoggio che nascerebbe dal timore di una 'soda tax' o 'sugar tax' in salsa europea, già in vigore in diversi paesi su scala internazionale, tra cui il Messico. Questo endorsement delle multinazionali, in Italia ha scatenato (e giustamente) una serie di reazioni.



ACCORDING TO THE TRAFFIC LIGHTS LABELLING SYSTEM...



COCA-COLA LIGHT



PARMIGIANO REGGIANO

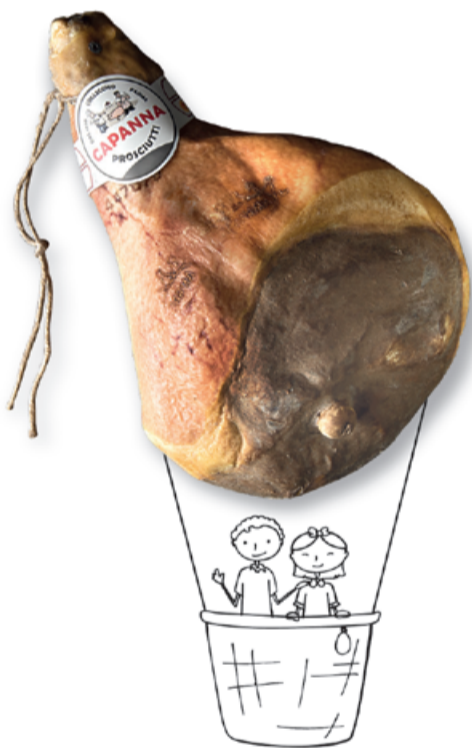


PROSCIUTTO DI PARMA



THE FRENCH WAY: THE NUTRISCORE

After six months of experimentation, France chose a traffic light label: Nutriscore. It evaluates the nutritional input of food as a whole and not the single ingredients like the English one. The Nutriscore label uses five colors (dark green, light green, yellow, orange and red) to which five letters (from A to E) are each associated with five scoring categories, calculated on the basis of the content of calories, sugars, saturated fats and salt for 100 grams of product. The judgment is based on an overall set of the main ingredients, which are not indicated individually. Letter A, associated with dark green, indicates the best rating, while the letter E, combined with red, is the worst. The French proposal does not solve any problems, as it does not take in consideration the diet as a whole and ends up branding with a red sticker very healthy food rich in "good" fats: extra virgin olive oil.



taste beyond imagination



GUSTO³ AL CUBO

"WE ARE THE FLAGSHIP OF MADE IN ITALY"

From the US to Russia, from China to Japan, India and Brazil. At Cibus Connect - trade exhibition dedicated to food and beverage, held in Parma on the past 12-13 April - we had the chance to meet some of the leading global import-export companies. No matter if we talk about food service, independent shops or grocery retail, there is one thing everyone agrees on: the unconditional love for Italian food.

"Siamo i portabandiera del made in Italy"

Dagli Stati Uniti alla Russia, passando per Cina, Giappone, India e Brasile. A Cibus Connect - fiera dedicata al food and beverage, in scena a Parma il 12 e 13 aprile - abbiamo incontrato i buyer di alcune delle maggiori società di import-export dei rispettivi Paesi. E che si tratti di Horeca, normal trade o Grande distribuzione, c'è una cosa che mette sempre tutti d'accordo: l'amore incondizionato per il buon cibo italiano.

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USA AND MEXICO

H.E.B.
Antonio Villareal,
export manager



"In October 2016 we launched 'Ciao Italia', a promotional campaign dedicated to authentic made in Italy that saw the inclusion of more than 3,000 Italian products in the range of 300 HEB stores," said Antonio Villareal, export manager for chain. Founded in the early '900 in Kerrville, Texas, it is now one of the largest retailers in the United States, and not only, thanks to a network of 600 stores between Texas and Mexico. "I can definitely say that it was the best promotional campaign ever launched by our company. So much so that we are already planning the 2017 edition for next October," adds the export manager. "The most performing category was certainly that of wines. Followed by pasta and sauces. Simple ingredients, that Americans are able to use in their kitchens. For our customers, in Mexico and the United States, we have selected both Premium products and products belonging to a more affordable price range." The interest shown by customers for products made in Italy was so big that 45 new Italian suppliers have been selected by H.E.B buyers, in the most diverse product categories. For Antonio Villareal, the Parma fair was just the right occasion to meet many of these new suppliers and conclude the contracts started. He didn't comment the recent statements made by US President Donald Trump, threatening to introduce sanctions on the import of a wide range of European and Italian food products: "I mainly deal with purchases for our 57 Mexican stores, which will become 61 in 2017," said Antonio Villareal. "And between Italy and Mexico there is a free trade agreement in force that does not include any customs duties on imports of food products." A special appreciation was made for the "smaller and more accessible" exhibition format of Cibus Connect.



RUSSIA

ITALIAMIA

Irina Novitskaya, general director



"We only import high quality Italian products to Russia. Initially targeted at the food service sector - which still accounts for 80% of our corporate revenue - but a couple of years ago we also started supplying major retail chains," explains Irina Novitskaya, general manager of ItaliaMia, specialized in the import of Italian products since 2011, the year of its foundation. The assortment of products imported by the company is really wide and varied and includes all categories: from preserves to pasta, from oils to vinegars, through flours, confectionery and chocolate, rice and legumes, fish and spices, but also an amazing variety of salami and cheeses. Or at least before the embargo established by the Russian government on a wide range of European and Italian food specialties. "Before the embargo, cured meats and cheeses were our best sellers," Irina Novitskaya explains. And you just need to visit the company website (www.italia-mia.net) to see how many cheeses and cured meats were included in the assortment: Asiago and gorgonzola, grana padano and parmigiano, but also pecorini and provoloni only in the dairy sector. Then a wide selection of salami (Milano, strolghino, spianata, ventricina...), without forgetting bresaola, coppa, guancia, mortadella, speck, prosciutto di Parma and San Daniele. "After the embargo, in order to fill the gap left by imported products, many companies in Russia have started producing 'Italian-style' cold cuts and cheeses. This can work in the case of mid to low-tier restaurants. But top restaurants, focused on the best quality raw materials, are going through a very bad time," adds the general manager. "I am at Cibus today to meet our suppliers and look for new products in the confectionary and preserves sector. But I keep alive the hope that the embargo will be removed and therefore I don't stop taking business cards from cured meat and cheese producers (she smiles, Ed.)."

JAPAN

SHELL GARDEN

Noriyuki Kizawa, merchandising department



Established in Tokyo in 1983, Shell Garden is a subsidiary of the giant Seven & i Holdings Co., the fifth largest retailer in the world, which boasts a network of 54,000 stores in more than 100 countries. "We are importers specialized in Premium products, which we distribute to many of the country's most exclusive independent gourmet retailers," explains Noriyuki Kizawa, Shell Garden merchandiser. "From oyster to cheeses, from pasta to Parma Ham, our customers only demand for the best gourmet products available on the market. We have come to Cibus Connect to find new products to include in our offer, but also to learn more about how to consume the products we already import," underlined Noriyuki Kizawa. "Choosing the right pairing, learning how to cut ham in the proper way... these are very important details, which drastically change the taste experience. Things that Italian consumers give for granted, but that Japanese consumer can't even imagine. Our desire is to organize courses to explain to our customers how to treat and enhance the Italian products they buy." There are many obstacles that a Japanese importer - and the corresponding Italian supplier - must face, especially in the case of cold meats. "Although we know that there exist very good products, they often lack the necessary licenses to enter Japan. Moreover, it also happens that the companies' production volumes are not enough to cover the minimum export quantities." Finally, Noriyuki Kizawa expresses great satisfaction for his participation in Cibus Connect: "Exhibitors have proven to be really kind. I can say that I have always felt welcomed."



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CHINA

RORIA - PROFESSIONAL FOOD DISTRIBUTOR
Han Jin, general manager



Food and beverage importer and distributor based in Shanghai, Roria is specialized in the selection of European and especially Italian products, that are distributed within the major sales channels in China, including large retail chains, wholesalers and e-commerce operators. From Santal juices to Cannamela spices, from Rigoni D'Asiago jams to Negroni cured meats, from Perla cheeses to Garofalo pasta, without forgetting oils, bakery products and flours. In the company's portfolio there are already many Italian products and brands. "We love all Italian products and every year we come back to Italy to meet our suppliers and to find new ones," explained Han Jin, general manager of Roria. "Every time we are looking for something different. This year, in particular, we have decided to improve our offer of Italian specialties in the bakery and snacks sector, such as sweet biscuits, crackers and salty snacks." Interest in Italian cured meat specialties is very high, said the general manager, but there are too many bureaucratic tasks that a Chinese importer is obliged face. "When we founded Roria, in 2008, we started from some types of cured meats. Incredible products, and we would be very glad to further improve our product offer. Then, unfortunately, we had to face too many political and bureaucratic issues that forced us to take a step back. I find it unbelievable that Italian companies like the ones I'm meeting here in Parma, small but well-structured and ready to start working with China, are not allowed to do their job for reasons that have nothing to do with the market. Just like it happened with Russia and it will probably happen also with the United States," he points out with a hint of bitterness. "Anyway, we are proud to be a flagship for Italian products in China."



BRAZIL

REDE SAO PAULO SUPERMERCADOS
Luiz Roberto Baruzzi, director



An association formed by seven supermarket chains - Confiança, Pague Menos, Jáu Serve, Lopes, Shibata, Sempre Vale e Comper - and 165 stores in the metropolitan area of Sao Paulo, builds up the Rede Sao Paulo Supermercados. With an annual turnover close to 3 billion euro, the association has the task of selecting the products of the assortment for the chains and jointly developing import orders. "The retail chains share a Private Label range called 'Bary' and made only of products imported from Italy. A selection that includes pasta, peeled tomatoes, rice, vinegar and olive oil. We also import wine and we are determined to further expand our range of imported Italian products. Furthermore, the collaboration of seven different retailers allows us to have a unique container for our shipments," underlines Luiz Roberto Baruzzi, director of Rede Sao Paulo Supermercados. The retailers are paying much interest and great expectations in the success of Italian food and beverage products, to the point that they are planning to set up a week dedicated to Italian food in their stores. "We are looking for more products and more variety, and this 'Italian week' could be the right chance to test the market response," he explains. "We already import many products but nothing in the category of cheeses or cured meats. In fact, these products often have a shelf life that is too short. And so far, we prefer to focus on and grow in the grocery sector." The fortune of Italian products in Brazil is also due to the presence of a large Italian-Brazilian community. "Italian products are certainly more expensive than the average, but they are also reliable. That's why the quality-price ratio is correct, in my opinion. And I'm not talking about premium band products. Our target is mainly directed toward mid-range products," adds Luiz Roberto Baruzzi. And about Cibus Connect, he said: "It is a very well organized fair under all points of view. In particular, I really enjoyed the show-cooking area."



INDIA

A.SALUTI
Sapna Lawyer, partner

"Our cafés are real boutique stores where consumers can buy a wide range of specialties from around the world," said Sapna Lawyer, partner for A.Saluti, a gourmet retail chain founded in Mumbai, but that will soon expand to other Indian cities. "We sell many Italian products, from ham to cheeses, from yogurts to various types of bread. As far as niche, Premium products are concerned. Our selection is divided into three macro categories: fresh produce, featuring a wide range of cured meats, cheeses, olives, cho-

colate and cooking ingredients; The section of ambient products, with a wide range of packaged references and finally the frozen section, rich in foreign specialties such as New Zealand lamb, Belgian pork, French croissants and Italian or German sausages. We also have our yogurt production, made with both Indian and imported milk. Has well has a production of fresh juices," underlines Sapna Lawyer. "Today, also Indian consumers pay more attention to what they eat and are sensitive to health issues.



They would like to buy organic products, but in many cases these are too expensive," adds Sapna Lawyer. "The goal of my visit here to Cibus Connect is to find 'natural' and possibly gluten free products.

The Indian market for celiac products is booming, but there are still a few products available. In particular, I'm looking for fresh filled pasta and vegan, eggless, or vegetarian products. We do not import our products directly, but we rely on a network of importers who buy the products we are interested in."





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'UNCERTAINTY' IS THE KEY WORD



EUROMONITOR INTERNATIONAL HIGHLIGHTS SOME OF THE MOST IMPORTANT TRENDS THAT WILL SHAPE THE WORLD IN 2017. STARTING FROM BREXIT, THE 'TRUMP EFFECT' AND THE RISK OF INCREASING TRADE BARRIERS.

Political instability is a key challenge going into 2017, and surprisingly, two of the biggest risks are in advanced economies. First is the Trump effect: it is hard to ascertain the exact impact a Trump presidency will have on the US and global economies. Brexit is another unknown quantity: outside of Europe, its impact on the global economy is more subdued than a Trump downturn, but it adds another element of unpredictability at a time when political volatility is a key concern, according to the report issued by Euromonitor International, called 'Global Economies and Consumers in 2017'. In the report, experts analyse the most important trends that will shape the world in 2017, discussing diverse themes, such as the risk of increasing trade barriers, the global industrial production output and the growth of the world's urban population.

Risks of increasing trade barriers

The risk of trade barriers and economic isolation is growing in western countries, as popular discontent with globalisation feeds support for populist and far-right parties. In his election campaign, President Donald Trump expressed his intention to impose a 45% import duty on goods from Mexico and China, renegotiate Nafta and pull out of the Trans-Pacific Partnership (TPP), as well as the flailing US-EU Transatlantic Trade and Investment Partnership (TTIP). With its decision to leave the EU, the UK risks being cut out of the single European market, a move which would be detrimental to both the UK and EU economies. The WTO estimates that 2016 saw the slowest growth in trade since the financial crisis. In 2017, Euromonitor International expects tra-

de growth to strengthen somewhat on the back of stronger economic growth, but with increasing downside risks from anti-globalisation sentiment.

Political risks threatening to impede economic growth in Europe

The US is not the only country to witness the rise of anti-trade and anti-immigrant populism. Right-wing parties are gaining ground across Europe, adding to significant political uncertainty for many. Continued concern surrounding Brexit is estimated to lower UK demand and add to vulnerability of European economies in 2017; French presidential and general elections in 2017 could play a decisive role in the direction of the EU in the coming years. In Italy, the reformist Prime Minister Matteo Renzi resigned at the end of 2016 after losing the constitutional referendum; this strengthens the anti-EU Five Star Movement in the upcoming 2018 elections. A broader economic stagnation would notably hurt the European outlook. The spread of political populism could raise trade and immigration restrictions and slow down the implementation of structural reforms, leading to falling private sector confidence with negative spillovers on investment and consumer spending.

Asia Pacific will hit 40% of global industrial production output

Global production output is to accelerate in 2017, reaching 5% annual growth. Asia Pacific remains at the forefront of top growth areas, expected to hit 40% of the global production output in 2017. Production output in China, India and Philippines is expected to grow by 10%. Asia Pacific will account for close

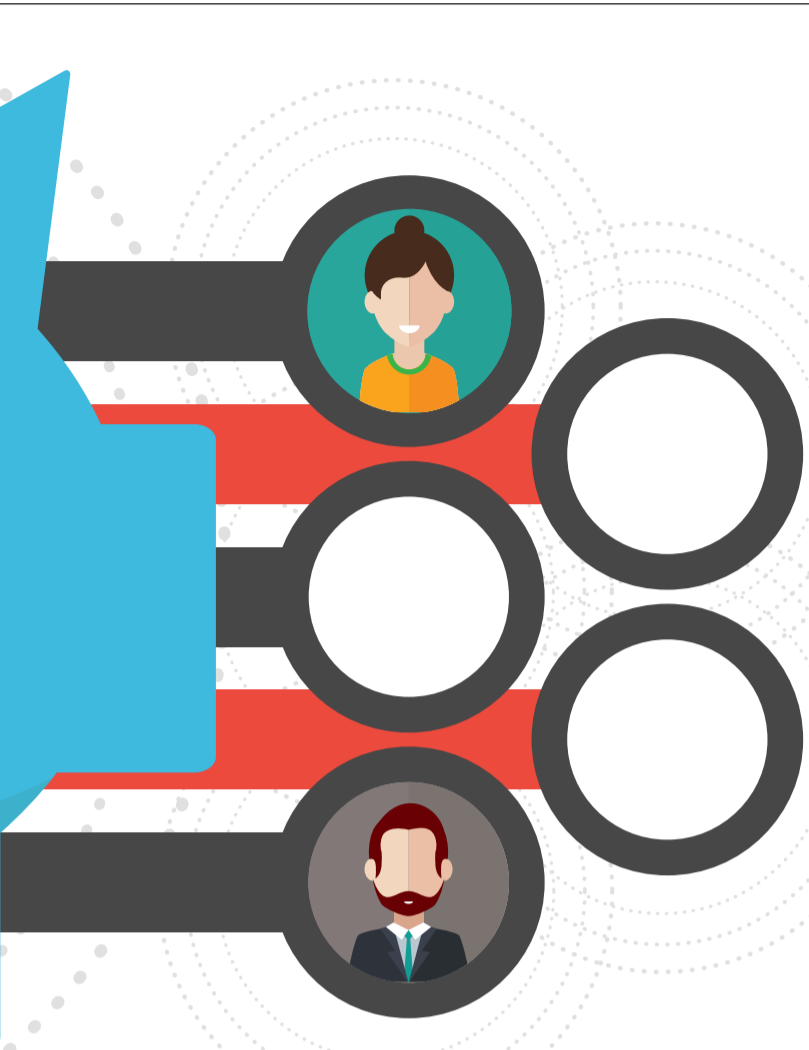
to 70% of all high-tech goods produced globally, with virtually all major companies having production capacities in the region. The transport equipment industry is significantly increasing its capacity in Asia Pacific to be closer to the growing customer base, with close to 60% of output produced in the region in 2017 and an expected 75% of transport equipment to be produced in Asia Pacific by 2025. Intermediate goods are expected to record the highest growth, with over 9% in 2017, driven by rubber, plastic, glass, cement and other non-metallic mineral products.

The fastest-growing cities will be in the Middle East and Africa

The world's urban population is growing at 2% annually, but some cities exceed this growth rate by a wide margin. Globally, the most rapidly growing cities are in the Middle East and Africa, as Abuja (Nigeria) is forecast to grow by 4% in one year, and Doha (Qatar) is set to grow at 3% rate. Relatively small metropolises have high growth rates, yet in absolute terms, it is the megacities in emerging markets that will maintain unprecedented population growth.

Rise of services will continue to propel digital commerce uptake

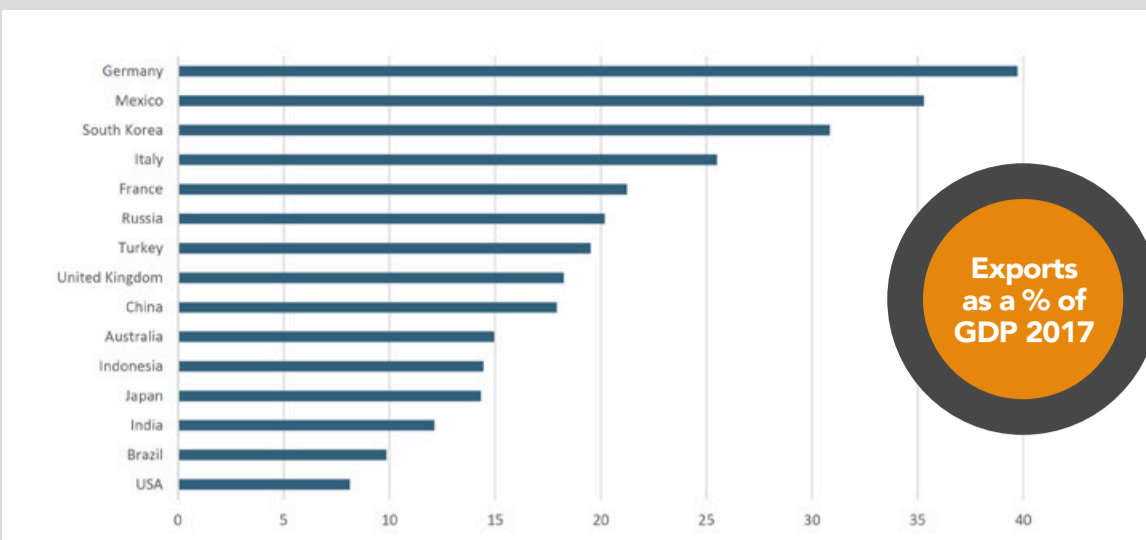
According to Euromonitor International's 2016 Global Consumer Trends Survey, consumers turn to digital channels for purchases like travel, which can be easily researched and purchased at lower prices online. Such service-oriented purchases are helping to propel digital commerce growth and will continue to do so in 2017. In the same survey, global consumers reported that more service-oriented purchases, inclu-



ding media downloads, online tickets and foodservice online orders, were their most frequent mobile purchases. In particular, the variance between devices used for a foodservice online order was the narrowest of all categories, with 26% of global consumers reporting having made such a purchase on a computer as compared with 20% on a mobile.

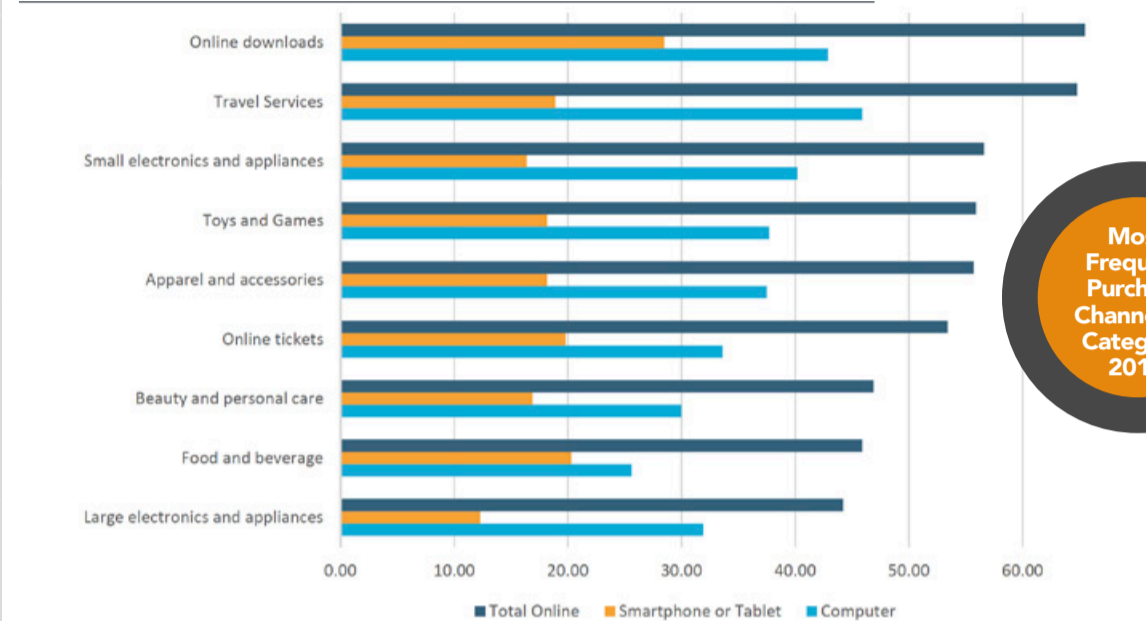
55% of the global population will live in urban areas in 2017

In 2017, 55% of the total global population will live in urban areas, five percentage points higher than in 2007 when the global urban population exceeded the rural population for the first time. In absolute terms, the global urban population will reach 4.1 billion in 2017, from 3.3 billion in 2007. Most of this growth will come from the Middle East/Africa and Asia Pacific, where the urban population growth rate is set to reach 40.7% and 29.6%, respectively.



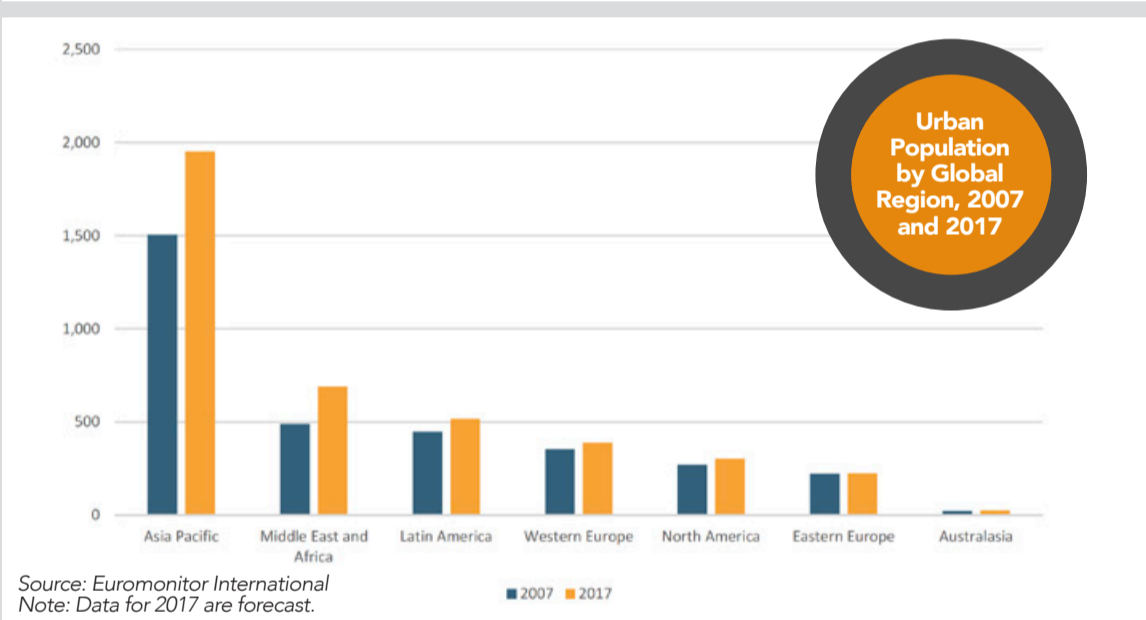
Exports as a % of GDP 2017

Source: Euromonitor International



Most Frequent Purchase Channel by Category, 2016

Source: Euromonitor International's 2016 Global Consumer Trends Survey



Urban Population by Global Region, 2007 and 2017

Source: Euromonitor International
Note: Data for 2017 are forecast.

Economie globali e consumatori: nel 2017, la parola d'ordine è 'incertezza'

Gli scenari socio-economici che plasmeranno le economie mondiali nel 2017 sono al centro di un report firmato Euromonitor International e intitolato 'Global Economies and Consumers in 2017'. L'instabilità politica sarà indubbiamente una delle più grandi sfide che il mondo si troverà ad affrontare nei mesi a venire. E, sorprendentemente, due delle maggiori cause di questa instabilità sono localizzate all'interno di due economie avanzate: Usa e Uk. Nel primo caso, bisognerà valutare gli effetti che la presidenza Trump avrà sull'economia statunitense e su quelle mondiali, mentre la Brexit rappresenta una grande incognita soprattutto per il suo impatto sul mercato europeo.



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Clai's brand offers a wide range of meats of guaranteed quality, all proceeding from a 100% Italian supply chain. The company is committed to offer distinctive cured meats to importers of Italian products and to international retailers presenting a wide and varied range of more than 350 products made exclusively from Italian meat, including the great classics of Italian tradition and the most important PDO and PGI products.

Founded in 1962 as a cooperative of farmers in Imola, Emilia Romagna, Clai is now one of the leading integrated Italian food companies with revenue exceeding 230 million euro. In Italy just like abroad, the company operates in all major sales channels, from supermarket chains to independent deli shops, including wholesalers. With a focus on export that has been constantly growing over the past years in many countries around the world. Exports of cured meats, indeed, account today for about 20% of the company's total revenue, and are mainly directed to most European countries as well as extra-European countries like Japan, New Zealand, the Philippines, Thailand, Hong Kong and Peru.

The company's distinctive strength lies in the use of 100% meat coming from pigs born, raised and processed in Italy and in its ability to combine livestock farming and production in one single company with an integrated and certified production chain.

Salami Masters

"The Premium 'Maestri Salumieri' selection, our top-of-the-range, is probably the most demanded on global markets," said Federica Trerè, company's product manager in the cured meat division. "A selection of specialties conceived for high-end restaurants, deli stores and premium retailers. Recipes and manufacturing techniques that belong to the best Italian traditional charcuterie." Two small salamis, recently launched on the market, are included in this range, namely 'Stolghino allo zenzero' (Stolghino with ginger) and 'Stolghino al tartufo nero estivo' (Stolghino with black summer truffle). "Premium products made of selected pork thighs, perfect for a



Salame Bellafesta Light

Bellafesta Light lean salami, with a fat content reduced by 15% with respect to traditional salamis, is made exclusively with the leanest pork meats, 100% from Italian origin, obtained from pigs born, raised and processed in Italy. The selection of meats, as well as the special manufacturing technique applied, translate into a reduction of the fat content without affecting the organoleptic characteristics of the product, that tastes just like traditional salamis. Bellafesta Light is also free from gluten and milk derivatives, made with iodine salt.

tasty aperitif," she adds. Of particular interest also the company's offer of lean salamis, such as the Salame Bellafesta Light, with a fat content reduced by 15%. "The careful selection of meats, combined with a special seasoning technique, allow to reduce the fat content without affecting the organoleptic characteristics of the product, that tastes just like traditional salamis," underlines Federica Trerè. "Instead of traditional salt, the Bellafesta's mixture is enriched with iodine salt. In addition, it is also free from gluten and milk derivatives."

An export-oriented company

All Clai salamis are certified in order to be exported around the world, and they comply

with a strict protocol for ingredients, traceability and processing. The customers' strong demand for quality assurance brought the cooperative to achieve some of the most remarkable certifications recognized in Italy, Europe and worldwide, including Japan and Canada: BRC and IFS standard certifications are at the top of the list. In order to communicate the goodness and authenticity of Clai's products to foreign consumers, the company is also committed to the organization of a series of tastings, also in collaboration with its importers. The company will also attend some of the most important trade shows on a global level. In 2017, Clai will be exhibiting at PLMA in Amsterdam (16-17 May) and Anuga in Cologne (7-11 October).

Clai: 100% qualità italiana

Fondata nel 1962 a Imola, in Emilia Romagna, Clai è oggi una delle maggiori cooperative agroalimentari italiane, con un fatturato superiore ai 230 milioni di euro. Punto di forza e vanto dell'azienda è la sua capacità di offrire un'ampia gamma di prodotti - circa 350 referenze - realizzate con solo carne 100% italiana di filiera certificata. In Italia come l'estero, Clai opera in tutti i principali canali distributivi, dalle catene retail ai negozi indipendenti fino ai grossisti. Con una quota export che, nel comparto dei salumi, si attesta al 20% circa. Tra i prodotti più apprezzati sui mercati internazionali c'è sicuramente la linea Premium 'Maestri Salumieri', top di gamma dell'azienda. Ma anche prodotti a ridotto contenuto di grassi, come il Salame Bellafesta Light, che conserva comunque inalterato tutto il sapore e la genuinità dei salami Clai tradizionali.

MEATS AND CURED MEATS LAND IN THE FAR EAST

DYNAMIC MARKETS SUCH AS THE PHILIPPINES AND TAIWAN ARE NOW OPEN TO ITALIAN DELICACIES. MORE AND MORE APPRECIATED IN THIS PROMISING WORLD AREA.

First it was the turn of the Philippines, in December 2016, followed by Taiwan in March this year. Italian meats and cured meats have finally landed in these two extremely promising markets in the Far East. A positive news for Italian exports in the sector, also due the weak performance experienced in the domestic market. "This is the kind of news that we would like to hear every day. Taiwan, just like the Philippines last December, are a confirmation that the work carried out in collaboration with the Minister for Health, the EU Commission and the ITA-Italian Trade Agency are going in the right direction," said Nicola Levoni, president of Assica, the Italian association of meat and salami producers. "The opening of the Chinese and Korean markets to Italian short seasoned cured meats, the opening of Australia to our cooked specialties, as well as the US and Japanese authorization to Bresaola exports are some of the main goals that we have set for the near future. For both our associated companies and the whole made in Italy," he added.

Carni e salumi d'Italia sbarcano in Estremo Oriente

Prima le Filippine, nel dicembre 2016, e poi Taiwan, nel marzo di quest'anno. Per la carne e i salumi italiani si aprono le porte dell'Estremo Oriente. Due mercati molto promettenti che fanno ben sperare per l'export del comparto. Che, com'è noto, vive da anni una crisi di consumi interni e trova soddisfazioni sempre maggiori nelle esportazioni.



THE PHILIPPINES

Negotiations had started in 2015, led by the Italian Ministry for Health. The opening of the Philippines to pork meats, pork based products (seasoned and cooked) as well as natural casings from Italy became official in December last year. Local sanitary inspectors travelled to Italy, in order to assess in first person the production methods and the quality standards granted by Italian producers. The markets of the Philippines has an incredible potential, since its economy is booming. In the last years, GDP growth rates were second only to China in this world area, while costs are definitely lower compared to it.

**100 million inhabitants
+6% GDP growth rate**

TAIWAN

In March 2017, the Bureau of Animal and Plant Health and Quarantine (Baphiq) of Taiwan has officially started export negotiations, after recognizing Italy as free from African Swine Fever, with the exception of the Sardinia Region. A result achieved also through an intense diplomatic activity, led by the Italian Ministry for Health in collaboration with the EU Commission and the ITA Office in Taipei. Now negotiations are entering a decisive phase, with the definition of sanitary certificates and the recognition of the pork meat processing plants. Taiwan economy ranks 20th on a global scale on the basis on its spending power, according to the IMF (International Monetary Fund).

**23 million inhabitants
+1,5% GDP growth rate**

Sources: Assica; Taiwan Directorate General of Budget, Accounting & Statistics

Caseificio Sociale Manciano

*A unique taste
We bring the Tuscan Maremma to your table*

i classici
il Pecorino Toscano

i "ricercati"
l'innovazione prende forma

i tradizionali
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i freschi
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gli sfiziosi
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la dolcezza
la ricotta di Manciano

www.caseificio Manciano.it



HAPPY BIRTHDAY DELIZIA

THE COMPANY FOUNDED BY GIOVANNI D'AMBRUOSO, TOGETHER WITH HIS WIFE, ROSANNA LIUZZI, IS CELEBRATING 25 YEARS SINCE ITS FOUNDATION. THE GOAL HAS REMAINED THE SAME: TO OFFER THE BEST OF CHEESE TRADITION OF THE SOUTHERN APULIA.



A whole life dedicated to burrata, caciocavalli and mozzarella: excellent products and symbol of the most authentic tradition of Apulia. This is the story of Giovanni D'Ambruso who, 25 years ago, exactly in 1992, founded the cheese factory Delizia in Noci, in the district of Bari, after a decade of work as a wholesaler of local dairy products.

A story inextricably linked to that of Apulia, in a continuous cross reference between tradition and future. "It is no coincidence that our company was honored with prestigious recognition to carry the title of Quality products of Apulia," said Giovanni D'Ambruso.

Delizia products are daily produced in a highly technological and modern productive pole that covers an area of 6.5000 squared meters. That will soon count on an additional 5 thousand squared meters, that will be dedicated to the

BURRATA DELIZIOSA

Appearance: smooth, shiny, milky white; pulp fiber structure; soft and slightly elastic. Smell: pleasant, with a distinctive aroma of butter, typical of fresh dairy products made from raw milk and cream. Shelf life: 21 days.

production of one of the most loved and well known products of the offer: burrata.

"It is the ideal combination of traditional artisanship and the use of technology that allowed us to gain a prestigious position as top producers of mozzarella and authentic dairy products," he continues. A daily commitment to maintain high standards of quality that also reflects in the wide offer which characterizes the market proposal of Delizia. In addition to the many conventional products

such as mozzarella, nodini (cnots), trecce (braids), burrata, caciocavallo and scamorza, you can also find an assortment of special products that combine innovation and tradition.

Halal mozzarella and mozzarella with a low lactose content are primary examples, including the Bio Deliziosa organic range, made of burrata, stracciatella, fiordilatte, mozzarella nodino, treccia, scamorza Bianca (white scamorza) and scamorza affumicata (smoked scamorza).

The link to the territory is not the only factor that characterizes Delizia products. In fact, great attention is also reserved to packaging. Well representing this aspect is 'Dorè', a creamy burrata inside a gold and black 155 gr pack, that looks like a sophisticated 'evening outfit'. Let's not forget Burrata with white truffle and Burrata amarena: they both weigh 125 gr and look like 'real 'desserts'.

Buon compleanno Delizia

Una vita dedicata a burrate, caciocavalli e mozzarelle: prodotti d'eccellenza, simbolo della più autentica tradizione pugliese. Questa è la storia di Giovanni D'Ambruso che 25 anni fa, nel 1992, ha fondato il caseificio Delizia a Noci, in provincia di Bari. La sua storia, così come quella del caseificio Delizia, è legata indissolubilmente a quella della Puglia, in un continuo rimando fra tradizione e futuro. A testimoniarlo c'è anche lo stabilimento da cui escono, ogni giorno, i prodotti a marchio Delizia: un polo produttivo altamente tecnologico e moderno, che si estende su una superficie di 6.500 mq. E che, a breve, potrà contare su ulteriori 5mila metri quadrati, grazie all'ampliamento in corso, che saranno dedicati alla produzione di uno dei prodotti più amati e conosciuti dell'assortimento: la burrata.

ANIMAL WELFARE EXISTS

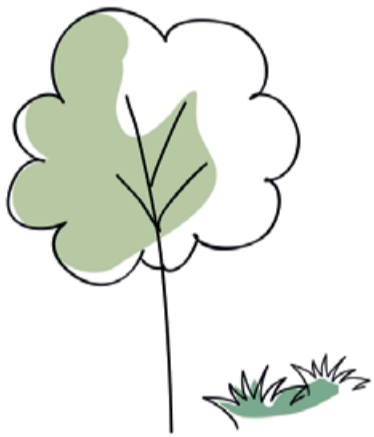


Anyone who knows us knows how committed we are to improving the living conditions of the pigs on our breeding farms. This commitment has been rewarded with international awards for our animal welfare policies and we have set up our own projects, whose conditions are often more stringent than the actual regulations.



COMPLIANT, COMFORTABLE HABITATS

Most of our pigs are reared on straw bedding where they are free to root, just as Mother Nature intended. They live in appropriate spaces (often larger than those required by EEC regulations), they have special toys for stimulation and our sows give birth in open farrowing crates where they can move about.



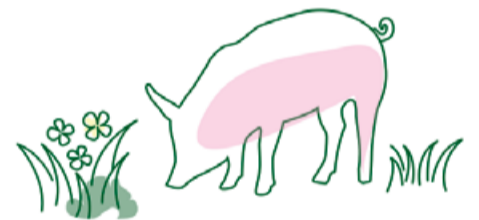
NO MUTILATION

Our animals live in a stress-free environment and do not suffer mutilation of teeth or tails.



ANTIBIOTICS? ONLY IF NECESSARY

In 2013 we began working with the Zootechnical Institute of Brescia to monitor administration of antibiotics, using them only when strictly necessary and respecting the legally recognised suspension periods. In 2015 we reduced our use of antibiotics by a further 20%.



Our international awards for Animal Welfare

... AND IN MARCH WE LAUNCHED OUR BIO SUPPLY CHAIN!

NOW WE HAVE A 100% ORGANIC SUPPLY CHAIN FOR THE ENTIRE LIFE CYCLE OF EVERY ANIMAL, FROM BIRTH TO REARING AND TRANSFORMATION, IN ACCORDANCE WITH STRINGENT EU STANDARDS. JOIN US AND SHARE OUR VALUES AND COMMITMENT.





SO ITALIAN, SO GOOD

Tuttofood in Milan, Plma in Amsterdam and Thaifex in Bangkok. Three strategic trade shows, three events so much different from each other - for their location, origin of visitors and exhibition offer - but sharing one fundamental common trait: to be focused on the best that the global food & beverage industry has to offer. In Tuttofood (8-11 May) Italian food producers and global buyers will meet up in Milan

for an edition rich in ideas and innovation. It follows, on a temporary order, the 2017 edition of PLMA in Amsterdam (16-17 May). The international meeting point for professionals of Private Label, a business that has been registering constant growth rates all over Europe. Finally, Thaifex (31 May-4 June), that promises to be a record edition, and the largest trade show dedicated to food & beverage in the Asean. A world region

more and more strategic for its increasing spending power and 'craving' for made in Italy. In this product showcase we want to present some of the Italian products most appreciated and demanded abroad. Products with a strong export orientation, and that embody the values and principles that have made 'made in Italy' so famous throughout the world. Because when it comes to food, Italy fears no comparison.

Così italiano, così buono

Tuttofood a Milano, Plma ad Amsterdam e Thaifex a Bangkok. Tre appuntamenti fieristici strategici, tre eventi molto diversi tra loro - per location, provenienza dei visitatori e offerta espositiva - ma che hanno un fondamentale tratto in comune: mettere al centro il meglio che il mondo agroalimentare ha da offrire.

A Tuttofood (8-11 maggio) il gotha del food made in Italy si metterà in mostra nel capoluogo lombardo, per un'edizione che si preannuncia ricca di novità e spunti. Segue, in ordine temporale, l'edizione 2017 di Plma ad Amsterdam (16-17 maggio). Dove a darsi appuntamento sono i professionisti della Private Label, un business che continua a mettere a segno im-















portanti tassi di crescita in tutta Europa. Infine, Thaifex a Bangkok (31 maggio - 4 giugno), che si preannuncia un'edizione record. Nonché il maggior appuntamento fieristico dedicato al settore alimentare di tutto il Sud Est asiatico. Un'area del mondo oltremodo strategica per potere d'acquisto e 'affamata' di made in Italy.

In questa vetrina di prodotti diamo spazio ad alcune delle specialità italiane più richieste e apprezzate oltre i confini nazionali. Referenze caratterizzate da una forte propensione all'export e che incarnano i valori che hanno reso il made in Italy celebre in tutto il mondo, che si tratti di salumi, formaggi, dolci o panificati. Perché quando si parla di cibo, l'Italia non teme confronti.



The
**ECO-SUSTAINABLE
CHAIN**

THE NUMBERS OF THE ECO-SUSTAINABLE CHAIN GRAN MORAVIA 2016

	AGRICULTURAL LAND	80.000 Ha
	FARMS	75
	AVERAGE DISTANCE FROM CHEESE FACTORY	ø70 Km
	LACTATING COWS	17.000
	HECTARES FOR EACH LACTATING COW	>4,5 Ha
	AVERAGE MILK PRODUCTION FOR EACH COW	ø24 Lt/day
	COWS IN INDIVIDUAL BERTHS	100%
	FORAGE SELF-SUPPLY	100%
	FODDER SELF-SUPPLY	>90%
	LOAD OF NITRATES	ø35 Kg/Ha
	AFLATOXINS IN THE MILK	<0,005 µg/Kg
	AFLATOXINS IN THE FINISHED PRODUCT	ABSENT
	BLUE WATER	72 Lt/Kg of Gran Moravia
	GREEN WATER	1944 Lt/Kg of Gran Moravia

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



The possible revolution
Consumer First



MULTIMEDIA
LABEL OF ORIGIN

Save the water
GRAN MORAVIA
Water Footprint

www.granmoravia.com

EXHIBITIONS' PREVIEW

ALIMENTARI RADICE

www.alimentariradice.com



Cosciotto a lenta cottura 'Solocosi'

A new product, obtained from selected pork thigh, salted, churned and slowly oven baked inside of a mould. After cooling it is packed under vacuum and pasteurized. Shelf life: 90 days. Medium weight per piece: 8 - 8,4 kg. 2 pieces per cardboard box. OGM free, gluten free, allergens free. It contains natural preservatives.

SALUMIFICIO DENTESANO

www.dentesano.it



Prosciutto Cotto Alta Qualità Nonno Angelo al Cartoccio

This is a ham of the local tradition, manually deboned, tied and sewn. It is cooked in bread crust with a particular technology, lightly smoked with beech wood and juniper berries. The cooking in bread dough permits to entrap all the aromas and the nourishment of this tasty meat. No added polyphosphates. Contains gluten. Dairy free. Shelf life: 120 days. Vacuum sealed pack. Certifications: BRC (Grade A), IFS (higher level).

MEET US AT TUTTOFOOD:
HALL: 2
BOTH: F25 - F27

GABBA SALUMI

www.gabbasalumi.it



Salame 'Birrino'

Salami with the Menabrea beer taste, dark double malt. Shelf life: 90 days. Packaging: cardboard of about 12 kg (60 pieces).

AZZOCCHI ROBERTO

www.porchettazzocchi.it



Tronchetto di Porchetta di Ariccia IGP

The trunk of pork, unlike the whole roast pork, it weighs less because it only comes from the processing of the central part of the pork, made of loin and belly. Selection criteria and processing techniques remain the same as those used for the realization of the whole roast pork.

Packed in paper or vacuum. Shelf life: bulk 8 days; under vacuum 60 days. Certifications: Haccp, IGP.

DELVECCHIO

ANTONIO & REMO

www.delvecchio.it

Salamino Boscone al Sangiovese

Salamino sweet and delicate embellished by the addition of Sangiovese di Romagna DOC, which gives it a special and pleasant aroma. Shelf life: 180 days. Packed under vacuum into a paper bag. Certification: Organic.

MEET US AT TUTTOFOOD:
HALL: 2
BOTH: G29



FUMAGALLI INDUSTRIA ALIMENTARI

www.fumagallisalumi.it



Prosciutto Cotto Animal Welfare

It is obtained using selected legs of Italian heavy porks, derived from Fumagalli Supply Chain. These legs are deboned, trimmed and finally spiced according to a traditional recipe. The product is formed in special aluminium molds and cooked in steam ovens. Packed under vacuum and pasteurized. Sliced in hygienically controlled rooms, prosciutto cotto has a pink color, with a delicate and typical flavour of cooked products. Shelf life: 30 days. Weight: 100 g. certifications: BRC Global Standards.

PROSCIUTTIFICIO DOK DALL'AVA

www.dokdallava.com



Prosciutto San Daniele DOP

We have always selected directly in the slaughter houses the pork legs to be salted and aged. They mostly come from heavy Italian porks mainly raised in the Pianura Padana. The pork legs are salted with marine salt from Margherita di Savoia (Puglia) and follow further on the set working phases to obtain a slow aging, and to allow the prosciutto to develop in harmony improving month after month its scents, flavours and smoothness. It is wrapped in a paper suitable for food contact.

MEET US AT TUTTOFOOD:
HALL: 2
BOTH: A11 - B12

HANDL TYROL

www.handltyrol.at

Tyrolean salami sticks - air dried

These typical Tyrolean snack sausages develop their aroma with every bite. Available in 3 different flavors: air dried (smooth), chili (hot), spicy. No added flavor enhancer and no artificial colors. Packaging: 40 g (8 pcs.) Shelf life: 60 days at delivery. Certifications: IFS food version 6 higher level.



MEET US AT PLMA:
HALL 3
BOTH: F-4388

SALUMIFICIO MAISON BERTOLIN

www.berlin.com



'Franbon' Cured Ham Genepy

It is manufactured using top quality fresh thighs, from domestic farms, following a specific procedure, inspired by the seasons of Prosciutto di Parma. Production, which is completely handmade, takes place in modern facilities, where the 12-months seasoning is carefully followed until we get a sweet and aromatic product. Shelf life: 150 days. Packed in vacuum. Certifications: UNI EN ISO 9001:2015, UNI EN ISO 22000:2005, IFS version 6.

MEET US AT TUTTOFOOD:
HALL: 4
BOTH: L01 - L03

CONSORZIO DEL PROSCIUTTO TOSCANO

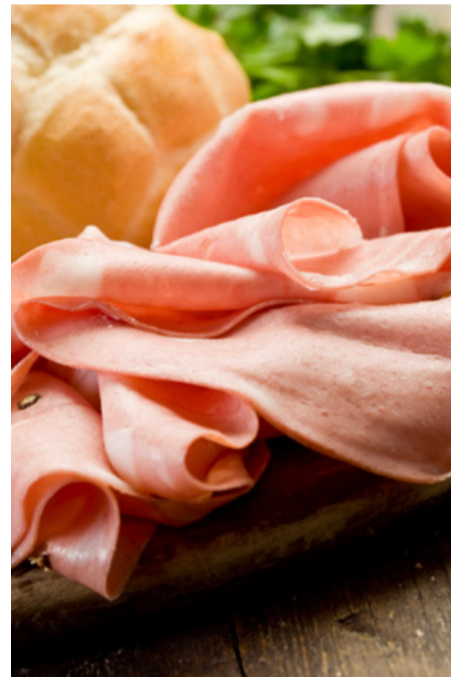
www.prosciuttotoscano.com



Prosciutto Toscano

Only the meat from the heavy Italian pigs born, raised and slaughtered in Tuscany and other designated regions in Italy are used for the production of Prosciutto Toscano. At cut, the colour is from pale red to bright red with little fat infiltration in the muscle tissue. Taste is delicate but savory, with a fragrant aroma as a result of the traditional methods of curing, using salt, pepper and natural aromatics herbs. Maturing must last at least 12 months. Weight: between 8 and 9 kg.

MEET US AT TUTTOFOOD:
HALL: 2
BOTH: F02 - F06



SALUMI EMMEDUE

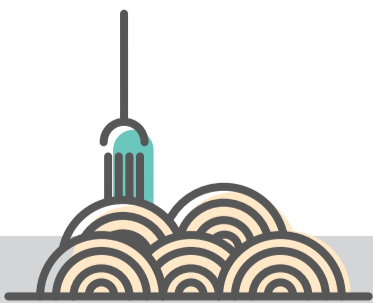
www.salumiemmedue.it



Soppressata

This refined Lucanian salami is exclusively made with the noblest cut of Italian pigs: the ham. The meat thoroughly denervated and the lard cut into cubes are minced into coarse-grained and subsequently flavored with various ingredients, including peppercorns. The mixture, stuffed into natural casings, is drilled and tied by hand with natural twine. Seasoning: at least 60 days. Shelf life: 240 days. Certifications: BRC, IFS.

MEET US AT TUTTOFOOD:
HALL: 2
BOTH: T04



FURLOTTI & C.
www.furlotti.com



Prosciutto di Parma & Parmigiano Reggiano

50 g of sliced Prosciutto di Parma 'interleaved' and 50 g of sliced Parmigiano Reggiano in a same separable pack. Shelf life: 90 days. Packed in protective atmosphere. Certifications: BRC, IFS, ISO 22000. Exported to Japan, Brazil, Hong Kong, Thailand.

MEET US AT PLMA:
RAI EUROPA COMPLEX
HALL: 2.1
BOOTH: F 3721

GRATIA - PIANETA ALIMENTARE
www.pianetalimentare.com



'Braciotto' roasted ham with herbs

This special product is handmade with the best fresh pork thighs that are boned and seasoned with Mediterranean herbs (inside and outside) and then are tied by hand to be double cooked: slow steaming and grilling. The result is an amazing product, with a soft and tasty meat with a unique flavor. Shelf Life: 180 days. Packaging in aluminum. Certifications: IFS, BRC.

FLLI GALLONI
www.galloniprosciutto.it



Prosciutto di Parma DOP - Deboned - Gold Selection

Obtained by the legs of heavy and mature pigs coming from a restricted numbers of selected national breeders. It is a prosciutto of generous size that allows a smooth sanding with low content of salt, measured manually by our expert artisans and a long seasoning of at least 24 months in mainly at natural air in our scented cellars. Shelf life: 12 months. Certifications: BRC, IFS, ISO 14001, USDA, SA 8000, UNI ISO/TS 14067, UNI ISO 50001:2011; UNI ISO 22000: 2005.

GOLFERA IN LAVEZZOLA
www.cosibio.it



Organic cured ham 'Cosi Bio'

The best hams of heavy adult pigs, carefully seasoned by hand with sea salt and slowly cured, these are the secrets behind this top quality artisanal product, simply delicious. It is already sliced and served in a practical tray. Available in practical 80 g eco-packs. Shelf life: 90 days. Certifications: Organic product certified by CCPB.

MEET US AT TUTTOFOOD:
HALL: 2
BOOTH: B15 - C20

follow



MASPERchef: haute cuisine, extreme convenience.

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

Renato Maspero



EXHIBITIONS' PREVIEW



ITALIA ALIMENTARI - IBIS SALUMI AND CORTEBUONA BRANDS

www.italiaalimentari.it



Culatta di Busseto

Typical refined deli meat from Parma, still hand-crafted. For its production, only selected Italian pork legs from heavy pigs are used. It is intense red in colour, with presence of fat in the external part and between muscles. The aroma is intense from maturation in the cellar, the taste is soft and mild like that of dry-cured ham, mellow and sophisticated like Culatello. Awarded with 5 pins from the 'I Salumi d'Italia' 2017 guide published by L'Espresso. Shelf life: 120 days. Certifications: ISO 9001/2008, IFS, BRC.

MEET US AT TUTTOFOOD:
HALL: 2
BOOTH: A13 - B20

LENTI RUGGER

www.lenti.it



Biofetta Organic cooked ham presliced

Biofetta has a great taste due to our expertise in cooking meats since 1935 and with strict organic standards. Biofetta comes from only organic certified breeding farms, and is therefore free from pesticides or chemical fertilizer. It is also OGM free, gluten free, lactose free, glutamate and polyphosphates free. Shelf life: 32 days. Packed in transparent trays in a protective atmosphere. Identified with Crossed grain symbol of the Italian Celiac Association.

MEET US AT PLMA:
EUROPA COMPLEX
BOOTH: 4937

LEONCINI

www.leoncini.com



Cooked ham with herbs

Cooked ham baked in oven, obtained from fresh and selected legs of pork reared and slaughtered in countries of the European Community, with the addition of spices and aromas following a traditional recipe, free from polyphosphates and milk extracts. Vacuum-packed in aluminum bag or in transparent polylaminate. Available entire or in half. Shelf life: 180 days. Certifications: BRC, IFC.

LIMONTA PROSCIUTTI

www.dolcevalleprosciutti.com



Prosciutto Crudo Stagionato Dolce Nostrano

Careful selection of heavy pork thighs. Aging slow and guaranteed minimum 10 months. Total absence of preservatives (nitrates and nitrites), gluten and other any potential allergen, as well as GMO ingredients. Shelf life: 180 days (boned). Certification: UNI EN ISO 9001:2008.

italian food

SALUMIFICIO MOTTOLINI
www.mottolini.eu/en



Bresaola della Valtellina PGI - topside
From the beef's leg we obtain the core of the loin, high-quality meat accurately selected. With a delicate and careful manufacturing and a dry and windy maturation process, we create a low-fat product, tender and tasty. Gluten free. Packed in bulk, whole under vacuum, 1/2 pieces under vacuum, sliced in protective atmosphere. Shelf life: 90/120 days. Certifications: UNI ENI ISO 9001, BRC, IFS, Halal, PGI, Bio.

MEET US AT TUTTOFOOD:
HALL: 2
BOOTH: H21 - K 28

PARMACOTTO
www.parmacotto.it



Prosciutto Cotto di Alta Qualità
Cooked ham, packed with protective atmosphere. Weight: 100 g. Shelf life: 30 days. Certifications: BRC, IFS.

ROBUSTELLINI
www.robustellini.com



Bresaola della Valtellina PGI Punta d'Anca Etichetta Nera
Passion for tradition as well as search for quality are summarized at best in such a typical Robustellini product. The 'black label' Bresaola is only manufactured with high quality selected beef meats virtually with no fat. Weight is about 3,2 Kg (whole piece) and the color is red. Shelf life: 120 days. Packaging: half piece under vacuum or sliced. Certifications: BRC, IFS.

MEET US AT TUTTOFOOD:
HALL: 2
BOOTH: H21 - K 28

SALUMIFICIO CAMPIDANESE SU SARTIZZU
www.susartizzuzu.com



Mustela
From the adult full-grown pork counterfillet, flavoured and aged for as much as 50 days, is obtained the Sardinian 'Mustela' having a sweet yet slightly peppery flavour. It is a typical product of Sardinia and is presented in pieces weighing about 1,500 g or in packaged pieces. Shelf life: 180 days. Vacuum-packed.

MEET US AT TUTTOFOOD:
HALL: 5
BOOTH: S25 - S27

follow

Gianoncelli

BRESAOLA PER PASSIONE DAL 1967

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



Gianoncelli, a history of passion, tradition and quality.

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

TUTTOFOOD 2017 - MILANO - 8-11 MAY - Pad. 2 Stand P11-P13
WE LOOK FORWARD TO SUGGEST YOU OUR PRODUCT RANGE



EXHIBITIONS' PREVIEW

SALUMIFICIO COLLI
www.salumificiocolli.it



Fiocco Ham

Meat product, salted and cured. Obtained from legs of pork, with the use of lard in order to soften the outer surface not covered by rind and fat. Speckling: from 2 to 2,7 kg. Ageing: 8 to 10 months. Shelf-life: 180 days for the whole product, 120 days for steaks vacuum packed. Packed bulk and/or in thick vacuum.

SALUMIFICIO DE LUCA
www.salumificiodeluca.it



Ham Faeto

Big size ham made the 'old way' because traditionally done by choosing lean meats of the highest quality, made from domestic pigs heavy cut and following a meticulous and skillful processing. Certifications: Company Global Standard for Food Safety vers.6 and IFS vers. 6 by CSQA.

SALUMIFICIO LEONI
www.salumificioleoni.it



Prosciutto Nazionale Arrosto 'Cuor d'Oro'

The best cut of fresh, deboned leg of Italian pork is tied by hand and slowly cooked in a bouillon of fresh fruit and vegetables. It is coated with herbs and spices, as the typical homemade roast meat. Gluten free, without polyphosphates and milk derivatives. Weight approx. 6 Kg. Shelf life: 7 months. Vacuum packed and heat processed in autoclave. The International Institute of Taste and Quality in Bruxelles granted the Superior Taste Award 3 Golden Stars to 'Cuor d'Oro' for two following years.

MEET US AT TUTTOFOOD:
HALL: 2
BOOTH: L06 - L08

SEGATA
www.segata.com



Chicken mortadella with pistachio 'Soffi Di Gusto'

The Chicken mortadella from the Segata 'Soffi di Gusto' product line is a light and easy to digest product, which keeps intact all the flavor of traditional mortadella. A cold cut that has the right balance between lightness and taste. 100% chicken, gluten free and dairy free. Weight: 5,00/6,00 kg. Shelf life: vacuum packed, 90 days. Two pieces per box. Certifications: BRC and IFS Food.

SALUMIFICIO VAL RENDENA
www.salumificiovalrendena.it



Salame Piccante Extra Stark

Cured/seasoned chilli sausage. Natural bowel, pure Italian pork. Weight about 1,8 Kg. Colour is red for the lean part, white/'paprika' for the fat part. Used on pizza, it does not curl. Certification: Haccp.

SALUMIFICIO TRE VALLI
www.salumicavour.it



Salsiccia & Friends

Pork sausages realized with selected EU pork meat, ideal for barbecues, topping for pizzas and pasta. Salsiccia & Friends are natural and flavored with chili pepper, fennel and garlic. Shelf life: 60 days. Vacuum-packed, 240 g (nr 4 sausages). Certifications: IFS, BRC.

SALUMIFICIO SOSIO
www.labresaoladebaita.it



Bresaola De 'Baita' Halal - Halal Air Dried Cured Beef

For our Bresaola De 'Baita' Halal we only choose the best meats that we work with salt, some spices but also a lot of care and all the advantages and privileges of the fine air of the mountains. It is characterized by a delicate and slow production process, which results in a tender and elastic texture, with uniform red colored layers. Shelf life: 90 days. Gluten free, lactose free and OGM free. Vacuum-packed.

SALUMIFICIO SANT'ORSO
www.salumisantorso.it



Culatello Arrosto

Culatello is obtained with the best parts of the pork leg. It is worked, hand tied and steamed adding only a little salt and a little bunch of spices. Gluten free, lactose free, allergen free and GMO free. Shelf life: 120 days. Vacuum packed in aluminum bags, available in whole (4 Kg) and half (2 Kg).



Tespi Mediagroup includes three publishing houses specialized in B2B news and information: Frimedia, Edizioni Turbo and Sport Press. Through several magazines, the Group gives communication tools dedicated to professionals of the entertainment, technology, sport and food industries.

Tespi Mediagroup
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ARRIGONI BATTISTA
www.arrigoniformaggi.it



Gorgonzola DOP Dolce

Arrigoni has decided to accentuate Gorgonzola's flavor making it easily spreadable and suitable for many uses also thanks to its sweetness. Furthermore, Arrigoni has patented a unique and innovative packaging that separates pasta from the non-edible crust and to facilitate the banker's management of his work. Shelf life: 30 days. Packaging: 1/2 FF size kg 6. Production plant is certified IFS, BRC.

MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: A20

MEET US AT PLMA:
HALL: 2.1
BOOTH: F 3607

EREDI ANGELO BARUFFALDI
www.eredibaruffaldi.com



Gorgonzola DOP L'Angelo Dolce

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. Shelf life: 60 days. Certifications: ISO 22000, IFS, BRC.

BASSI
www.bassiformaggi.it



Gorgonzola DOP Gran Vittoria

High quality product, creamy, sweet but decided, naturally lactose-free. The 'Gran Vittoria' against intolerance, high digestibility response to wellness. Shelf life: 35/50 days (for different packs). Packaging: whole, 1/2 whole, 1/8 whole, pack 150/200 g fixed weight. Certifications: ISO 9001, ISO 22005, IFS high level, BIO.

MEET US AT TUTTOFOOD:
HALL: 4
BOOTH G12 - H13

BOTALLA FORMAGGI
www.botallaformaggi.com



Botallini Sott'olio

Wonderful box which contains pieces of cheese in four different flavors - hot pepper, aromatic herbs, truffle and with goat milk - and in two different weights: 150 and 950 g. Shelf life: 65 days.

MEET US AT TUTTOFOOD:
HALL: 2
BOOTH: G01 - H06

Passion for Excellence

Agriform produces and distributes a complete range of typical regional cheeses to more than 50 foreign markets.

The company's steady passion for excellence and focus on quality have led it to become one of the leading companies in the market of Grana Padano, Parmigiano Reggiano, Asiago, Piave and other PDO cheeses.



AGRIFORM

discovering Italian cheese

COME VISIT US AT TUTTOFOOD
HALL 4 BOOTH E04 - F01



EXHIBITIONS' PREVIEW

BEPPINO OCCELLI
www.occelli.it



Ocelli al Barolo

This cheese is produced from cow milk. It is aged for at least five months in the Valcasotto cellars and has a hard consistency. It is then refined for two more months in Langa vineyards where it is enriched with Barolo wine. Awarded with the gold medal at the World Cheese Awards 2015-2016.

MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: K20 - K22

CASEIFICIO BUSTI
www.caseificiobusti.it



Pecorino Curcuma e Pepe with Vegetable Rennet

This pecorino is the result of an intriguing blend between peppercorn and curcuma, well known as the 'saffron from India', a spice with remarkable beneficial properties. The taste is similar to curry but curcuma's flavor is slightly bitter and spicy, together with the peppercorn it gives to the cheese all its aroma, the result is an enchanting and rich pecorino. The use of vegetable rennet makes this unique pecorino the perfect choice for those who follow a vegetarian lifestyle. Shelf life: 120 days. Certification: CCPB.

MEET US AT TUTTOFOOD:
HALL: 2
BOOTH: L01 - M04

CASEIFICIO PALENI
www.caseificiopaleni.com



Rusticone Occhiato

Rusticone Occhiato is a characteristic cheese for its accentuated holes, the result of a particular manufacturing and curing technique. The soft paste has an intense and pleasant flavor. The curing is carried out in underground storage at controlled temperature and humidity. The sale of the product is carried out after a minimum maturation of 40 days. Weight between 5 and 6 kg. Shelf life: 61 days.

MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: M23 - M25

SARDAFORMAGGI
www.sardaformaggi.it



'Graziola' Pecorino Sardo Dolce DOP

A pecorino cheese of superior production, made exclusively with whole sheep milk and protected by the Pecorino Sardo DOP label within the 'Mild Cheeses'. Average weight about 2 kg. Shelf life: 120 days. Packaging: carton of 4 wheels, vacuum packed in cryovac. Certifications: BRC, IFS.

MEET US AT TUTTOFOOD:
GROSSETO EXPORT
HALL: 5 - BOOTH: D29

LA CASEARIA CARPENEDO
www.lacasearia.com



Blu 61

The art of combining a sophisticated blue-veined cheese with a local wine is part of the success of this incredible experience called Blu '61, aged in Raboso Passito and accompanied with exquisite cranberries in the rind. It has the appearance of fine, high quality patisserie. When cut you can appreciate the elegant diffusion of green and deep blue veins which spread through the creamy coloured cheese. Shelf life: 120 days. Packed under vacuum in plastic bag. Certification: BRC Food.

ZAPPALÀ
www.zappala.it



Creamy ricotta with addition of sheep milk

The whey (cow, sheep or goat) with added salt and milk is heated until it emerges the ricotta. It is soft, lumpy, milky white. The flavor goes from sweet to strong, the scent is typical of milk. Shelf life: 21 days. Packed in thermosealed PE container. Certifications: UNI EN ISO 14000, ISO 22000, BRC, Eco-cert Italia, IFS.

COORDINATE STAND A TUTTOFOOD:
HALL: 4
BOOTH: D01-D06

MEET US AT PLMA:
BOOTH: F 8627



CASEIFICI
www.withoutlactose.com



Fresh Lactose Free Goat Cheese

Made with the best Murciano-Granadina goat milk, originary from the Mediterranean regions of Murcia and Andalucia. Matured 8 days. This lactose free fresh cheese is highly digestive and helps people with lactose intolerance to enjoy a healthy product. Shelf life: 150 days. 450 g, vacuum packed. Certifications: Cermet ISO 22000.

MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: E26

CASEIFICIO GIORDANO
www.caseificiogordano.it



Buffalo Milk Mozzarella

Buffalo milk mozzarella produced with 100% milk from Piedmont and Lombardy regions, from farms of controlled supply chain Giordano. Source of iodine through the use of iodized protected salt Presal. Shelf life: 30 days. 125 g cup, box of 6 cups. Certifications: IFS, BRC.

MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: P19 - P21





CASEIFICIO TADDEI
www.caseificiotaddei.it



Taleggio Dop
Paste is straw-coloured white. Texture is compact for the paste, soft under the rind. The rind is thin and soft, with naturally pink tones. The flavour is characteristic and slightly acidic, with an aftertaste of truffle, produced and seasoned by hand. Weight approx. 2.2 Kg. Shelf life: 65 days.

CASERA MONACI
www.caseramonaci.com



Branzi
Half-cooked and hard cheese paste. Ingredients: whole cow milk, cheese-rennet, salt. Shelf life: 60 days. Certifications: Itqi Superior Taste Award.

MEET US AT TUTTOFOOD:
HALL: 10
BOOTH: K07

CASTAGNA
DISTRIBUZIONE ALIMENTARE
www.castagnasrl.com



Toma Alpighiana
Product obtained from raw cow's milk after creaming out of cream. The curd is pressed and salted to dry. The color of the paste is ivory white, with its soft and elastic texture, with a delicate taste that resembles the flavor of milk, and irregular holes. Shelf life: 60 days.

LATTERIA MONTELO
www.nonnonanni.it

Robiola Nonno Nanni
Nonno Nanni Robiola is a classic tasty fresh cheese. Its creamy, soft consistency and pleasantly intense flavor make it a versatile and tasty ingredient. It's also available in a goat's milk version, and a version for lactose intolerant consumers. Robiola Nonno Nanni achieved several awards in the recent years: the last one, a silver medal at the World Cheese Awards in 2016 for the lactose free version. Shelf life: 45 days. Certifications: BRC, IFS, ISO 9001 and an ISO 14001.



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TRADITION FROM SOUTH TYROL SINCE 1980



HONESTLY GOOD

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

PFITSCHER

METZGEREI × SALUMIFICIO

Guida Salumi d'Italia 2017
Eccellenze Italiane
Südtiroler Speck
GGA Pfitscher
5 spilli
Le Guide de
L'Espresso

TUTTOFOOD 2017
PAV. 2 - S17 T20

pfitscher.info

EXHIBITIONS' PREVIEW



DALTER ALIMENTARI
www.dalter.it



PDO Parmigiano Reggiano flakes
This multipack contains 6 x 15 g sachets of PDO Parmigiano Reggiano flakes: the perfect choice for seasoning salads and carpaccio, or even a possible alternative to grated cheese for adding more flavour to soups. The pack guarantees that the cheese stays 100% fresh, and this also avoids any wasted food or time loose since the product is pre-portioned and ready to use. Shelf life: 180 days. Certifications: BRC (level AA), IFS (higher level).

IN.AL.PI.
www.inalpi.it



Mozzarella
The new product introduced in 2016, the stringy mozzarella cheese made with real mozzarella, represents the top quality product of our stringy cheeses. Shelf life: 30 days. Mozzarella could be also frozen, once defrost the shelf life is 9 days. Certifications: Health authorization IT 01 83 CE, UNI EN ISO 9001, FSSC 22000, BRC vers. 6 (Grade A), IFS vers. 6 (higher level).

**MEET US AT PLMA:
PARK HALL
BOOTH: F8129**

MARIO COSTA
www.mariocosta.it



'Dolcificato Costa Gran Riserva'
Soft, fat, raw DOC cheese produced exclusively with whole pasteurized cow milk. Crust is rough, grey and/or rosy, not-edible. The paste is compact, white or straw-coloured, speckled by the growth of mildews (the so called 'erborinatura'), with typical blue/green veins. Taste: from slightly tangy to tangy, distinctive. Shelf life: 45 days. Packaging: half mould box (6 Kg). Certifications: DOP product, BRC standard, IFS standard (vers.7).

CASEIFICIO DEFENDI LUIGI
www.formaggidefendi.com



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 (UK) and awarded by the International School of Italian Cuisine Alma Caseus, by Onaf - the National Organization of Cheese Tasters, and by Slow food. Available in 6 - 3 - 1,5 kg. Shelf life: 90 days. Certifications: BRC, IFS, Organic, FDA validated.

**MEET US AT TUTTOFOOD:
HALL: 10
BOOTH: H14**

LUIGI GUFFANTI FORMAGGI 1876
www.guffantiformaggi.com



Robiola Di Bufala
New variation on the theme of the classic Robiola, obtained with the use of buffalo milk. Classic round shape, soft texture and creamy, bloomy rind through the use of Penicillium Camemberti. Shelf life: 30 days. 300 g, box of four pieces. Certification: FSSC 22000.

**MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: K24**

MONTANARI & GRUZZA
www.montanari-gruzza.it



Parmigiano Reggiano DOP made in the mountains
From the meadows of the High Parma Valley comes a great mountain Parmigiano Reggiano. It is here that we make a cheese which is drenched in the intense aromas of meadow flowers and freshly drawn milk, keeping the tradition of mountain cheese superior quality alive. Shelf life: 270 days. Packaging: 300 g vacuum packed and wrapped up in paper. Certifications: UNI EN ISO 9001:2008, BRC, IFS.

FATTORIA BUCA NUOVA
www.fattoriabucanuova.it



Matured pecorino cheese of Pienza 'Gran Riserva'
The pecorino 'Gran Riserva' derives from the oldest traditions in Tuscan agriculture. This cheese was left to mature and eaten during winter. It is characterized by a huge mould weighing five or six kilos, a longer seasoning and a strong and harmonious flavour, developed through the slow maturing. Shelf life: 10/12 months.

LATTERIA SOCIALE MANTOVA - LSM GROUP
www.lsmgroup.it



Grana Padano 200 g wedge
The Grana Padano range produced by LSM Group is wide and includes several formats, from smaller portions (200 g to 1 kg), to the larger ones (2, 4 and 8 kg), specific for retail and catering services. One of the most successful articles is Grana Padano 200 g wedge, in thermoformed tray, rigid or flexible. Shelf life: 120 days. Certifications: BRS and IFS, Haccp, Csqa, Icea, Halal, Kosher.

CASEIFICIO PALAZZO
www.murgella.it



Smoked Mini Spizzico
Smoked mini spizzico are pearls of smoked scamorza of 4 g, packed in modified atmosphere. Shelf life: 35 days. Certifications: IFS, BRC, V-Label.

**COORDINATE STAND A TUTTOFOOD:
HALL: 4
BOOTH: M20 - N21**

CASEIFICIO FIANDINO
www.fattoriefiandino.it



Gran Kinara
The world's first long-aged cheese produced with vegetable rennet (Cynara Cardunculus), without lactose and Lysozyme. No expiration date for the whole wheel. Packaging: whole wheel, 1/8 proportions of the wheel, 500 g (fixed weight), 250 g (fixed weight). Certifications: Halal, ISO 22000, ISO 9001, ISO 14001.

**MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: K 12 - L 11**

CASEIFICIO SOCIALE MANCIANO
www.caseificiosocialemanciano.it



Pecorino Toscano DOP Stagionato
Matured DOP Tuscan Pecorino can be named with this denomination starting from 4 months ageing. Instead, with the minimum guaranteed ageing of 12 months, we want to give a precise characteristic to a product, which is able to express at most all the typical fragrances and the aromas of our classic matured DOP Tuscan Pecorino. Shelf life: 365 days. Certifications: BRC, IFS, Halal.

**MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: N26 - P25**

FLLI OIOLI
www.oioli.it



Gorgonzola DOP Dolce Arianna 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, the taste is delicate. Available in whole wheel (about 12 Kg), half, quarter, eighth and slice (200 g). Shelf life: 60 days (45 days for slices). Certifications: BRC, IFS and UNI EN ISO 9001.

We are hungry for innovation!



We label us as “fresh ideas” for many good reasons. We bear innovation into fresh products thanks to new cutting-edge technologies such as high-pressure that assures great flavor, high-quality ingredients and nutritional values. We are always looking for innovative products, also into the world of packaging, to put together flavor and genuineness.



Innovating is our passion.
parmais.it



EXHIBITIONS' PREVIEW

GALUP
www.galup.it



Gran Galup Classic Turquoise edition
The original Galup recipe is enriched with a prestigious packaging, to celebrate that in 1937 Galup earned the status of supplier of the Royal House of Savoy. The original recipe has fresh candied fruits and top quality raisins: garnished with handmade IGP Piedmont Hazelnut frosting and whole toasted almonds as well as pearl sugar. Shelf life: 8 months. Certifications: BRC.

MEET US AT TUTTOFOOD:
HALL: 10
BOOTH: D39 - E 42

A. LOACKER
www.loacker.com



Loacker Cocoa&Milk
Loacker presents the new Cocoa & Milk: crispy cocoa wafers with milk cream filling (up to 75%). The dark wafers pack a special crispiness, delivered by a good 7% of cocoa in each of them. An original, refined flavour, strong yet delicate at the same time. no added flavourings, no colourings, no preservatives, no hydrogenated fats. Shelf life: 18 months. Packaging: Classic 45 g and 175 g; Quadratini 125 g and 250 g.

MONTEBOVI
www.montebovi.com



Ladyfingers
Typical Italian biscuits, mainly used for tiramisù dessert. Ingredients: what flour, eggs, sugar. Packaging: plastic film, 400/300 grams per packs, 15 packs per box. Certifications: IFS, BRC, AGRO VET certification Horeca, Green Palm Sustainability.

MEET US AT TUTTOFOOD:
HALL: 3
BOOTH: C01 - D04

**GHIOTT
DOLCIARIA**
www.ghiott.it



Vegan Cookies
The new line of Vegan Cookies adopts a recipe that does not include added eggs, milk or butter, in order to create a delicious, but also light and healthy biscuit. This line of biscuits is also specific to those who have special food intolerances or allergies. The biscuits are available in two variants: with oat flakes or chocolate pieces. Soon it will be added the following additional flavours: apple, mixed berries and carrot. Shelf life: 12 months. 200 g bag. Certifications: BRC, IFS, Bio.

MEET US AT TUTTOFOOD:
HALL: 07
BOOTH: T17 - U20

GRUPPO MANGIARSA NOGERMINAL
www.mangiarсанogerminal.com



Crackers with rosemary
A delicate recipe with chickpeas and rice flour: an intense taste which is sought-after. They are organic, gluten free and vegan. The extract of rosemary give a touch of Mediterranean style. Shelf life: 9 months. Packed in polypropylene film. Certifications: Organic IT-BIO-014, Gluten free product SGS.

MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: T02 - U05

MEET US AT PLMA:
BOOTH: F 5054

MEET US AT THAIFEX:
HALL: 1
BOOTH: I21

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



Soft Amaretti of Sassello
Baked confectionary product. Amaretto has a rounded shape with chapped upper surface, it is soft with typical almond taste. Shelf life: 6 months. 200 g bag. Certifications: ISO 9001, Standard IFS, BRC, environmental ISO 14001.

GRISSIN BON
www.grissinbon.it



Fagolosi breadsticks in box
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, with onion or with sesame seeds. Available in 125 g boxes. Certifications: BRC, IFS.

MASONI PIETRO
www.masonipietro.it



Panforte Apricots and Pears
Particular Panforte with different ingredients from traditional Panforte, with apricots and pears, candied fruits instead of traditional fruits, and with roasted hazelnuts instead of almonds, it's a new product in exclusive from Masoni company to increase kinds of sweets. Shelf life: 12 months. Packed in aluminium and hand wrapped paper.

MEET US AT TUTTOFOOD:
HALL: 3
BOOTH: H 19

VALENTINO
www.valentinodolciaria.com



Panettone - Italian Specialty Cake
Panettone - Italian Specialty cake in 1000 g box. Shelf life: 9 months. Certifications: BRC grade A, IFS, Non OGM certified by Kiwa Cermet DT08

MEET US AT TUTTOFOOD:
HALL: 03
BOOTH: L02 - L04

**BISCOTTIFICIO
GRONDONA**
www.grondona.com



Baci Di Dama
'Piemontese Hazelnuts' and the purest fondant chocolate. Hazelnuts to produce the rich dough, baked into two fragrant shells of fine pastry. The fondant chocolate to unite the two halves in a marriage of taste that legend says is of royal origin. Shelf life: 8 months. 90 g flowpack with 6 cookies inserted in a small case of paper. Certifications: DNV, UNI EN ISO 9001:2008.

MEET US AT TUTTOFOOD:
HALL: 3
BOOTH: B 20 - A15

MOLINO NICOLI
www.molinonicoli.it



Organic & Gluten Free Multigrain Bar with Apple
Fancy a quick guilt free snack? Vitabella Gluten Free Multigrain Bar with Apple is the perfect answer: only 79 Kcal to enjoy the full taste of a healthy snack. Shelf life: 12 months. Packaging: multipack box of 6 single packed bars. Certifications: Organic, Gluten Free, Kosher.

MEET US AT PLMA:
HALL: 1 (EUROPA)
BOOTH: F- 5243

CORSINI BAKERY
www.corsinibiscotti.com



Cantuccini Alla Mandorla - Gift Box
Cantuccini biscuits and the Corsini family's Specialities represent the pleasure of the renowned 'Tuscan good life style'. Produced with the ingredients and care of the past, are specially packaged to enhance the value of the Corsini products and the most authentic tastes and flavours of Tuscany. Shelf life: 360 days. Weight: 200 g. Certifications: ISO 9001 E 14001, BRC, IFS, ICEA Organic.

MEET US AT TUTTOFOOD:
HALL: 3
BOOTH: F21 - 25

FATTORIA CASANOVA BISCOTTERIA ARTIGIANALE
www.fattoriacasanova.it



Cantucci Al Cioccolato
Crumbly cantucci with chocolate chips.
Shelf life: 12 months.

FRACCARO SPUMADORO
www.fraccarospumadoro.it



Bucolina
From the most traditional recipes of Fraccaro, the Bucolina was born. Soft confectionery product from sourdough, no coloring and no hydrogenated fats. Always welcomed at any time of the day, it is available in two fillings: with cocoa cream or zabaione cream. The icing with white chocolate covered with chocolate crispy flakes, makes it an excellent and refined delicacy. 350 g. Shelf life: 6 months. Certifications: IFS.

EUROSNACK
www.fornodamiani.it



Croccantelle Party
Inviting squared focaccia bites: Olive, Pizza, Bacon, Ham and 4 Cheeses taste. With olive oil, Palm oil free, GMO free, oven baked. Flavouring is done after baking, preserving in this way the original aroma and the genuine taste of olive oil. Naturally leavened: this enhances the aroma, makes them more nutritious and easier to digest. Shelf life: 15 months. 180 g pack, display case. Certifications: BRC, IFS, Halal.

MEET US AT TUTTOFOOD:
HALL: 5
BOOTH: S30

G7
www.g7gelati.it



Caffè Terzi Bologna
Gelato with Huehuetenango coffee from Guatemala. Born of the cooperation with the coffee maker Terzi, based in Bologna, this coffee gelato is made with 100% Arabica from Guatemala variety Huehuetenango, a well-structured, fragrant and complex coffee. Gluten free, colorings free, stabilizers free, aromas free, emulsifiers free, thickeners free. Only 4 natural ingredients: cream, fresh high quality whole milk, sugar, ground coffee 100% Arabica from Guatemala variety Huehuetenango (4,5%). Certifications: ISO 9001:2008, FSSC - ISO 22000, IFS HL.

MEET US AT PLMA:
ICE ITALIAN PAVILION
HALL: 1
BOOTH: F 5211



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Find us
TUTTO FOOD
Pad. 2 stand H21-K28

MOTTOLINI
Poggiridenti

Bresaola Mottolini, the Valtellina we like.

Bresaola Mottolini is the masterpiece of the art of cured meats in Valtellina. Bresaola is crafted selecting the best meat, wisely dosing aromas and maturing naturally thanks to the good air of alps.

Find out more about our products www.mottolini.it



EXHIBITIONS' PREVIEW

AKELLAS
www.monks.it



Farfallina

Assorted Fruit Mini candies (1 g) in five flavours. Akellas is the confectionery company which launched Monk's balsamic candies in 1954. In addition, it offers candies made with and without sugar, from the much-loved fruit classics Farfallina, that is usually offered as a 'courtesy product', to more original flavours such as Green Tea Lime or Licorice Ginseng or Propoli.

MEET US AT TUTTOFOOD:
HALL: 10
BOOTH: K 27A

BISCOTTI MASINI
www.masinibiscotti.it



Cantuccini Toscani IGP with almonds

Original and traditional Cantuccini with almonds from Tuscany, IGP certified, produced in the full respect of the Tuscan tradition, one of the most selling regional Italian biscuits in the world. The classic way to taste Cantuccini Toscani IGP is a short dipping in a glass of dessert wine, also excellent with coffee, cappuccino, tea or ice cream. Shelf life: 12 months. Packed in premium printed box 200 g. Certifications: BRC, IFS, ISO9001, Organic.

NUOVA INDUSTRIA BISCOTTI CRICH
www.crich.it



Bio Baby Biscuit

Organic baby biscuit for children from 6^o month soluble in the bottle. Shelf life: 12 months. 320 g box paper with 8 single portions - 40 grams each. Certifications: Organic IT BIO 006.

COORDINATE STAND A TUTTOFOOD:
HALL: 3
BOOTH: F22 - F26

AMARELLI - FABBRICA DI LIQUIRIZIA DAL 1731
www.amarelli.it



Liquorice cream

Liquorice cream strictly handmade. It is made using healthy and high quality ingredients only. It is cooked at low temperatures in order to maintain unchanged the organoleptic and nutritional properties of the raw ingredients. This unique recipe includes the prestigious liquorice powder, cane sugar and a monovarietal extra virgin olive. Our cream is 100% produced in Italy, made without any vegetable fats (like palm oil), or preservatives, dyes and fragrances. 120 g glass jar.

MEET US AT TUTTOFOOD:
HALL: 3P
BOOTH: B12 - B14

BISCOTTIFICO ROSSI

www.biscottificiorossi.it



Biscuit of Novara

Typical biscuit of Novara, light, sweet, with a typical taste of eggs and vanilla. Shelf life: 365 days. Packed in 200 g multipack (8 portions). Certification: IFS.

DECO INDUSTRIE
www.decoindustrie.it



Loriana - Piadina Romagnola IGP alla Riminese

Loriana IGP is the fragrant and genuine 'piadina romagnola', produced in the heart of Romagna following the traditional recipe that for decades has guaranteed its unique taste. Shelf life: 90 days. Packed in a protective atmosphere/ flowpack. 350 g for 3 pcs.

MEET US AT PLMA:
9114 RAI PARK COMPLEX
HALL: 8

BALOCCO
www.balocco.it



Balocco Breakfast-Petit Dejeuner

Balocco Breakfast-Petit Dejeuner is a wide range of biscuits inspired by Italian tradition. Balocco's biscuits offering is complete and includes: classic - few ingredients and simple tastes; greedy - with chocolate and cream; whole-wheat - tasty but balanced. The packaging is the traditional paper bag, with a peculiar graphic design, thought for the international market and aimed at explaining the Italian Breakfast.

CALLIPO GELATERIA
www.gelateriacallipo.com



Puresenza - Lemon and bergamot ice cream

The Puresenza range captures the unique flavor of gelato's original traditional recipe. It is made with just a few essential, 100% natural ingredients. Creamy and delicate, our Lemon and Bergamot gelato has the natural freshness and intensity of the fruits it is made of. The creaminess and the structure of the product are given by the presence of high quality Italian fresh milk. Free from gluten, hydrogenated fats, emulsifiers, stabilizers, colours, artificial flavorings, glucose syrup, dextrose, GMO ingredients, additives, milk powder. 300 g/ 500 ml tub. Certifications: BRC, IFS, HACCP, FDA.

MEET US AT TUTTOFOOD:
HALL: 07
BOOTH: H01 - K10

MEET US AT PLMA:
EUROPA COMPLEX
BOOTH: F 5277

DOLCIARIA ACQUAVIVA
www.dolciariaacquaviva.it



'La Lune'

'La Lune' is our brand new butter pastry line just launched on the market in January 2017. Butter plain croissants - 25, 60 and 80 g - straight and curved, filled with custard, hazelnut cream, apricot or strawberry marmalade, traditional pain au chocolate or swirling pastry with custard and chocolate drops of the funny mini mix viennoiserie 30 g are all made of pure butter. Certifications: BRC, IFS, ISO9001:2008, ISO14001:2004.

M.G. BISCOTTERIA VENEZIANA
www.biscotteriaveneziana.it



Tin with assorted cookies

Assorted cookies, various shapes, dimensions, and colours. Shelf life: 1 year. 250 g food polypropylene bags in a round tin, label printed on the bag, in both Italian and English languages. Certification: IFS Food.

CASA DEL GELATO
www.casagelato.it



Hazelnut and peanut butter

100% vegan hazelnut and peanut butter ice-cream based on almond paste and pea protein. Round paper jar of 500 ml/ 300g topped by a paper lid. Certifications: IFS Food rev. 6, BRC FOOD Certificated GSFS rev. 6.

MEET US AT PLMA:
AMSTELHAL
BOOTH: 6295

LAGO GROUP
www.lagogroup.it



Mini Party Wafer

Bite cube wafers with hazelnut cream (74%) in a small on-the-go packaging. Shelf life: 18 months. Packed in flowpack bag 125 g. Certifications: Halal, IFS.

MEET US AT PLMA:
9114 RAI PARK COMPLEX
HALL: 8



PROBIOS
www.probios.it



Organic Soy Mayo without eggs with beetroot

In line with current food trends, awarding purple as the color of the year, Il Nutrimento presents the delicious mayonnaise with beetroot, 100% vegetable and gluten-free, made with organic soy drink and sunflower seeds oil. It's eggs and milk free, and suitable for those who have special eating habits. 170 g glass jar. Certifications: Bioagricert (organic), Gluten-free, Vegan.

MEET US AT TUTTOFOOD:
HALL: 10
BOOTH: E 14A

MEET US AT PLMA:
BOOTH: DF 3615

SIBAT TOMARCHIO
www.tomarchiobibite.it



Aranciata Rossa

Blood Orange with 16% juice from 'PGI Red Orange of Sicily'. With a deep red skin this orange has a pulp rich in vitamin C and anthocyanins useful for fighting inflammatory conditions. Tomarchio Bio is the first project in the Sicilian citrus industry with a controlled chain, thanks to a collaboration with the citrus district of Sicily and Producers Association PGI branded Red Orange of Sicily. Producers Association PGI branded Syracuse Lemon. Producers Association PDO branded Orange of Ribera. Certifications: Usda Organic, Vegan OK, BRC, IFS, BS OHSAS 18001, PGI, PDO, ISO 14001, FDA.

MEET US AT TUTTOFOOD:
HALL: 3
BOOTH: R02

VALBONA
www.valbona.com



Organic Genovese Pesto

The classic 'Pesto alla Genovese' produced with organic farming practices, that imply: extensive farming; respect of the environment as well as the health of farmers and consumers; enhancement of soil fertility (without any additional interventions); preservation of biodiversity; prohibition of GMOs and severe limitation of synthetic fertilizers. In jars, net weight: 125 g. Certifications: Organic, BRC, IFS

MEET US AT TUTTOFOOD:
HALL: 6
BOOTH: G38

MEET US AT PLMA:
HALL: EUROPA COMPLEX PAVILION FOOD
BOOTH: F 5259

F.LLI SACLÀ
www.sacla.it



Burger Di Mopur – Spelt and aubergine

Organic vegetable burgers made with naturally fermented organic wheat, chickpea flour, spelt and aubergines. Based on Mopur they are 100% vegetal and they complement Saclà range of fresh grains and veggie salads. The range is offered in 160 gram trays - equivalent to two generous portions - with three mouth-watering formats: burgers, balls and nuggets.

MEET US AT TUTTOFOOD:
HALL: 5
BOOTH: H12 - K19

MEET US AT PLMA:
RAI EUROPA COMPLEX
HALL: 1
BOOTH: F 4936



follow



DELICATESSE SPA - Via del Lavoro 45/47, Concorezzo (MB)
039/6040563 - www.delicatessen.it - info@delicatessen.it



PULLED PORK



PASTRAMI



CORNERD BEEF



PORK RIBS



BEEF RIBS

EXHIBITIONS' PREVIEW



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



**Fillets of Callipo Tuna
with Presal Iodized Salt**

Fillets of Callipo Tuna are the only ones with Presal Iodized Salt. Presal Iodized Salt is 'protected', because thanks to a particular technological process, it keeps the iodine content unchanged even after the cooking and in the food preparations, ensuring its assimilation. Iodine contributes to the normal growth of the children, to the normal thyroid function, to the normal energy metabolism. Relevant studies have shown that the average amount taken through a normal diet is not enough to meet the daily iodine requirements. Certifications: Standard BRC, Standard IFS, Kosher.

**MEET US AT TUTTOFOOD:
HALL: 07
BOOTH: H01 - K10**

GEOVITA GROUP
www.geovitagroup.it



Geovita well-being blends

3 organic blends – Antioxidant, Relaxing and Omega 3 – with Fair Trade certified Thai Rice to assure better life conditions to the local families, considering that for all the Thai farming production it doesn't exist the big propriety. Thanks to their special ingredients, like Goji berries, chia grains and poppy grains, these blends, ready in only 10 minutes, are good for the well-being both of the mind and the body. Certifications: Organic, OperAequa Fair Trade Eco social.

**MEET US AT PLMA:
PARK HALL
BOOTH: 8522**

MOLINO ROSSETTO
www.molinosrossetto.com



Mediterranean Focaccia Mix

An organic mixture to make in a few easy steps a delicious Mediterranean Focaccia, for the authentic taste of the Italian cuisine. The pack also contains a recipe to cook it. Ideal for bread machine too. Shelf life: 24 months. Certifications: ISO 9001, IFS Food, FDA, Bio Organic, Gluten free, Licence for Kamut, Vegan Ok.

**MEET US AT TUTTOFOOD:
HALL: 5
BOOTH: H02 - K03**

JOE&CO.
www.joeandco.it
www.crudolio.it



Flaxseed Oil

Crudolio cold pressed, organic and vegan flaxseed oil is obtained exclusively by physical means from the seeds of the homonymous plant, Linum usitatissimum L. Flaxseed oil is rich in essential fatty acids, it contains significant amounts of omega 3, along with omega 6 and vitamin E. It is characterized by a golden yellow color and a strong seed flavor, its consumption is to be intended not for cooking or for high temperatures in order to retain its valuable properties. The recommended intake is 1 or 2 teaspoons per day. Certifications: Organic certification - CCPB, Vegan certification - Vegan OK.

**MEET US AT TUTTOFOOD:
HALL: 4
BOOTH: 14**

GRANAROLO
www.granarolgroup.com



Vegan Ravioli with Tomato Sauce

Authentic Italian ravioli filled with tofu and nut pesto in fragrant tomato sauce. A 100% made in Italy vegan ready meal for the perfect lunch on-the-go. This product is suitable for both vegans and vegetarians, it is plant-based and organic certified. Veggie Ravioli is a healthy and balanced meal with a low content of saturated fats. Certifications: BRC, IFS, Q Certificazioni (Organic).

**MEET US AT PLMA:
BOOTH: 8607**

PEDON
www.pedon.it



Red Lentil Pasta - More Than Pasta

More than Pasta is the new range of bean pasta. It is made with only one ingredient: 100% pulses. High in protein and fibre, rich in iron, zinc and magnesium. Low fat and salt free. About 1/3 less carbs compared with regular pasta. Cook "al dente", in just a few minutes. Free from all allergens - gluten and soya free - 100% natural, made in Italy. Suitable for vegetarians and vegans. Three servings per pack. Shelf life: 24 months. Innovative packaging (cardboard) made from recycled pulses, food grade and FSC certified. Certifications: Kosher, Non Gmo, Gluten Free.

**MEET US AT TUTTOFOOD:
HALL: 5
BOOTH: E22 - F23**

**MEET US AT PLMA:
HALL: 7
BOOTH: F 7500**

FARMO
www.farmo.com



Easy Pasta

Brown rice pasta + dehydrated ingredients. Available in four different sauces: Vegetarian, Tomato & Basil, Pesto, 4 cheeses. Shelf life is 20 months. It is packed in protective atmosphere. 180 g bag, 12 pieces carton box. Certifications: GFCO - No Gluten.

**MEET US AT TUTTOFOOD:
HALL: 5
BOOTH: R12 - R15**

MASTER
www.mammaemma.it



Fresh Potato Gnocchi Mamma Emma

Gnocchi made with real fresh potato steamed with their peel. Ingredients: fresh potato, wheat flour, eggs, salt. 400 g pillow bag. Shelf life: 60 days. Certifications: BRC, IFS, ICEA, ISO 22000.

**MEET US AT TUTTOFOOD:
HALL: 7
BOOTH: C01 - D04**



**AZIENDA AGRICOLA IL POGGIO
DEL PICCHIO SOCIETÀ AGRICOLA**
www.ilpoggiodelpicchio.com



Orange ketchup

Our Orange Ketchup is a versatile sauce of oranges, can be used to garnish gourmet sandwiches, or enrich a Thai rice, it can be combined with refined dishes or simply eaten with chips. The product is made without the use of thickeners, dyes and preservatives. Shelf life: 16 months. Glass jars from 106 - 314 - 580 ml. Presented in world premiere, our orange ketchup was awarded in the category 'Best Innovative bio' food as part of the event 'Taste of Italy - International Fine Food' in Jingdezhen and Shanghai from 24 to 31 March 2017.

FIBERPASTA
www.fiberpasta.it



FiberPasta

Low glycemic index and high fibre pasta. Ingredients: durum wheat semolina, wheat fibre 12%, inulin fibre 2%. Shelf life: 3 years, store at ambient temperature. Packaging: 500 g, carton box. Certifications: Italian Ministry of Health decree as product suitable for diabetic people, Vegan ok.

**MEET US AT TUTTOFOOD:
"SPAZIO NUTRIZIONE" HEALTHY FOOD
CONFERENCE - BOOTH: 53**

MOLINO DE VITA
www.molinodevita.it



Fibre-Rich Wholewheat Semolina

Product obtained by the slow grinding and little refined durum wheat, the product has high biological and functional value. Certifications: CCPB.

**MEET US AT TUTTOFOOD:
BOOTH: U 09-04**

POLENGHI
www.giancarlopolenghi.it



Acti Lemon

Eight daily portion packs (15 ml) containing only organic lemon juice, rich of precious active principles like lemon just squeezed. Acti Lemon also has many advantages compared to the fresh fruit: no waste, right dose, Polenghi's guarantee, time saving, no squeeze, 100 % organic lemon juice. Shelf life: 3 months. 8 portion packs in a carton.

**MEET US AT TUTTOFOOD:
HALL: 5
BOOTH: T06A**

PRODOTTO TIPICO
TRENTINO



il Trentino più genuino!

Carne Salada of Trentino: an antique meat product with a modern taste.

Carne Salada is the typical meat product of Trentino's tradition and Salumificio Val Rendena produces it with great skill.

The leanest beef rumps rest into the pickle with salt, aromatic mountain herbs and spices for more than twenty days. After this processing **Carne Salada** reaches your table sliced like the finest "Carpaccio" and gives off all the flavour and genuiness of extraordinary meat product.

Gluten free
Lactose free



Discover our products on

www.salumificiovalrendena.it

Salumificio Val Rendena - via 4 novembre 71 - Loc. Vigo - 38094 Porte di Rendena - Trentino - Italy

60 YEARS OF TRADITION AND PASSION

CASEIFICIO LONGO IS READY TO FACE THE CHALLENGES OF THE INTERNATIONAL MARKETS. THANKS TO EXQUISITE PRODUCTS, A DEEP EXPERTISE, AND IMPORTANT INVESTMENTS IN MARKETING AND COMMUNICATION.



Tomino del Boscaiolo Speck

Soft cheese with a smooth, uniform and compact pale straw-coloured paste and a slightly edible mouldy rind. Characteristic appearance and unmistakable signs of maturity on the rind. Sweet flavour with a slightly spicy vein, wrapped in slices of speck, bacon or cooked speck.

Love of tradition and the genuine flavors: Caseificio Longo has a real passion for the art of cheesemaking, which incorporates the most ancient recipes and revisits them in a modern way. The original taste of high-quality cheese is guaranteed by the use of natural ingredients and the care in production, whose secrets have been handed down from father to sons for generations.

The magic of tomini and Longo's products was born in the beautiful Canavese valleys in the North of Piedmont, known for its natural and artistic beauties, and for its historical cooking tradition. A local excellence and a special taste created by using only milk from Piedmont. The entire production of Caseificio Longo is characterized by the search of the genuineness and the freshness that give the cheese a unique and unmistakable taste, typical of Piedmont tradition.

A history of craftsmanship and excellence since 1950

The quality of Longo's cheese is certified by the strictest global standards. The awards

achieved over the years (World Cheese Awards 2015/2016 for Tomino fresco; World Cheese Awards 2012 for Seirass Reale) are a proof of the goodness and freshness of the products that are now available in a wide range in the four categories: fresh, seasoned, gourmet-specialties and lactose free.

Thanks to modern equipment, a quality management system and accurate logistics, the company has been able to face the challenges of distribution of a typical Piedmontese products, today known and appreciated all over Italy.

With targeted investments, an efficient internal structure and focusing on communication and the needs of domestic and international markets, Caseificio Longo is now ready to address future challenges.

One eye on the future, one eye on the past

To achieve these goals, Caseificio Longo is significantly investing in all that is communication and marketing. New digital channels, a corporate identity rebranding,

a complete redesign of the corporate image positioning and, above all, a new packaging design: more modern and interactive, with new graphic lines and a new category management supporting those who have always bought Longo's products and those who will buy them in the future. Each of these activities has been strongly pushed by a fast-growing, modern and fully certified (BRC and IFS) company, loyal to its roots and to the values of producing cheese with full respect of a sixty-years tradition that is still taken as a model.

A perfect partner worldwide

The timing in distribution is important to preserve the flavor of cheeses, especially the fresh products: through partnerships with important companies in the import-export of food products, Longo can guarantee a widespread and constant supply service that is always in time.

The quality of Longo is not only in supermarkets: restaurants, pizzerias, hotels are today using Longo's cheeses for their appetizers, first and second courses or for their desserts, giving to Longo's products an alternative and imaginative use. The authenticity and freshness of the products is a real source of inspiration for cooks and chefs who choose them for their culinary creativity to surprise consumers with healthy, special and delicious dishes.

Caseificio Longo would be nothing without consumers who taste and appreciate Longo cheese. Thanks to all of them, the company today is rapidly growing. That is why the Longo team dedicates great attention to demands and to the relationship with all consumers, considering their advice and suggestions as an opportunity for further improvement.



Caseificio Longo: 60 anni di tradizione e passione per il formaggio

Un profondo amore per i sapori autentici e genuini: dal 1950 Caseificio Longo coniuga passato e presente interpretando le più antiche ricette della tradizione piemontese per presentarle in chiave moderna ai consumatori di oggi. La bontà e la freschezza dei prodotti di casa Longo - che siano freschi o stagionati, specialità gourmet o senza lattosio - è assicurata dall'utilizzo di solo latte piemontese e ingredienti naturali, trasformati in formaggi unici grazie ai segreti tramandati di padre in figlio per generazioni. La scelta di investire nell'immagine e nella comunicazione, così come la capacità di rispondere a ogni esigenza logistica e produttiva, fanno del Caseificio Longo un perfetto partner sia in Italia sia nel mondo, grazie anche alla partnership stretta con importanti gruppi internazionali di import-export.

WOOLWORTHS JOINS EMD

THE AUSTRALIAN RETAIL GIANT HAS ENTERED THE LEADING EUROPEAN PURCHASING AND MARKETING ALLIANCE, INCREASING THE GROWTH OPPORTUNITIES FOR ITS SUPPLIER BASE.

European Marketing Distribution AG (EMD) accelerates its continuous growth, since Australian supermarket chain Woolworths has joined the international alliance. Thanks to this cooperation, EMD increases the growth opportunity for its supplier base: Woolworths currently operates nearly 1,000 supermarkets in Australia, and more than 180 in New Zealand. Woolworths, on the other hand, is focused on providing access to great quality food and non-food products to customers across Australia.

The newly signed agreements are profitable for each

and every member of EMD: additional and interesting opportunities for procurement of goods overseas are created for the European trading companies already belonging to the group alliance. Woolworths will optimise its European purchasing procedures through the already established office in Switzerland and working in close cooperation with EMD. The agreement between EMD and Woolworths relates initially to the private label business.

Steve Greentree, Director, Woolworths Food Company, commented on the benefits

of partnering with EMD: "This collaboration will increase our access to great quality private label products that we are unable to source locally. Combined with our commitment to source Australian products first and foremost, this ensures our customers will have even more choice and convenience when shopping for own brand products at Woolworths. Furthermore, the agreement will provide a direct network for Woolworths' Australian and New Zealand suppliers to maximise investment and growth opportunities with European retailers."

About EMD

Represented in 20 European countries and now also in Australia and New Zealand, the EMD headquarters located in Pfäffikon, Switzerland, is responsible for pooling the interests of renowned retail companies and coordinating them to common benefit. With a total external consumer turnover of over 216 billion euro, the alliance represents the interests of about 400 trading companies and over 150,000 point of sales.



Woolworths entra nella centrale europea Emd

Nuovo ingresso nella centrale europea Emd: si tratta della catena australiana Woolworths, con base a Sidney, che conta oltre 1.000 supermercati in Australia e più di 180 in Nuova Zelanda. Una grande opportunità per la rete di fornitori di Emd: obiettivo di Woolworths è infatti ampliare la gamma di prodotti food e non-food, concentrandosi inizialmente sulle proprie linee a Marchio del distributore.

THE NATURAL SWEETNESS

Dolce Arianna
OIOLI
Gorgonzola DOP

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

The Quality with Love

POSTCARDS FROM IFE 2017

It was held from 19 to 22 March, at the ExCel London exhibition centre, the 20th edition of IFE, the UK's biggest food & drink trade show. The 2017 edition welcomed 30,000 visitors originating from around 50 different countries and highlighted the latest innovations from around 1,350 food and drink suppliers, including 85 Italian companies. The vibrant four-day show celebrated the latest new product development, newest trends and in-depth insight across the global food and drink landscape. Visiting buyers witnessed huge growth in many trends including the adult soft drink category, as well as an increasing demand for convenient, alternative protein snacks. Buyers came from across the food and drink industry including Tesco, Ocado, Amazon, Sainsbury's, The National Trust, Bidfood, PepsiCo and Claridge's who all took time to walk the aisles and sample the latest offerings across a range of categories from confectionery and snacking to meat, seafood and health & wellbeing products. International interest from suppliers continued to grow with Denmark, Singapore, Ukraine, Pakistan, Palestine and Tunisia all exhibiting for the first time, bringing the total number of countries exhibiting to over 60. With international suppliers in abundance, the show floor was attended by some of the industry's most influential international buyers including Carrefour, Aldi and Nandos.

Great success, at IFE 2017, for The Italian Food Magazine

The Italian Food Magazine, published by Tespi Mediagroup, was distributed during the trade show in the corners dedicated to the international press and at the ITA-Italian Trade Agency booth. The magazine - a product-oriented showcase dedicated to Italian companies willing to present their products to global markets - was warmly welcomed by both exhibitors and visitors. Distributed at the most important trade shows in the food & beverage sector, due to a partnership agreement signed with the Italian Trade Agency it is also sent in a digital version to all ITA Offices around the world, and then distributed among local buyers, retailers and importers of Italian products.



CURED MEAT



JOMI - Andrea Guarino



SALUMIFICIO ROSOTTA - Maria Pia Massimo and Orlando Rosotta



CRUDI D'ITALIA - Michela Panero



BARONE ENZO



COMAL - Massimo Cielo



PROSCIUTTIFICIO MONTEVECCHIO - From left: Federico Credi, Leonardo Gherardi, Roberta Venturi, Sara Visentin and Paolo Gherardi

CHEESE



GRANAROLO



ILPRA



ITALIA ALL WAYS



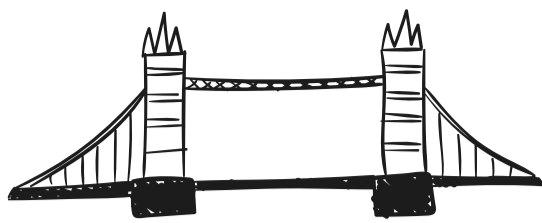
PFM PACKAGING MACHINERY



ZANETTI - From left: Pietro Franco Messa, Valentina and Paolo Zanetti



ZAPPALÀ - Alfio Maria Zappalà



www.ife.co.uk

ANOTHER SUCCESSFUL EDITION FOR THE UK'S BIGGEST FOOD AND DRINK TRADE SHOW. ON STAGE IN LONDON ON FROM 19 TO 22 MARCH. 30,000 VISITORS AND 1,350 EXHIBITORS ATTENDED THE EVENT, INCLUDING 84 ITALIAN COMPANIES.

SWEET & BAKERY



BONOMI - From left: Paolo Bonomi and Alessandro Manzardo



GASTONE LAGO - ELLEDI Francesco De Marco



ITALPIZZA



VALLE FIORITA



SGAMBARO AND MATILDE VICENZI

SAVE THE DATE!
IFE will be back in 2019, from 17 to 20 March

Cartoline da Iife 2017

Si è tenuta dal 19 al 22 marzo, presso il centro espositivo ExCel London della capitale inglese, la 20esima edizione di Iife, International food & drink event. Manifestazione fieristica biennale che ha visto la partecipazione di circa 30mila visitatori professionali provenienti da 50 Paesi del mondo e 1.350 espositori, 84 provenienti dall'Italia.

ORGANIC



GEOVITA - From left: Rossano Cabrino and Marco Lotta



BIO ORGANICA ITALIA - Michele Gaudiano



SGAMBARO - Federico Gris

Premio Zangola D'oro 2015

Tradition and Innovation

www.gra-com.it

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Tel. +39 059 924104 - Fax +39 059 920753



IS THE GAME WORTH THE CANDLE?

FREE TRADE AGREEMENTS BOOSTED EU AGRICULTURAL EXPORTS, ACCORDING TO A RECENT STUDY FINANCED BY THE EU COMMISSION. WITH A SPECIAL FOCUS ON THE PARTNERSHIPS SIGNED WITH MEXICO, SOUTH KOREA AND SWITZERLAND.

Free trade agreements (Fta) have helped to boost EU agricultural exports and have supported jobs in the agri-food sector and other sectors of the economy, according to a new independent study carried out by Copenhagen Economics on behalf of the European Commission, entitled: 'Study on the impact of EU agriculture and agricultural trade of EU concluded Bilateral Trade Agreements'. In particular, trade agreements with three countries were studied in detail: Mexico ('first generation' trade agreement), South Korea (new generation Deep and Comprehensive Trade Agreement, DCFTA) and Switzerland (specific sectorial agreements). The purpose was to assess the economic, social and environmental impacts of the agreements and to identify the main factors that have fostered and impeded the development of EU agri-food trade.

"These three agreements alone have increased EU agri-food exports by more than 1 billion euro and have raised value-added in the agri-food sector by 600 million euro. Just as importantly, this increase in exports has supported thousands of jobs in total across the EU, most of which in the agri-food sector, including in primary agriculture. These figures are clear evidence that ambitious and balanced trade deals work for European food and farming," said Commissioner for Agriculture and Rural Development, Phil Hogan. The study shows that the agreements

contributed to increased trade in both directions, with increased EU exports and increased imports of products from these three countries, giving EU consumers and business greater access to agri-food products. Importantly, the study suggests that these increased imports have little impact on domestic EU production. Instead, they reflect mainly a replacement of imports from other third countries or an increase in EU consumption.

"Trade deals, done right, are a force for good for our farmers and food producers. This study also gives important input on how we can continue to cut unnecessary red tape and get rid of barriers in our trade negotiations going forward," added Commissioner for Trade Cecilia Malmström.

The study underlines the importance of closely following the trade negotiations of the EU's main competitors to make sure that the EU does not fall behind in access conditions to important markets for agri-food products. It also shows that more recently, ambitious agreements such as the EU-Korea trade deal, which entered into force in 2011, have a higher positive impact than older and less comprehensive agreements like the 2000 EU-Mexico agreement. This is a sign of the increasing quality and effectiveness of EU trade agreements in terms of removing barriers and of the success of the sector in improving competitiveness.

EU-Mexico

The agreement between the EU and Mexico added 105 million euro to EU agri-food exports in 2013, three years after both sides had removed all the trade barriers they committed to remove in the agreement. Most of these were processed food and beverages. Additional imports of 316 million euro in the same year were mostly primary products. The study also identifies potentials for the EU agri-sector in further eliminating current tariffs and barriers. This is now being tackled in the negotiations to modernise the EU Mexico agreement.

EU-South Korea

Although not yet fully implemented, the EU-South Korea free trade agreement (Fta) added 439 million euro in additional EU agri-food exports in 2015 (the latest year for which data is available), mostly in the form of primary products and commodities. Additional imports of 116 million euro in the same year were mostly of processed food and beverages.

EU-Switzerland

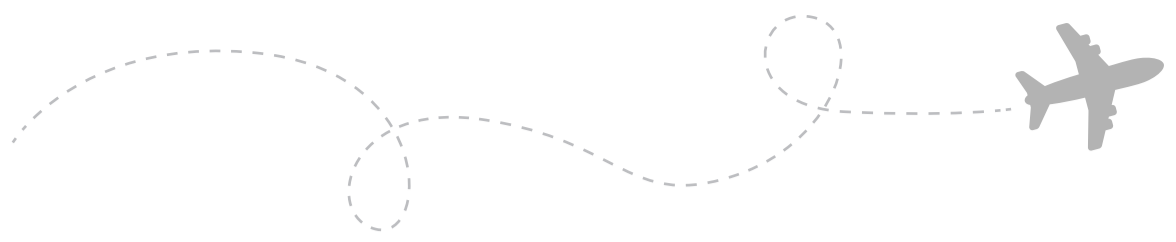
The EU-Switzerland trade agreements on agricultural products and processed agricultural products together added 532 million euro to EU agri-food exports in 2010, three years after they were fully implemented. Most of this was in the form of processed food and beverages. Additional imports of 1.17 million euro were mostly in the form of primary products.

L'impacto degli accordi commerciali sullo sviluppo del settore agroalimentare europeo

Uno studio indipendente svolto da Copenhagen Economics per conto della Commissione europea mostra che gli accordi commerciali hanno contribuito a promuovere le esportazioni di prodotti agricoli dell'Unione europea, offrendo un sostegno all'occupazione nel settore agroalimentare e in altri settori economici. Lo studio analizza nel dettaglio gli accordi commerciali con tre Paesi: Messico, Corea del Sud e Svizzera. "Questi tre accordi da soli hanno permesso un aumento delle esportazioni agroalimentari dell'Ue di oltre 1 miliardo di euro, apportando un valore aggiunto di 600 milioni di euro nel settore agroindustriale", commenta Phil Hogan, commissario per l'Agricoltura e lo sviluppo rurale. "Queste cifre mostrano chiaramente che accordi commerciali ambiziosi ed equilibrati risultano favorevoli per i prodotti alimentari e l'agricoltura europea".

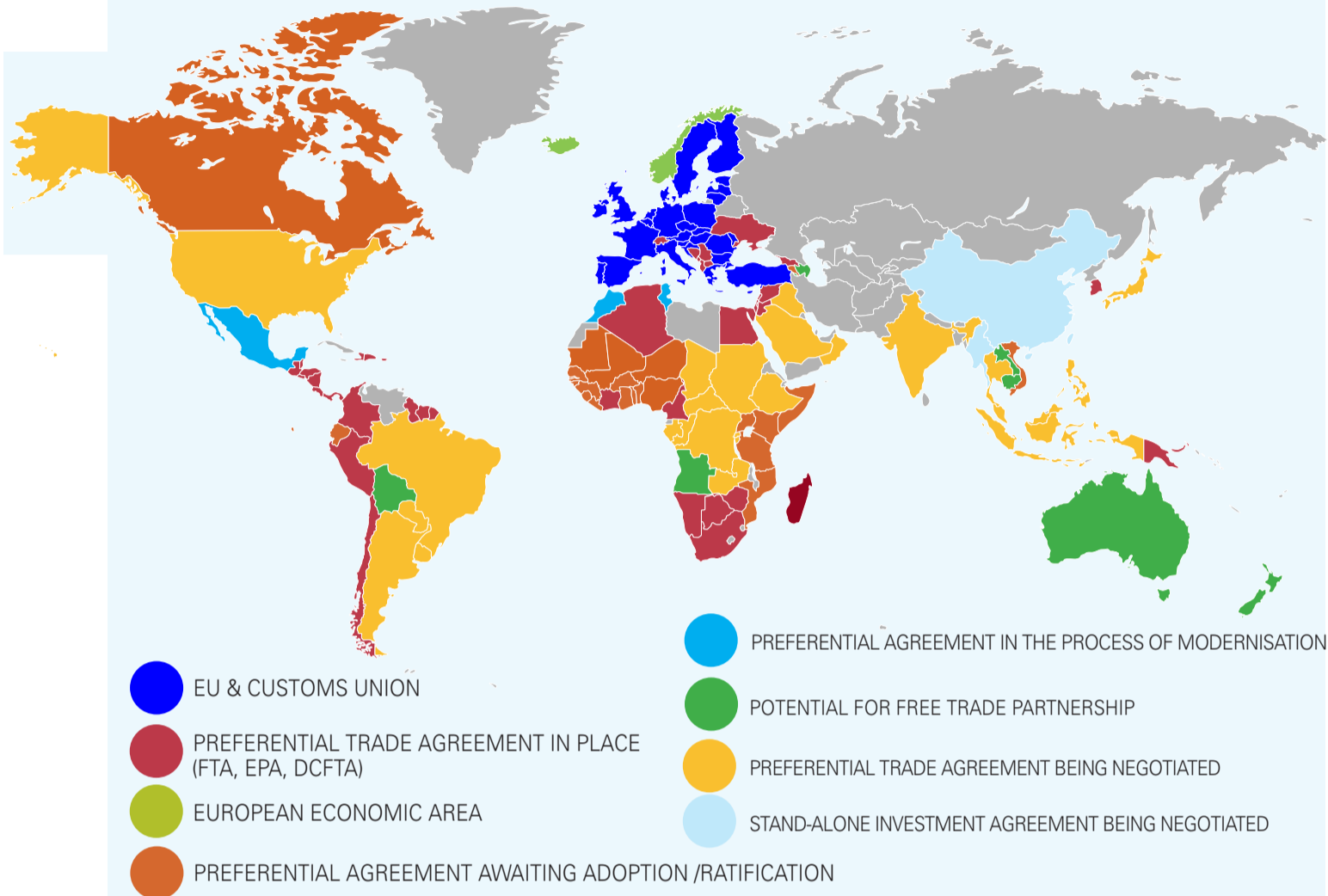
EU28 AGRI-FOOD EXPORTS – MOST IMPORTANT CHANGES IN DECEMBER 2016

EU28 agri-food exports to	cumulative data: 12 month period					monthly data			
	Rank 2015/16	Jan15- Dec15	Jan16- Dec16	Difference Jan16 - Dec16 to Jan15 - Dec15		Dec-15	Dec-16	Difference Dec16 to Dec15	
		mio €	mio €	mio €	%	mio €	mio €	mio €	%
Extra-EU28		129 030	130 737	1 708	1,3	11 223	11 241	18	0,2
China	2	10 317	11 377	1 060	10,3	753	843	90	12,0
Korea (Republic of)	13	2 399	2 629	230	9,6	199	265	66	33,3
Japan	4	5 354	5 768	414	7,7	474	534	61	12,8
United States of America	1	19 385	20 644	1 258	6,5	1 734	1 777	44	2,5
Russia	5	5 578	5 550	-28	-0,5	472	510	37	7,9
South Africa	19	1 695	1 703	8	0,5	134	169	35	25,9
Vietnam	22	1 093	1 441	348	31,8	84	103	20	23,9
Australia	12	2 795	2 992	197	7,1	257	275	18	7,0
Iraq	43	463	527	64	13,8	44	60	16	37,5
Angola	38	872	687	-185	-21,2	61	78	16	26,6
Iran (Islamic Republic of)	37	731	726	-5	-0,7	77	61	-15	-20,2
Oman	47	451	406	-45	-10,0	48	32	-17	-34,5
Canada	9	3 418	3 438	20	0,6	260	235	-25	-9,5
Mexico	23	1 376	1 417	41	3,0	127	99	-28	-21,8
Saudi Arabia	6	4 799	4 574	-225	-4,7	432	403	-29	-6,8
Turkey	10	3 399	3 231	-168	-4,9	303	271	-33	-10,7
Egypt	16	2 274	1 800	-474	-20,9	236	199	-37	-15,8
Indonesia	36	734	736	2	0,3	102	59,6	-42	-41,4
Ethiopia	65	206	230	24	11,5	59	10,6	-48	-82,0
Algeria	14	3 211	2 587	-624	-19,4	305	236,9	-68	-22,4
other countries		3 211	2 587	-624	-19,4	305	237	-68	-22,4



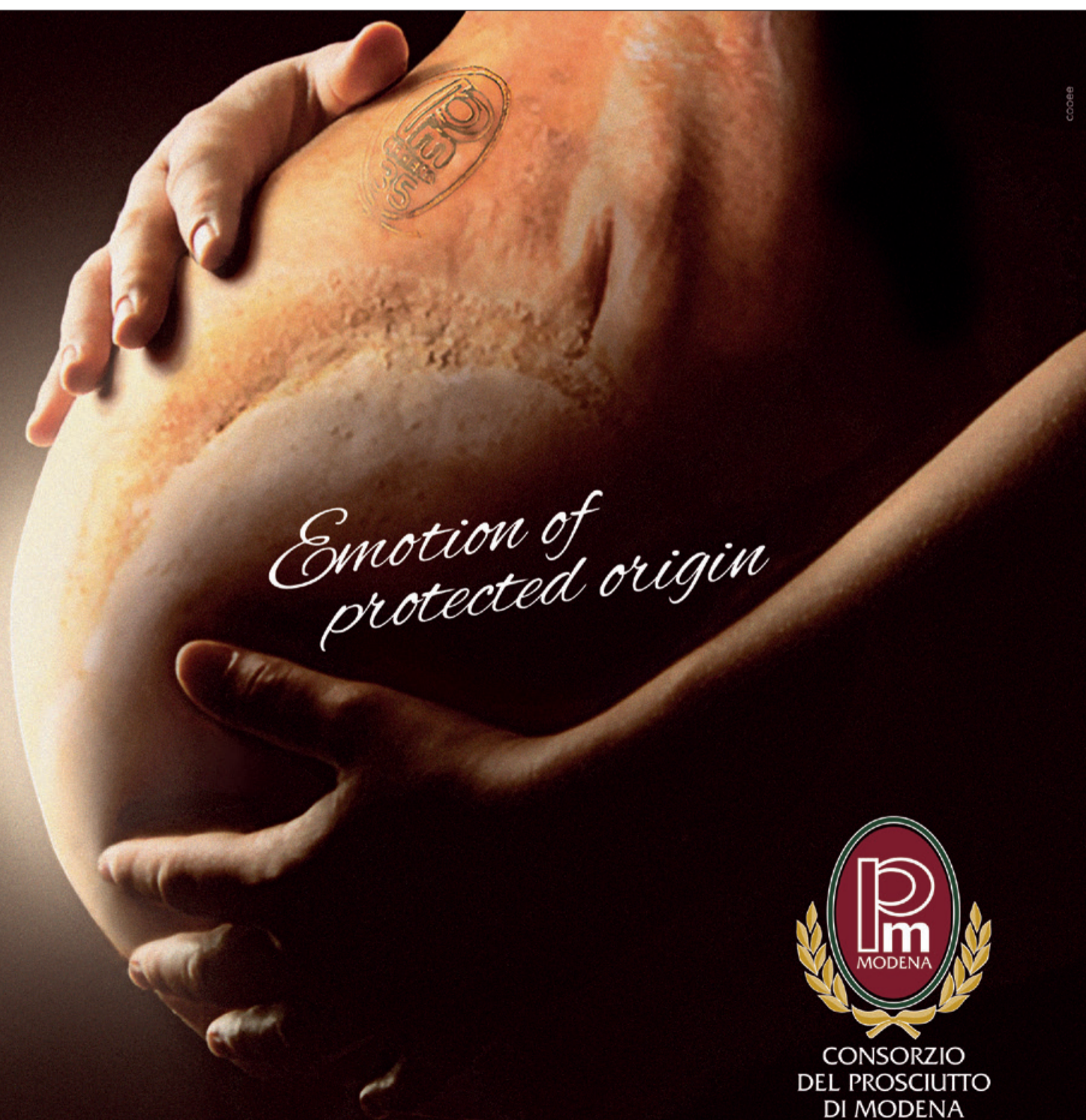
OVERVIEW OF ONGOING AND COMPLETED EU NEGOTIATIONS (NOVEMBER 2016)

THE STATE OF EU TRADE



EU agri-food exports reach record high in 2016

The three trade agreements also contributed to a record year for EU agri-food exports in 2016, with total exports reaching 130.7 billion euro, up 1.7 billion on 2015. The biggest increases in annual exports were to the USA (up 1.26 billion euro) and China (up 1.06 billion). Other major gains in EU agri-food exports were in Asian countries, such as Japan (up 414 million; +8%), Vietnam (up 348 million; +32%) and Korea (up 230 million; +10%). Most important export destinations in 2016 were USA, China, Switzerland, Japan and Russia (down to rank 5, stagnating at 5.6 million euro). Also exports to Morocco (up 263 million; +18%) and Israel (up 229 million; +15.5%) increased significantly, while exports to Hong Kong (down 0.8 billion; -18%), Algeria (down 624 million; -19%) and Egypt (down 474 million; -21%) went down most extensively. At the same time, the value of EU agri-food imports went down 1.5% to 112 billion euro. The agri-food sector accounted for 7.5% of total EU exports in goods in 2016; 6.6% of all imported goods are agri-food products. With a surplus of 18.8 billion euro the agri-food sector contributes almost half of the overall surplus of the European Union in merchandise trade, which stood at 39.3 billion euro in 2016.



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The soft slopes of our hills and the gentle flowing of the Panaro, running between the provinces of Modena, Bologna and Reggio Emilia, give the Prosciutto di Modena DOP its unique and perfectly balanced flavour. Our ingredients? We only use Italian leg of pork, salt and patient curing for 14 months.

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Beneficiario: Consorzio del Prosciutto di Modena
Autorità di gestione: Direzione Generale Agricoltura, Caccia e Pesca Regione Emilia Romagna

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BORTOLOTTI, SIMPLY GOOD

TO BECOME A PREMIUM BRAND IN THE PROCESSED MEAT SECTOR, IN ORDER TO BE MORE AND MORE COMPETITIVE IN THE DOMESTIC AND INTERNATIONAL MARKETS. THIS IS THE GOAL OF STEFANO BORTOLOTTI, COMPANY'S CEO.

Honesty, passion for their job, and respect towards employees are the values that Mario and Rossella Bortolotti have been sharing with their family since 1976. Established in a small workshop more than 40 years ago, Bortolotti Salumi has become the company that we know today thanks to the determination of its founders and to a constant development. With 80 passionate and motivated employees, 12,000 square meters of production area and a 19.4 million euro turnover in 2016 - rising by 10% over 2015 and by 50% in a decade - Bortolotti Salumi stands out as a benchmark in the food industry thanks to the constant attention to quality, service and product innovation. With a growing presence throughout the national territory, the strategic mission of Bortolotti Salumi, now managed by Stefano Bortolotti, Mario's son, is to further increase the presence of their products on international markets, now accounting for about 10% of total turnover, at 1.5 million euro.

An increasingly Premium range
Bortolotti Salumi's range includes dozens of products: from salamis to fresh sausages, from roasts to mortadella. High quality products, sold at a competitive price. "But salami is our real core business," underlined Stefano Bortolotti. "Now, our challenge is to turn Bortolotti into a Premium brand, synonym with good salami. It will take time, of course. But we can count on a 40-year long experience and expertise."



Stefano and Mario Bortolotti

THE ANCIENT TASTE OF QUALITY

The 'Antica Salumeria Mario Bortolotti' range: Tradition and craftsmanship, these are the values lying behind the new 'Antica Salumeria Mario Bortolotti' range. Principles that are at the basis of the company's philosophy, suggested also by a vintage pack. The range is made of classic Italian salami with the addition of eight 'special' salami, enriched with exquisite flavors, in order to meet all tastes: truffle, Chianti Docg wine, fennel, nuts, beer, green pepper, chili pepper. The range is completed with precooked products, made with 100% Italian meats and a lean mixture, that result in a compact slice and an intense aroma. An original recipe from Mario Bortolotti.



Meet us at TuttoFood 2017:
Hall: 2 Booth: E15 - F20

Meet us at PLMA 2017:
Hall: 1 Booth: F5388 collettiva italiana

Export, a fast-growing business

The company's product range is widely distributed in many European countries - including Germany, France, Austria, Switzerland, Belgium, Holland and Scandinavia. The most demanded products on international markets are definitely salami, especially in the classic version, packed in modified atmosphere and the 'Antica Salumeria Mario Bortolotti' range. Abroad, just like in Italy, grocery retailers are the major distribution channel - also with store brands - followed by the Ho.re.ca channel and independent shops. In order to spread the knowledge of its products among foreign consumers, the company is very active in the organization of in-store promotions and tastings, and it takes part to some of the most important trade shows globally: in 2017, Bortolotti Salumi will be exhibiting at Tuttofood, in Milan (8-11 May) at PLMA in Amsterdam (16-17 May) and in Fall the company will attend Anuga in Cologne (7-11 October).

100% good and safe

The quality of production is guaranteed by the use of the latest generation machinery subjected to precise programs of ordinary and extraordinary maintenance. For sliced products, Bortolotti Salumi has created a new clean room which is spread over an area of 1,500 square meters. Automated interlocking of the doors, specific disinfection and sanitation, targeted training of staff working in the area: these are just some of the tricks which give customers the supply of top quality, 100% safe product.

THE COMPANY'S CERTIFICATIONS:

- BRC Global Food Standard
- IFS International Food Standard

Bortolotti: semplicemente buoni

Specializzata da oltre 40 anni nella produzione di un'ampia gamma di specialità norcine, Bortolotti Salumi è oggi guidata da Stefano Bortolotti, figlio del fondatore, Mario Bortolotti. Con una forza lavoro giovane e motivata, uno stabilimento produttivo di 12mila metri quadri e un fatturato 2016 che si è chiuso a 19,4 milioni di euro, in crescita del 10% sull'anno precedente e del 50% negli ultimi 10 anni, l'azienda guarda al futuro con un obiettivo ben preciso: fare di Bortolotti un brand premium, puntando tutto sulla bontà dei propri prodotti. Un traguardo da raggiungere sia in Italia sia nei mercati internazionali, che incidono oggi per il 10% circa sul fatturato aziendale.

PL REGAINS MOMENTUM IN EUROPE

LET'S TAKE STOCK OF THE MARKET SITUATION IN THE OLD COUNTRY. WAITING FOR THE 2017 EDITION OF PLMA. IN AMSTERDAM ON 16-17 MAY.

PLMA's 2017 'World of Private Label', to be held 16-17 May at the RAI Exhibition Centre in Amsterdam, will be the largest ever, with nearly 4,000 exhibit booths - including over 300 Italian companies - and more than 13,000 buyers and visitors expected from more than 110 countries. The popularity of store brands keeps growing across Europe, according to the Nielsen sales data compiled for the 2016 edition of the PLMA's Private Label Yearbook. Market share for retailer brands increased in 13 of the 20 countries tracked. According to Nielsen, in 2015 volume share climbed to 46% in the UK, reaching its highest level there since 2010, and climbed over 35% in France, its highest level since 2012. In Germany market share for retailer brands stayed above 40% for the eighth consecutive

year. Private label now accounts for four out of every ten products sold in Austria, and in Switzerland market share has stayed over 50% for more than a decade. In the north, all four of the Scandinavian countries - Denmark, Finland, Norway and Sweden - posted market share gains. Volume share has climbed above 30% in Czech Republic, Hungary and Slovakia, while private label share in Poland is now nearly four times as high as when Nielsen first started compiling statistics there in 2003. There also have been gains among the Mediterranean countries: in Spain, market share stayed above 50% for the fourth consecutive year, while shoppers in Italy, Greece and Turkey keep putting more private label products in their baskets. In Portugal, market share remains above 40%.



Non si arresta la crescita della Private Label in Europa

Si terrà il 16 e 17 maggio, presso il RAI Exhibition Centre di Amsterdam, l'edizione 2017 di PLMA 'World of Private Label', evento numero uno al mondo per il comparto delle marche del distributore. Più di 4,000 espositori - tra cui oltre 300 aziende italiane - presenteranno i loro prodotti a 14mila operatori del settore. In base ai dati Nielsen, non si arresta la crescita del segmento della Marca del distributore in Europa, che mostra segno più in 13 dei 20 Paesi analizzati nell'edizione 2016 del Private Label Yearbook di PLMA.

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EU RETAIL: OUTLOOK FOR 2017

THE FIVE KEY TRENDS THAT, IN THE NEXT 12 MONTHS, ARE GOING TO SHAPE THE GROCERY MARKET IN WESTERN EUROPE. ACCORDING TO IGD RETAIL ANALYSIS.



The increasing importance of the smaller formats, the consumers' search for premium food products, the role played by Private Labels ranges, the new applications of technology and, of course, the evolution of the food-to-go experience. Keshia Walvin, senior retail analyst at grocery research organisation IGD, outlines the five key trends she expects to shape the Western European grocery market and influence retailer strategy over the next 12 months.

1) FOCUS ON SMALL STORES

In 2017, we expect to see a greater focus from retailers on their proximity or smaller store formats. There are likely to be new entrants to this channel, while existing players will refresh the range of services they offer. With shoppers increasingly looking for more convenient grocery options, retailers will take a more flexible approach to their small store strategies, flexing their ranges and offers by location to meet a range of different shopper missions.

2) MEETING SHOPPERS' VALUE EXPECTATIONS

While price remains an important factor, shoppers are increasingly looking for retailers to provide ranges offering good value, which goes beyond simply

offering the lowest price. Some retailers have reacted to this by increasing their emphasis on premium ranges, perhaps by trying to make them comparable to restaurant quality food, but at more affordable prices. Retailers are also looking to attract shoppers by offering great value on key categories. Dinner for tonight offers, or 'meal solutions', are one area where good-value packages are growing in popularity, with their convenience appealing to time-pressed shoppers. Offering good value prices on essential fresh items, such as fruit and vegetables, is another tactic we are seeing across Western Europe.

3) PRIVATE LABEL

Private label ranges have seen less investment from retailers in recent years, but we are expecting this to change in 2017. In 2016, we saw health and wellness products drive the private label agenda, and whilst these will continue to be important in 2017, other areas are also starting to gain attention. Consumer demands are driving significant growth in organic, vegetarianism, veganism and specialist diet products. Retailers across the region have been starting to respond to these demands and we expect to see further development in these areas during 2017.

4) TECHNOLOGY-ENABLED SHOPPING

To make the shopping experience more convenient and enjoyable for shoppers, retailers are innovating with technology to aid the shopping trip and enable a quicker and smoother process. Across Western Europe, a range of apps have been launched, with a particular focus on payment and reducing the need to queue. Technology is also being used to increase shoppers' access to product information, with a focus on sharing reviews and customer ratings. By using technology in new and innovative ways, retailers are evolving their ability to communicate with shoppers and engage them to increase loyalty.

5) FOOD-TO-GO AND FOOD-FOR-LATER

With shoppers looking for convenient, good value meal options, grocery stores across Western Europe are upping their game in this channel. Food-to-go has been evolving and retailers are starting to offer a wider range of option to meet growing shopper demand. From sushi and salads to smoothies and iced coffee, it is becoming easier to get a varied and exciting meal on-the-go, whether for breakfast, lunch or dinner. Many retailers are also offering meal deals, encouraging customers to purchase more than one item.

I cinque trend che caratterizzeranno il retail europeo nel 2017

Il ritorno dei format distributivi di piccole dimensioni e la richiesta, da parte dei consumatori, di prodotti di categoria Premium; il ruolo svolto dalle linee a Marchio del distributore e le nuove applicazioni in ambito tecnologico; senza dimenticare l'evoluzione della 'food-to-go' shopping experience. Sono cinque i trend che, nel corso dei prossimi 12 mesi, promettono di rimodellare il panorama distributivo nei Paesi dell'Europa occidentale. Per lo meno secondo Keshia Walvin, analista capo per la divisione grocery retail presso l'istituto di ricerca inglese IGD.

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RETAIL GIANTS

THE 2017 EDITION OF DELOITTE'S ANNUAL GLOBAL POWERS OF RETAILING IDENTIFIES THE 250 LARGEST CHAINS AROUND THE WORLD. WAL-MART STILL OCCUPIES FIRST PLACE. AMAZON JOINED THE TOP 10 FOR THE FIRST TIME IN 2015.

The world's four largest retailers maintained their positions on the industry's leader board in fiscal year (FY) 2015, but acquisitions, divestitures, and exchange rate volatility shuffled the rest of the top 10, according to the 2017 edition of Deloitte's annual Global Powers of Retailing. This report marks the 20th year of identifying the 250 largest retailers around the world and analyzing their performance across geographies, sectors, and channels.

In FY 2015, although the global economy struggled to gain momentum, the Global Powers of Retailing Top 250 companies achieved profitable growth. Retail revenue increased for more than three quarters of the world's 250 largest retailers (192 companies), resulting in a currency-adjusted composite growth rate of 5.2%. Ninety percent of the retailers that disclosed their bottom line results (172 of 191 companies) operated profitably. On a composite basis, the reporting companies posted a net profit margin of 3.0 % in FY2015 and generated return on assets of 4.6 %. Retail revenue for the Global Powers of Retailing Top 250 companies totaled more than 4.31 trillion US dollars, resulting in an average size of 17.2 billion US dollars per company.

Top 10 highlights

Wal-Mart continued its long-held dominance as the world's largest retailer. Its revenue declined slightly in FY 2015 due to unfavorable currency exchange rate fluctuations, lower gasoline prices and some store closures including the decision to shut

its smaller Walmart Express chain. Although same-store sales grew significantly for Costco on a constant currency basis, reported sales grew just 3.2% in FY 2015, including the negative effects of lower gasoline prices and weak foreign currencies. Fuel prices also dampened Kroger's sales growth. The supermarket giant continued its acquisition spree with the purchase of Roundy's in December 2015, but its fiscal year revenue included just six weeks of Roundy's results. Schwarz remained in fourth place with strong 2015 growth despite the impact of a weak euro on its dollar-denominated sales. Walgreens and Alliance Boots completed the second step of their two-step merger in December 2014, creating Walgreens Boots Alliance, the world's fifth-largest retailer. The new global company is now comprised of Walgreens, the largest drugstore chain in the US; Boots, the market leader in European retail pharmacy; and Alliance Healthcare, the leading international wholesaler and distributor. Broad-based growth across all divisions and a strong dollar in relation to the euro boosted The Home Depot into sixth place ahead of Carrefour and Aldi. Carrefour recorded a 3.1% increase in retail revenue, which marked the company's fourth consecutive year of organic sales growth. Aldi's aggressive expansion in the UK, Australia, and the US contributed to an estimated double-digit sales increase for the hard discount chain. Meanwhile, 2015 was a transformational year for Tesco. It continued to sell off its non-



core operations including the Homeplus business in Korea in October 2015. As a result, it fell from fifth place to ninth, but the retailer returned to profitability as it regained competitiveness in the UK market. Amazon continued its ascent, joining the top 10 leader board for the first time in 2015. The world's largest e-retailer ranked 186th in 2000 when it first entered the Top 250. Germany's Metro Group fell out of the top 10 in 2015 as the company's transformation process accelerated. One major event was the sale of Galeria Kaufhof to Hudson's Bay Company in September 2015. Since the end of 2014, Metro Cash & Carry, the company's largest division, has disposed of its wholesale activities in Denmark, Greece, and Vietnam.

I giganti del retail

Amazon entra nella Top 10 dei più grandi retailer mondiali. È questo il dato di maggior impatto della 20esima edizione della Global Powers of Retailing, la classifica delle prime 250 catene globali, stilata annualmente dalla società di consulenza Deloitte. Il dato si riferisce all'anno fiscale 2015, poiché il ranking è costruito in base ai risultati di fatturato tra luglio 2015 e giugno 2016. In questo intervallo di tempo il valore globale delle vendite dei primi 250 retailer al mondo ha raggiunto complessivamente i 4.308 miliardi di dollari, in crescita del 5,2% sull'anno precedente. Confermato il podio della scorsa edizione: Walmart appare saldamente al primo posto con vendite per 482 miliardi di dollari, seguito dagli altri due colossi statunitensi, Costco e The Kroger, rispettivamente a 116 e 110 miliardi di dollari.

GLOBAL POWERS OF RETAILING TOP 10

	Company name	Country of origin	Retail sales 2015 (Bln dollars)
1	Wal-Mart Stores, Inc.	Usa	482,130
2	Costco Wholesale Corporation	Usa	116,199
3	The Kroger Co.	Usa	109,830
4	Schwarz Unternehmens Treuhand KG	Germany	94,448
5	Walgreens Boots Alliance Inc.	Usa	89,631
6	The Home Depot Inc.	Usa	88,519
7	Carrefour S.A.	France	84,856
8	Aldi Einkauf GmbH & Co. oHG	Germany	82,164 (stima)
9	Tesco PLC	UK	81,019
10	Amazon.com Inc.	Usa	79,268

Source: Global Powers of Retailing 2016

THAIFEX 2017

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THE BIGGEST EDITION EVER

Thaifex-World of Food Asia 2017: si prospetta un'edizione record

Con una superficie espositiva di oltre 93mila metri quadri, 45mila visitatori professionali e 2mila espositori, l'edizione 2017 di Thaifex-World of Food Asia si appresta a battere tutti i record delle edizioni precedenti. La manifestazione, in scena a Bangkok dal 31 maggio al 4 giugno e organizzata dall'ente fieristico tedesco Koelnmesse, costituisce una porta d'accesso privilegiata per i Paesi emergenti del Sud Est Asiatico - in particolare Cambogia, Laos, Myanmar e Vietnam - che oggi rivestono un'importanza commerciale sempre più strategica. Quest'anno l'accento verrà posto su 11 comparti ritenuti strategici: vegano/vegetariano, biologico, finger food, franchise, gluten free, Halal, alimenti salutistici e funzionali, ingredienti, Kosher e Private label.

IN 2017 THAIFEX WILL BE ASIA'S LARGEST FOOD & BEVERAGE TRADE SHOW, WITH A GROSS FLOOR AREA OF 93,500 SQM, 3 SPECIALIZED TRADE EVENTS AND 12 DIFFERENT PRODUCT SEGMENTS, ACROSS 9 HALLS.

On stage at the Bangkok's Impact Exhibition and Convention Center from 31 May until 4 June, Thaifex-World of Food Asia, organized by Koelnmesse, is going to be the largest F&B show in Asean. Visitors can expect a mega show congregation of at least 45,000 industry professionals, 2,000 exhibitors and representation from over 40 countries across the five-day event.

A fast-growing world region

Following the rapid population growth and mass urbanisation in Asia in the last decade, the traditional demand for food in the region has changed drastically. Not only does the Asia-Pacific region have some of the fastest growing F&B industries in the world, with projected year-on-year growth rates averaging 11%, there has also been increa-



sed attention to healthier living and demand for better labelling and packaging. "We are excited to introduce new and exclusive features at this year's edition of Thaifex. With an additional 13,500 square meters of event space, we expect not just a growth in participant and exhibitor numbers, but also visitors of varied profiles and nationalities from the Asia-Pacific region and beyond. Being in the heart of the Asean region provides our exhi-

bitors with unparalleled access to emerging markets in Indochina, especially Cambodia, Laos and Myanmar," said Mathias Kuepper, managing director at Koelnmesse, organiser of Thaifex-World of Food Asia 2017.

Witness evolving F&B trends

In partnership with Innova Market Insights, Thaifex-World of Food Asia has identified 11 key industry trends for 2017. On top of the sustained interest in veganism and vegetarianism, another identified trend set to make waves this year is organic foods. In Asia-Pacific alone, it is expected to grow with a Cagr of 14.81% through 2022. Visitors to Thaifex will receive in-depth insights into these and more: finger food, franchise, gluten free, halal, health and functional food, ingredients, kosher, and private label.



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GRANA PADANO



CAVANNA, THE GROWTH CONTINUES

THE COMPANY'S REVENUE EXCEEDED 66 MILLION EURO IN 2016. FACILITIES AND EMPLOYEES ARE GROWING TOO: INVESTMENTS FOR A BRAND NEW PRODUCTION AREA WERE WORTH 2 MILLION EURO.

2016 was an extraordinary year for Cavanna, Italian company based in Prato Sesia (province of Novara, Piedmont) specialized in flowpack technology lines for fast-moving consumer goods companies. In 2016 total turnover reached 66 million euro, rising 10 percentage points over previous year (it was 59 million euro in 2015 and 39 million in 2009). The number of employees has grown too, passing from 247 in 2015 to 262 in 2016, in the two Italian plants of Prato Sesia and Mappano (province of Turin). But it doesn't end up here. A significant investment - about 2 million euro - was made for a 3,000 square meter expansion of production facility (+21%), covering now an area of about 50,000 square meter overall. The Inauguration ceremony of the new production plant was held on the past 17th December. The right occasion to bring together employees, suppliers and the local community, active part of a company strongly oriented towards international markets - especially fast-growing economies such as North, South America and Asia - and able to compete successfully with multinational corporations and big European companies.

During the open house, that took place in December 15th-17th, 60 guests had the opportunity to visit the brand new 3,000 square meter production area, and they had the chance to see in preview a section of the Kraft Heinz plant that will be installed in the Italian factory of Latina, located in south Rome. Visitors also examined the machineries dedicated to crackers, snacks, pharma and also some robotics solutions designed for different product shape and size. Since among Cavanna's technological goals there is more flexibility in packaging design for food and pharma sectors.

The Ring robotic system is a perfect example of this brand-new solution. The ring manages products with irregular shape into a unique packaging, and is able to organize products coming from ovens randomly. Another innovation from Cavanna's robotic division is Carteasy, a robotic system for secondary packaging, multipack and PVC or paper box. This and many others innovative solutions are created with a constant investment of the last period corresponding to 3.5% of the turnover.

"Designers and producers of automated

packaging systems must create machines able to change fast both the size and material of packaging as well as the internal placement of products, the number, and the way packaging can be opened and used," said Riccardo Cavanna, Ceo of the group and president of Ipack-Ima, one of the most important international trade shows dedicated to the packaging sector.

Lia Cavanna cutting the ribbon. In the picture with Riccardo and Alessandra Cavanna



Staff and management at the Cavanna plant of Prato Sesia (Piedmont)

THE COMPANY

Created by Mario Cavanna's intuition in 1960, for many years Cavanna has been developing flowpack packaging technology for the major Italian companies in the farm&food sector. Today, Cavanna has four production units: the headquarter in Prato Sesia (Italy), one plant in Mappano (Italy), one plant in Embu (Sao Paulo) in Brazil, and the plant of Ca-

vanna Packaging USA Inc. in Duluth, GA (USA). Through these four production sites the group designs and manufactures packaging flowpack, autoloaders, transport systems and buffering, secondary packaging solutions such as multipack packaging for multiple units. Currently, Cavanna has installed worldwide over 5,000 full-line and single machines and has more than 900 customers around the world.

Cavanna, la crescita continua

Si attesta a 66 milioni di euro, nel 2016, il giro d'affari di Cavanna, il gruppo di Prato Sesia (Novara) attivo nell'automazione industriale per prodotti di largo consumo. Sempre nello scorso esercizio è aumentato anche il numero degli addetti, che sono passati dai 247 del 2015 ai 262 del 2016, nelle due sedi italiane di Prato Sesia e di Mappano (Torino). A questo si aggiunge un importante investimento, nell'ordine di due milioni di euro, per l'ampliamento di 3mila metri quadrati dell'area produttiva. L'inaugurazione dello stabilimento, avvenuta lo scorso 17 dicembre, è stata l'occasione per riunire collaboratori, fornitori e la comunità valesiana intorno a una realtà proiettata verso mercati internazionali in forte crescita come Nord e Sud America e Asia e che si confronta ad armi pari con multinazionali e grandi aziende di portata europea.

TECHNOLOGY

BORIN

www.borinsrl.it / www.btechsystem.it



"Maxi" sanitizing station for hands and brushing/disinfection for soles

Field of application

Food/pharmaceutical industry.

Description and strong points

The machine is completely designed and built in Italy, for the operators before the entrance into production areas. Compact version with brushing system suitable to reach the most critical points of the shoe soles for an effective decontamination. This procedure takes place simultaneously, while the operator is performing a simple and quick procedure for washing, drying by Dyson air system and sanitizing the hands.

Technical information

Consisting of:

- Clean Tire by B.Tech sole sanitizing module

Sanitizing station equipped with:

- automatic hand soap and wash kit
- drying hand kit with Dyson air system
- hand sanitizing kit
- turnstile kit for allowed entry into the production areas
- stainless steel barrier
- dry sanitizing carpet (silver ions)

GRASELLI

www.grasselli.com



NSA 600-1000 XC series

Field of application

Slicing of fresh and cooked product (boneless) in strips, 2D and 3D cubes; ideal solutions for ready-to-eat environments.

Strong points

Full 2 dimensional slicer capable of producing either uniform or random (hand cut effect) strips & cubes. In combination with the Grasselli KSL600 horizontal slicer the line gives complete controllable 3 dimensional slicing. Fully automated providing a 'total in line' solution. Tool less preparation for sanitation and blade change. The "B" version has a bigger and wider cabinet allowing better access to inside for cleaning.

Technical information

- minimum slicing pitch: 3 mm in the 600 mm working width; 5 mm in the 1000 mm working width.
- maximum working height: 70 mm.
- air consumption ("B" version): 800 l/min
- motor power: 15/16,5 Kw

Z.MATIK DI LAZZARIN MARCO

www.zmatik.com



Automatic dough sheeter

Fields of application

Medium and big pastry laboratories, bakery shops, hotels, catering services.

Description and strong points

Easiness, sturdy structure, possibility to work also in manual and semiautomatic system.

Technical information

Our puff pastry machine is functional, sturdy and easy to use. It is a reliable piece of equipment which will adapt to the work requirements of medium and big productions. All the automatic models are equipped of 5,7" colored touch screen panel which allows to work in three modes: manual/semiautomatic/automatic. In this way the machine's programming becomes easy and intuitive for the operator. It is possible to register 50 recipes with different production cycles. The machine can have as optional stainless steel version, cutting station, flour duster and winder that let to accelerate lamination times.

ITALIANPACK

www.italianpack.com



Oceania Skin Protruding

Fields of application

Food industry: meat, dairy and fish.

Strong points

User friendly compact tray sealer unit allowing several packaging applications with the same tool.

Technical information

Semi-automatic tray sealer equipped with PLC touch screen 7" able to pack pre-formed trays in topeal, map, skin and skin protruding. All described applications are possible with the same tool just by replacing the film. Best choice for small production in meat, dairy and fish industry with the guarantee of optimal product presentation and highest level of shelf life.



BIO



Forty years' experience in research and development.

We work on organic and health food market with a single mission: care for human health and the environment.

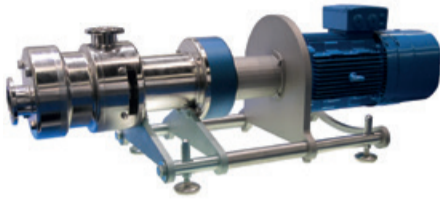
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BIO

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www.pompesanitarie.it
www.bornemann.com



Twin screw pump

Fields of application
Food industry, beverage/winery.

Strong points

The axial conveyance system enables cautious, low pulsation handling of sensitive products. It protects the media and maintains size, surface and visual integrity of the products. Due to the wide range of pump speeds, process cycles as well as CIP and SIP procedures are possible with just one pump.

Technical information

- product wetted parts AISI316L
- up to 25 bar
- different sizes and configurations available
- self-priming up to 8 m (with non viscous products)
- EHEDG and 3A certified

SAIMEC
www.saimec.it



Clea - Brushing machine for removing the seasoned grease from hams and speck

Fields of application
Cured raw ham, speck and similar products.

Strong points

Patented machine designed for the dry removal of the smear prior to deboning. Two or more brush modules (which will increase as the productivity requirement increases) act on the upper part and on the front portion of the ham removing the smear, allowing to use a reduced amount of water in the subsequent washing phase and discharge cleaner water at a lower temperature into the sewer. A subsequent drying station makes the ham ready for the deboning operation.

Technical information

The ham advances by means of a chain conveyor and the smear that is removed is collected below the conveyor in two easily removed containers. The machine has been designed for easy cleaning and maintenance. The production is of 350-700 pcs/hour depending on the number of modules.

GELMINI
www.gelminimacchine.com



Occhio di Tigre-2 grater

Fields of application

Hard and semi-hard (grated) cheeses.

Product description

Our Occhio di Tigre-2 grater makes the use of a sift unnecessary and allows the product to be taken directly to the packaging machine. Continuous feeding guarantees high productivity. Possibility of obtaining mixed products. Versatility makes it possible to use the grater with different types of cheese.

Strong points

Productivity, versatility, clean working environment, reduced dimensions, ease of sanitizing.

Technical information

- power supply 380V three-phase 50Hz
- installed power: 27 kw
- compressed air supply: 6 bar
- overall dimensions: mm. 3000x1700x2300h approx.
- work surface height: mm 950
- unloading height: 400 mm approx
- weight: approx. 1600 kg.
- output: 1200 kg/hour approx. (depending on product type)

VELATI
www.velati.com



Grinder for frozen and/or fresh meat model 'Thor'

Fields of application

Salami, mortadella, hamburger, hot dog, wurstel etc.

Description and strong points

Machines built to efficiently break and chop frozen meat blocks and/or pieces of fresh meat and/or de-frozen meat without spoiling the raw material through a first crushing worm and then thanks to the second finishing worm. The inlet temperatures of the product may be up to -25 °C

The final product can be minced up to a final grain size of 4 mm. The production capacity of the machine is closely connected to the inlet temperature of the product and the final grain size to obtain, but the Grinder Thor can reach up to 12 ton/h.

Technical information

Power: 110Kw for the lower worm with fixed speed. For the upper worm 22 KW with inverter to adjust the speed and to adapt the machine to any type of product.

I.DEA PACK
www.ideapack.info



Automatic tray-sealing machine Panther

Fields of application

Primary packaging with modified atmosphere of fresh meat, cold cuts, dairy products and fresh pasta.

Strong points

The automatic tray sealing machine Panther enables huge productivity rates to customers who use pre-formed trays. If compared with automatic tray sealing machines Puma, the Panther is a wider machine, that preserve reliability, ease of cleaning/maintaining, simplified operating programs and simplified die-set changeover.

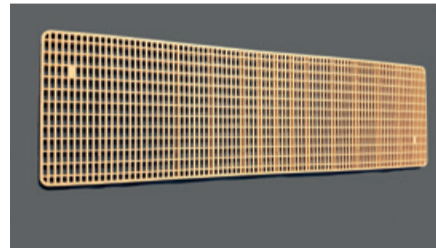
The Panther preserves also output quality with its strict control of gases remaining within the tray, due to an accurate electronic sensor. It could be integrated with other accessories (denesters, dosing units, aligners) in order to create automatic packaging lines.

The teleassistance system, available all over the world, reads machine's data in real-time and simplifies the technical assistance.

Technical information

- frame and protections in stainless steel
- touch-screen and teleassistance
- 4700x1300xH1700 mm. 750 Kg. 400V (3ph-N-PE)

IFT
www.iftmantova.com



Polypropylene grilled board EC standard compliant

Fields of application

The new free-standing grill table designed by IFT is used for seasoning cheese. The material with which it's produced is polypropylene for alimentary EC standard compliant, plastic material suitable for food contact and certificated, that guarantees a good hygienic quality and a very careful cleaning of the cheese's maturing warehouses. The grilled surface allows to cheeses seasoning a greater airing and consequently a lesser formation of mold and lower turning and cleaning costs of the forms. IFT has developed this product in various formats and sizes to be used and applied as well as in new plants even in existing ones, racks, and new or old generation trolleys. These boards are also ideal for automated and robotic systems for handling tables and cheeses.

Technical information

Dimensions: mm.1230x380x24sp; 1230x230x24sp; 1100x320x24sp; 1100x380x24sp; 1200x200x24sp

ROTOPACK
www.rotopacksrl.com



Easy

Fields of application

Easy is suitable to work in any field of food industry (meat, fresh pasta, cheese etc.)

Strong points

Easy is a compact linear automatic sealing machine working with chain indexing plateaux. It is designed to pack, under vacuum and modified atmosphere, pre-formed trays. Peculiarity of the machine is the interchangeability of the upper mould with the semi-automatic tray sealing machines model SVR and Rapida+. The machine is run from a user friendly PLC with touch screen. The tool plates are manufactured in anodized aluminum with pockets shaped to fit the tray. The rim of each pocket is fitted with rubber seals to ensure optimal sealing and closure of each pack. The heated seal plate is recessed to correspond to the position and shape of the pockets in the tool plate. This ensures contact is made only over the pocket seal rubber areas. The heated seal plate is Teflon coated. Profile cut is done with stainless steel knives AISI 420. Removal and change over of the tooling is fast. Pneumatic components: Festo

Technical information

- dimensions: cm. 160 X 80 X H. 132
- weight: KG. 300
- power: 400 V. - 50/60 HZ - 3P+N+PE
- vacuum pump: 60 M3
- electric consumption: 4,5 KW
- compressed air: 20 NL/CYCLE
- film width: 430 mm.
- max tray dimension: mm. 360 X 270 X H.100

ESSEOQUATTRO LLC
www.so4.it



New Cre-Active Line

Fields of application

Street food, Ho.re.ca, bakery, all fresh food.

Strong points

Our new bags features different ways of sealing, with classic or bean handle, with round bottom edge and many accessories that allows you to create a tailor-made packaging according to the different needs of each customers.

Technical information

These products can be realized in different materials, like our patented freshness-preserver Ideabrill or Bio-brill, or like the greaseproof kraft Oleane.

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