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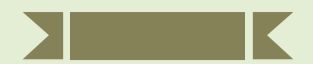
THE ITALIAN FOOD **MAGAZINE** BUYER'S • GUIDE

YEAR 6 - N° 2 • FEBRUARY 2018
MANAGING DIRECTOR: ANGELO FRIGERIO

ORGANIC EDITION SPRING / SUMMER

BIOFACH 2018 • PRODUCT PREVIEW





EDITORIAL

by Angelo Frigerio, managing director

ITALIANS DO IT BETTER

Organic, organic, and again, organic. Record-breaking figures for the sector in Italy. In the first ten months of 2017, according to a recent Nielsen survey, the positive performance of organic products at fixed-weight was confirmed: +16% in hyper- and supermarkets (see article on page 38). After seven years of double-digit growth rates, organic has now become a staple of every shopping basket in Italy, accounting for 3.4% of total food sales (fast-moving consumer goods, beverage, fresh, chilled and pet food). From niche and emerging market, it is today one of the main drivers of growth in grocery retail: the surge in sales of organic products have given a 0.5% contribution to total food sales (+4.2%). In such a scenario, retail brands play a strategic role, since they were promptly able to meet consumers' demand. Nevertheless, private label market share in the sector has slightly decreased - from 41.3 to 41.1%. The trend, however, remains positive: +15.3%.

Promotions play an increasingly important role, up from 21 to 22.2% - against 31% in conventional food, down by 0.7 percentage points. Sales prices are another key issue: according to consumers, organic products are definitely more expensive than their conventional counterpart, with the exception of products connected with well-being or some food intolerances, where both prices are higher (such as rice cakes, soy-based food & beverage, gluten free items). Another exception is represented by fruit puree, where all products on offer are organic.

In 9 categories out of 20, the Nielsen report highlights,

average prices of organic produce have decreased over the previous 12 months. In many cases, the trend was opposite with respect to the average price of the category, that is peaking: extra virgin olive oil, flavored yogurt, and wheat flour. The total price index of organic vs. non-organic has passed from 192 in 2016 to 186 last year. In supermarkets, the number of organic products on sale was up 21.9%. In hypermarkets figures were even more positive, with on average +29.3% products on sale over previous year.

Figures are impressive even if we consider consumers demand. In one year, 20.5 million households bought at least one organic product (one million more rather than previous year). Of these, 25.1% (5.2 million) bought organic products at least once a week, and they account for 76.2% of total sales. If we take into account the penetration indexes of organic products in the Italian households, what emerges is a quite detailed profile of target consumer: families living in Northern Italy made up of 3-4 persons, where purchasing decisions are made by people aged between 35-54, with incomes slightly higher than the average. Lower indexes are related to families living in Southern Italy, made up of people aged more than 65 years and lower incomes. In this 'Biofach Special Edition' you will have the chance to discover all the product innovations that Italian companies will be launching at the German trade show. A further confirmation that products 'made in Italy' are among market leaders also in this special business. Italians do it better, once again.

ITALIANS DO IT BETTER

Bio, bio, fortissimamente bio. Ancora numeri da record per il comparto in Italia. Nei primi dieci mesi del 2017, come rileva una recente analisi di Nielsen, si confermano i trend molto positivi dei prodotti biologici a peso imposto: +16% tra Iper e Super (vedi articolo a pagina 38). Dopo sette anni di crescita a doppia cifra, quella del biologico è diventata una presenza importante nel carrello degli italiani, arrivando a pesare il 3,4% delle vendite totali dell'alimentare (tra confezionato, bevande, freddo, fresco, pets). Da fenomeno emergente, è diventato uno degli elementi principali della crescita della distribuzione: l'aumento delle vendite di prodotti biologici, infatti, dà un contributo di 0,5 punti al trend dell'alimentare (+4,2%). In questo scenario è cruciale il ruolo giocato dalla Marca del distributore, che ha saputo subito rispondere alla domanda, anche se ultimamente ha visto ca-

lare la propria quota nel settore da 41,3% a 41,1%. Il trend, comunque, rimane positivo: +15,3%.

Anche le promozioni sembrano giocare un ruolo sempre più importante, con un aumento dell'intensità da 21% a 22,2%, contro il 31% dell'alimentare, dove l'incidenza è in calo di -0,7 punti. Un altro aspetto rilevante è quello dei prezzi: i consumatori considerano i prodotti bio più costosi dei corrispettivi non bio. In effetti, andando a vedere le categorie principali, c'è ovviamente una certa differenza di prezzo tra biologico e non biologico. Le uniche categorie dove i prezzi dei prodotti bio sono in linea con il non bio sono quelle legate alla salute e alle intolleranze, che hanno dei livelli di prezzo già abbastanza elevati in partenza (per esempio gallette di riso, cibi di soia, bevande alla soia e prodotti senza glutine). Altra eccezione riguarda le composte di frutta, dove tutti i prodotti

venduti sono biologici. In nove categorie su 20, si legge ancora nel report Nielsen, il prezzo medio del biologico si è abbassato rispetto allo scorso anno; in molti casi questo è avvenuto in controtendenza rispetto al prezzo medio della categoria, che è in crescita: olio extravergine, yogurt ai gusti e farina di grano. L'indice di prezzo totale del bio su non bio è passato dal 192 del 2016 al 186 di quest'anno. Le scelte di prezzo e di promozione vanno di pari passo con quelle relative all'assortimento; nei supermercati il numero di referenze biologiche vendute è cresciuto del +21,9%. Negli ipermercati la spinta è ancora più forte: mediamente il +29,3% di referenze in più rispetto allo scorso anno.

Anche dal punto di vista della domanda i numeri raggiunti sono elevatissimi. Sono 20,5 milioni le famiglie che hanno acquistato almeno un prodotto biologico all'anno

(un milione in più rispetto all'anno precedente). Di queste, il 25,1% (5,2 milioni) acquistano biologico almeno una volta alla settimana, realizzando il 76,2% degli acquisti. Analizzando gli indici di penetrazione del bio nelle famiglie italiane, si riesce a delineare un'immagine abbastanza nitida del consumatore medio. Si tratta di famiglie provenienti dal Nord Italia, formate da 3-4 componenti, con il responsabile acquisti in una fascia d'età dai 35 ai 54 anni, con un reddito vicino o superiore alla media. Gli indici più bassi sono quelli delle famiglie del Sud Italia, con componenti oltre i 65 anni e con reddito sotto la media.

In questo Speciale Biofach troverete tutte le novità che le aziende italiane presenteranno in fiera. A conferma che il prodotto Made in Italy ha esteso la sua rappresentatività anche in questo comparto. Anche qui, Italians do it better.

Organic Sicilian wines by Natale Verga

These wines reflect out respect
for the environment,
due to a truly eco-friendly packaging

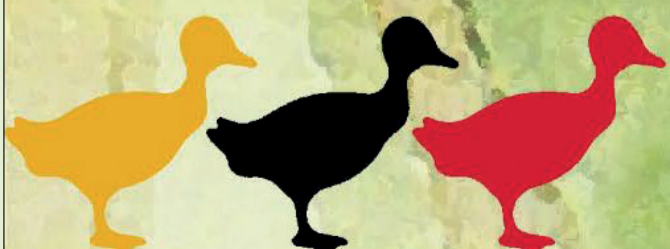
Our cork is the first to grant a
zero environmental footprint

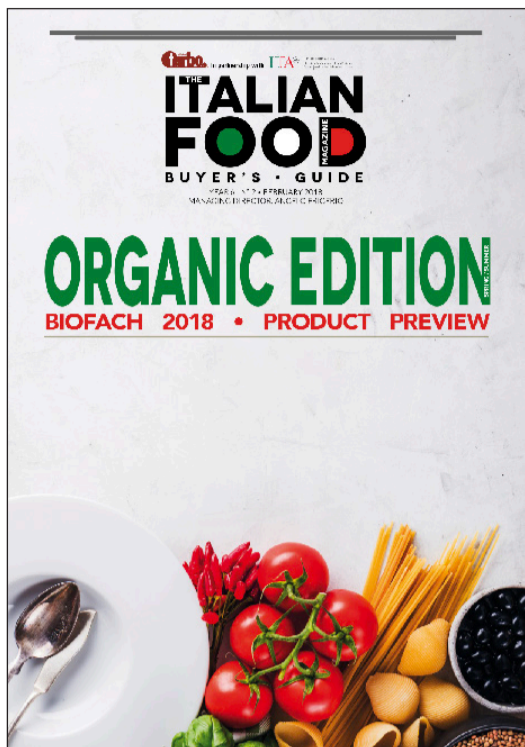


Labels are printed
on recycled paper



Bottles are manufactured
with 90% recycled glass





INSIDE

32 **US MARKET**
THE WATCHWORD
IS CLEAN

36 **GLOBAL OVERVIEW**
THE ORGANIC
SUPREMACY

38 **ORGANIC IN ITALY**
THE GROWTH
CONTINUES

40 **MARKETS & DATA**
EU AGRICULTURE WITNESS
DOWNWARD TREND

42 **ANIMAL WELFARE**
FUMAGALLI SETS A NEW
BENCHMARK IN EUROPE

44 **STORE CHECK**
THE KINGDOM
OF PRIVATE LABEL

THE ITALIAN FOOD MAGAZINE

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NEWS

E.LECLERC: INAUGURATED THE FIRST 100% ORGANIC STORE IN FRANCE

It was opened in the Bourgogne-Franche-Comté region the first totally organic supermarket of the French grocery retail chain E.Leclerc. According to the local magazine *Le Bien Public*, the store covers a 400 sqm surface and was officially inaugurated on the past 17th January in Fontaine-lès-Dijon, boulevard des Allobroges 10. The offer includes about 6,000 products, including 400 products belonging to the 'Bio Village' range, organic private label of the French retailer.

E.Leclerc: aperto in Francia il primo punto vendita 100% bio

Inaugurato nella regione della Borgogna-Franca Contea il primo punto vendita interamente biologico dell'insegna transalpina E.Leclerc. A segnalarlo è il quotidiano locale Le Bien Public, che evidenzia come il negozio, che si estende su una superficie complessiva di 400 metri quadri, abbia aperto lo scorso 17 gennaio al numero 10 del boulevard des Allobroges, in località Fontaine-lès-Dijon. Circa 6 mila le referenze proposte all'interno del punto vendita, tra cui i 400 prodotti che compongono la linea 'Bio Village', private label dedicata al biologico della catena francese.

EU: BY 2020, 6.7% OF ALL ORGANIC CROPS WILL BE ORGANIC

Between 2010 and 2016, European crops dedicated to organic agriculture covered an area of 12 million hectares. By 2020, 6.7% of all crops is expected to be organic. Bulgaria is the country that, in the last years, has experienced the strongest growth: between 2010 and 2016, organic land increased by 35%, according to the ITA Office in Sofia. Croatia ranks second, but also France and Cyprus recorded a strong performance (+10%). The only country showing a downturn trend is the United Kingdom, down by 30% in six years.

UE: entro il 2020, il 6,7% di tutti i seminativi sarà bio

Tra il 2010 e il 2016 i terreni destinati alle colture biologiche in ambito Ue sono stati complessivamente 12 milioni di ettari. Entro il 2020 è previsto che il 6,7% di tutti i seminativi diventi bio. È la Bulgaria, in particolare, ad aver registrato negli ultimi anni il più alto incremento dell'Unione Europea: tra il 2010 e il 2016 l'aumento è stato del 35%, evidenzia una nota dell'Agenzia Ices di Sofia. A seguire è la Croazia, ma anche Francia e Cipro mostrano incrementi significativi (circa il 10%). L'unico paese in cui è stata registrata una riduzione è il Regno Unito, dove il calo ha raggiunto il 30% in sei anni.

FONTE PLOSE: 2017 CLOSED ON A DOUBLE-DIGIT GROWTH

2018 opened on a positive note for Fonte Plose, due to the excellent results achieved in the past 12 months by the South Tyrolean company. A performance connected with the growing interest expressed by both Horeca professionals and consumers for its high-quality products, such as the 'Bio Plose' range: organic juices, nectars and cold teas without added sugars, free from colorings or preservatives, whose sales were up by 15% in 2017. Positive figures also for Acqua Plose, up by 10% over previous year.

Fonte Plose: 2017 chiuso con crescita a due cifre

Il 2018 di Fonte Plose si apre con l'annuncio delle ottime performance segnate negli scorsi 12 mesi dall'azienda altoatesina. Risultati in linea con il crescente interesse dimostrato dal mondo Horeca e dai consumatori verso bevande di alta qualità, come la gamma BioPlose: succhi nettari e tè freddi biologici senza zuccheri aggiunti, senza coloranti né conservanti, che nel 2017 ha registrato ancora una crescita a due cifre (+15%). Bene anche Acqua Plose, che ha segnato un ulteriore incremento nelle vendite: +10% sull'anno precedente.

THE NEW STRATEGIC ALLIANCE BETWEEN BAULE VOLANTE AND FIOR DI LOTO IS NOW FULLY OPERATIONAL

It officially started on the past 1st January 2018, with the creation of the new society Baule Volante & Fior di Loto Srl, the new strategic alliance signed on the past months between Baule Volante and Fior di Loto, Italian leading organic producers. "The company's goal is to offer flexible and effective commercial services, make innovation through an intense research and development activity and, of course, increase our market share", said the managers of Baule Volante & Fior di Loto Srl. "The idea of an alliance - and not of a simple economic deal - is highlighted by the fact that the new-born society has not been given a newly established brand, but a name that is made - in a simple and natural way - by the merger of our two brands."

È operativa la nuova alleanza strategica tra Baule Volante e Fior di Loto

Ha preso vita formalmente il 1° gennaio 2018, con la nascita della Baule Volante & Fior di Loto Srl, la nuova alleanza strategica siglata negli scorsi mesi tra Baule Volante e Fior di Loto, aziende leader del settore biologico in Italia. "La nuova società punta a offrire servizi commerciali flessibili ed efficienti, a fare innovazione attraverso un intenso lavoro di ricerca e sviluppo prodotti e, ovviamente, ad acquisire anche quote di mercato", sottolineano i responsabili della Baule Volante & Fior di Loto Srl. "L'idea di un'alleanza e non di una mera operazione economica è evidente, e confermata anche dal fatto che la neo costituita società non ha un marchio di nuova creazione ma un nome che è formato - in modo semplice e naturale - dall'abbinamento dei due brand".

"THE WORLD IS OUR STAGE"

MAMMA EMMA'S GNOCCHI SEDUCED ITALIAN AND GLOBAL RETAILERS. THANKS TO TRULY TRADITIONAL RECIPES. ADRIANO BIANCO, CEO OF MASTER, TOLD US THE SECRETS OF HIS COMPANY'S STRIKING SUCCESS.

2017 was a year full of satisfactions for Master, Italian company based in Vedelago, province of Treviso, specializing in the manufacturing of gnocchi made with real potatoes. Here, in a state-of-the-art production plant, the Mamma Emma range was born: flagship product in a wide and varied offer. "We are now reaping the fruits of our hard work," said Adriano Bianco, at the head of the company together with his partners. "And of a strong commitment to one goal: manufacture high quality products by respecting as much as possible the most traditional recipes."

Just like it happened for the Mamma Emma range: gnocchi made with real potato puree, soft wheat flour, whole fresh pasteurised eggs and a bit of salt. "A predictable success, but with unexpected volumes," said Adriano Bianco. "We are glad to highlight the latest developments connected with exports: our products are now sold at Wegmans, historic retailers on the US East Coast; and Loblaws, the largest supermarket chain in Canada."

One of the secrets of Master's success lies

in the microwave-pasteurization process: "It can really constitute an added value, if you manage to handle it properly - highlights Adriano Bianco - we currently work on two lines and a third will be ready soon."

Mamma Emma's products account today for 36% of the company's total revenue, exceeding 16 million euro at the end of 2017. The goal until 2019 is to take this value to 20 million euro. "After all, with exports accounting for 12% of total turnover, we can say it's just the beginning," said Adriano Bianco. "Now the world is our stage."

The international sale of Master products has strengthened over time: from the Eatly network to the new FICO in Bologna, from food service to gourmet shops in the United Kingdom, where sales are performing well also in the e-commerce channel. The company recently entered countries like China, Japan and South Africa. Beside the many initiatives undertaken in Australia and, of course, in the United States.

Matteo Borrè



Adriano Bianco

"L'orizzonte è il mondo"
 Il 2017 è stato un anno ricco di soddisfazioni per Master, realtà specializzata nella produzione di gnocchi di vere patate con sede a Vedelago, in provincia di Treviso. Ed è in uno stabilimento di produzione tecnologicamente all'avanguardia che nascono le referenze firmate Mamma Emma, punta di diamante della ricca offerta dell'azienda guidata da Adriano Bianco e soci, che sempre più si va affermando tanto in ambito nazionale, quanto a livello internazionale.

Alce Nero is a brand of more than a thousand organic farmers, and processors who have, since the 1970s, striven both within Italy and farther afield to produce delicious, healthy, and nourishing food that comes from agriculture that respects the land.



Visit us at
 Biofach
 Stand 6-236





SCHMECKT GUT!

(TASTE GOOD!)

**A PREVIEW OF THE MOST INTERESTING PRODUCT INNOVATION
THAT WILL BE PRESENTED BY ITALIAN EXHIBITORS
AT THE WORLD'S LEADING TRADE FAIR FOR ORGANIC FOOD.
ON STAGE IN NUREMBERG FROM 14 TO 17 FEBRUARY 2018.**

2,950 exhibitors and more than 50,000 visitors from the national and international organic sector are expected at Biofach and Vivanness 2018, in Nuremberg from 14 to 17 February. The perfect opportunity for industry professionals to get in touch with organic producers from all over the world and be inspired by the sector's latest trends. More than 400 Italian exhibitors are expected. Here is a showcase of some of the most interesting product innovations that they will present during the German trade show.

2.950 espositori e oltre 50mila visitatori prenderanno parte all'edizione 2018 di Biofach, kermesse numero uno al mondo per il comparto del biologico, in scena alla Fiera di Norimberga dal 14 al 17 febbraio. L'occasione perfetta, per gli operatori del comparto, di incontrare produttori biologici provenienti da tutti gli angoli del mondo e godere di una panoramica a 360° sugli ultimi trend del settore. Come ogni anno, sarà presente in fiera anche una nutrita presenza di aziende italiane, che presenteranno in occasione della manifestazione le loro ultime novità di prodotto.

follow

mamma emma

fresh gnocchi made with potatoes steamed whole

mamma emma organic products are the result of a production based on goodness through careful selection of raw materials to provide fresh and genuine dishes.



Spirulina is a fresh water micro algae of dark green color, due to the presence of chlorophyll. The use of Spirulina as a food ingredient is very ancient, as it seems it can be dated back to the Roman age. It is now recognized by the FAO as a food of the future.



Ready to cook straight in the pan!



vegan



bio



gnocchi rigati, gnocchi with spelt flour, gnocchetti with spirulina and gnocchetti integrali are vegan products.

Master
Gnocchi di Patate

Produced and packaged by MASTER Srl
Via del Lavoro, 12 Vedelago (TV) - gnocchimaster.com - mammaemma.it

CONAPI - MIELIZIA BIO

Meet us at Biofach:
Hall: 6 - Booth: 141

ORGANIC ENERGY FROM BEES



Product description

Organic Energy is an organic and 100% natural food supplement in 7 practical single-serving sachets. Just 3 precious ingredients for a concentration of natural energy for moments of physical and mental exertion: Italian royal jelly and honey, and maca andina.

Plus marketing

100% natural, organic, bee products from Italian beehives from our beekeepers-members.

Shelf life

24 months.

Packaging details

Box with 7 single-serving sachets of 10 g.

International certifications

Organic.

WWW.MIELIZIA.COM



FIORE DI PUGLIA

Meet us at Biofach:
Hall: 4 - Booth: CCPB - 411

Company profile

Fiore di Puglia is located in Corato, Bari. The core business is the production of typical South Italian snacks called Taralli. In 2017, turnover reached 8 million euros with an increase of 16%. The company is International Food Quality, BRC and IFS certified. It offers a wide range of items, sizes, and lines from conventional to organic and gluten free.

ORGANIC GRISSÌ - TOMATO & OREGANO

Product description

All ingredients are from organic agriculture. In our recipe we use just organic high quality extra virgin olive oil. This new shape is twisted by hand and packaged in a very elegant packaging. Our Grissì do not contain hydrogenated fats. The taste is really well-balanced.

Plus marketing

Baked, not fried, palm oil free, vegan, organic, typical Italian flavour.

Shelf life

365 days.

Packaging details

300 g.

International certifications

IFS, BRC, Organic.



ORGANIC GRISSÌ - DURUM WHEAT SENATORE CAPPELLI

Product description

All ingredients are from organic agriculture. The durum wheat Senatore Cappelli preserves a high quantity of fibers. In our recipe we use just organic high quality extra virgin olive oil. This new shape is twisted by hand and packaged in a very elegant packaging. Our Grissì do not contain hydrogenated fats. The taste is really well-balanced.

Plus marketing

Baked, not fried, palm oil free, vegan, organic, typical Italian flavour.

Shelf life

365 days.

Packaging details

300 g.

International certifications

IFS, BRC, Organic.



ORGANIC GRISSÌ - MULTIGRAIN

Product description

All ingredients are from organic agriculture. In our recipe we use just organic high quality extra virgin olive oil. This new shape is twisted by hand and packaged in a very elegant packaging. Our Grissì do not contain hydrogenated fats, very high in fibers.

Plus marketing

Baked, not fried, palm oil free, vegan, organic, rich in fibers.

Shelf life

365 days.

Packaging details

300 g.

International certifications

IFS, BRC, Organic.



WWW.FIOREDIPUGLIA.COM

VALBIO

NEW ORGANIC LINE BIODEGRADABLE PACKAGING



BIOFACH 2018
into organic

VISIT US
HALLE 4
STAND 4-407



BIO'S PRODUCTION AND DISTRIBUTION

Meet us at Biofach:
Hall: 4 - Booth: 225

CRACKER OF ORGANIC CHICKPEAS



Product description

Bakery products made with organic ingredients, like chickpeas flour, extra virgin olive oil and raw sea salt from Cervia.

Plus marketing

With extra virgin Italian olive oil, palm oil free, and with a high fibre and protein content.

Packaging details

200 g bag in in polypropylene for food packaging and tray in recyclable cardboard.

Shelf life

The package can be stored unopened for 9 months since production date.

International certifications

Organic.

WWW.BIOSITALIA.COM

BAULE VOLANTE

Meet us at Biofach:
Hall: 4 - Booth: 535

Company profile

Founded in Bologna almost thirty years ago, Baule Volante provides a broad range of 100% organic food. It's a 'magical trunk', full of good stuff, ideas and people that meet to encourage an organic way of life, care for the environment and a deep respect for human beings.

SEMI-WHOLEMEAL FLOUR CROISSANT WITH MIXED SEEDS



Product description

Salted Croissants made of semi-wholemeal flour, great as a snack or to accompany a meal.

Plus marketing

Palm oil free, source of fibers, organic.

Packaging details

5 x 45 g.

International certifications

Organic certified.

WWW.BAULEVOLANTE.IT

IL FIOR DI LOTO

Meet us at Biofach:
Hall: 4 - Booth: 535 (Naturasi)

Company profile

Fior Di Loto is an Italian company which generates and distributes organic food, products suitable for food intolerances, bio cosmetics and eco detergents intended for people choosing a healthy way of life and respectful of nature.

CAKES WITH SORGHUM AND HEMP GLUTEN FREE



Product description

A great substitute for bread, with a tasty and original savor.

Plus marketing

Gluten free, organic.

Packaging details

120 g.

International certifications

Organic certified.

WWW.FIORDILOTO.IT

TARALLINI BIO ZER% GLUTEN SINGLE-SERVING



Product description

Made with rice flour and few other simple ingredients, the Tarallini Bio combines the flavor of a classic and genuine snack with the absence of gluten, leading even the celiac-consumer to the authentic taste of Apulia. Thanks to the practical single-dose pack, it's the ideal snack to always carry with you.

Plus marketing

Gluten free, organic.

Packaging details

30 g. single-dose.

International certifications

Organic certified.

follow



Concentrate ORGANIC BOUILLON

THE ONLY ONE BASED ON FRESH VEGETABLE JUICES!

A rich, authentic taste thanks to high-quality, organic vegetable juices and a special preparation process that preserves all the organoleptic properties.



You can also easily prepare an excellent ready-to-use* stock to use whenever you want for all your recipes



*pour the contents of a capsule into a small bottle with half a litre of water.

Keep the ready-to-use stock in the fridge and use within 2-3 days

The new Italian Gourmet Bouillon



BRODO WELL
Concentrate
ORGANIC BOUILLON

100% NATURAL INGREDIENTS GLUTEN FREE LACTOSE FREE PALM-OIL FREE GLUTAMATE FREE



IL MANGIARSANO

Meet us at Biofach:
Hall: 8 - Booth: 449

Company profile

Gruppo MangiarsanoGerminal has been manufacturing organic premium quality food and healthy products for 40 years. As of today, it is among the most influential European producers of organic sweet bakery goods, specializing in gluten-free, vegan, baby-food and functional food products. With Germinal Organic, new branch of the company, Gruppo MangiarsanoGerminal aims to reach the US market.

BUCKWHEAT CRACKERS
WITH POPPY SEEDS

Product description

The intense taste of buckwheat is the king in this appetizing snack. Poppy seeds enrich the recipe and give a delicate charming aroma to this crunchy delight. Mini-crackers are vegan and gluten free.

Plus marketing

Organic, gluten free, vegan, with buckwheat flour.

Shelf life

190 days.

Packaging details

100 g.

International certifications

Organic IT-BIO-014, Gluten Free product SGS.

MINI-CRACKERS
WITH ROSEMARY

Product description

Rosemary has a memorable flavor and enriches this gluten free and vegan snack, made with chickpea flour, with its lovely taste. Rosemary mini-crackers are tasty snack that can be enjoyed throughout the day.

Plus marketing

Organic, gluten free, vegan.

Shelf life

190 days.

Packaging details

100 g.

International certifications

Organic IT-BIO-014, Gluten free product SGS.

TOMATO AND BASIL CRACKERS
GERMINAL ORGANIC

Product description

These vegan crackers combine two classic Mediterranean ingredients: the natural taste of red tomatoes and the fragrance of fresh basil. Made with organic sunflower oil, these crackers are the perfect way to enrich any moment of your day with a tasty snack.

Plus marketing

Organic, Vegan, Gluten Free.

Shelf life

13 months.

Packaging details

Bag in box 150 g (5.29 OZ)

International certifications

Usda organic, gluten free, non GMO verified, Halal, Kosher.

PROBIOS

Meet us at Biofach:
Hall: 7 - Booth: 175

CRISPY CRACKERS
WITH CHICKPEAS

Product description

Those innovative Crispy Crackers are made with chickpeas, lentils and peas flour only and are a great alternative to bread: crunchy, and great with something on top too. Source of protein, these crackers are a precious ally for our organism, since they are made with 99% pulses.

Plus marketing

The recipe is yeast and added fats free and the product is gluten free.

Shelf life

12 months.

Packaging details

(6x18 g) 110 g.

International certifications

Gluten free, Vegan, Organic.

WWW.MANGIARSANOGERMINAL.IT • WWW.GERMINALBIO.IT • WWW.GERMINALORGANIC.COM

WWW.PROBIOS.IT

ALCE NERO

Meet us at Biofach:
Hall: 6 - Booth: 236

ORGANIC WHOLE RICE
AND LEGUMES CAKES

Product description

Alce Nero Rice whole rice cakes with legumes are produced using Italian organic rice and legumes. They are made with brown rice, peas, chickpeas and red lentils. They are ideal as bread substitutes during meals or as a snack. They can be heated in the oven for a few minutes to make them more fragrant.

Plus marketing

Gluten free, 100% Italian, source of proteins e fibres.

Packaging details

100 g cylindrical package.

Shelf life

12 months.

WWW.ALCENERO.COM

PUGLIA SAPORI

Meet us at Biofach:
Hall: 1- Booth: 417

Company profile

For over 25 years Puglia Sapori produces high quality salty snacks, selecting the best raw materials available on the market. Today, it's one of the few realities that can offer 3 lines of snacks: conventional, organic and gluten free.

ORGANIC TARALLINO WITH SPELT
AND EXTRA VIRGIN OLIVE OIL

Product description

Spelt is a particularly proteic wheat, rich in mineral salts and vitamins and poor in fats. Like all our other products, the Organic Tarallino with spelt and extra virgin olive oil is produced with only accurately selected organic raw materials, and is the perfect choice for who wants a healthy snack without giving up the taste.

Plus marketing

Vegan friendly, yeast free, palm oil free, traditional Apulian recipe, with 100% Italian extra virgin olive oil.

Shelf life

12 months.

Packaging details

Medium weight 250 g, 9 pieces per carton, papermade package with sealed bag inside.

International certifications

BRC, IFS, ISO22005, Bioagricert (organic).

ORGANIC
MULTIGRAINS TARALLINI

Product description

Our Organic multigrains Tarallini, in addition to being a light and healthy alternative to bread, are particularly appreciated for their unique taste obtained thanks to a mixture of high quality organic raw materials.

Plus marketing

Vegan friendly, yeast free, palm oil free, traditional Apulian recipe, with 100% Italian extra virgin olive oil.

Shelf life

12 months.

Packaging details

Medium weight 250 g, 9 pieces per carton, papermade package with sealed bag inside.

International certifications

BRC, IFS, ISO22005, Bioagricert certification for organic products.

WWW.PUGLIASAPORI.COM

GLUTEN FREE NUVOLETTE
WITH EXTRA VIRGIN OLIVE OIL

Product description

The Gluten Free Nuvolette with extra virgin olive oil are something completely new for the gluten free salty snacks market, and the particular production process gives them a consistency and a lightness which makes them perfect to accompany soups and salads. The gluten free Nuvolette are also available in the organic version for private label production.

Plus marketing

Gluten free, yeast free, egg free, milk free, without preservatives, vegan friendly.

Shelf life

9 months.

Packaging details

Medium weight 180 g, 9 pieces per carton, papermade package with 6 (30 g) bags sealed inside.

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IS EVERYTHING ORGANIC GOOD?

BIOFACH

into organic

COME AND VISIT US

HALL 7 - STAND 175



Don't judge the book just by its cover, carefully read what the label indicates.

Us from Probios are extremely sure to offer you products that are organic "from within", that have undergone many tests, and that are the result of balanced recipes and made with ingredients that respect both people and the environment.

Nowadays, our choices are dictated by a philosophy that is completely devoted to organic, that comes from our experience and culture since 1978.

Thanks to our talent, Probios' products are really different.



ORGANIC SINCE 1978



IL NUTRIMENTO
BIO - ORGANIC



altricereali
SENZA GLUTINE

RICE
&
RICE

la via del
Grano

SARCHIO

Meet us at Biofach:
Hall: 7 - Booth: 746

RED AND BLACK
VENERE RICE CAKES

Product description

Rich in phosphorus, magnesium and fiber source, the new Sarchio cakes combine the typical aromatic taste of red rice with the scented note of black venere rice in a crispy bio, vegan and gluten-free biscuit. Made with 100% Italian ingredients, these cakes are excellent on their own or in the preparation of colorful and tasty snacks. The red and black venere rice cakes are part of the extension of the line that includes rice and wakame seaweed, rice and quinoa and 100% buckwheat cakes.

Plus marketing

Organic, gluten free, vegan.

Shelf life

12 months.

International certifications

Ccpb, AIC, Vegan Society, AIC Label, Italian Ministry of Health.

RICE AND WAKAME
SEAWEED CAKES

Product description

With Italian whole rice and small parts of wakame seaweed, the new line of organic, gluten free and vegan cakes is rich in iodine and other minerals. Tasty particularly for seaweeds lovers, can be a substitute of bread or can be used as basis for snack perfect in every moment of the day. The line also includes red and Venus Black rice cakes, rice and quinoa, 100% buckwheat.

Plus marketing

Organic, gluten free, vegan.

Shelf life

12 months.

International certifications

Ccpb, AIC, Vegan Society, AIC Label, Italian Ministry of Health.

WWW.SARCHIO.COM

BAULE VOLANTE

Meet us at Biofach:
Hall: 4 - Booth: 535 (Naturasi)

CICORIA TOSTATA SOLUBILE
CON GINSENG

Product description

An excellent substitute to coffee, with its full taste and the caramel touch that balance the bitterish of the chicory.

Plus marketing

Organic, gluten-free, caffeine-free.

Packaging details

100 g.

International certifications

Organic certified.

WWW.BAULEVOLANTE.IT



THE BRIDGE

Meet us at Biofach:
Hall: 7 - Booth: 719

Company profile

'The Bridge' stands for the transition process from traditional to organic nutrition - a new way of living - healthy and in a functional ecosystem. The company was founded in 1994 by Margherita and Ernesto Negro Marcigaglia in a small village in the mountains of Lessini, San Pietro Mussolino. After two years of intense research, Ernesto created the first organic Italian rice drink. Ever since all the company's products are 100% organic and 100% vegan.

BIO COCONUT CUISINE



Product description

Vegan substitute for a dairy cooking cream, made with coconut cream. Ideal for the preparation of Asian dishes or desserts.

Plus marketing

Vegan, gluten-free, made with spring water, without added flavors, no added sugars, without carrageenan.

Shelf life

12 months.

Packaging details

1 Liter, Tetra Edge with screw cap.

International certifications

Bio Siegel, AB biologique, EU Organic certificate, JAS, FSC, IFS, Kosher.

WWW.THEBRIDGEBIO.COM

BIO VEGGY COFFEE



Product description

This organic coffee provides you with the same energy as a caffè latte: just without milk, any added sugars, conservatives or fake beards.

Plus marketing

Vegan, gluten-free, made with spring water, without added flavors, no added sugars, without carrageenan.

Shelf life

12 months.

Packaging details

1 Liter, Tetra Edge with screw cap.

International certifications

Bio Siegel, AB biologique, EU Organic certificate, JAS, FSC, IFS, Kosher.

INFINITYBIO

Meet us at Biofach:
Hall: 4 - Booth: 629

ORGANIC FRUIT JUICES



Product description

InfinityBio is a company founded in 2014 by the cooperation of two farms based in Emilia Romagna (F.lli Bandini and Polenghe) certified organic for over 20 years. Our organic fruit juices are produced exclusively with our fruit, matured on the plants of our farms and harvested at the right time (no working waste). The fruit juice range consists of 9 products: 4 classic flavors (pear, apple, peach, apricot); 4 detox flavors (grape and ginger, blue mix, green mix and kiwi); 1 taste special edition (energy mix).

Plus marketing

100% Italian, organic, 100% fruit, no sugar added, no conservatives, no additives, no addition of water, 100% natural, gluten free, and vegan.

Shelf life

24 months.

Packaging details

Glass Bottle 200 ml.

International certifications

IFS, Global Gap and Grasp, Bio Suisse, Naturland, Ccpb.

WWW.INFINITYBIOJUICE.COM

PROBIOS

Meet us at Biofach:
Hall: 7 - Booth: 175

SMOOTHIES IL NUTRIMENTO



Product description

From Probios, a brand new smoothie line with an excellent quality: they're made with 100% fruit and vegetables. All the good of nature in 5 different colors that characterize the recipes. Gluten free guaranteed and sweetened with sugars from fruit only. Enjoy the whole range: fruits and vegetables sips - orange, yellow, red, green, purple.

Plus marketing

Gluten free guaranteed and sweetened with sugars from fruit only.

Shelf life

24 months.

Packaging details

250 ml.

International certifications

Gluten free, Vegan, Organic, Italian Vegetarian Association.

WWW.PROBIOS.IT

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UNA NUOVA LINEA BIO CON FORTI RADICI E OTTIMI FRUTTI

**L'ALBERO DEL BIO
WITH STRONG ROOTS
AND EXCELLENT FRUITS**



**L'ALBERO DEL BIO
MIT STARKEN WURZELN
UND BESTEN FRÜCHTEN**



A. Gandola & C. SpA
Strada Statale 11, 312 - 25010 Ponte San Marco BS- tel.+39 030 963128
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info@gandolabiscotti.it - www.gandola.it

dal 1964
Gandola
LA QUALITÀ CHE SI SENTE

dal 1978
Gandola
Biscotti
INDUSTRIA ALIMENTARE DOLCIARIA



ALCE NERO

Meet us at Biofach:
Hall: 6 - Booth: 236

Company profile

Alce Nero is a brand of more than a thousand organic farmers, beekeepers and processors who have striven both within Italy and farther afield to produce good, healthy, and nourishing food that comes from agriculture that respects the land. They are more than 1,000 within Italy and 14,000 worldwide.

3 RED FRUITS NECTAR



Product description

This Alce Nero's nectar is produced by the Cooperativa Insieme, founded in 2003 with the aim of facilitating the return of refugees in the municipalities of Bratunac and Srebrenica of Bosnia-Herzegovina through work and sharing. The cooperative is made up of small family businesses and would like to revive this rural economy through the processing of small traditional fruits of the area. Spontaneous wild fruits are harvested by hand during the months of July and mixed with only concentrated apple juice to obtain the nectar.

Plus marketing

Wild Berries, with concentrated apple juice.

Packaging

Bottle 500 ml.

Shelf life

36 months.

WWW.ALCENERO.COM

FRONTE PLOSE

Meet us at Biofach:
Hall: 7 - Booth: 659

Company profile

Family-owned Italian company from Bressanone (BZ) known for quality and reliability, born in the 50s with the discovery of the properties of water sources at 1,870 m on Mount Plose. Since then it has bottled Acqua Plose and other premium drinks distributed throughout Italy and abroad, respecting the territory, values and local traditions.

ACQUA PLOSE



Product description

Acqua Plose springs at 1870 meters above sea level near Puez natural park in the Dolomites, proclaimed a Unesco World Natural Heritage site. With a fixed residue of only 22 mg/l, a hardness of just 1.2 °F, a balanced pH of 6.6, and plenty of oxygen (10 mg/l), Plose Water is one of the world's lightest and purest waters. Water Plose is characterized by a minimum sodium value (1.2 mg/l), it is almost nitrate-free and there is no nitrite. Given the uniqueness and high quality of this water, Fonte Plose not considers plastic bottling, but only produces glass bottles with a sober design that enhances the purity of the water itself.

Plus marketing

With its softness and lightness on the palate, Acqua Plose goes perfectly with the best dishes of traditional and international cuisine, enhancing the flavors and harmoniously accompanying the aromas of great wines. This is why in recent years the characteristic glass bottle of Acqua Plose has conquered many chefs who offer it in their menus in the Gourmet and Luxury versions, labels designed especially for restaurants. Acqua Plose has become a reference for all those who care to health and healthy eating, also recommended by homeopaths and nutrition experts for the daily consumption of water from adults and children.

Shelf life

24 months.

Packaging details

- Acqua Plose Gourmet (returnable bottles): Natural 75cl and 25cl; Sparkling 75cl and 25cl; Medium Sparkling 75cl
- Acqua Plose Luxury (non returnable bottles): Natural 75cl and 25cl; Sparkling 75cl and 25cl
- Acqua Plose Classic (returnable bottles): Natural 100cl and 50cl; Sparkling 100cl and 50cl; Medium Sparkling 100cl

WWW.ACQUAPLOSE.COM

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**BENE
Bio**



IL BIO FATTO BENE!

A New way to be Organic



**PALM
OIL
FREE**

BeneBio responds to the market trends with all the sweetness of palm oil free organic biscuits.

FOLLOW US  

info@benebio.it

www.benebio.it 

CASEIFICIO BUSTI

Meet us at Biofach:
Hall: 4 - Booth: 511

Company profile

Bio Busti naturalmente is the distinctive brand of the Caseificio Busti's organic cheeses. It originates from the experience and passion of the members of the Busti family for good things. Pecorino cheeses are made with certified organic milk, collected from sheep farming located in the Tuscan-Lazio area in the full respect of the environment and of animal welfare.

PECORINO CURCUMA AND PEPE WITH VEGETABLE RENNET



Product description

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 its gives to the cheese all its aroma, the result is an enchanting and rich pecorino. The paste is of an intense yellow colour due to the curcuma's natural colouring effect, enriched with black pepper grains. The use of vegetable rennet makes this unique pecorino the perfect choice for those who follow a vegetarian lifestyle.

Packaging details

1kg / lb 2,2.

Shelf life

120 days.

International certifications

Ccpb.

ORGANIC MATURE PECORINO WITH UNPASTEURISED MILK



Product description

The Organic Mature Pecorino is produced with the best fresh milk used in its raw state. This peculiar technique allows a limited but high quality production, where the milk's microbial flora is not destroyed by the warming process and acts positively on the cheese qualitative and organoleptic characteristics keeping intact the perfumes, the scents and the flavors of the original grazing. During maturation, on spruce wooden boards, the cheese is regularly turned and the rind is brushed by hand, in order to allow the growth of its typical mouldy cover. The production is suspended in autumn with a possible lack of the products in the first months of the new year.

Plus marketing

Raw milk.

Packaging details

2,2 kg / 4,8 lb.

Shelf life

180 days.

International certifications

Ccpb.

WWW.CASEIFICIOBUSTI.IT

LIBERA

Meet us at Biofach:
Hall:4 - Booth: 207

BURRATA BIO LACTOSE FREE



Product description

Organic burrata from Apulia lactose free.

Plus marketing

100% from Italian certified organic milk.

Shelf life

18 days.

Packaging details

100 g polypropylene tray.

International certifications

IT BIO 007 P59Q

WWW.LIBERADALLATTOSIO.IT
WWW.WITHOUTLACTOSE.COM



CASEIFICIO SOCIALE MANCIANO

Meet us at Biofach:
Hall: 4 - Booth: 549 - 9B

Company profile

The Caseificio Sociale Manciano is a cooperative made of 250 members, producing 8 million liters of milk per year. Through constant investments in research and innovation, the offer includes fresh to aged cheeses. They are BRC and IFS certified and, since 2014, produce Organic PDO Pecorino.

ORGANIC PECORINO



Product description

Cheese obtained by processing organic sheep milk from certified breedings of our members. The characteristic of this Pecorino is its compact and crumbly paste, white in color that tends to hurl with the advancement of aging, that goes from 20 to 40 days, a period in which the aromas and flavors of our pastures are exalted.

Plus marketing

100% Italian.

Packaging

Around Kg 0,500. Packed in a shrink wrap and with external wrapping.

Shelf life

210 days.

International certifications

BRC, IFS.

ORGANIC PDO AGED PECORINO TOSCANO



Product description

PDO Aged Pecorino, obtained by processing organic sheep milk from certified breedings. The minimum aging is 120 days, after which the Consortium for the Protection of Pecorino Toscano puts its brand on the cheese. The paste is lightly straw colored with small holes. When ripe, the intense flavors and the light spicy, that make it unsurpassable for table consumption as well as for grating, are enhanced.

Plus marketing

100% italian, PDO Pecorino Toscano production chain.

Packaging

Around Kg 1,800. Naked whole wheel with label or packed in a shrink wrap / or packed in portion.

Shelf life

210 days.

International certifications

BRC, IFS.

WWW.CASEIFICIOMANCIANO.IT

ORGANIC PDO PECORINO TOSCANO



Product description

Organic PDO Pecorino Toscano is a soft paste cheese with the further peculiarity of being obtained from the processing of organic sheep milk from certified breedings. The minimum aging is 20 days, necessary for the application of the protection mark, even if it is usually consumed after about 30 - 45 days. We find all the green pastures'scent of our hills in its fragrant smell and sweet taste.

Plus marketing

100% Italian, PDO Pecorino Toscano production chain.

Packaging

Around Kg 1,800. Naked whole wheel with label or packed in a shrink wrap, packed in portion.

Shelf life

210 days.

International certifications

BRC, IFS.



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We will be present at the following trade shows:



SIAL 2018 - Oct. 21 – 25
Paris Nord Villepinte,
PARIS (FR)



SEOUL F&H 2018 - May 1 – 4
Korea International
Exhibition Center



W.T.C.E. 2018 - Apr. 10 – 12
Hamburg Messe (DE)



PLMA 2018 - May 29 – 30
RAI Convention Center,
AMSTERDAM (NL)



FOOD&DRINK EXPO 2018
Apr. 16 – 18
NEC BIRMINGHAM (UK)



S. DU FROMAGE 2018 - Feb. 25 – 28
Paris Expo Porte de Versailles,
PARIS (FR)



CIBUS 2018 - May 7 – 10
Fiere di Parma,
PARMA (ITA)



ALIMENTARIA 2018 - Apr. 16 – 19
Fira de Barcelona, Recinto Gran Via,
BARCELONA (ES)



GULFOOD 2018 - Feb. 18 – 22
Dubai World Trade Center,
DUBAI (UAE)

DELIZIA

Meet us at Biofach:
Hall: 4 - Booth: 435

Company profile

Founded in 1992 by Giovanni D'Ambruso, Caseificio Delizia is known and appreciated worldwide for its dairy products sold under the brand "Deliziosa". The company has achieved a position of prestige in the production of mozzarella and other genuine products obtained from the exclusive processing of Apulia milk, collected every day from local selected and certified farms.

BURRATA BIO DELIZIOSA



Product description

Stretched-curd stuffed with stracciatella.

Plus marketing

100 % Italian Bio.

Shelf life

18 days.

Packaging details

125g or 250 g.

International certifications

Ccpb, BRC, IFS.

WWW.DELIZIASPA.COM

LATTERIA SOCIALE CHIURO

Meet us at Biofach:
Hall: 1 - Booth: 249

Company profile

Ahead of its time, Chiuro Dairy was first dairy and cheese cooperative to produce milk in Valtellina. The company was founded in 1957 as a response to help develop small dairy farmers. Today it groups over 20 local dairy producers from Valtellina, three of which produce organic milk.

CASERA



Product description

Casera PDO is a Protected Designation of Origin semi-hard cheese from Valtellina. It is made with organic pasteurized partially-skimmed milk according to production regulations. After a minimum aging of 70 days it is marked by the Consortium and can age for over a year.

Plus marketing

PDO, made from milk 100% from Valtellina (Italy).

Shelf life

90 days.

Packaging details

Wheels weighing 7 kg, individually wrapped and boxed.

International certifications

Organic and Halal certifications.

TELLINO



Product description

Tellino is a semi-soft cheese made with pasteurized organic whole fat milk from Valtellina. The addition of Penicillium Candidum gives Tellino an edible, white bloomy rind. Tellino is ripened for 15 days and weighs 700/800 grams.

Plus marketing

100% Italian.

Shelf life

50 days.

Packaging details

Unit weight approximately 800 grams, thermal plastic film.

International certifications

Organic.

ALPIYO BIO



Product description

Alpiyo Bio Yogurt is the perfect combination of wholesome milk from Valtellina and flavor of fruit. The addition of live bacterial cultures makes Alpiyo a healthy choice for consumers. The Organic mark assures the quality of our ingredients but also guarantees our control over the entire supply and production chain. The result is a natural, creamy and particularly delicate yogurt.

Plus marketing

Made with milk 100% from Valtellina (Italian).

Shelf life

40 days.

Packaging details

125 g and 500 g in transparent PET jars with twist-top lids.

International certifications

Organic.

WWW.LATTERIACHIURO.IT

SNACK

IL FIOR DI LOTO

Meet us at Biofach:
Hall: 4 - Booth: 535 (Naturasi)

ORGANIC MULTIGRAIN CHOCOLATE CHIPS BARS GLUTEN FREE



Product description

Organic chocolate chips bar, for a quick breakfast or a tasty snack at any time during the day.

Plus marketing

Gluten free, organic.

Packaging details

129 g. (6 bars of 21,5 g. each).

International certifications

Organic certified.

WWW.FIORDILOTO.IT

ORGANIC CORN AND PULSES BIOCROC TRIANGLES GLUTEN FREE



Product description

Organic gluten-free savory snack, without yeast and not fried. Thanks to its practical mini pack of 40 g. it's perfect to bring with you for the on-the-go consumption or for a quick meal.

Plus marketing

Gluten free, organic.

Packaging details

40 g.

International certifications

Organic certified.

ITALPIZZA

Meet us at Biofach:
Hall: 4 - Booth: 624

GRAN PIZZERIA MARGHERITA BIO KAMUT



Product description

The Margherita Gran Pizzeria is made with Kamut khorasan. Our Pizza dough is leavened for 24 hours ensuring greater digestibility, stretched by hand by our master 'Pizzaioli', cooked on stone in a real wood oven. Finally, this delicious Pizza is enriched with tasty organic tomato and mozzarella.

Plus marketing

Vegetarian, Kamut khorasan wheat, 100% of the dough leavened 24 h, hand stretched, cooked on real wood burning stone oven.

Shelf life

12 months.

Packaging details

Weight: 350 g. Each pizza is singularly filmed inside a folding box.

International certifications

Usda organic, Bio, Organic, Nop, IFS, BRC.

WWW.ITALPIZZA.IT

IL MANGIARSANO

Meet us at Biofach:
Hall: 8 - Booth: 449

CHOCOLATE CREAM BARS GERMINAL ORGANIC



Product description

A delicious combination of organic quinoa flour with a creamy chocolate and Hazelnut filling makes these chocolate bars a sweet, gluten-free snack that can be enjoyed throughout the day.

Plus marketing

Organic, gluten free.

Shelf life

13 months.

Packaging details

180g (6.34 OZ), 6 pack x 30g (1.06 OZ).

International certifications

Usda organic, Gluten free, non GMO verified, Halal, Kosher.

WWW.MANGIARSANOGERMINAL.IT
WWW.GERMINALBIO.IT
WWW.GERMINALORGANIC.COM

AD CHINI

Meet us at Biofach:
Hall: 4 - Booth: 219

**CHINI BIO
MOUSSE 100%**



Product description
Made only with selected fruit, with no peel and seeds, the Chini Bio Mousse is made with only Golden apples and high quality fruit. Thanks to special processing for bio products it maintains all the properties of fresh fruit. A sweet, healthy and low-calories snack.
Plus marketing
100% Bio, vegan, gluten free, 100% made in Italy, lactose free, no sulfites, no added sugar.
Shelf life
15 months.
Packaging details
Comes in 2x100 g.

WWW.ADCHINI.IT

ALCE NERO

Meet us at Biofach:
Hall: 6 - Booth: 236

**PEAR
PUREE**



Product description
Alce Nero's pear puree is produced without added sugar with only fruit harvested in the most suitable areas of Italy. This puree is prepared with 100% fruit without antioxidants and preservatives.
Plus marketing
100% Italian, without added sugar, pears grown by our farmers.
Packaging
2 aluminium trays (100 grams).
Shelf life
12 months.

WWW.ALCENERO.COM

BAULE VOLANTE

Meet us at Biofach:
Hall: 4 - Booth: 535 (Naturasi)

**SOLO FRUTTA
MELA E BANANA**



Product description
100% fruit puree with no added sugar, guaranteed gluten-free. Its small package makes it perfect for a snack away from home.
Plus marketing
Gluten-free, organic
Packaging details
100 g.
International certifications
Organic certified.

WWW.BAULEVOLANTE.IT

EURO COMPANY

Meet us at Biofach:
Hall: 4 - Booth: 304

CICIONI



Product description
Cicioni is an organic fermentino made with almonds and cashews obtained through a process of fermentation of dried fruit.
Plus marketing
Vegan, organic.
Shelf life
60 days.
Packaging details
160 grams.
International certifications
BRC, IFS, Organic, Vegan Ok.

WWW.EUROCOMPANY.IT

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www.dececco.it

De Cecco organic farming line. Naturally good.



It's organic, it's delicious, it's De Cecco.

De Cecco organic durum wheat semolina pasta is obtained through exclusively natural method and arises from a centuries-old tradition of making pasta and from the search for selected ingredients, mixing authenticity and taste. All products grown according to European standards of organic farming respect the natural equilibrium of the environment. Organic farming does not use chemically synthesised fertilizers or insecticides. Moreover it employs natural farming and fertilising methods and does not use genetically modified seeds. Products are subjected to rigorous checks, inspections, sampling and analysis through a European Control System.



The one and only

Meet us at Biofach – Hall 1/Booth 1-628

BIOSÜDTIROL

Meet us at Biofach:
Hall: 7 - Booth: 375

Company profile

Andreas, Bernhard, Christian, Daniela, Elisabeth and Franz are farmers in the northernmost region of Italy, South Tyrol. Together with further 200 farmers they form the agricultural cooperative Biosüdtirol and pursue one common goal: cultivating organic apples and hand them over directly to clients.

ORGANIC TABLE APPLES



Product description

From sweet to sour: we cultivate over 35 different varieties of apples. To mention just a few: classics such as Royal Gala, Braeburn, Golden Delicious, Fuji and Topaz, club varieties like Pink Lady, Evelina, Kanzi and Jazz and rarities as Natyra, Bonita and Gold Rush.

Plus marketing

100% organic and a short food supply chain: our apples are in our own hands, from cultivation to sales. And our cooperative handles exclusively organic apples, organic for 100%.

Packaging details

According to your needs: from trays for 4 fruits to plateaux from 3 to 14 kg.

International certifications

Bioland, Bio Suisse, Krav, Global GAP, IFS, BRC, ISO 9001:2008.

WWW.BIOSUEDTIROL.BIO

NATURA NUOVA

Meet us at Biofach:
Hall: 1 - Booth: 519

FRUTTASUPER PINEAPPLE-BAOBAB



Product description

Fruit purée obtained processing selected apples and pineapples, deprived of the non-edible parts, combined with baobab powder, packaged in plastic cups. Apple-Pineapple-Baobab belongs to FruttaSuper line, where 'traditional' fruit meets the benefits of super fruits. The range is composed of the brand new: Pineapple-Baobab and Hemp. Try also Pomegrate and acai and Quinoa, tasty smoothies offered in pouches with resealable cap.

Plus marketing

Made in Italy, organic, gluten free, with no preservatives or added sugars, vegan.

Shelf life

12 months.

Packaging details

2 X 100 g plastic cups.

International certifications

Bioagricert.

WWW.NATURA-NUOVA.COM



ANDRIANI

Meet us at Biofach:
Hall: 4 - Booth: 207

ORGANIC CHICKPEA FUSILLI



Product description

Source of plant proteins that contribute to the maintenance of muscle mass, the 100% organic chickpea flour pasta Felicia has a high content of fibers and minerals including phosphorus, iron, zinc and manganese and potassium.

Plus marketing

Bio, vegan, gluten free.

Shelf life

24 months.

Packaging details

250 g.

International certifications

AIC, Vegan ok, Biological certification.

WWW.GLUTENFREEFELICIA.COM

IL FIOR DI LOTO

Meet us at Biofach:
Hall: 4 - Booth: 535 (Naturasi)

SPAGHETTI
AI TRE CEREALI BIO ZER% GLUTINE

Product description

Typical long pasta created from the mix of 3 organic flours (corn, rice, buckwheat).

Plus marketing

Gluten free, organic.

Packaging details

500 g.

International certifications

Organic certified.

WWW.FIORDILOTO.IT

PASTIFICIO DI BARI TARALL'ORO

Meet us at Biofach:
Hall: 4 - Booth: 671

Company profile

Tarall'oro launches the bakery lines without losing its core business of pasta, made exclusively from durum wheat semolina of the highest quality, bronze drawn and dried slowly and at low temperature. The bakery products (Taralli and other forms) boast the use of high quality natural ingredients and an innovative production process that gives flavor and fragrance.

ORGANIC DURUM WHEAT SEMOLINA
SENATORE CAPPELLI PASTA

Product description

Artisanal pasta made with organic durum wheat semolina Senatore Cappelli. In the following shapes: Orecchiette, paccheri, capunti, tagliolina rigata, spaghetti rigati, penne rigate, conchiglioni.

Plus marketing

100% from Apulia, vegan, organic.

Shelf life

912 days.

Packaging details

Heat-sealed bag in paper box with window on the front side.

International certifications

IFS, BRC, BIO, Usda Organic, Kosher.

WWW.TARALLORO.IT

ASTRA BIO

Meet us at Biofach:
Hall: 4 - Booth: 547

ELICHE 3 COLOURS WITH SPINACH AND TOMATOES 500 G



Product description

Organic durum wheat semolina pasta 100% Bio, with spinach and tomato 100% Bio.

Plus marketing

100% Italian, product of supply chain of the Iris Cooperative, Calvatone (CR).

Shelf life

3 years.

Packaging details

7,5 g + polipropilene.

International certifications

BRC, IFS, Icea, Icea Jas.

WWW.IRISBIO.COM

SGAMBARO

Meet us at Biofach:
Hall: 4 - Booth: 607

ORGANIC EMMER, LENTILS AND QUINOA PASTA



Product description

Emmer Lentils and Quinoa Pasta is a nutritionally complete dish where the authentic taste of emmer is matched with the proteins of legumes and quinoa. With a really high protein value, comparable to meat, it can be a perfect solution for children that are not so used to eat legumes. Moreover, it presents a low glycemic index, so it can match also other particular nutritional needs.

Shelf life

3 years.

Packaging details

Self-standing plastic bag 500 g.

International certifications

Organic (Icea), BRC, IFS, Kosher.

WWW.SGAMBARO.IT

F.LLI DE CECCO DI FILIPPO FARA S. MARTINO

Meet us at Biofach:
Hall: 1 - Booth: 628

Company profile

De Cecco is one of the most ancient Italian pasta manufacturing companies. Since 1886, the De Cecco 'method' has remained unchanged, also due to the careful attention and commitment paid by the De Cecco family. The company's mission is to offer the highest quality pasta, available in a wide and varied range (including semolina, egg, whole wheat, organic, Kamut). Product range also includes sauces, extra virgin olive oils and flours.

ORGANIC WHOLEMEAL SPELT PASTA

Product description

Given the exceptional growth of spelt pasta, De Cecco strengthens its offer with a full range of organic wholemeal spelt pasta.

Plus marketing

The reason for the unbeatable quality of De Cecco pasta is its unique and exclusive method, handed down from father to son since 1886. De Cecco's kneading with cool water (<15°C), and low temperature drying process preserve the natural goodness of the pasta and allow a milder taste. De Cecco uses traditional bronze-plate drawing which keeps pasta texture rough and porous enough to capture sauces. De Cecco's organic wholemeal spelt pasta is naturally rich in fiber (6,5g/100g product), with a protein content >14g/100g product. Full product range with 8 cuts, to give larger choice for the most demanding pasta lovers.

Packaging details

500 g box.

Shelf life

12 months.

International certifications

ISO 14001:2004, Haccp, ISO 9001:2008, SA8000, BRC, IFS, Organic Cert (Icea).



WWW.DECECCO.COM

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[our] brands are used
[for] our export offering

BIOFACH 2018 | **Hall 7/Post 7/731**

into organic

Nürnberg, Germany **14. - 17.2.2018**

STAY IN CONTACT kigroup.com •   

ALBIO

Meet us at Biofach:
Hall: 7 - Booth: 407

Company profile

The company manufactures filled fresh pasta in different shapes (tortellini, ravioli...). Since 1988 it produces high quality and 100% organic products, divided in 3 different lines: vegan, vegetarian and classic. The company launched a new line of products: the ready meals. Furthermore, it uses some ingredients from biodynamic agriculture and some products are certified Demeter.

RAVIOLI WITH LEGUMES AND CARROTS



Product description

Vegan product with ingredients from biodynamic agriculture: with green legumes that are a good source of plant proteins, matched with a sweet vegetable like the carrot.

Plus marketing

Vegan, 100% Italian source of protein.

Shelf life

75 days.

Packaging details

Plastic tray, 250 g.

International certifications

Organic (Icea).

TORTELLONI WITH PDO GORGONZOLA CHEESE AND WALNUTS



Product description

Typical Italian taste. The perfect food matching in the Italian cuisine is the Gorgonzola cheese with the walnuts, both contained in a shell of fresh egg-pasta.

Plus marketing

100% Italian.

Shelf life

75 days.

Packaging details

Plastic tray, 250 g.

International certifications

Organic (Icea).

RAVIOLI WITH TOMATO AND LACTOSE-FREE MOZZARELLA



Product description

These typical Italian Ravioli have been realized for those people who are lactose-intolerant, but do not wish to surrender a delicious filled fresh pasta.

Plus marketing

Vegetarian, lactose-free, 100% Italian.

Shelf life

75 days.

Packaging details

Plastic tray, 250 g.

International certifications

Organic (Icea).

WWW.LASPIGABIO.IT

GINO GIROLOMONI COOPERATIVA AGRICOLA

Meet us at Biofach:
Hall: 4 - Booth: 469

GIROLOMONI ORGANIC WHOLE DURUM WHEAT SEMOLINA SEDANINI



Product description

Girolomoni pasta is produced in our 100% organic pasta factory. Prime raw materials of Italian origin are used in the production of our pasta, with water from a spring that does not have industrial agriculture upstream. Drying takes place slowly (approximately 12 hours for long pasta and 8 hours for short pasta) to preserve all of the grain's nutrients and sensory qualities. To make whole durum wheat semolina, we use semolina ground so as to remove only the single outermost cortical layer. The pasta is therefore rich in fibre and a major source of lipids, antioxidants, vitamins, minerals and enzymes.

Plus marketing

100% Italian. From the seed to the table, certified organic supply chain. Products suitable for vegetarian, vegan and Kosher diets. High fibre.

Shelf life

24 months.

Packaging details

500 g, plastic packaging. International certifications. Kosher, IFS (higher level).

WWW.GIROLOMONI.IT



BAULE VOLANTE

Meet us at Biofach:
Hall: 4 - Booth: 535 (Naturasi)

BURGER MIX WITH LENTILS AND MIXED SEEDS



Product description
Preparato per Burger con lenticchie e semi misti it's a quick and tasty way to take vegetal proteins.
Plus marketing
Vegan, organic.
Packaging details
180 g.
International certifications
Organic certified.

SENZ'UOVO



Product description
The vegan substitute for eggs in the homemade sweets: with chickpea flour, turmeric and cornstarch to give crumbliness and colour to the dough.
Plus marketing
Vegan, organic.
Packaging details
15 g single-dose packet.
International certifications
Organic certified.

WWW.BAULEVOLANTE.IT



VALDIGRANO DI FLAVIO PAGANI

Meet us at Biofach:
Hall: 4 - Booth: 407

Company profile

Valdigrano di Flavio Pagani was founded in December 1999, based on more than 60 years of experience in the manufacturing of pasta, and it is a family run company. The production is organised as an integrated high-technology system in which 5 production lines, 19 packaging machines and the automated logistic are integrated. Valdigrano has always been devoted to the production of organic pasta, both under its own Valbio brand and through private labels.

VALBIO PENNE BRONZE DYE IN BIODEGRADABLE PACK

Product description
100% Italian organic pasta with bronze dye in biodegradable packaging.
Plus marketing
100% Italian.
Packaging details
500 g. into a compostable packaging and/or biodegradable materials with no environmental impact.
Shelf life
3 years.
International certifications
IFS, BRC, Ecocert, Kosher, Halal.



WWW.VALDIGRANO.COM

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*Tradizione e
innovazione
dal 1982*



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70010 SAMMICHELE DI BARI (BA) ITALY
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SELECTED SHAPES

BRONZE DIE CUT

100% APULIAN ORGANIC GRAIN

BIOFACH2018
into organic
Nürnberg, Germany
14. - 17.2.2018

COME AND VISIT US AT:
HALL 4 - BOOTH N°671



SULPHITES FREE

ONLY NATURAL INGREDIENTS

PALM OIL FREE



VEGAN

EXTRA VIRGIN OLIVE OIL

YEAST FREE



PROBIOS

Meet us at Biofach:
Hall: 7 - Booth: 175

ORGANIC SEEDS MIX



Product description

From Probios three different types of Oleaginous seeds: Bio Mix Harmony, Wellness and Vitality. Vitality is a gluten free organic oily seeds mix, with poppy seeds, sunflower seeds, dark flax seeds, sesame seeds, with sundried tomatoes added, for a boost of nutrients. Vitality is a natural source of iron and magnesium. Wellness is a gluten free organic oily seeds mix, with poppy seeds, sunflower seeds, dark flax seeds and sesame seeds, high in nutrients and nutritional values. The organic seed mix Wellness is a natural source of calcium and phosphorus. Harmony is a gluten free organic oily seed mix, enriched with quinoa and buckwheat, and extremely high in nutrients. The Organic Seed Mix Harmony is a natural source of magnesium and phosphorus.

Plus marketing

Natural source of magnesium and phosphorus: magnesium contributes to the reduction of fatigue and tiredness, and supports the regular functions of our nervous system; phosphorus contributes to maintaining healthy teeth and bones.

Shelf life

18 months.

Packaging details

125 g.

International certifications

Gluten free, Organic.

TOPPING SEEDS MIX



Product description

Probios offers a brand new range of toppings: mixes of seeds milled at controlled temperatures, perfect to give an extra taste to your muesli, your spreads, sauces or yogurt. Probios' toppings are prepared by toasting and grinding the seeds, which are combined to other tasty ingredients. The range includes: Crunchy Mix of Seeds with Cranberry, Mix of Seeds with Goji, Mix of Seeds with Mango.

Plus marketing

These products are gluten free guaranteed and, thanks to the nutrients of the seeds, they're a natural source of minerals, all of them different according to the recipe.

Shelf life

12 months.

Packaging details

Resealable 150 g pouch.

International certifications

Organic product, Gluten free.

WWW.PROBIOS.IT

SIPA INT. - MARTINO

Meet us at Biofach:
Hall: 1 - Booth: 363

'AL NATURALE' ORGANIC CHICKPEAS COUSCOUS



Product description

Couscous 100% chickpeas organic flour. Produced by organic certified supply chain. Healthy and tasty, perfect for genuine alimentation; high in protein and highly digestible. Suitable for everyone, from children to elder people and for all sportsmen who needs proteins. Product by selected chickpeas flours and delicately steamed by Martino process.

Plus marketing

Vegan, Kosher, 100% Italian supply chain, delicately steamed.

Shelf life

2 years.

Packaging details

Box 400 g (2 X 200 g).

International certifications

Brc, lfs, Bio, Demeter, Kosher, VeganOk.

WWW.MARTINOTASTE.COM

MOLINO DE VITA

Meet us at Biofach:
Hall: 4 - Booth: 611

Company profile

Key features of Molino De Vita are organic and quality. The company started grinding organic wheat in 1996 and today, almost 80% of production comes from organic farming products that are Ccpb certified and subject to strict controls and analyzes throughout the supply chain. Another fundamental element is quality, working precious grains like Kamut.

FIBRE-RICH WHOLE DURUM WHEAT SEMOLINA



Product description

According to D.P.R. 9 February 2001, n.187, art. 2 (durum wheat flour) is called the 'granola integral in fiber' the granular product with sharp edge, obtained by grinding and by the hardening of the durum wheat freed from foreign substances and impurities.

Shelf life

Six months from the impressed grinding date on the packaging.

International certifications

Organic (CEE 834/07), IFS, UNI EN ISO 9001, UNI EN ISO 22005-2008, Filiera dedicata Prodotti di Puglia.

WWW.MOLINIDEVITA.IT



ILTA ALIMENTARE

Meet us at Biofach:
Hall: 4 - Booth: 140

Company profile

Ilta Alimentare is an Italian company part of Ilta Commodities SA, group with 40 years of experience in worldwide trading of pulses and grains. Ilta Alimentare specializes in the selection, processing and packaging of pulses and grains as accredited supplier of retail, foodservice and industry.

AMIO BÌO - PULSES AND GRAINS



Product description

Amio Organic range includes nine varieties of lentils, beans, chickpeas, spelt and barley. Only Italian varieties, organically grown using a controlled supply chain that guarantees full traceability. Our pulses and grains are rooted in tradition, transformed from staple ingredient into an authentic element of regional, time-honoured cuisine. As a guarantee of quality, on every pack you can find their signature as well as a farmer code, which gives you information about each product, the growing area and the farm on the website www.amiopulses.com

Plus marketing

100% Italian supply chain, vegan, full traceability.

Shelf life

18 months.

Packaging details

400 g, re-sealable bag with warranty seal, modified atmosphere packed, easy-to-use serving size indicator.

International certifications

BRC, IFS, BIO.

WWW.ILTA.COM
WWW.AMIOPULSES.COM

PEDON

Meet us at Biofach:
Hall: 1 - Booth: 583

Company profile

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

BIO 100% ITALIA



Product description

Bio 100% Italia is a line of organic grains and pulses, traditional and 100% made in Italy. A range of quality products that meet the needs of consumers that are increasingly aware of their purchases. 9 products available: borlotti beans, cannellini beans, chickpeas, green lentils, corn, mix of grains and pulses, pearled barley, pearled spelt and white quinoa produced for the first time in Italy. The products are perfect for hot and cold salads, risotto, soups and side dishes. The pack is modern and distinctive, dedicated to a young and evolved target.

Plus marketing

Organic, vegan, 100% made in Italy.

Shelf life

13 months.

Packaging details

300 g, the pack is modern and distinctive, dedicated to a young and evolved target.

International certifications

Organic (Ccpb).

WWW.PEDON.IT

SARCHIO

Meet us at Biofach:
Hall: 7 - Booth: 746

Company profile

Since 1982 Sarchio produces and sells organic, gluten free and vegan products, result of a respectful agriculture without chemical additives, food colorings or preservatives. The quality and safety of Sarchio' products are guaranteed by specific certifications and analysis.

COCONUT FLOUR



Product description

Organic and gluten-free, the Sarchio coconut flour is very versatile in the kitchen, ideal for tasty and original preparations. Natural and slightly sweet, it is a valid gluten-free alternative to conventional flour and is also rich in fiber and vegetable proteins.

Plus marketing

Organic, gluten free.

Shelf life

12 months.

Packaging details

350 g pack.

International certifications

Ccpb, AIC.

PUFFED BUCKWHEAT



Product description

Gluten-free, crunchy and delicate, Sarchio puffed buckwheat grains are a source of protein and fiber and ideal for a low-fat breakfast with yogurt, dried fruit and seeds. They can also be used to enrich sweet and savory recipes.

Plus marketing

Organic, gluten free, vegan.

Shelf life

18 months.

International certifications

Ccpb, AIC.

WWW.SARCHIO.COM

MOLINO RACHELLO

Meet us at Biofach:
Hall: 4 - Booth: 607



ORGANIC DURUM WHEAT SENATORE CAPPELLI FLOUR

Product description

Organic flour obtained from Senatore Cappelli, an ancient Italian durum wheat variety, grown in the Rachello Oasis in Tuscany. In these lands, far from any polluting source, we practice a respectful and controlled agriculture according to a strict disciplinary, within a short supply chain project certified from the seed selection to the flour. This grain has excellent nutritional and qualitative characteristics, and flour obtained is considered particularly valuable for its high protein content and its full body flavor.

Plus marketing

100% Italian wheat, certified traceability from sowing to flour, cereals cultivated on Rachello Lands, vegan.

Shelf life

1 year.

Packaging details

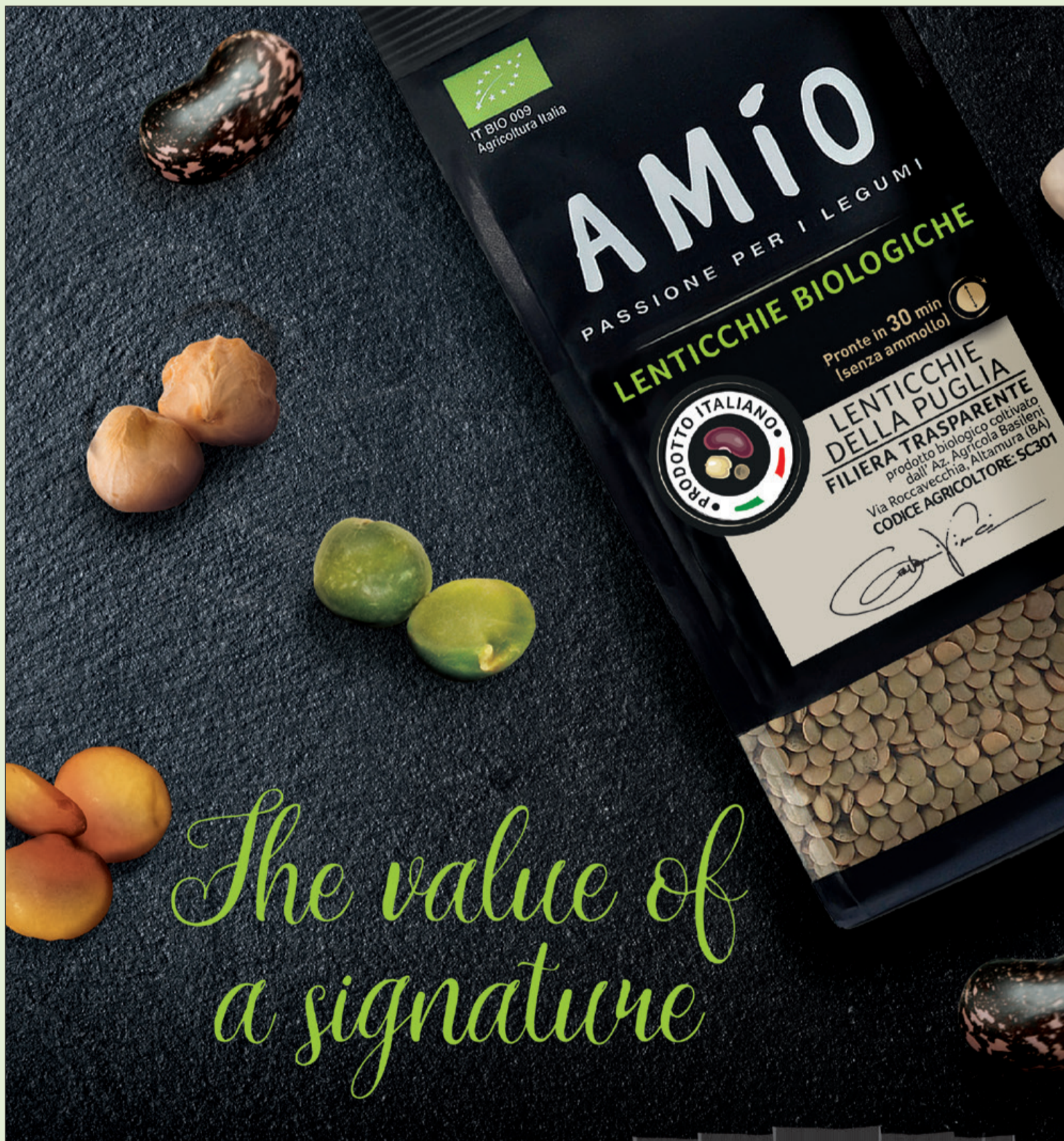
500g, packaged in a protective atmosphere.

International certifications

Organic, ISO 22005, ISO 9001

WWW.MOLINORACHELLO.IT

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The value of a signature

A new organic, Italian grown pulse and grains line is born at AMÍO!

Our sustainable field-to-fork Italian supply chain has been established with experienced farmers; their signature on each AMÍO pack is the best quality trust guarantee. Please check product characteristics, field location and farm information by selecting individual farmers' codes found in each pack at www.amiolegumi.it



AMIO organic line includes 8 references in 400g pack

VISIT US at BIOFACH hall 4 stand 4 -140



PROBIOS

Meet us at Biofach:
Hall: 7 - Booth: 175

Company profile

Probios, the Italian leader in the distribution of vegetarian organic foods, has been promoting the cultivation of raw materials with respect for humans and nature for over 35 years. The Group sells over 450 gluten-free products and about 150 milk-free products. Probios, which is based in Florence, has a presence in 52 countries throughout the world.

MAYORICE RICE&RICE



Product description

Mayorice, the egg free, rice-based mayonnaise, is now also available in tube. Since its launch in 2004, many successful years have passed and this mayo has become one of the most appreciated in stores. 100% plant based, Mayorice in tube is perfect to serve with many meals, to season sandwiches and to prepare tasty appetizers. Mayorice in jar is available in 6 flavors and in the convenient family pack.

Plus marketing

It is egg, soy, lactose, wheat and gluten free and for this reason it is suitable for those who have special dietary needs. The aluminum tube allows to use the product without any waste, and the practical cap with a cross will allow you to use the product to decorate your meals.

Shelf life

18 months.

Packaging details

Original, with Herbs, with Curry, Cocktail Sauce, Tartara Sauce and Tzatziki style: glass package 165 g. Original and with herbs: aluminum tube 165 g.

International certifications

Gluten free, Vegan, Organic, Italian Vegetarian Association.

NATURAL ORGANIC MAYO – IL NUTRIMENTO



Product description

From the production laboratory Il Nutrimento, the range of 'organic spreads in tube'. Those greedy Italian recipes are perfect to satisfy your appetite and perfect to be directly squeezed on a slice of bread to prepare sandwiches, tarts and to serve with many other meals. The range includes: soy mayo natural or with turmeric and ginger, Italian black olives spread, artichokes spread, hemp and basil spread, Italian tomatoes double concentrated paste.

Plus marketing

All recipes are guaranteed gluten-free with the exception of hemp and basil spread. The aluminum tube allows you to use completely the product without wasting and is perfectly recyclable.

Shelf life

12 months.

Packaging details

Soy mayo natural or with turmeric and ginger, Italian black olives spread, artichokes spread, hemp and basil spread: 150g. Italian tomatoes double concentrated paste: 170g.

International certifications

Gluten free, Vegan, Organic product, Italian Vegetarian Association.

WWW.PROBIOS.IT

JOE&CO.

Meet us at Biofach:
Hall: 4 - Booth: 535

Company profile

Joe&Co. is specialized in cold extract organic and vegan vegetable oils: flaxseed, sunflower, canola, sesame, corn seed, argan, hemp seed, avocado, virgin coconut, pumpkin seed, sacha inchi, walnut and extra virgin olive oils. There are grape seed and rice oil, balsamic vinegar from Modena, soy sauces, lemon juice and a line of organic seeds as well.

HEMP SEED OIL



Product description

Crudolio cold pressed, organic and vegan hemp seed oil is obtained from the seed of Cannabis Sativa plant. Carefully selected for its many benefits and qualities, like the presence of omega 6 - Omega 3 polyunsaturated fatty acids, hemp seed oil contains remarkable amounts of Vitamin E, phytosterols and cannabinoids, as well. Fibers, mineral salts, precious trace elements (calcium, potassium and magnesium) and carbohydrates make it an even more complete supplement with a significant energy profile. Its pleasant flavor recalls hazelnut and it is recommended to use it raw in order to preserve intact the extraordinary nutritional qualities and therapeutic virtues. Ideal for accompanying salads, cereals, soups and pasta.

Plus marketing

Gluten free and GMO free.

Shelf life

18 months.

Packaging details

Green glass bottle, 250 ml.

International certifications

Organic (Ccpb), Vegan OK, IFS.

VIRGIN COCONUT OIL



Product description

Our organic virgin coconut oil comes from Sri Lanka, from Cocos nucifera L. palm. The pulp of the ripe coconuts is first dried to remove water and then pressed mechanically. Obtained oil is filtered to remove residues and impurities than packaged. Coconut oil is extremely versatile and can be used as an alternative to butter and other vegetable oils. A solid at cooler temperatures, it becomes liquid when warmed. Coconut Oil is predominantly composed of saturated fatty acids (about 94%), with a good percentage (above 62%) of medium chain fatty acids among them. The reason it is so effective and healthy is because of its high levels of lauric acid, capric acid and caprylic acid. The presence of these acids contributes to coconuts antioxidant, antifungal, antibacterial, antimicrobial and general body nourishing properties.

Plus marketing

Gluten Free and GMO Free.

Shelf life

2 years.

Packaging details

Glass jar, 200 and 500 ml.

International certifications

Organic (Ccpb), Vegan OK, IFS.

FLAXSEED OIL



Product description

Crudolio cold pressed, organic and vegan flaxseed oil is obtained exclusively by physical means from the seeds of the homonymous plant, Linum usitatissimum L., to ensure the characteristic flavor of the seed and the integrity of its valuable nutritional properties. 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 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.

Plus marketing

100% Italian. Gluten free and GMO free.

Shelf life

12 months.

Packaging details

Green glass bottle, 250 ml.

International certifications

Organic (Ccpb), Vegan OK, IFS.

WWW.JOEANDCO.IT
WWW.CRUDOLIO.IT

AGRICOLA GRAINS

Meet us at Biofach:
Hall: 4 - Booth: 709

NUTRAOILS



Product description
Organic cold pressed vegetable oils.
Plus marketing
Organic, vegan.
Shelf life
12 months.
Packaging details
Bottles of 250 ml.
International certifications
Organic, Vegan.

WWW.AGRICOLAGRAINS.IT

AGROMONTE - SOC AGR MONTEROSSO

Meet us at Biofach:
Hall: 4 - Booth: 651

ORGANIC READY CHERRY TOMATO PASTA SAUCE



Product description
Organic ready cherry tomato pasta sauce is made with cherry tomatoes cultivated with certificated organic method, following man's and nature rules. Cherry tomatoes are manually collected and produced with traditional processes, simples and authentic. The sauce is seasoned with celery, carrots, onion, fresh basil and extra virgin olive oil, all ingredients of organic agriculture.
Plus marketing
100% Italian, gluten free, no colorants and preservatives, no concentrate, ready to eat.
Shelf life
3 years.
Packaging details
Bottle 330 g.
International certifications
BRC, IFS, Halal, Kosher, Bio, Usda.

WWW.AGROMONTE.IT

COLLINA TOSCANA

Meet us at Biofach:
Hall: 4 - Booth: 354

Company profile

Montosco is a brand of 'La Collina Toscana', a modern and dynamic Italian company specialized in the production of 100% natural ingredients. It offers a prodigious variety of herbs, spices, salts and herb and spice mixes without added salt. This wide range of products is rounded off with Gourmet Glaze, PGI Tuscan extra virgin olive oil and condiments based on extra virgin olive oil and PGI balsamic vinegar of Modena.

THE ORGANIC SPICES TOWER

Product description
Organic spices, 100% Italian food supply chain. Product grown in our own fields, patented production system, high quality and high concentration of essential oils.
Shelf life
36 months.
Packaging details
Stackable, patented packaging. Totally recyclable, sealed and guaranteed. Dispenser with dosing cap (double format).
International certifications
Icea.

WWW.MONTOSCO.IT

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BAULE VOLANTE

Meet us at Biofach:
Hall: 4 - Booth: 535 (Naturasi)

**COCONUT
BUDINO MIX**



Product description
Coconut budino mix is a very easy way to cook a tasty vegan coconut pudding.
Plus marketing
Vegan, organic, gluten-free.
Packaging details
30 g.
International certifications
Organic certified.

WWW.BAULEVOLANTE.IT

BISCOTTIFICIO VERONA

Meet us at Biofach:
Hall: 4 - Booth: 411

**ORGANIC
LADYFINGERS**



Product description
Organic ladyfingers, good for breakfast and also to make tiramisù and other cakes.
Plus marketing
100% Italian, available also for Ho.re.ca. and private label.
Shelf life
12 months after production date.
Packaging details
Carton 20 pieces x 200 g.
International certifications
IFS, BRC.

WWW.BISCOTTIFICIOVERONA.COM

IL MANGIARSANO

Meet us at Biofach:
Hall: 8 - Booth: 449

**CEREAL
AND SEEDS BISCUITS**



Product description
Rediscover the real taste of organic: the flavor of cereals is reborn, for those who want to indulge in a little pleasure and taste all the delicacy of ingredients. All the crispness of the seeds with the lovely taste of the fruit.
Plus marketing
Organic, dairy free, eggs free, vegan, rich in fibre, 30% less sugars than the average of the best-selling Italian cookies (source: Aidepi).
Shelf life
210 days.
Packaging details
250 g.
International certifications
Organic IT- BIO - 014.

**LEMON AND GINGER
COOKIES GERMINAL ORGANIC**



Product description
The delicate sweetness of the oat flour perfectly complements the citrusy aroma of lemon and the spicy notes from the ginger. A tantalizing taste for a delicious cookie.
Plus marketing
Organic, gluten free.
Shelf life
13 months.
Packaging details
Bag in box 150 g (5.29 OZ).
International certifications
USDA organic, Certified gluten free, non GMO verified, Halal, Kosher.

WWW.MANGIARSANOGERMINAL.IT
WWW.GERMINALBIO.IT

EUROCHEF ITALIA

Meet us at Biofach:
Hall: 4 Booth: 480

TIRAMISÙ



Product description
Tiramisù with layers of chocolate and coffee sponge cake alternated with light and fluffy vegetal cream.
Plus marketing
Vegan, gluten free, without milk, butter and eggs, organic.
Shelf life
35 days or 12 months.
Packaging details
Weight 110 g.
International certifications
Mipaaf.

WWW.VEGGLOVE.COM

A. GANDOLA & C.

Meet us at Biofach:
Hall: 1 - Booth: 383

Company profile

The Gandola group, born in 1964, is specialized in production and distribution of organic and conventional food with its production of spreadable cream, snacks and biscuits. Since 1998 it produces high quality organic food for major brands in mass market retail and organic food distribution. In 2017 the new organic line 'Albero del Bio' was born.

BISCUITS WITH PULSES



Product description
Biscuits with peas and red lentils flour.
Plus marketing
Organic, vegan, gluten free.
Shelf life
10 months.
Packaging details
Net weight 350 g. Bag made of paper and metallized PP (100% recyclable, paper disposable).
International certifications
BRC, IFS, ISO 9001 2015, Organic, Fairtrade, Vegan.

WWW.GANDOLA.IT

DARK COCOA SPREADABLE CREAM



Product description
Spreadable dark cream with cocoa and hazelnuts.
Plus marketing
Organic, vegan, gluten free.
Shelf life
18 months.
Packaging details
Net weight 200 g. Primary pack: glass with black PE cap. Secondary pack: paper box (100% recyclable) tray 6 pcs. glass with black PE cap.
International certifications
BRC, IFS, ISO 9001 2015, Organic, Fairtrade, Vegan.

ALCE NERO

Meet us at Biofach:
Hall: 6 - Booth: 236

**KHORASAN BISCUITS
WITH CHOCOLATE CHIPS**



Product description
The khorasan biscuits are produced with only extra virgin olive oil, without eggs, flavorings or animal fats. The khorasan, an ancient cereal originally from Mesopotamia, stands out for its greater size compared to modern grains and the unmistakable golden color. This special formulation makes them natural and light, perfect for a healthy and nutritious breakfast or a delicious break.
Plus marketing
With extravirgin olive oil, palm oil free, produced in our manufacturing.
Packaging
300 g.
Shelf life
12 months.

WWW.ALCENERO.COM

FRACCARO SPUMADORO

Meet us at Biofach:
Hall: 4 - Booth: 607

ORGANIC VENEZIANA WITH LIMONCELLO



Product description
Spongy sour dough mixture with the fresh, aromatic fragrance of lemon. The infusion of lemon rind gives this cake intense aromas and a strong taste. All ingredients from organic farming.

Plus marketing
Organic.

Shelf life
6 months.

Packaging details
500 g. Havana carton.

International certifications
Icea.

WWW.FRACCAROSPUMADORO.IT

LAMERI

Meet us at Biofach:
Hall: 4 - Booth: 529

ORANGE GRANOLA WITH CHOCOLATE AND CINNAMON



Product description
Blend of grains, quinoa, millet and flax seeds with orange flavor, dark chocolate drops and cinnamon.

Plus marketing
Organic product, high fibre, low salt.

Shelf life
12 months.

Packaging details
Bag 400 g.

International certifications
BRC, IFS, ISO 9001, Organic.

WWW.LAMERI.IT

IL FIOR DI LOTO

Meet us at Biofach:
Hall: 4 - Booth: 535 (Naturasi)

BISCOTTI MARGHERITE RISO E COCCO ZER%LIEVITO



Product description
Rice and coconut biscuits without yeast and palm oil-free, born from accurate preliminary checks aimed at evaluating the critical phases of the production process relating to the possibility of yeast contamination and from post-clearance checks made upon the analytics research of yeast in each production lot.

Plus marketing
Without yeast, organic.

Packaging details
250 g.

International certifications
Organic certified.

WWW.FIORDILOTO.IT

SARCHIO

Meet us at Biofach:
Hall: 7 - Booth: 746

DARK COCOA SPREAD



Product description
Organic, vegan, gluten free and palm oil free, the Dark Chocolate Spread Sarchio has an intense flavor of extra dark chocolate for chocolate lovers. Ideal for breakfast spread on biscuits or bread to enjoy tasty moments.

Plus marketing
Organic, vegan, palm oil free.

Shelf life
18 months.

Packaging details
200 g jar.

International certifications
Ccpb, Vegan Society, AIC.

WWW.SARCHIO.COM



ADI APICOLTURA

Meet us at Biofach:
Hall: 8 - Booth: 314

70.30



Product description
70.30 was born from the evolution of Cremiel, a spreadable cream made of honey and hazelnut paste from Piedmont. 70.30 version refines the proportion of ingredients: 70% Organic Italian Acacia Honey and 30% Organic Piedmont IGP hazelnut paste. A totally certified and healthy cream: just two natural and healthy ingredients from a certain origin. Perfect for adults and children.

Plus marketing
100% Italian, organic, made with certified IGP hazelnut from Piedmont. It contributes to sustain a Slow Food Foundation for Biodiversity project named "Defending bees".

Packaging details
Glass jar of 250 g. 70.30 is part of 'Le Esperienze' collection with other 4 special and rare classes of honey. There's the possibility to buy the complete collection in a special box.

International certifications
BioAgriCert, Usda Organic and Canada Organic, BRC and IFS.

WWW.ADIAPICOLTURA.IT

CHICKPEA PRODUCTS

New Product
Biofach 2018
PAD 4 - STAND 225

COCOA CHICKPEA BISCUITS

CHICKPEA CRACKERS

- 100% CHICKPEA FLOUR
- 100% ORGANIC
- 100% VEGAN

- PALM OIL FREE
- HIGH IN FIBER
- MADE IN ITALY

www.biositalia.com - export@biositalia.com

follow

KI GROUP

Meet us at Biofach:
Hall: 7 - Booth: 731

Company profile

Ki Group is a company leader in the production and distribution of organic, biodynamic and natural products. With its products is able to meet the needs of health-conscious consumers, intolerants to specific foods, supporters of vegetarian choices and alternative diets or simply interested in maintaining their psychological and physical well-being.

BRIOCHE CON GRANELLA DI ZUCCHERO - PEARL SUGAR BRIOCHE



Product description

Pearl sugar vegetarian Brioche of the BuonBio line of products are prepared only with stone-ground organic flour to preserve the authentic flavor of the wheat, naturally leavened for 18 hours with yeast. The combination of sunflower oil and shea butter makes the dough soft and delicate.

Plus marketing

Ideal for a vegetarian diet. Without milk and sweetened with agave syrup. A vegan brioche is also available in the range.

Shelf life

3 months.

Packaging details

4x45 g (180 g) – 6 pieces x box.

International certifications

BioAgriCert.

WWW.KIGROUP.COM



DI LEO PIETRO

Meet us at Biofach:
Hall: 4 - Booth: 549-5B

Company profile

Di Leo is today in its fourth generation. This expanding company produces and supplies a wide range of biscuits such as Fiorbi', made with high quality organic ingredients. The company is driven by a strong quality-oriented approach combining the advantages of the latest technologies with traditional production techniques.

FIORBI ORGANIC BISCUITS WITH KHORASAN KAMUT WHEAT FLOUR



Product description

Organic biscuits with Khorasan Kamut wheat flour.

Plus marketing

Organic, palm oil free.

Packaging details

Pack of 280 g.

Shelf life

365 days.

International certifications

Organic, ISO 22000, ISO 14001, IFS and BRC.

FIORBI ORGANIC BISCUITS OF DOUBLE MILLED DURUM WHEAT SEMOLINA VARIETY CAPPELLI



Product description

Organic biscuits of double milled durum wheat semolina variety Cappelli with extra virgin olive oil.

Plus marketing

Organic, palm oil free.

Shelf life

365 days.

Packaging details

Pack of 280 g.

International certifications

Organic, ISO 22000, ISO 14001, IFS and BRC.

FIORBI ORGANIC BISCUITS OF WHOLE COMMON WHEAT FLOUR WITH CHOCOLATE CHIPS AND COCOA



Product description

Organic biscuits of whole common wheat flour with chocolate chips and cocoa.

Plus marketing

Organic, palm oil free.

Shelf life

365 days.

Packaging details

Pack of 280 g.

International certifications

Organic, ISO 22000, ISO 14001, IFS and BRC.

WWW.DILEO.IT

BIO'S PRODUCTION AND DISTRIBUTION

Meet us at Biofach:
Hall: 4 - Booth: 225

Company profile

Bio's brings together three different worlds: production, distribution and food service. It is specialized in the production of bread substitutes, as well as healthy and good confectionery, 100% organic and vegan.

'CIAMBELLINE' WITH ORGANIC CHICKPEAS AND COCOA

WWW.BIOSITALIA.COM



Product description

Bakery products made with organic ingredients, like chickpeas flour, vegetal margarine, cane sugar, powder cocoa and raw sea salt from Cervia.

Plus marketing

Free from palm oil and yeast, and with a high fibre content.

Packaging details

200 g bag in in polypropylene for food packaging and tray in recyclable cardboard.

Shelf life

The package can be stored unopened for 9 months since production date.

International certifications

Organic.



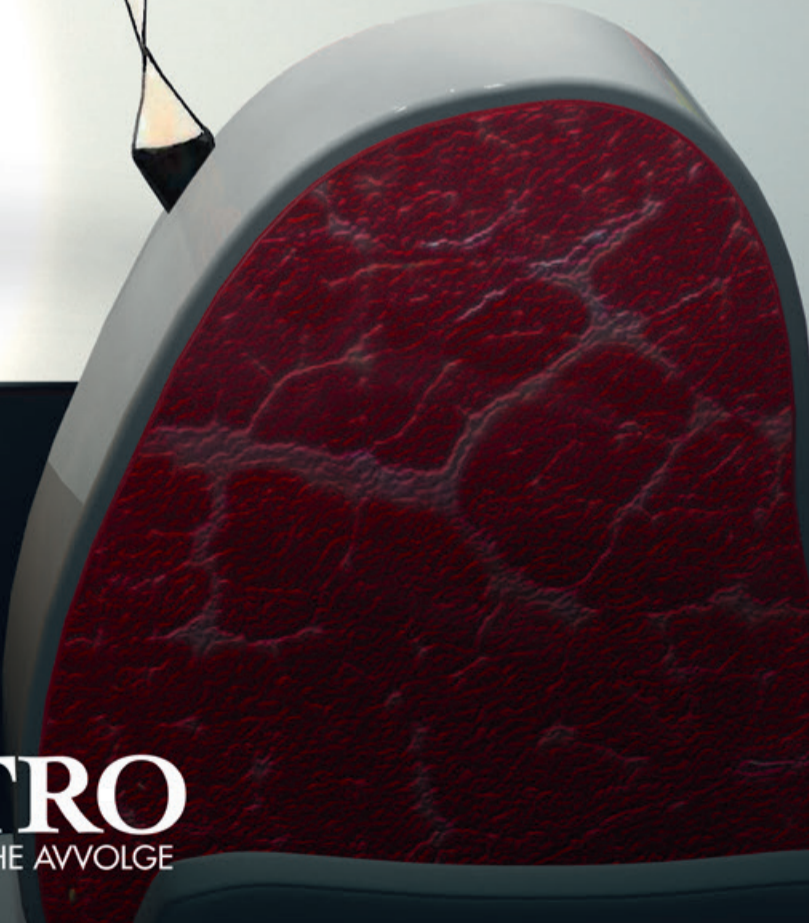
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the end




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THE WATCHWORD IS CLEAN

LABEL TRANSPARENCY IS BOOSTING SALES IN THE UNITED STATES, ACCORDING TO A NIELSEN REPORT. A TREND INTERESTING BOTH SPECIALIZED SHOPS AND GROCERY RETAILERS, AND EXPECTED TO FURTHER INCREASE IN THE YEARS AHEAD.

Modern consumers are more focused on their well-being than they have been in the past. In front of the shelves, they know exactly what they're looking for, and they're willing to pay for it, according to a Nielsen survey called 'It's clear: transparency is winning in the Us retail market'. Recent data issued by Label Insight show that 39% of US consumers say they would switch from the brands they currently buy to others that provide clearer, and more accurate information. Additionally, 73% of consumers surveyed by Nielsen say they

feel positively about brands that share the "why behind the buy" information about their products. And what's more, 68% say they're willing to pay more for foods and beverages that don't contain ingredients that they perceive are bad for them. In some cases, consumers are more interested in knowing what's not included than what is included in the products they buy. In fact, 53% of consumers say the exclusion of undesirable ingredients is more important than the inclusion of beneficial ingredients.

In 2016 the FDA announced plans to update the nutrition facts label for packaged foods to help consumers make healthy, more informed decisions. Among other enhancements, the new label will increase the focus on serving sizes, calorie counts and will include a new line for added sugars. While the date is still not confirmed for mandatory implementation of the new label, in an effort to be proactive with transparency efforts, many manufacturers have already adopted the new format.

Le etichette pulite conquistano gli Usa

In base a un'indagine firmata Nielsen e intitolata 'It's clear: transparency is winning in the Us retail market', la ricerca di prodotti intesi come salutari, senza conservanti e additivi artificiali è diventata di primaria importanza per i consumatori statunitensi. Un'attenzione particolare, dunque, per le cosiddette 'clean label' (etichette pulite), e una predilezione per le aziende attente a temi quali la sostenibilità, la responsabilità sociale e la salvaguardia dell'ambiente. In dettaglio, il 39% dei consumatori Usa dichiara che potrebbe abbandonare i brand abitualmente acquistati sostituendoli con altri che forniscono informazioni più chiare e accurate sui prodotti. E ben il 68% afferma di essere disposto a pagare di più per alimenti e bevande che non contengono ingredienti percepiti come dannosi. Un trend, quello dei prodotti 'clean label', che coinvolge tanto i negozi specializzati quanto la Grande distribuzione organizzata. E che nelle vendite vede primeggiare le aziende medio-piccole, a discapito delle grandi corporation.



THE REPORT

Specialty retailers vs. big grocers

Clean label sales trends aren't limited to natural and specialty retailers: 93% of households have purchased a clean label product at grocery stores, while 70% have purchased at a mass merchandiser/supercenter and 31% at club stores. Today, the mainstream market has embraced the trend, and clean label sales are outpacing sales of traditional products in most food and beverage categories. Looking across the FMCG space, half of all shopping trips now include the purchase of a clean label product. Additionally, only 24% of clean label products are purchased through a promotion or deal, which is lower than the average at retail.

A matter of 'trust'

"Consumer demand for transparency is a conversation about trust", said the Nielsen report, "as only 44% of consumers globally say they trust industrially prepared foods. That means that more than half (56%), on some level, don't trust these products."

As a result, retailers are now busy in changing their assortments across categories, and they're developing private-label products with transparency in mind. Claims like 'natural,' 'organic' and 'gluten free' have become common on the packages of products throughout the store. And these claims are driving notable sales increases. Products that make organic claims, for instance, are up 10% from a year ago.

la spiga bio
dal 1988

Vegan

FRESH PASTA MADE WITH REAL "CAPPELLI" DURUM WHEAT FLOUR

AUTHENTIC DELICIOUS BRAISED SEITAN FILLING

GREAT WITH PORCINI MUSHROOMS AND RED RADICCHIO SAUCE!

BIOFACH
into organic
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Vegan Ravioli With Braised Seitan
ONLY THE VERY BEST QUALITY

Combining only the best quality local ingredients with secret family recipes, our fresh pasta makes it easy to prepare delicious meals at home. We use durum semolina and Italian-cereals flours to make our exceptional, velvety pasta. We don't use any artificial colours, flavours, GMO or preservatives, instead we create superior products that preserve the integrity of the ingredients.

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'CONVENTIONAL' IS LOSING GROUND

When looking at trends across these clean label segments, the shift away from products that are conventional is quite evident, with sales down 0.3%. On the other hand, sales of products that are free from artificial ingredients, clean products, simple (fewer than 10 ingredients), and sustainable are all outpacing conventional products.

LEVELS OF CLEAN LABEL AND FOOD & BEVERAGE SALES GROWTH VS YEAR AGO

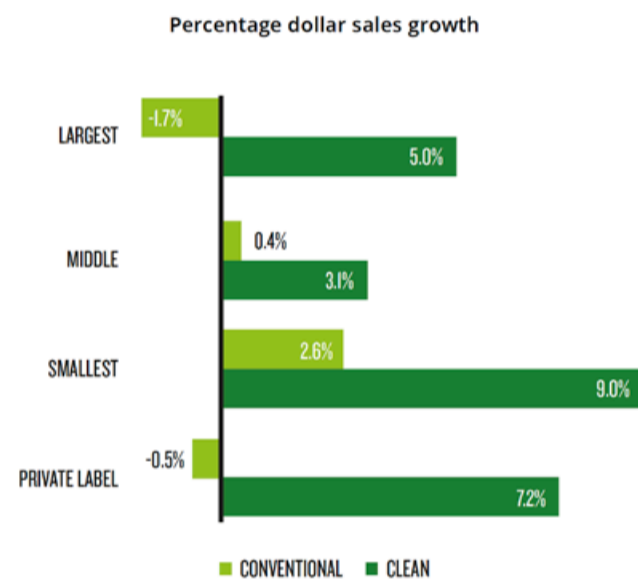


A BUSINESS TAILOR MADE FOR SMALL AND MEDIUM SIZED COMPANIES

In looking at sales trends over the past year, small manufacturers sold the highest share of clean label products when compared with their conventional sales (40% vs. 60%, respectively) than large manufacturers (24% vs. 76%), middle-sized manufacturers (38% vs. 62%) and private-label manufacturers (27% vs. 73%). In addition to delivering on consumer demand, clean labeling has proven to be a way for manufacturers and retailers to distinguish themselves and offer something unique.

*Clean defined as at least free from artificial ingredients
Source: Nielsen Product Insider, total U.S. UPC-coded, 52 weeks ended April 27, 2017

SMALL MANUFACTURERS ARE CAPITALIZING ON THE CLEAN LABEL OPPORTUNITY

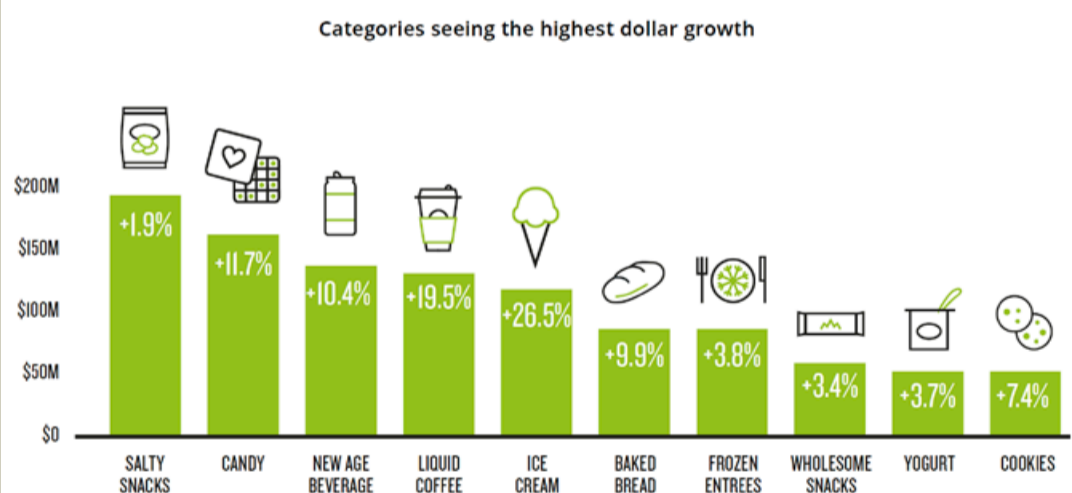


'INDULGENCE' PRODUCTS ARE NOT EXCLUDED

Sales of clean label products aren't limited to foods and beverages that consumers believe are healthful. Contrary to what you might expect, the salty snack, frozen food, cookie and candy categories are seeing marked growth with clean label products. Clean label ice cream, for example, drove an incremental 106 million dollar to the ice cream category, growing dollar sales by 26.5%.

Source: Nielsen Product Insider, powered by Label Insight, 52 weeks ended Jan. 28, 2017

CLEAN LABEL PRODUCTS ARE WINNING ACROSS THE STORE



SUSTAINABILITY SELLS

In addition to capitalizing on consumer desires for clarity around product processing and ingredients, many manufacturers and retailers have extended their transparency initiatives to corporate social responsibility. With amazing results: sales of products with claims related to sustainability are significantly outpacing total store sales.

Source: Nielsen Product Insider, Powered by Label Insight, 52 weeks ended Jan. 28, 2017

SUSTAINABILITY SELLS

Year-over-year sales growth (%) among products with these claims



THE ORGANIC BOOM CONTINUES IN THE US

As consumers increasingly want to know where their food is coming from and what's being added to it, many are gravitating toward organic products as they seek healthy and clean options in food. "As fresh items drive total store success, it's imperative that retailers provide the right mix of conventional and organic products to suit consumer shopping needs", according to a recent Nielsen insight. Through 2017, a variety of fresh products landed in the top 10 categories that US consumers purchased in 2017. Packaged salads led the way, with dollar sales reaching nearly 900 million dollars in the 52 weeks ended Oct. 28, 2017. While the increase was less than 2%, the incremental gain represents more than 16 million dollars in total sales. For top performing retailers, organic contribution to the total fresh department continues to grow, and remains a key factor.

TOP 10 FRESH ORGANIC CATEGORIES

	1	PACKAGED SALAD	\$898,322,218
	2	BERRIES	\$564,760,119
	3	CHICKEN	\$312,756,502
	4	HERBS, SPICES AND SEASONINGS	\$290,591,096
	5	APPLES	\$287,943,653
	6	BEVERAGES	\$266,332,784
	7	CARROTS	\$254,576,223
	8	BANANAS	\$221,360,047
	9	VALUE-ADDED VEGETABLES	\$174,656,646
	10	LETTUCE	\$168,082,230

Source: Nielsen FreshFacts Total U.S., 52 Wks Ending Oct. 28, 2017

the end

Germinal

BIO

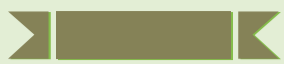
For 40 years we have dedicated ourselves to the production of organic, healthy and functional products, made with raw materials coming from controlled supply chains. We have always been committed to food and environmental sustainability.



NEW! Germinal Bio Gluten Free Crackers are a unique product innovation that contributes to the enlargement of the existing range of gluten free bakery items. A new production line makes these crunchy and delicious snacks which are of course organic, gluten free and without ingredients of animal origins.

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THE ORGANIC SUPREMACY



THE US REMAIN MARKET LEADER

The United States of America are driving the demand for organic with total yearly revenue of about 50 billion dollars in 2017 (source: Organic Trade Association). Incidence of organic on total food sales in the grocery retail market is also increasing, and today exceed 5%. Product offering is getting wider too - with 75% of food categories now offering also an organic option - just like consumption: 82% of US households buy organic.

UNITED KINGDOM: EYES ON FOODSERVICE

The utmost growth of organic sales in the UK continues, according to the 2017 Soil Association Organic Market Report. The report highlights that sales of organic products in the UK were up 7.1% last year, for a total turnover exceeding 2 billion pounds (over 2.3 billion euro). In the food&drink category, organic accounts now for about 1.5% of total sales. In grocery retail, in particular, the category posted a 6.1% growth rate while specialized retailers were up 6.3%. Terrific results also in foodservice, up by +19.1%.

GERMANY IS PAVING THE WAY ACROSS EUROPE

Also in 2017 Germany remained one of the strongest markets for the organic industry. After a 2016 closed with total revenue up 9.9% over previous year, for a value of over 9.4 billion euro (source: Berlin ITA agency, data issued by the German National Association for Organic Farming), 2017 also closed on a rising note, exceeding 10 billion euros, according to forecasts. The demand for organic food is growing in Germany, especially for fresh produce: in the first half of 2017, the sector's total turnover increased by 7.5%, compared to an average increase for the total organic sector of 6.1%. According to the estimates presented in the report 'Organic packaged food market in Germany 2017-2021' by the British company Reportbuyer, forecasts show a compound annual growth rate of 2.93% in the next four years.

FRANCE IS MOVING ON

After closing 2016 with total turnover exceeding 7 billion euro - up 278% over 2007 - the organic industry continues to

post tremendous growth in France. In the first quarter of 2017, sales were up by more than 500 million euro over the same period in 2016 (source: Agence française pour le développement et la promotion de l'agriculture biologique). In the grocery retail channel, total revenue was up 18% over 2016, mainly due to the great performance of minimarkets (+21%) and e-commerce (+31%). Sales in organic specialized shops were up by 12% - equal to 156 million euro. Among the most performing categories we find products for breakfast (+25% in the quarter) and beverage (wines excluded), up by 32% and pushed by fruit juices and beer. Sales of organic wines in modern distribution were up 18% - sparkling, rosé wines and Champagne +35%.

DENMARK HAS THE HIGHEST MARKET SHARE

Also in 2017, Denmark is the country with the highest organic market share: 9.6% of total food sales (source: The Copenhagen Post). Despite final figures related to market growth last year are not available yet - it was +1% in 2016 - total turnover reached 8 billion Danish Crown (about 1.075 billion euro).

SWITZERLAND HAS THE HIGHEST PER CAPITA CONSUMPTION

In 2017 Switzerland was once again the nation with the highest per capita expenses for organic products on a global scale: per capita consumption has reached 299 Swiss Francs (Source: Bui Suisse). With respect to total food sales, organic products account for 8.4%, for a total turnover exceeding 2.5 billion Francs. In the organic sector, fresh produce remains the core business, with revenue of 1.25 billion Francs. The highest market share belongs to eggs (25.5%), while the best performance was achieved by dairy products and cheeses, for a total turnover of 314.4 million Francs.

SWEDEN: A NEVER-ENDING GROWTH

In Sweden, the positive trend of organic sales has been continuing for almost four years. Since 2014, annual growth rates have ranged between 30% and 40%. And between 2014 and 2016 organic sales almost doubled, thus contributing to the

MARKET TRENDS SHOW POSITIVE FUTURE
FOR THE INDUSTRY ALL OVER THE WORLD,
ESPECIALLY IN NORTH AMERICA AND NORTHERN EUROPE.
GLOBAL REVENUE EXCEEDED 90 BILLION DOLLARS.



The organic market is enjoying a strong season all over the world, as highlighted by the most recent data, showing that the industry's global turnover in food and beverage has now reached 90 billion dollars. A boom that is set to continue also in the years ahead, especially in countries where growth rates are higher, namely North America and Northern Europe. On a global scale, the organic food market recorded an annual compound growth rate (Cagr) of 10.9% between 2012 and 2016 (source: MarketLine), with estimates suggesting further acceleration from here until 2021, up to a worldwide turnover of 187.6 billion dollars (Cagr of 13.8%).

growth that, today, has led to a turnover exceeding 27.4 billion Swedish Crown, equal to about 2.8 billion euro (source: Ekoweb). If we consider total food sales in Sweden, sales of organic food today account for 9.3%, up to 25% in the e-commerce. Such an amazing trend bond to continue, as reported by data related to the first half of 2017, when growth ranged between 7 and 8%, for a total value of 1 billion Crowns (over 100 million euros).

**AUSTRIA
IS SPEEDING UP**

Along with Denmark and Switzerland, Austria has always been one of the leading countries in Europe in terms of organic production and consumption. It is therefore not surprising that the share of organic food on total turnover is constantly increasing in the country: if in 2013 it was only 6.7%, in the first half of 2017 it rose to a good 8.6% (source: RollAMA / AMA-Marketing). For a total turnover of over 1.6 billion euro - 75% for modern distribution, 19% for organic specialized and 6% for foodservice.

**Il mercato mondiale
del biologico**

È una carica inarrestabile quella del mercato bio nel mondo. Lo confermano anche i più recenti dati, che segnalano come il fatturato globale del segmento, riferito ad alimenti e bevande, abbia ormai toccato i 90 miliardi di dollari. Uno sviluppo che non intende arrestarsi. Soprattutto se si considerano i tassi di crescita che permangono particolarmente alti, in primis in Nordamerica e nell'Europa del Nord. A livello globale, d'altronde, il mercato del food biologico ha registrato un tasso annuo di crescita composto (Cagr) del 10,9% tra 2012 e 2016 (fonte: MarketLine), con stime che prevedono un'ulteriore accelerazione da qui al 2021, fino al raggiungimento di un fatturato mondiale pari a 187,6 miliardi di dollari (Cagr del 13.8%).



Delicate in taste
Organic grissini twisted by hand



Fiore di Puglia has baked its brand new twisted grissini! All ingredients are from organic agriculture farm-to-table: high quality extra virgin olive oil and flour very rich in fibers! It is baked, not fried, organic, vegan, eatable as snack or as substituted of bread. The new shape is twisted by hand and the taste is really well-balanced. Healthy, but also tasty! The brand new Grissini BIO will be launched during BIOFACH 2018, come visit Fiore di Puglia's booth and taste it!

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THE GROWTH CONTINUES

SALES UP 16% IN THE FIRST TEN MONTHS OF 2017, ACCOUNTING FOR 3.4% OF THE FOOD CATEGORY. PRODUCT RANGES IN HYPERMARKETS AND SUPERMARKETS ARE INCREASING, AT HIGHER PRICES THAN THE AVERAGE. EXCEPT FOR A FEW EXCEPTIONS. ALL YOU NEED TO KNOW ABOUT THE ITALIAN ORGANIC MARKET IN THE FOLLOWING CHARTS.



PRICE OF ORGANIC PRODUCTS VS NON ORGANIC PRODUCTS

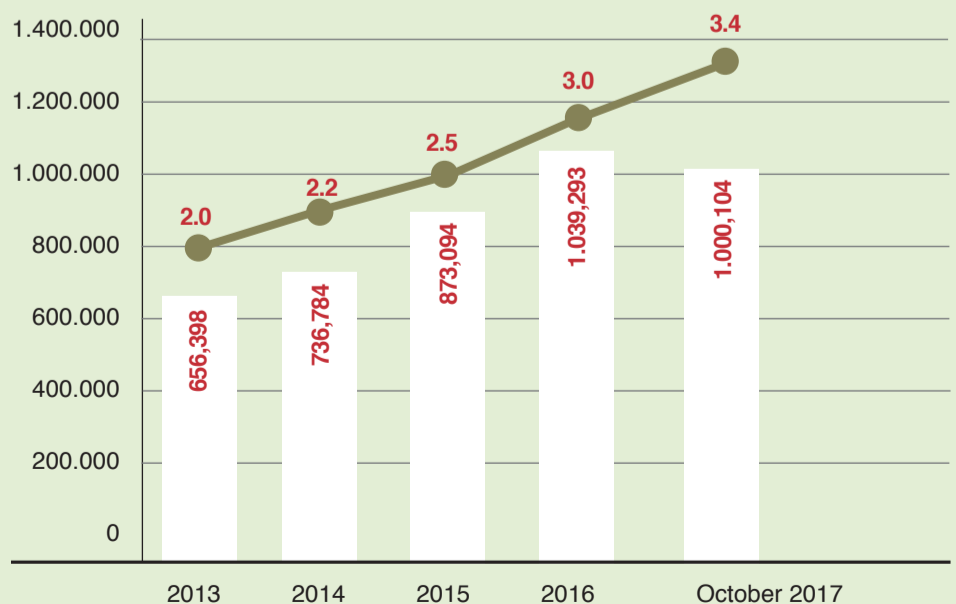
Super + Hyper, October 2017

	SHARE OF ORGANIC ON THE CATEGORY	AV. TREND ORGANIC PRICE	AV. TREND NON ORGANIC PRICE	ORGANIC VS NON ORG. PRICE
Eggs	17.9	-	=	174
Fruit preserves*	100.0	-		
Rice cakes	77.6	+	+	99
Fresh packaged fruit	6.6	+	+++	153
Soy drinks	35.8	-	-	104
Semola dry pasta	6.6	-	-	222
Fresh packaged vegetables	4.6	++	+++	179
Flavored yogurt	7.0	-	=	161
Extra virgin olive oil	5.7	---	++	165
Fresh milk	6.9	+	+	117
Dried fruit	8.7	---	-	160
Soy- based foods	44.7	+	-	97
Ready-prepared fresh vegetables	4.5	-	-	167
Gluten free no protein foods	16.4	++++	+	100
Shortbread biscuits	4.2	+	=	172
Breakfast cereals	8.4	+	=	128
Nectar	10.9	++	-	213
Spreadable creams	7.6	++	+	147
White yogurt	9.2	+	+	126
Wheat flour	14.3	-	=	247

* Only organic - Source: Nielsen, Trade* MIS, Hyper+Super

ORGANIC ACCOUNTS FOR 3.4% OF TOTAL FOOD SALES

Super + Hyper, total organic products at fixed weight



Source: Nielsen, Trade* MIS, Hyper+Super

THE ORGANIC BASKET: MAIN SECTORS

Shopping of organic products (Jan-Jun 2017 %)

Fruit	25.0
Vegetables	21.8
Cereal derivatives	16.5
Milk and milk derivatives	13.6
Other food prod.	10.2
Fresh eggs	4.4
Non alcoholic beverage	3.4
Vegetables oil and fats	1.9
Others*	3.3

* Includes: meat, fish, honey, cured meats, beer, wine and sparkling wine, other alcoholic beverage

Source: Ismea - Nielsen

ORGANIC: THE MOST PERFORMING CATEGORIES

Mln euro 2016/2015

WHO SOLD THE MOST?

Ready meals	2,1
Dehydrated fruit	2,1
Shortbread biscuits	2,2
Fresh milk	2,2
Honey	2,3
Pure fresh juice	2,3
Tuna in oil	2,9
Dry pasta	3,1
Breakfast cereals	3,8
Soy drinks	5
Yogurt	5
Ready-prepared fresh veg.	5,2
Eggs	6
Dry fruit	6,1
Packaged vegetables	6,3
Spreadable creams	6,7
Gluten free items	8,6
Rice cakes	8,9
Packaged fruit	11,6

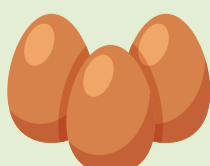
Source: Ismea - Nielsen

Market share on total organic food sales

BEST SELLERS

Ready meals	0,3
Dehydrated fruit	0,7
Shortbread biscuits	2,3
Fresh milk	3
Honey	1,4
Pure fresh juice	0,6
Tuna in oil	0,3
Dry pasta	(n.d)
Breakfast cereals	1,6
Soy drinks	(n.d)
Yogurt	2,8
Ready-prepared fresh veg.	1,9
Eggs	(n.d)
Dry fruit	2,5
Packaged vegetables	3,6
Spreadable creams	1,6
Gluten free items	1,8
Rice cakes	(n.d)
Packaged fruit	5,2

Source: Ismea - Nielsen



Organic share on the category (%)

Packaged fruit	6.1	Breakfast cereals	6.8
Rice cakes	78.4	Dry pasta	6
Gluten free items	13.5	Tuna in oil	0.5
Spreadable creams	6.6	Pure fresh juice	23.9
Packaged vegetables	4.7	Honey	16.4
Dry fruit	6.7	Fresh milk	6.3
Eggs	16.2	Shortbread biscuits	4.2
Ready-prepared fresh veg.	3.5	Dehydrated fruit	5.8
Yogurt	6	Ready meals	3.6
Soy drinks	34.7		

Source: Ismea - Nielsen

Biologico in Italia: la crescita continua

Ancora numeri da record per il comparto bio. Nei primi dieci mesi del 2017, come rileva una recente analisi Nielsen, si confermano i trend molto positivi dei prodotti biologici a peso imposto: +16% tra Iper e Super. Dopo sette anni di crescita a doppia cifra, quella del biologico è diventata una presenza importante nel carrello degli italiani, arrivando a pesare il 3,4% delle vendite totali dell'alimentare (tra confezionato, bevande, freddo, fresco, pets). In questo scenario è cruciale il ruolo giocato dalla Marca del distributore, anche se ultimamente ha visto calare la propria quota nel settore da 41,3% a 41,1%. Il trend, comunque, rimane positivo: +15,3%.

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EU AGRICULTURE WITNESS DOWNWARD TREND



ACCORDING TO EUROSTAT, TOTAL OUTPUT DROPPED BY 2.8 PERCENTAGE POINTS IN 2016, AT 405 BILLION EURO. WITH A 23% MARKET SHARE, ITALY RANKS SECOND AFTER FRANCE.

Total agricultural output in the European Union was worth 405.0 billion euro in 2016, down by 2.8% over 2015, according to Eurostat, the statistical office of the European Union. With 70.3 billion euro - or 17% of the EU total - France had the highest total agricultural output across Member States. Followed by Italy (53.4 billion euro, or 13%), Germany (52.9 billion euro, or 13%), Spain (46.8 billion, or 12%), the United Kingdom (27.9 billion, or 7%), the Netherlands (27.0 billion, or 7%), Poland (22.4 billion, or 6%) and Romania (15.4 billion, or 4%).

The rise of Slovakia and the shrinkage of Estonia

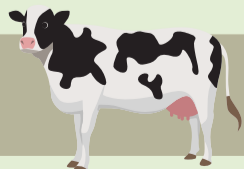
In 2016, the value of agricultural output followed contrasting patterns between the EU Member States. In relative terms, the highest increase was recorded in Slovakia (+10.7%), ahead of Poland (+4.6%), Hungary (+4.1%), the Czech Republic (+3.5%) and Croatia (+3.4%). On the other hand, the largest fall was registered in Estonia (-19.8%), followed by Latvia (-8.3%), France (-6.5%), Denmark (-5.4%) and Slovenia (-5.2%).

Value drop for cereals, milk and cattle

The 2.8% decrease in EU agricultural output in 2016 can be mainly attributed to a fall (by 3.3%) in the value of animal output, mainly due to a decrease in prices (by 4.9%), partly compensated by an increase in volume (by 1.7%). This overall decrease in the value of animal output is mainly due to falls by 5.2% for milk and by 3.6% for cattle. The value of crop output decreased by 2.5% in the EU with prices were down by 1.8% and volume down by 0.7%. The 13.5% decrease registered for cereals was partly compensated by increases of 23.5% for potatoes, of 4.5% for forage plants and of 2.7% for industrial crops.

Europa: produzione agricola in calo del 2,8% nel 2016

In base ai dati Eurostat, nel 2016 la produzione agricola europea è risultata in flessione del 2,8% rispetto all'anno precedente, per un valore complessivo di 405 miliardi di euro, inclusi raccolti, allevamento, prodotti e servizi per l'agricoltura. La Francia guida la classifica dei paesi con la produzione più alta (70,3 miliardi di euro) seguita dall'Italia (53,4 miliardi) e dalla Germania (52,9 miliardi).



2016 European Agricultural Output
405 billions €

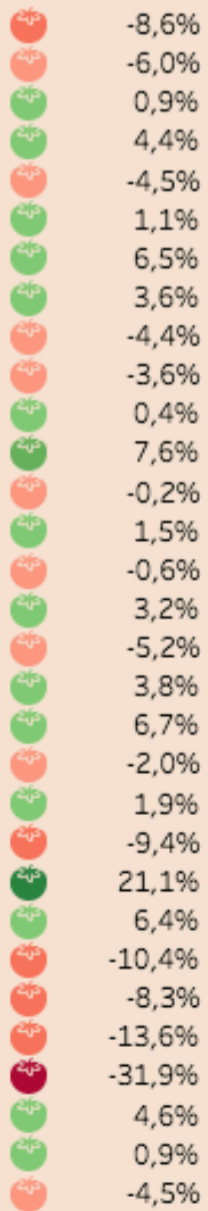
-2,8%
vs 2015

France	70,3	-6,5%
Italy	53,4	-4,4%
Germany	52,9	-0,2%
Spain	46,8	2,9%
United Kingdom	27,9	-3,3%
Netherlands	27,0	1,0%
Poland	22,4	4,6%
Romania	15,4	0,9%
Greece	10,4	-4,8%
Denmark	9,7	-5,4%
Switzerland	9,4	0,7%
Hungary	8,3	4,1%
Belgium	8,0	-1,0%
Ireland	7,4	0,3%
Portugal	6,9	-2,5%
Austria	6,8	0,5%
Sweden	6,0	-1,9%
Norway	5,0	2,4%
Czech Republic	4,9	3,5%
Finland	4,3	-0,1%
Bulgaria	4,0	-0,7%
Lithuania	2,8	-4,6%
Slovakia	2,4	10,7%
Croatia	2,2	3,4%
Latvia	1,3	-8,3%
Slovenia	1,2	-5,2%
Cyprus	0,7	0,9%
Estonia	0,7	-19,8%
Iceland	0,5	2,2%
Luxembourg	0,4	1,8%
Malta	0,1	-2,4%

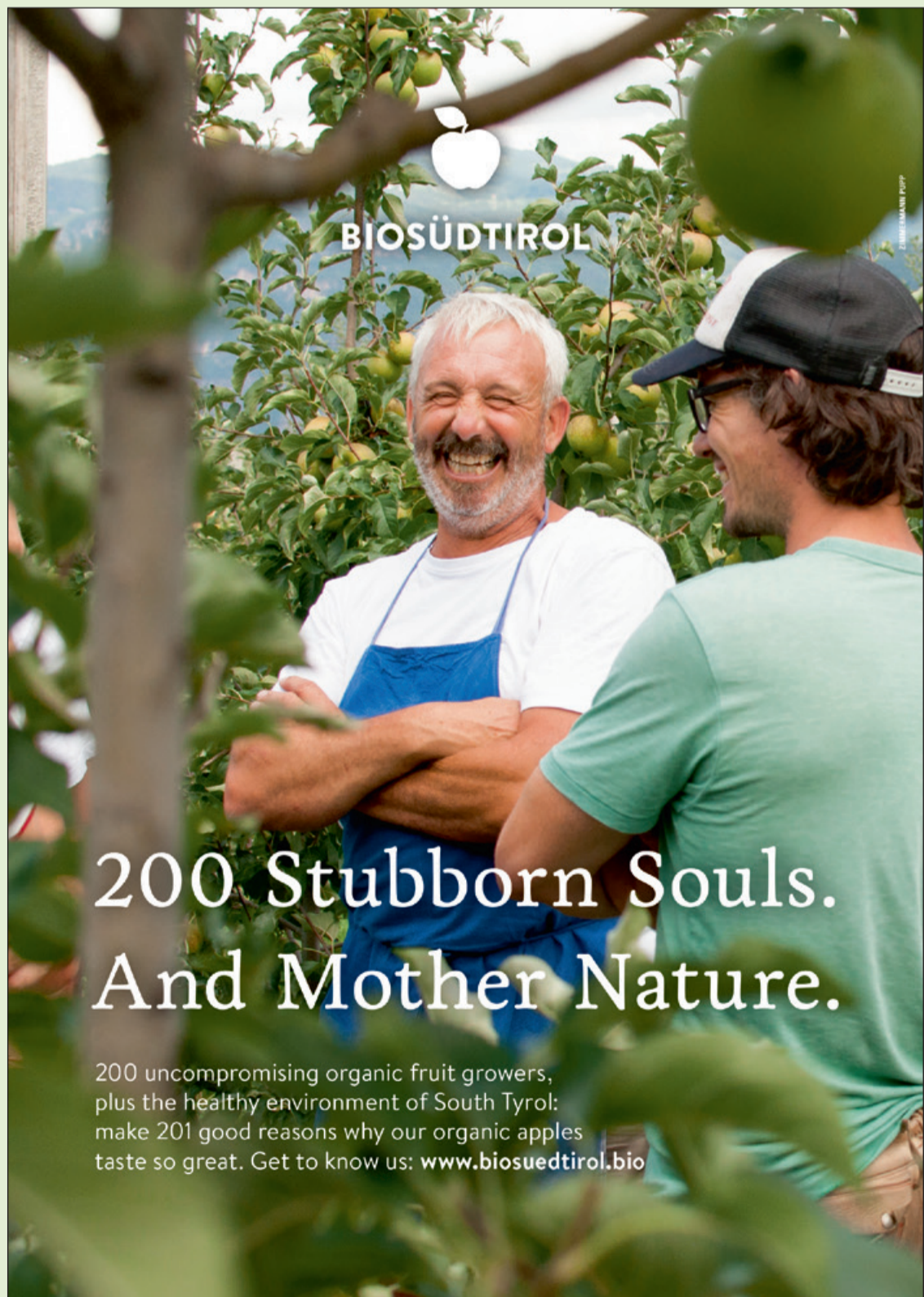
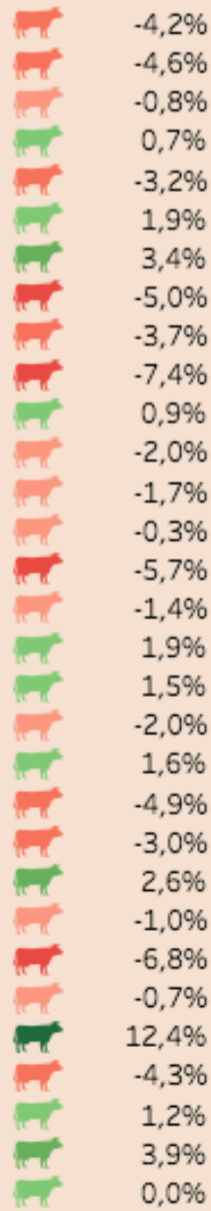
Data by eurostat - Elaborated by Il Sole 24 Ore



Crop Output
-2,5%
vs 2015



Animal Output
-3,3%
vs 2015



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FUMAGALLI SETS A NEW BENCHMARK IN EUROPE

THE ITALIAN COMPANY WAS CHOSEN BY THE EU COMMISSION FOR THE MAKING OF A TRAINING VIDEO DIRECTED TO EUROPEAN BREEDERS. SHOWING THAT IT IS POSSIBLE TO REAR PIGS WHILE RESPECTING THEIR WELFARE.

A company at the forefront of animal welfare. Chosen by the EU commission to raise awareness throughout European breeders on this topic. The protagonist of this beautiful story is Fumagalli Industria Alimentari, a family business now in its fourth generation headquartered in Tavernerio, in the province of Como, that has been focusing on animal welfare for more than 25 years and now exports to more than 20 countries. This led to an informative documentary of more than seven minutes, recorded between Mantua and Cremona, and then published on the website of the European Commission.

In the video, Pietro Pizzagalli, head of the Fumagalli supply chain, shows some of the company's best practices: tail docking is generally performed in piglets to avoid cannibalism. A problem that is usually determined by stressful situations, caused by multiple factors such as high breeding densities inside pens, inadequate environment conditions, poor air quality, incorrect nutrition, boredom and frustration due to the impossibility of performing characteristic behaviours of their species, poor hygiene of spaces. Therefore, the challenge of leaving the tail intact requires utmost attention toward animals in order to make sure that the breeding conditions are appropriate to satisfy their needs.

"A long time ago our company made a decision on animal welfare in breeding. A choice awarded by clients and consumers," said Arnaldo Santi, marketing manager at Fumagalli. "Today, our example can provide help and inspiration to other companies willing to improve the living conditions of animals. An ethical decision that will also determine higher quality products."

Among the recognitions gained for its commitment, in 2016 Fumagalli was awarded with the 'Good Pig' by Compassion in world farming (Ciwf), an international non-profit animal advocacy organization dedicated to preventing cruelty to farmed animals. In 2015, on the occasion of Expo Milan, Fumagalli had already been awarded with the 'Good Pig' commendation for sows.

Benessere animale: Fumagalli fa scuola in Europa
Un'azienda all'avanguardia sull'animal welfare. Tanto da essere scelta dalla Commissione Ue per sensibilizzare tutti gli allevatori europei sul tema grazie a un video informativo di oltre sette minuti, girato tra Mantova e Cremona, pubblicato sul sito della Commissione Europea. Protagonista della vicenda è Fumagalli Industria Alimentari, con sede a Tavernerio, in provincia di Como, azienda a conduzione familiare che da oltre un quarto di secolo punta sul benessere animale e oggi esporta in più di 20 Paesi.

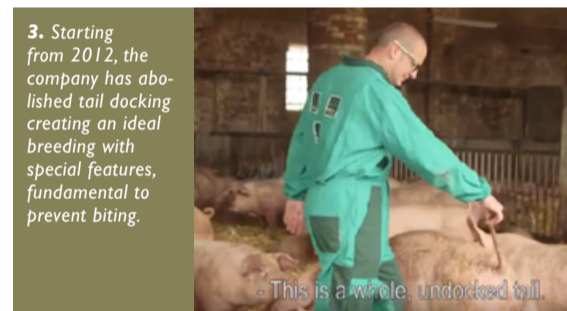
THE DOCUMENTARY



1. The video begins with a short description of the company, able to manage the entire supply chain from raw materials to final product.



2. The word to Pietro Pizzagalli, head of the Fumagalli supply chain.



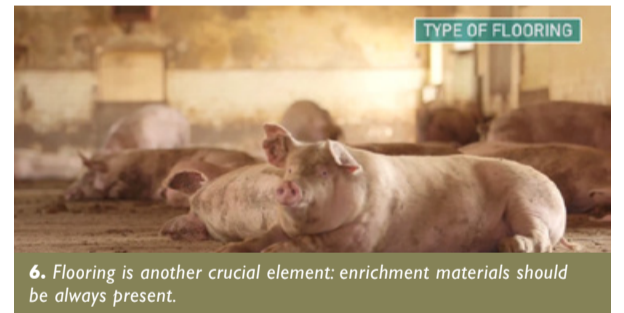
3. Starting from 2012, the company has abolished tail docking creating an ideal breeding with special features, fundamental to prevent biting.



4. To manage competitive behaviours is of utmost importance: aggressiveness is reduced if animals are allowed to behave naturally.



5. Air flows cause animals to become angry and upset: "We have naturally and artificially ventilated barns, and according to scientific parameters we can understand air quality degree."



6. Flooring is another crucial element: enrichment materials should be always present.



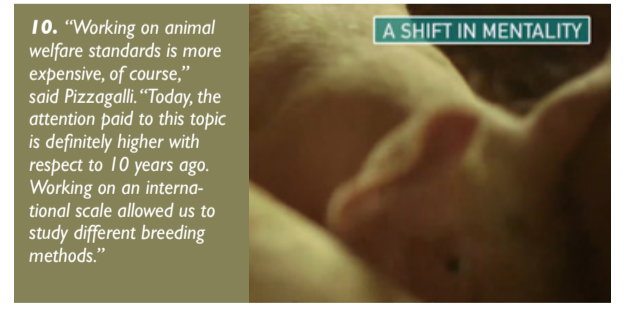
7. "Among these materials, hay is the one that prevents tail biting. Simply because it arouses the interest and curiosity of animals and keeps them busy," said Pietro.



8. In such an environment, pigs can identify areas where they can eat and rest. And they can freely move around if their tails and ears are intact.



9. Nutrition is also fundamental: "To use specific feeding for every different age helps maintain intestinal health, which also contributes to reduce aggressiveness."



10. "Working on animal welfare standards is more expensive, of course," said Pizzagalli. "Today, the attention paid to this topic is definitely higher with respect to 10 years ago. Working on an international scale allowed us to study different breeding methods."



11. "These standards makes us very proud of our supply chain," said Pizzagalli.



12. The video ends with a recap of the best practices to prevent tail biting.



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THE KINGDOM OF PRIVATE LABEL

A 'JOURNEY' THROUGH THE GERMAN GROCERY RETAIL WORLD. AIMED AT UNDERSTANDING HOW AND HOW MUCH ORGANIC PRODUCTS ARE WIDESPREAD IN REWE, ALDI AND KAUFLAND STORES.

The offer of organic products in German grocery retail stores almost exclusively belongs to private labels. A trend observed in three out of three retail stores checked on the past 30th January in Cologne, pertaining to three of the largest supermarket and discount chains of the country: Rewe, Aldi and Kaufland. Big industrial brands - including Italian brands - stand out on the shelves mainly in relation to 'conventional' products - like Barilla, De Cecco and Buitoni for pasta, Citterio and Negrini for cured meats, Ferrero and Balconi for sweets, Grana Padano and Parmigiano Reggiano for cheeses - but they are almost absent or not much evident in all other sectors. In regard to organic, private labels are the first - and sometimes the only - to catch consumers' eyes. And they range from fresh to packaged food, from wine to beverage. Symptom of great attention and a high degree of trust from German consumers for private labels, and of a low degree of penetration from big industrial brands, especially the international ones.

Il Regno della Private Label

L'offerta di prodotti biologici nei punti vendita della Gdo tedesca è a quasi completo appannaggio dei Marchi del distributore. Un trend riscontrato in tutti e tre i punti vendita visitati lo scorso 30 gennaio a Colonia. E appartenenti a tre delle maggiori catene di supermercati e discount del Paese: Rewe, Aldi e Kaufland. I grandi marchi industriali, anche italiani, spiccano a scaffale soprattutto nel caso dei prodotti 'convenzionali', ma sono quasi assenti o poco 'evidenti' in tutti gli altri comparti. Nel caso del biologico, le linee a Mdd sono senza ombra di dubbio le prime, se non le sole, a catturare l'occhio del consumatore.

ALDI

Dürener Strasse 56-60, Cologne
Opening times - Mon-Sat: 08 am - 20 pm



Not much welcoming and untidy right from the entrance. It offers both food and non-food products.



In the store you can find an automatic fresh bread and pizza vending machine.



Many ready-to-eat and ready-to-cook packaged products are on sale.



The presence of organic products is almost exclusively linked to the retailer's private label 'Bio'



Fruits and vegetables are treated poorly.



Not much widespread but well organized the wine offer. Few organic products in evidence.

follow



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5StarWines
THE BOOK



STORE CHECK

KAUFLAND

Thebäerstraße, Cologne
Opening times - Mon-Sat: 07 am - 22 pm



The store has a large - maybe even too large - surface, developed on two floors. The ground floor is dedicated to any kind of non-food and beverage products. The first floor is instead dedicated to food products.



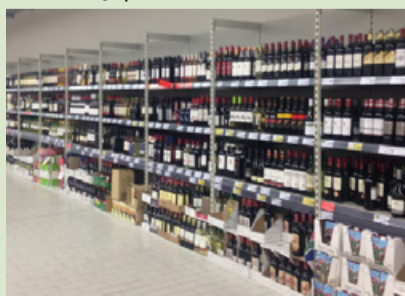
All around the frozen food area are located the shelves for meats and cured meats. The offer, in this case, is wide and varied. Here you can find also a counter with staff.



Two large areas are dedicated to fruits and vegetables and frozen food respectively.



A less developed but well-provided area is dedicated to cheeses and dairy products.



The presence of organic products is not much widespread. Maybe because they literally 'get lost' among so many conventional products.

REWE



A nice, middle-sized store, mainly distributing food & beverage products. Well-finished, even if not much widespread, the sales area dedicated to fruit and vegetables, placed right at the entrance of the store.



Wines are located in a dedicated area, with a clear layout: foreign wines are split according to their country of origin and organic wines are distinguished by a clear tag.



The offer of bread is incredibly wide if compared to average Italian retail stores. Less developed, as a direct consequence, the offer of bread substitutes.

Hohenstaufenring 30, Cologne
 Opening times - Mon-Fri: 07 am - 12 pm - Sat: 07 am - 12 pm



A whole shelf is dedicated to gluten-free products branded Dr. Schär.



The offer of ready-to-eat, ready-to-cook meals and vegetable alternatives is definitely wide and varied.



Broad the range of cured meats, also organic. To notice, in this case, the widespread presence of round-shaped packaging.



The Rewe Bio organic range is a cross-category product range that always stands out of the shelves.



the end



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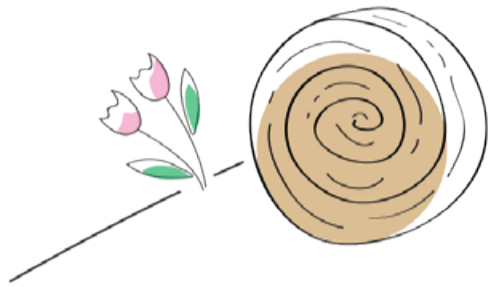
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ANIMAL WELFARE EXISTS

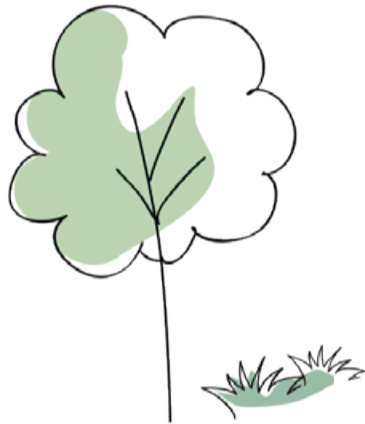


Anyone who knows us knows how committed we are to improving the living conditions of the pigs on our breeding farms. This commitment has been rewarded with international awards for our animal welfare policies and we have set up our own projects, whose conditions are often more stringent than the actual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



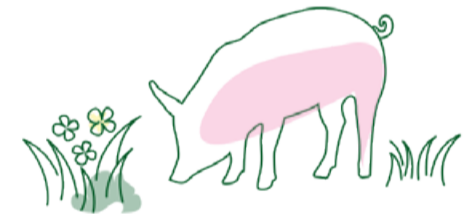
NO MUTILATION

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

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