



Certificato da Organismo
di controllo autorizzato dal Mipaaf

UN SAPORE CHE TI PUGLIA



Qualità garantita
dalla Regione Puglia

P.D.O. Mozzarella di Gioia del Colle.

Brand new: P.D.O. Mozzarella di Gioia del Colle.



Instantly recognisable flavour,
with an instantly recognisable logo.

The PDO logo guarantees that the mozzarella you're taking home has been made to the specifications required under official production regulations. To ensure your cheese has all the goodness and freshness of real PDO Mozzarella di Gioia del Colle, now all you have to do is look for these logos on the packaging.



UN SAPORE CHE TI PUGLIA
prodottideliziosa.it

PACKAGING & MATERIALS

Parma Ham: "Tell it with a bag"



The Consortium chose Esseoquattro's Ecopackaging System for its fresh-preserving bags. That have been warmly adopted by around 200 'Specialists' across Europe.

page 10

ZOOM

Calabrian soul



Typical, authentic and full of taste. For generations, San Vincenzo has been producing the traditional deli meats of Italy's most southern region. In a unique, fresh-air mountain environment.

page 11

THE INTERVIEW

Biscottificio Verona: the quality of made in Italy

A wide range of traditional pastry delicacies. A new plant to double the production of Savoiardi. The set-up of a b2b meeting platform and increased resources to boast its presence in the US and China. Interview with Claudio Rizzi, export director.



page 12

FOCUS ON

High in taste, low in salt



Salumificio Vitali presents a groundbreaking innovation for dry-cured hams. A product that satisfies the consumers' need for food that is delicious and healthy at once. And that is eco-friendly too.

pages 14 and 15

THE COMPANY

Food pioneers since 1969



The constant research applied to innovative products and the adoption of cutting-edge technologies have always been a Sterilgarda Alimenti hallmark. A focus that, over time, has been successfully extended to a wide range of products. And which determined its undisputed success on global markets.

page 16



In partnership with ITA ITALIAN TRADE AGENCY

YEAR 9 - N° 7/8 • SEPTEMBER/OCTOBER 2021
MANAGING DIRECTOR: ANGELO FRIGERIO

THE ITALIAN FOOD MAGAZINE BUYER'S • GUIDE

Editore: Edizioni Turbo Srl - Corso della Resistenza, 23 - 20821 Meda (MB)
Tel. +39 0362 600463/4 Fax. +39 0362 600616 - Stampa: Ingraph - Seregno (MB)
Poste Italiane Spa - Sped. in Abbonamento Postale DL 353/2003
(conv. in L. 27.02.2004, n.46) art. 1, comma 1, LO/Mi -
In caso di mancato recapito inviare al CMP di Milano Roserio per la restituzione
al mittente previo pagamento resi.



The pandemic did not halt the growth of store brands around the world, also due to their great value for money. A result achieved thanks to the excellent collaboration between retailers and companies. As evidenced in this survey among Italian third-party manufacturers.

from page 63 to page 77

PRODUCT SHOWCASE

ITALIAN FOOD IS BACK (in business)

We're entering the busy holiday shopping season and plenty of new products are hitting store shelves as well as e-commerce platforms. Some of them made their debut on the past weeks, others will be presented 'in grand style' to global market at the upcoming Anuga and Tuttofood. After roughly two years of 'isolation', manufacturers are indeed paving to show importers, retailers and food service professionals their latest product launches.

from page 27 to page 54

REPORTAGE

RETURN OF THE BUYERS

Will they come or not? This was the big question that 'snaked' through Cibus' corridors before the Parma-based trade show opened its doors, on August 31st. Finally, to the delight of companies and organizers, a good presence was registered. We interviewed 15 of them. Each with his own story and goals, but all fueled by the same passion: that for good Italian food.

from page 17 to page 21

CHARCUTERIE

Devodier: "Quality is a universal language"



The new products launched by the Parma-based company, master in premium traditional deli meats. From the 'big-sized' trays to the High Care line, with a focus on sustainability and animal welfare.

page 56

SWEETS

Bulgari: "We are the candy family"



One of the largest Italian marshmallow producers can boast a 140-year-long history. And a range made of true milestones of our confectionery tradition.

page 58

DELI MEATS

Pre-sliced masters



Despite the pandemic, Salumificio San Paolo closed 2020 with a 20% growth in revenue. Thanks to a business model built on the highest flexibility, and to a range of cooked and dry-cured specialties that meet the consumers' growing demand for convenience.

page 60

SWEET BAKERY

BHB Italia: "Innovative by vocation"



A wide and varied range of formats, tastes and packaging solutions. For the Venetian company, sponge cake is an 'mastery' handed down for generations, yet subject to constant transformation.

page 62



EDITORIAL

by Federica Bartesaghi

Optimism is contagious

After all the worries and doubts, finally comes the joy. The joy to meet and talk with each other, to talk about business. Cibus, which took place in Parma from 31 August to 3 September, - the long-awaited first return to normality in b2b business relations after the pandemic - gave the sector that injection of courage and positivity that is desperately needed. Luckily, the trade show took place and closed in all serenity, for exhibitors and visitors alike. And for both it represented a real turning point.

Exhibitors, those who believed and participated in this very first international 'in presence' event, were satisfied. More than one, after the event, took courage and decided to join other events that will take place in the coming months, leaving all uncertainties aside. There are indeed two strategic f&b trade shows just around the corner: the first is the 'colossal' Anuga in Cologne (9-13 October); the second, once again in Italy, is Tuttofood in cosmopolitan city of Milan (22-26 October). A large, very large number of market operators believed

in the cancellation of one if not all of these events, but today companies and buyers are ready to enter their gates with enthusiasm. And buyer are those who surprised us the most.

During Cibus we had the pleasure to meet face to face with many of them, coming from all over the globe: United States, Japan, Russia, Poland, Scandinavian countries, Mexico, Denmark, Iran, Kazakhstan, United Arab Emirates and more. As evidenced in the interviews we made, and that you can find from page 17 to page 21 of this magazine, the opinion was unanimous: Cibus is a beautiful and well-organized trade show. Italian companies are amazing partners for all distribution channels. And their products, we report with particular pride, "are a source of inspiration for consumers all over the world". Many buyers were already planning a visit to Cologne and Milan in October. Because you know, optimism is contagious. And now that the ice has been broken, and the engine has finally started again, let's not make it stop.

L'ottimismo è contagioso

Dopo le preoccupazioni e l'incertezza, finalmente la gioia. Di ritrovarsi, di raccontarsi, di parlare di affari. Il Cibus che si è svolto a Parma, dal 31 agosto al 3 settembre, - il tanto atteso primo ritorno a una normalità nelle relazioni di business b2b dopo la pandemia - ha dato al settore quell'iniezione di coraggio e buon umore di cui c'era tanto bisogno. Fortunatamente, la rassegna si è infatti svolta e chiusa in completa serenità, tanto per gli espositori quanto per i visitatori. E per entrambe le categorie ha rappresentato un vero momento di svolta.

Gli espositori, quelli che a questo primo evento internazionale 'in presenza' hanno creduto e aderito, sono stati soddisfatti. Più di uno, dopo la manifestazione,

ha preso coraggio e ha deciso di aderire anche ad altre fiere che si svolgeranno nei prossimi mesi, mettendo da parte ogni titubanza. All'orizzonte ci sono infatti due manifestazioni chiave per l'agroalimentare: la prima è la 'colossale' Anuga di Colonia (9-13 ottobre); la seconda, ancora una volta in Italia, è Tuttofood nella cosmopolita Milano (22-26 ottobre). In tanti, tantissimi davano per certo l'annullamento di una se non tutte queste fiere. Ma ad oggi, aziende e buyer sono pronti a varcarne i cancelli con entusiasmo.

Ed è proprio dai buyer che ci arriva la sorpresa più grande. Nel corso di Cibus abbiamo avuto il piacere di parlare a quattr'occhi con molti di loro, provenienti da ogni parte del globo: Stati Uniti,

Giappone, Russia, Polonia, Paesi Scandinavi, Messico, Danimarca, Iran, Kazakhstan, Emirati Arabi Uniti e altri ancora. Come evidenziato nelle molte interviste fatte, che trovate da pag 17 a pag 21 del giornale, il giudizio è stato unanime: Cibus è una fiera bella e ben organizzata. Le aziende italiane sono partner d'eccezione per tutti i canali distributivi. E i loro prodotti, riportiamo con particolare orgoglio, "sono una fonte di ispirazione per i consumatori di tutto il mondo". Molti buyer stavano infatti già programmando una visita a Colonia e Milano, in ottobre. Perché si sa, l'ottimismo è contagioso. E ora che il ghiaccio è stato rotto, e la macchina è finalmente ripartita, guai a fermarla.

#PERFECTTOMATCH

UHT MASCARPONE

The collage illustrates the versatility of Sterilgarda UHT Mascarpone. It shows the product being used in various Italian desserts: a strawberry-topped glass, a classic tiramisu, and a bowl of fresh mascarpone. The central focus is a box of Sterilgarda Mascarpone, highlighting its 100% Italian milk origin and long shelf life. Surrounding the box are fresh ingredients like strawberries, a milk pitcher, and chocolate, emphasizing its role in high-quality Italian cuisine.

sterilgarda
alimenti

STERILGARDA.IT

NEWS

NUOVO, ELEGANTE PACK PER LA LINEA DI FRIZZANTI 'FIRMATI' CANTINE MASCHIO

Cantine Maschio porta sugli scaffali della Grande distribuzione la sua rinnovata linea di vini frizzanti Igt, caratterizzata un importante restyling grafico. Un nuovo look che parte proprio da un segno distintivo: la firma di Maschio apposta sulla bottiglia. "Come le migliori opere d'arte sono firmate dall'artista che le ha ideate, così ogni referenza avrà un 'autografo', un certificato di qualità", spiega la cantina. La linea di vini frizzanti Igt Cantine Maschio, che comprende: Chardonnay, Pinot Rosa, Sauvignon, Verduzzo e Pinot Bianco.



New look for the line of sparkling wines 'signed' by Cantine Maschio

A new, more elegant look for the winery's Igt sparkling wines line, that also features a distinctive sign: the Maschio signature on the bottle. "Just like art masterpieces are signed by the artist who created them, so every bottle has an 'autograph' on it, a quality guarantee," the winery explains. The Cantine Maschio Igt sparkling wines line includes: Chardonnay, Pinot Rosa, Sauvignon, Verduzzo and Pinot Bianco.

FRUITIMPRESE: RIPARTE L'EXPORT DI ORTOFRUTTA. OBIETTIVO 5 MILIARDI A FINE ANNO

Torna a crescere, a volume (+13,9%) e a valore (+10%) l'export di ortofrutta italiana nel primo semestre del 2021. Per un totale di 1,8 milioni di tonnellate e 2,6 miliardi di euro. In calo invece, rispettivamente del -9,5% a valore e dell'8,1% a volume, le importazioni. Con il saldo che torna in territorio positivo: 635 milioni euro (valore) e 12.735 tonnellate (volume). Lo rendono noto le elaborazioni dei dati Istat realizzate da Fruitimprese, l'Associazione che riunisce le imprese ortofrutticole italiane, e ripresi da Il Sole 24 Ore. Il trend in ripresa riguarda sia la frutta fresca (+16,5%, oltre 1,1 miliardi euro) sia la frutta secca (+37,3%, oltre 317 milioni euro). I prodotti campioni di export sono le mele per un controvalore di quasi 522 milioni euro (+15,45%), i kiwi (quasi 277 milioni euro, +18,34%), le pere (quasi 64 milioni euro, +46,80%). Bene anche nocchie sgusciate (+126%, 155,5 milioni euro) e avocado (+49%, oltre 49 milioni euro). Il raffronto con il primo semestre del 2019 - quindi nel pre-pandemia - mostra una crescita dell'export di ortofrutta italiana del +22%. Secondo le previsioni di Fruitimprese a fine 2021 il comparto dovrebbe superare i 5 miliardi di euro di export.

Fruitimprese: fruit and vegetable export restarts. Aiming to 5 billion by the end of 2021

Italian fruit and vegetable exports are growing again, in volume (+13.9%) and value (+10%), in the first half of 2021. For a total of 1.8 million tons and 2.6 billion euros. On the other hand, imports decreased by 9.5% in value and 8.1% in volume. With the balance returning positive: 635 million euros (value) and 12,735 tons (volume). This was announced by Fruitimprese, the Association that brings together Italian fruit and vegetable companies, based on Istat data processed by Il Sole 24 Ore. The upward trend concerns both fresh fruit (+16.5%, over 1.1 billion euros) and dried fruit (+37.3%, over 317 million euros). The 'export champions' are apples for a counter-value of almost 522 million euros (+15.45%), kiwis (almost 277 million euros, +18.34%) and pears (almost 64 million euros, +46.80%). Shelled hazelnuts (+126%, 155.5 million euros) and avocados (+49%, over 49 million euros) also performed well. The comparison with the first half of 2019 - i.e. before pandemic - shows a growth in exports of Italian fruit and vegetables of +22%. According to Fruitimprese forecasts, by the end of 2021, the sector should exceed 5 billion euros in exports.



THE ITALIAN FOOD MAGAZINE
Managing director: ANGELO FRIGERIO
Edited by: Edizioni Turbo Srl - Palazzo di Vetro
Corso della Resistenza, 23 - 20821 - Meda (MB)
Tel. +39 0362 600463/4/5/9 Fax. +39 0362 600616
e-mail: info@tespi.net
Anno 9 - numero 7/8 - settembre/ottobre 2021

Periodico bimestrale - Registrazione al Tribunale
di Milano n. 38 del 25 febbraio 2015
Stampa: Ingraph - Seregno (MB)

Poste Italiane Spa - Sped. in Abbonamento Postale
DL 353/2003 (conv. in L. 27.02.2004, n.46) art. 1, comma 1, LO/MI

Una copia 1,00 euro - Abbonamento annuo 20,00 euro
L'editore garantisce la massima riservatezza dei dati personali in suo possesso. Tali dati saranno utilizzati per la gestione degli abbonamenti e per l'invio di informazioni commerciali. In base all'Art. 13 della Legge n° 196/2003, i dati potranno essere rettificati o cancellati in qualsiasi momento scrivendo a: Edizioni Turbo S.r.l.

Responsabile dati: Angelo Frigerio
Corso della Resistenza, 23 - 20821 Meda (MB)

CRESCE L'EXPORT DI ASIAGO DOP: +16,7% NEL PRIMO SEMESTRE 2021

L'Asiago Dop cresce a doppia cifra nei mercati esteri. Nel primo semestre 2021, infatti, l'export è aumentato di +16,7%, con un giugno da record che ha fatto segnare un +41%. Si rafforza la presenza in Svizzera e Germania, aumenta quella in Usa e Canada mentre il Consorzio di tutela annuncia l'avvio della nuova azione di sistema che, per la prima volta, coinvolgerà non solo i soci, ma, anche, i principali esportatori nazionali nella promozione e diffusione dell'Asiago Dop nei mercati esteri. In Europa, la Svizzera continua ad essere il primo mercato, con un significativo +29%, mentre la Germania, con un +13,6%, consolida il suo importante ruolo di secondo paese europeo. Brillante anche l'andamento extraeuropeo, con gli Usa che incrementano di quasi il 31% e il Canada del 73%. In Messico, invece, grazie al programma avviato dal Consorzio dell'Asiago, da gennaio a giugno 2021, la Dop ha conquistato un +83% di volumi in più rispetto allo stesso periodo del 2020.

Growth in PDO Asiago exports: +16.7% in the first half of 2021

PDO Asiago is growing in double figures on foreign markets. In the first half of 2021 exports increased by +16.7%, with a record growth of 41% marked in June. Its presence in Switzerland and Germany has been consolidated, as well as in the Usa and Canada, while the Consortium has announced the launch of a new system action which, for the first time, will involve not only its members but also the main national exporters in the promotion and distribution of PDO Asiago on foreign markets. In Europe, Switzerland continues to be the leading market, with a significant +29%, while Germany, with +13.6%, consolidates its important role as the second European country. The trend outside Europe was also brilliant, with the Usa growing by almost 31% and Canada by 73%. In Mexico, on the other hand, thanks to the program launched by the Asiago Consortium, from January to June 2021, the PDO has achieved an 83% increase in volumes compared to the same period of 2020.

IL GIAPPONE PROTEGGE L'IG DEL PECORINO SARDO DOP

Il Pecorino Sardo è stato ufficialmente inserito nella lista di Indicazioni geografiche soggette a protezione in Giappone. A partire dal 2 agosto il ministero per le Politiche Agricole di Tokyo ha registrato la sua traduzione e traslitterazione in giapponese accogliendo l'istanza del Mipaaf e della Commissione Ue. "Un grande risultato per tutti i produttori che credono nelle enormi potenzialità di questo grande formaggio Dop", commenta il Consorzio di tutela, "che ci fa ben sperare sulla crescita delle esportazioni verso il Paese del Sol Levante, rivelatosi negli ultimi anni come uno dei più importanti partners commerciali emergenti al di fuori dell'Unione europea".



Pecorino Sardo PDO now protected also in Japan

Since August 2nd Pecorino Sardo PDO has been officially included in the new list of Geographical Indications subject to protection in Japan, after the local Ministry of Agriculture registered the translation and transliteration of its name into Japanese. "A great result for all producers who believe in the huge potential of this great PDO cheese", the Protection Consortium commented, "and that gives us hope for the growth of exports to the Land of the Rising Sun, which in recent years turned out to be one of the most important emerging trade partners outside the Eu."

Mainelli 1877



Salumieri italiani

Il Blu Salami with gorgonzola Live with taste.



Salumificio Mainelli Romano Srl

Via Valsesia 21 - OLEGGIO (NO) - Tel. 0321 91146 mainelli@mainelli.it - www.salumificiomainelli.com

NEWS

BONACCINI (PRESIDENTE EMILIA ROMAGNA): “LA SLOVENIA NON PUÒ PRODURRE ACETO BALSAMICO”

È del febbraio scorso la notizia che il Governo sloveno ha notificato alla Commissione europea una norma tecnica nazionale che cerca di trasformare la denominazione 'aceto balsamico' in uno standard di prodotto. A distanza di qualche mese, interviene anche il presidente della regione Emilia Romagna Stefano Bonaccini, che spiega: “Giù le mani dal nostro Aceto balsamico. E più in generale dalle nostre produzioni Dop e Igp. Quelle dell'Emilia Romagna, quelle italiane e tutte quelle che, grazie ai regolamenti dell'Unione europea, hanno dimostrato di possedere qualità uniche. In particolare, tre delle nostre eccellenze – l'Aceto balsamico di Modena Igp e le Dop degli Aceti balsamici tradizionali di Modena e Reggio Emilia – subiscono la possibilità lasciata alla Slovenia di produrre un proprio 'aceto balsamico'. Questa concessione va assolutamente bloccata perché incompatibile con la tutela dei nostri prodotti, fraudolenta nei confronti dei consumatori e nefasta verso i produttori”.

Bonaccini (president of Emilia Romagna): "Slovenia cannot produce balsamic vinegar".

Last February, the Slovenian government notified the European Commission of a national technical regulation that seeks to transform the name 'balsamic vinegar' into a product standard. A few months later, the president of the Emilia Romagna region, Stefano Bonaccini, intervened in the discussion, claiming: "Hands off our balsamic vinegar. And more generally from our PDO and PGI products. Those of Emilia Romagna, of Italy and all those that, thanks to the regulations of the European Union, have proven to possess unique qualities. In particular, three of our best products – PGI Balsamic Vinegar of Modena and the PDOs of the traditional balsamic vinegars of Modena and Reggio Emilia - are suffering from the possibility given to Slovenia to produce its own 'balsamic vinegar'. This concession must be absolutely blocked because it is incompatible with the protection of our products, fraudulent towards consumers and damaging to producers".



LA CARNE PLANT-BASED CONQUISTA IL MERCATO CINESE

In Cina sta aumentando l'interesse per le alternative alla carne a base vegetale. Secondo un'analisi condotta da Rabobank, si tratterebbe infatti di un settore in grande espansione. “Il mercato delle alternative vegetali alla carne (che comprende sia il tofu tradizionale che la carne plant based), dovrebbe crescere a un Cagr (Compound annual growth rate, tasso annuo di crescita composto, ndr) dal 5,4% al 9,4% tra il 2021 e il 2030, passando da 17 a 24 miliardi di dollari nel 2030”, sottolinea Michelle Huang, Rabobank Analyst – Consumer Foods. “Il mercato della carne finta, in particolare, passerà da 2,1 miliardi di dollari a 9 miliardi di dollari nel 2030, con una crescita a valore dal 54% all'81% (Cagr)”.

Plant-based meat conquers Chinese market

Interest in plant-based meat alternatives is growing in China. According to an analysis conducted by Rabobank, this is a booming sector. "The market for plant-based meat alternatives (which includes both traditional tofu and plant-based meat) is expected to grow at a Cagr (compound annual growth rate) of 5.4% to 9.4% between 2021 and 2030, increasing from Usd 17 billion to Usd 24 billion in 2030", says Michelle Huang, Rabobank Analyst – Consumer Foods. "The mock meat market, in particular, will grow from 2.1 billion to 9 billion dollars in 2030, with an increase in value from 54% to 81% (Cagr)".

BREXIT: NUOVE MODIFICHE ALLE DATE PER I CONTROLLI SUI CERTIFICATI SANITARI

Il ministro dell'Ufficio di Gabinetto britannico, Lord David Frost, ha annunciato nuove modifiche alle date per l'introduzione dell'obbligo di produrre i certificati sanitari. Lo riporta una nota ufficiale del governo britannico, che imputa le ulteriori modifiche alle difficoltà causate dalla pandemia in corso. L'obbligo di pre-notifica delle importazioni agroalimentari sarà quindi introdotto il 1° gennaio 2022 (annullata la scadenza del 1° ottobre 2021); i nuovi requisiti per i certificati sanitari di esportazione saranno ora introdotti il 1° luglio 2022 (annullata la scadenza originaria del 1° ottobre 2021); i certificati fitosanitari e i controlli fisici sulle merci Sps ai posti di controllo alla frontiera saranno ora introdotti il 1° luglio 2022 (annullata la scadenza originaria del 1° gennaio 2022); il requisito delle dichiarazioni di sicurezza sulle importazioni sarà introdotto a partire dal 1° luglio 2022 (annullata scadenza originaria del 1° gennaio 2022).

Brexit: new changes to deadlines for health certificate checks

The Uk Cabinet Office Minister, Lord David Frost, has announced new changes to the dates for the introduction of the requirement to produce health certificates. It was written in an official Uk government memo, which attributed the further changes to the difficulties caused by the ongoing pandemic. The requirement for pre-notification of agri-food imports will therefore be introduced on 1st January 2022 (the original deadline of 1st October 2021 has been cancelled); the new requirements for export health certificates will now be introduced on 1st July 2022 (the original deadline of 1st October 2021 has been cancelled); phytosanitary certificates and physical checks on Sps goods at border checkpoints will now be introduced on 1st July 2022 (original deadline of 1st January 2022 has been cancelled); the requirement for security declarations on imports will be introduced from 1st July 2022 (original deadline of 1st January 2022 has been cancelled).

Discovering the Kinara Method® Vegetable rennet from *Cynara cardunculus*.



Mario and Egidio Fiandino

Studying and applying the coagulating properties of the **thistle flowers**, **Fattorie Fiandino** discovered that it was possible to curdle the milk without using animal or synthetic rennets. Our company proudly produces cheeses made with authentic **vegetal rennet** from *Cynara Cardunculus*.



LE FATTORIE FIANDINO
IN PIEMONTE

fattoriefiandino.it

L'UE DICE IL PRIMO SÌ AL PROSEK CROATO. IL VENETO IN RIVOLTA

Pubblicato in Gazzetta Ufficiale l'avvio dell'iter europeo per far ottenere alla Croazia la protezione della menzione tradizionale 'Prosek' (vino bianco passito della Dalmazia). A renderlo noto il commissario Ue per l'Agricoltura polacco Janusz Czeslaw Wojciechowski, in risposta a un'interrogazione dell'europarlamentare della Lega Mara Bizzotto, che avrebbe in seguito affermato: “Sommergeremo Bruxelles di carte e metteremo in campo ogni iniziativa, anche la più clamorosa, per fermare i croati”. A esprimersi sulla questione anche il governatore del Veneto, Luca Zaia, che ha definito la situazione “vergognosa”; mentre il presidente del Consorzio Prosecco Doc, Stefano Zanette, ha sottolineato: “Dalle dichiarazioni fatte dal commissario all'Agricoltura Wojciechowski ci era ben chiara la direzione che avrebbe preso l'Esecutivo Ue ma la faccenda non è affatto conclusa: da quando l'istanza giunta dal Prosek verrà pubblicata sulla Gazzetta ufficiale europea avremo 60 giorni per presentare le nostre osservazioni. E non saremo soli: presenteremo le osservazioni insieme ad altre forze che si stanno unendo a noi, consapevoli della gravità che tale eventuale approvazione da parte della Ue creerebbe. Si tratterebbe di un precedente pericoloso, le cui derive sono facilmente intuibili”.

The Eu says the first yes to Croatian Prosek. Veneto protests against it

The start of the European procedure to obtain protection for the traditional term 'Prosek' (Dalmatian white raisin wine) for Croatia was published in the Eu Official Journal. The announcement was made by the Polish European Commissioner for Agriculture, Janusz Czeslaw Wojciechowski, in response to a question from Mep Mara Bizzotto, who said: “We will overwhelm Brussels with papers and take every initiative, even the most sensational, to stop the Croats”. The governor of the Veneto region, Luca Zaia, also commented on the issue, describing the situation as “shameful”, while the president of the Prosecco Doc Consortium, Stefano Zanette, stressed: “From the statements made by the Commissioner for Agriculture, Wojciechowski, it was clear that the Eu executive would take this course, but the matter is by no means over. From the moment the Prosek request is published in the Official Journal, we will have 60 days to submit our observations. And we will not be alone: we will present our observations together with other forces that are joining us, aware of the seriousness that such an eventual approval by the Eu would create. It would set a dangerous precedent, the consequences of which are easily perceivable”.

2021
NEW LAUNCH

Plaisir

MORDI, VIVI, AMA.

Everytime you taste the new **Plaisir** pastry line your senses get captivated and enchanted. The intensity of the chocolate, the delicacy of fruit creams, the wafer crispness, the crunchiness of the cookies: a **sensorial journey** into daring combinations and surprising textures.

A world of original flavours.
Bite, live and love them!

plaisirpasticceria.it



PACKAGING & MATERIALS

Parma Ham: “Tell it with a bag”

The Consortium chose Esseoquattro's Ecopackaging System for its fresh-preserving bags. That have been warmly adopted by around 200 'Specialists' across Europe.



A minimal graphic on a 'havana' paper bag, characterized by a 'high degree' of sustainability. The Parma Ham Consortium presents its new fresh-preserving bag, dedicated to the best European delicatessens. And for whose creation, the new Ecopackaging System by Esseoquattro - Padua-based company specialized in paper packaging for food - was chosen. Hence, all of the line's components have a low environmental impact: havana paper free from optical brighteners and Pefc certified (Programme for the Endorsement of Forest Certification); low-migration and water-based glues; inks belonging to an eco-friendly line. Paolo Tramelli and Elke Fernandez, respectively director and export manager of the Parma Ham Consortium, tell us about this important promotional project.

How long have you been using the fresh-preserver Ideabrill bag?

For six years, the fresh-preserving bag has been given as a marketing tool to European specialized delicatessens awarded by our Consortium for the way they enhance Parma Ham and the attention they pay to our product. The fresh-preserving bag is, to us, a valuable communication tool - that allows us to get in touch with the end customer - and a useful working tool for our partners across Europe as well.

What messages do you convey, with these bags?

The first message are our Italian roots, since it

is made 100% in our country. The second one is naturalness, thanks to the absence of additives.

How important is it, today, to show off the sustainability of a product on the market?

Sustainability is a key and cross market value, that every brand needs to address in all aspects, also beyond the productive one. Therefore, promotional material is of great importance and immediately highlights in the eyes of customers the attention that a company, or a brand, pays to the theme of sustainability.

How many delicatessens will receive the new bag?

It is hard to make an accurate estimate, but about 200.

How are the awarded shops selected?

The European delis and kitchens involved in this initiative can boast the title of 'Parma Ham Specialist' and are selected according to some evaluation criteria, like the deep knowledge of Parma Ham, the long experience, the ability to communicate its special features and its identity to customers with passion and dedication. The bag, which is to all intents and purposes a work and communication tool, is something that they can choose to adopt.

How many agencies are in charge if the bags' distribution and in which countries?

There is five agencies and they operate in Holland, Germany, France, United Kingdom, Sweden, Denmark and Norway.

INTERVIEW WITH A 'PARMA HAM SPECIALIST'

Steve Turvill, owner of 'Limoncello',
Italian delicatessen & bistrot in Cambridge



What is Limoncello?

Limoncello was founded in 1997 as an Italian specialist delicatessen in Cambridge England. Our aim was (and is) to be the best Italian deli in England. The idea was to create the feeling of being in Italy when you step into the shop, the products, smells, and staff needed to be as authentic as possible.

Why did you choose the name Limoncello?

The name was chosen based on a gift of the wonderful drink that and Italian friend gave us when he came to Cambridge.

How is Italian food considered abroad?

Italian food is most popular in England for its simplicity to prepare, great flavours, wonderful textures, purity and balance. It is not over mechanised or interfered with.

How long have you been working with Parma Ham?

We started selling Parma Ham from our inception in 1997. It has always been a delight to work with and we treasure each slice. English people find it difficult to pronounce 'Prosciutto' so will often say Parma please. Most customers know the word 'Parma' but don't really know what it is. We help them by offering tasters and information. We call this 'eatucation', our own special word that combines eating with education.

Do they appreciate it?

Customers love Parma Ham, strangely we suggest limiting their purchases so instead of 200gms we might suggest just 100gms today, then another 100gms in a few days' time so that everything is at its best.

You won the Parma Ham Specialist competition in 2020 (congratulations). In your opinion, what are the reasons that have reported you as one of the best promoters of the product?

Thank you, we are committed to letting customers make informed choices about their food, we take the time to explain and demonstrate our products. This creates a strong bond between Limoncello and its clientele.

Are freshness saving bags useful in order to enhance product's quality?

The bags are great, look elegant and are functional. Presentation of quality products like Parma Ham is valuable and appreciated.

What do you think of the new eco-friendly graphics?

Very good, it is the way forward, anything we can do to help move towards a goal of minimal environmental damage is good.

Prosciutto di Parma: “Raccontalo con un sacchetto”

Il Consorzio del Prosciutto di Parma sceglie Esseoquattro come partner per la realizzazione del nuovo sacchetto Salvafreschezza dedicato alle migliori salumerie d'Europa. Che è già stato adottato con successo da circa 200 'Specialisti' in tutta Europa.



ZOOM

www.sanvincenzosalumi.it



Specialized producer of the most typical deli meat specialties of the Calabrian tradition, Salumificio San Vincenzo was founded by Fernando Rota and his wife Rosetta in 1977 in Spezzano Piccolo, a small town located in the immediate vicinity of the beautiful and wild Sila National Park. Still, the craftsmanship handed down from father to son until today has more ancient roots: it was indeed carried out by the family ancestors since 1905. Today, the company is run by Rosetta and her four sons.

"The know-how acquired in over 40 years, the continuous investments to improve production and the modernization of our plants turned us into the largest deli meat producer in Southern Italy," Filippo Elmo, company sales and marketing manager explains. "Although we have grown up a lot, we are still a family-run, handicraft company working in total harmony with the Calabrian ancient tradition. Our goal is to improve ourselves, day after day, to guarantee our partners a fast and efficient service, and to provide final consumers with high-quality and certified products, seasoned in the beautiful mountains of Calabria".

From nature, to nature

The Sila National Park, one of Italy's most ancient natural parks, enjoys a unique environmental setting and its air is among the cleanest in Europe, according to recent scientific studies. A condition that San Vincenzo strives to enhance and protect, through environmental-friendly behaviors and production methods. "To season our salami we use the 'Enthalphy System': our technological cellars catch the mountain air outside when humidity and temperature respect the fixed criteria and then release it into the cellar", Filippo Elmo explains. Thanks to the installation of 315 kW photovoltaic panels, 160,000 Kg Co2 emissions were avoided by the company and 5,000 equivalent trees planted in one year. "We pay homage to our land and to its ancient traditions - he adds - but with a firm eye on the future, with the implementation of cutting-edge production systems and innovative packaging solution that meet the ever changing market needs."

Taste of Calabria

The famous Calabrian chili pepper, one of the region's most typical ingredients, is used by San Vincenzo for the creation of its spicy specialties, like 'Nduja, Sausage, and Spianata. "We are focused on the selection of the best raw materials, and all of our products are without dyes, gluten and milk derivatives or without any type of allergen, since they are enriched only with spices and aromas from our land", Filippo Elmo highlights. Today

like in the past, the company is specialized in traditional delis from Calabria, its homeland, but with a modern and innovative approach. The company has indeed developed 'Caciosalumi' - a salami wrapped with cheese -, and started producing the famous spreadable spicy salami with the original recipe directly in the village where it was born: 'Nduja of Spilinga. Two products that, over the years, have enjoyed huge success on global markets, where 25% of the company revenue is generated - starting from Belgium, United Kingdom and Japan. A business that is set to keep on growing, since San Vincenzo is a regular exhibitor at the world's most important f&b trade shows, starting from the upcoming Anuga (Cologne, 9-13 October) and Tuttofood (Milan, 22-26 October).

"We have a department solely dedicated to the development of new packaging solutions and products, always respecting the most authentic Calabrian tradition", adds Filippo Elmo. "And important innovations will debut very soon".

THE INTERNATIONAL CERTIFICATIONS

• BRC

• IFS

• ISO 22005

for the 100% Italian meat and Black hog
of Calabria supply chain

• Organic certification

La Calabria nel cuore

Tradizionale, autentico e piccante, naturalmente. Da generazioni, San Vincenzo produce e commercializza, in tutto il mondo, i salumi tipici della regione. In un habitat naturale unico e meraviglioso, che è parte integrante della sua storia e dei suoi prodotti.





THE INTERVIEW

www.biscottificioverona.com

Biscottificio Verona: the quality of made in Italy

A wide range of traditional pastry delicacies. A new plant to double the production of Savoiaardi. The set-up of a b2b meeting platform and increased resources to boast its presence in the US and China. Interview with Claudio Rizzi, export director.

Biscottificio Verona, based in Legnano (Verona province) is specialized in the production of a wide range of traditional Italian baked confectionery. Savoiaardi (ladyfingers), cantucci, amaretti and puff pastries are just some of the company's products that, since 1984, have conquered even the most demanding palates. Interview with Claudio Rizzi, export director.

Let's start from the beginning: when was the company established?

Biscottificio Verona was founded in 1984 by Ettore Marini in Cerea, province of Verona, who decided to focus on the production of Savoiaardi (ladyfingers), the biscuits used for making Tiramisù, whose demand was growing steadily. Which proved to be a brilliant intuition. A second line was then created for the production of Amaretti, another typical Italian pastry. It was 2000 when Mr. Marini decided to move the company's headquarter and plants to Legnano (Verona). In the years that followed, a new automated system with greater production capacity for the production of Savoiaardi was installed. And the sale of Sfogliatine and other biscuits began.

What came next?

We have expanded our portfolio in the pastry sector. And between 2018 and 2020 Biscottificio Verona, now managed by the Marini brothers, belonging to the second family generation, invested in a new robotic plant for the production of industrial pastry and moved the company to a new, international dimension. It also offers Italian and international retailers high quality private label confectionery goods, and recently completed a strategic rebranding of the Marini brand, which includes the company's 'great classics'.

Any new product was launched over the past year?

At the end of 2020 we launched a new range of typical Italian regional pa-

Verona Cookies with chocolate and amaretti
Marini combines the international character of cookies with a touch of the territory's traditional pastry. Tasty and crispy thanks to the quality of raw materials - like fresh eggs, chocolate drops, and the 'Marini touch' amaretti - this represents one of the company's core productions. Available in the 150 g case and in the 200 g bag.



Claudio Rizzi



Biscottificio Verona: tutta la qualità del made in Italy

Un'ampia gamma di referenze della tradizione pasticceria italiana. Un nuovo impianto per raddoppiare la produzione dei Savoiaardi. L'istituzione di una vetrina per incontri b2b e l'investimento di risorse dedicate in Usa e Cina per continuare a crescere all'estero. L'intervista a Claudio Rizzi, direttore commerciale export.

stry biscuits, which includes both classic and chocolate Canestrelli and Krumiri, special Cookies with typical Italian ingredients such as amaretto and Sicilian oranges, filled extruded biscuits. Overall, a dozen new products that have further strengthened our range.

Which are your main distribution channels?

Retail covers approximately 90% of our sales. The remaining 10% is made in food service and industry, especially for ladyfingers.

Are exports strategic for the company?

In recent years exports have represented the engine of the company's growth. We are now distributed in 58 countries where we develop 90% of the company's turnover. We expect to close 2021 with a turnover of 16.5 million euros. It was 8.5 millions four years ago. Our presence abroad is mainly concentrated in Europe, where we are present in almost all markets. Followed by Turkey, the United States, China, Australia, Korea and other countries.

What international certification have you obtained?

Certifications are fundamental for a company that, like ours, has a widespread presence in the global retail market. We recently obtained the highest level of the BRC and IFS certifications, and we boast the organic certificate too.

Are you currently working on new project, targeted to foreign markets?

For our international development we have two important projects underway and addressed to USA and China, where our focus will be directed in the years ahead and where we are investing dedicated resources. Furthermore, we will soon launch a new website: a virtual showcase for b2b meetings, to further improve our dialogue with consolidated or potential customers. In addition, we will double our production capacity of Savoiaardi: a new plant, that will be completed next year, will be added to the current one. The request for 'Tiramisù Biscotti', as our foreign customers often call them, have actually skyrocketed in the past year and a half due to the increasingly high demand for quality product and also because, during the pandemic, the production of home-made desserts has peaked. As a consequence, we literally saturated our current production capacity.

Now that trade shows are back, which one will you attend as exhibitor in the next months?

We will start from where we left in 2020: Cibus, Anuga, Tuttofood this year and then Ism, Gulfood, Summer Fancy Food and Sial in 2022. These events will be unique opportunities to meet our customers and friends and to present our new range of pastry. It doesn't matter what some people say, this business is still made up of people.

VISIT US AT
ANUGA:
HALL 2.2
BOOTH A055
TUTTOFOOD:
HALL 4
BOOTH D32



Tanti buoni motivi per gustarli a cuor leggero!

Many good reasons to taste them with a light hearth!

- 1 QUALITÀ E PRODUZIONE MADE IN ITALY.
Quality and production Made in Italy.
- 2 RICETTE DELLA TRADIZIONE REGIONALE.
Traditional regional recipes.
- 3 SENZA ADDITTIVI E COLORANTI ARTIFICIALI.
Without additives and artificial colours.
- 4 AMPIA GAMMA PER REFERENZE E FORMATI.
Wide range of SKUs and sizes.
- 5 LA LINEA CHE DA VALORE ALLO SCAFFALE.
The range that gives value to the shelf.



Biscottificio Verona S.r.l. - Via Piccinato, 4 - 37045 Legnano (VR) Italy - Tel. +39 0442603049
export@biscottificioverona.com - marketing@biscottificioverona.com - www.biscottificioverona.com

DELI MEATS

www.salumificiovitali.com

High in taste, low in salt

Foods that respond to the consumers' search for well-being are more and more popular in Italy and around the world thanks to the increasingly widespread habit of choosing products that are good to taste and good to them as well. This category includes those that carry the 'low-in' claim on the label, which refers to the sugar, fat or salt content. Nevertheless, the world of deli meats - which in Italy can boast exceptional products for taste, quality of the raw materials and craftsmanship of the production process - has been standing on the sidelines of this trend, especially for one of the most beloved Italian delis in the world: Prosciutto crudo (dry-cured ham).

Hence, if for cooked delis and salamis it is much easier to come across products with a 'low-in-fat' or 'low-in-salt' claim, dry-cured ham, due to its particular production process, can hardly boast such claim on the label. In order to fill this 'market gap', Salumificio Vitali has developed, after more than two years of research and tests, a special technology that allows for the production of a Prosciutto with a real lower salt (-25%) content with respect to most dry-cured hams available on the market. An absolute innovation, called 'il ComMenSale' (With Less Salt) that in the beginning will be available only in the 80 grams tray. A product perfectly in line with the search for greater well-being on the table, and that fulfils another important market request: that for packaging with a low environmental impact. Vitali's dry-cured ham low in salt and fat will be indeed sold in an 'eco-friendly', recyclable paper tray made using FSC certified paper.

Family-run company now in its third generation, Salumificio Vitali was founded after World War II near Bologna by Benito Vitali. Over the years, the company has grown from a small butcher's shop to a modern and efficient deli meat producer, that counts on two production sites and provides a wide and varied range of cured and cooked specialties of the Italian deli meat tradition.



A COMPLETE PRODUCT RANGE

PDO PROSCIUTTO

Prosciutto di Modena, Prosciutto di Parma & Prosciutto San Daniele

SELECTED PROSCIUTTO

Prosciutto Crudo Gran Selezione Nazionale
Prosciutto Crudo Gran Selezione Vitali
Prosciutto Crudo Stagionato

DELICATESSEN

Dolcecuore, the 'square ham'
Forte di Montagna, for those who love strong flavors
Culatta, a great Italian classic
Guanciale Stagionato

COLD CUTS

A complete range that includes Salami, Coppa, Pancetta, Spianata and Ventricina

PRE-COOKED MEATS

Cotechino sausage and pork shin, skillfully prepared to offer a timeless flavour

READY TO BE SLICED...

The 'Tuttafetta' range was created to meet the needs of those who require a ready-to-slice product with a very high yield. Very appreciated by food service operators worldwide.

...AND ALREADY SLICED

Available in many different sizes: 60, 70, 80, 100 and 500 grams

Salumificio Vitali presents a groundbreaking innovation for dry-cured hams.
A product that satisfies the consumers' need for food that is delicious and healthy at once.
And that is eco-friendly too.

INTERVIEW WITH GIORGIA VITALI, EXPORT MANAGER

How did Salumificio Vitali face the pandemic?

The Covid-19 pandemic has affected everyone, including our company which has suffered above all from the closure of the food service channel. Nevertheless our retail business - which represents a very important segment for us - has held up very well. We therefore continued to work hard even during the hardest times of the sanitary emergency. Exports, instead, have been harshly penalized.

Are global markets a big part of your business?

Today exports account for about 12% of turnover. Our company has always been very focused on the domestic market, but in recent years we have increasingly structured ourselves to be competitive also abroad, in particular by certifying our factories for exports to most non-EU countries. Today, we can actually reach all markets where the export of pork products is allowed.

Which markets, in particular?

Our key destination markets are the United States, New Zealand and Brazil. However, we also export to Canada, South Korea, Thailand, Singapore, El Salvador and South Africa. Countries where we are present both in food service and in the retail sector. And our latest product innovation is dedicated to the latter sales channel.

What is it about?

Over the past two years we have dedicated ourselves to the development of a product that is extremely interesting and innovative: a Prosciutto with a low content of salt. A claim, 'low-in', which is currently used on many deli meats, especially the cooked ones, but that can be hardly found on dry-cured hams due to their particular production process. After many tests and research, however, we managed to develop a technology that allows us to obtain a dry-cured ham that can boast this important claim, and that the market will appreciate.

A product that satisfies a very topical trend.

Absolutely. Over the years the requests for products that boast characteristics linked to well-being, health and naturalness have increased exponentially. And it was right to meet these new market needs that we worked on our new Ham with a reduced content of salt and fat. A product which, moreover, will feature a completely recyclable pack. A choice that goes in the direction of extreme attention to environmental issues related to packaging sustainability. In addition, for several years now we have opted for the elimination of preservatives so today all of our products are preservatives free. Another product range recently developed, to respond to another strong market trend, is that of dry-cured hams from pigs reared without the use of antibiotics from birth: a topic, animal well-being, on which consumers are increasingly sensitive. Last but not least, our factories are certified according to the most important international standards relating to quality, safety, working conditions and environment. In particular, we are BRC, IFS, ISO22000, ISO22005, SA8000, ISO45001, ISO14001 and ISO5001 certified.



Ricco di sapore, povero di sale

Salumificio Vitali presenta 'ComMenSale', un prosciutto crudo a basso contenuto di sale ottenuto grazie a un'innovativa tecnica di lavorazione. Una novità assoluta nel mondo dei prosciutti crudi, che intercetta la crescente richiesta, da parte dei consumatori, di alimenti buoni da gustare ma anche salutari. Disponibile in vaschetta eco-friendly in carta da 80 grammi.



THE COMPANY

www.sterilgarda.it



The constant research applied to innovative products and the adoption of cutting-edge technologies have always been a Sterilgarda Alimenti hallmark. A focus that, over time, has been successfully extended to a wide range of products. And which determined its undisputed success on global markets.

Food pioneers since 1969

Headquartered in Castiglione delle Stiviere, in the province of Mantua (Lombardy), Sterilgarda Alimenti is quite rightly considered as a pioneer in the food sector. Since its foundation, in 1969, the company has indeed constantly invested in the development of cutting-edge technologies in order to create innovative products that can meet the changing needs of consumers. For the selection of the best raw materials, Sterilgarda works only with high trusted suppliers.

Specialized producer of microfiltered milk, UHT cream, bechamel sauce and desserts, Sterilgarda Alimenti has indeed expanded its product range to include Nectars, Soft Drinks, Squeezed Juices and Smoothies, as well as premium fresh products – highly appreciated on global markets – such as Mascarpone and Ricotta cheese, Straki (soft fresh cheese delicate and creamy) and Yogurt.

UHT Mascarpone and UHT Ricotta, in particular, are among Sterilgarda's most popular products in the 170 world countries where the brand is distributed. Today, exports account for about 30% of the company's total turnover. A share that is destined to increase, also thanks to the presence of Sterilgarda, as an exhibitor, at the main international trade fairs in the food sector, such as the upcoming Anuga, in Cologne, from 9 to 13 October.

In the forefront, since the beginning

Sterilgarda Alimenti was established in 1969 when, thanks to the new emerging technologies, new opportunities arose for the Italian food industry. Hence, the chance to take milk for few seconds to high temperatures and to protect it in sterile Tetrapak briks represented an unexplored frontier. For the very first time, without the use of preservatives, milk could be drunk even months after it was packed without losing most of its nutritional and organoleptic values. A true revolution for millions of consumers: it immediately enjoyed great market success and called for more goods with the same level of convenience. Year after year new products joined milk and cream in the company's product range. Firstly Mascarpone, which still today is the key product of a production cycle that managed to develop and industrialize even the most ancient and established dairy traditions. The UHT technology was later applied also to fruit desserts and puddings, to cooking cream and pannacotta. Finally, the consumer tastes and the market requirements offered the chance to start producing also yogurts. Even in these times, despite the complications caused by the pandemic, the company is working on some interesting innovations, such as a new eco-friendly 200 ml pack whose use is widespread for drinks and juices, and in the dairy sector too.

Pionieri dell'alimentare dal 1969

La costante ricerca applicata a prodotti innovativi e tecnologie all'avanguardia è da sempre il miglior biglietto da visita di Sterilgarda Alimenti. Un principio che, negli anni, è stato applicato con successo a un'ampia gamma di prodotti, dal latte al mascarpone, fino alla ricotta UHT. E che ha decretato l'indiscusso successo dell'azienda mantovana sui mercati mondiali.

The international certifications

- BRC - IFS
- SEDEX
- FDA for the US market
- HALAL for some products



Uht Ricotta 500 g
Perfect as a fresh pasta filling, for a tasty sauce or as a secret ingredient for cakes, Ricotta UHT without preservatives keeps fresh and tasty, reducing food waste.



Visit
Sterilgarda
at Anuga 2021

HALL: 10.1
BOOTH: C 009



REPORTAGE

RETURN OF THE BUYERS

Will they come or not? This was the big question that 'snaked' through Cibus' corridors before the Parma-based trade show opened its doors, on August 31st. Finally, to the delight of companies and organizers, a good presence was registered. We interviewed 15 of them. Each with his own story and goals, but all fueled by the same passion: that for good Italian food.

IL RITORNO DEI BUYER

Verranno oppure no? Era questa la domanda che serpeggiava tra i corridoi di Cibus quando la fiera ha aperto i battenti, lo scorso 31 agosto. Alla fine, con grande soddisfazione di aziende e organizzatori, una buona rappresentanza c'è stata. Ne abbiamo intervistati 15. Ognuno con la sua storia e il suo obiettivo. Ma tutti accomunati da una sola passione: quella per il buon cibo italiano.



follow

Constant commitment, timeless research

MEATS OF EXCELLENCE

Sinç 1950 we have been selecting the best meats from all over the world: the Bervini family has always turned its passion and expertise for meat into a profession, dedicating itself to the research, importation and sale of the best cuts from every continent. In our philosophy, the protagonist is the product, always: what we want is to bring to the tables the best, for a healthy and daily pleasure. We work with the awareness that only from the best raw materials it is possible to obtain the results we propose. It is thanks to this philosophy of continuous improvement, uncompromising quality and innovation that Bervini, while remaining faithful to its spirit of a family business, has grown over the years, expanding its activities at an international level. Today we import the highest quality meats from all over the world, as well as promoting 100% Italian supply chains: a journey that, we are convinced, is only just beginning.

BERVINI
dal 1950
Bervini Primo S.r.l.
Via Colonie, 13
42013 Salvaterra di Casalgrande
Reggio Emilia - Italia
T. +39 0522 996055
info@bervini.com
www.bervini.com

THE BEST MEAT FROM THE WORLD

bervini.com



REPORTAGE FROM CIBUS 2021

ITALIAN GOURMET ONLINE - ORSO INDUSTRIES

Country: United States of America
Activity: import and distribution of Italia specialty foods
Channels: Horeca, retail, grossisti
www.italiangourmetonline.com



Paolo Orsolini, president and ceo

"I am the founder and Ceo of Orso Italian Specialty Food, which is based in Miami. Since 2002 I have been importing and distributing Italian specialty food for restaurants, retailers, caterers and wholesale distributors in the US market and the Caribbean Islands. Now, we are establishing an important partnership with a New York company that will allow us to grow both in the North and in the Southeast of the country. We import all kind of f&b products - ambient, fresh or frozen - as long as they are 100% Italian and of high quality. My goal, here, is to select the most interesting, authentic and exclusive products and to build new business relationships with vendors. At the moment, in the US there is great interest for alternative flours, like those made with vegetables - cauliflower flour, for instance - or plant-based proteins, for the creation of original pizza bases. My opinion on Cibus is very positive: I had many interesting meetings and saw a lot of enthusiasm and desire to start again. This is probably one of the best trade shows I have attended and, with regards to trade shows, I have quite a lot of experience! In fact, in three days I will be at Sana in Bologna and in a month at Tuttofood in Milan."

BIDFOOD FARUTEX

Country: Poland
Activity: food distributor
Channels: food service
www.bidfood.pl



Leonardo Griso, Mediterranean cuisine development specialist

"We are one of the largest food distributors for hotels, restaurants and catering companies in Poland, thanks to a network of 9 factories and 14 branches that allow a widespread presence in all the country's largest cities. Here at Cibus we are looking for quality products to introduce to the market: meat, tomato-based products, cheeses and dairy products, frozen food, flours, sauces, vinegars, spices... actually everything. Within our catalog, which counts about 10,000 products, Italy is taking on an increasingly important role; at the moment it accounts for about 13% but has the potential to reach 40%. In Poland, nevertheless, there is a strong competition from importers specialized in Italian products. To our advantage, we have a strong purchasing power so I am very confident in the growth of our operations. We import brands but also create Private labels, which are a strategic business for us. They indeed give us the opportunity to customize a product and adapt it to market demands, which is a huge added value and makes it truly unique. Among the most successful Italian products in Poland there are definitely those used for the preparation of pizza, like tomato, flour and mozzarella. In fact, in Poland there are more than 6,000 pizzerias that make between 80 and 200 pizzas every day. Consider that we sell about 200 tons a week of mozzarella. We are therefore talking about a huge market with equally huge growth potential. At Cibus, I had the chance to meet amazing people and try fantastic products. I am also very impressed by the excellent organization."

Y INTERNATIONAL UK LTD. - LULU GROUP INTERNATIONAL

Country: United Arab Emirates - United Kingdom
Activity: retailer's buying arm
Channels: hyper/ supermarkets
www.yinternational.uk



Nadeem Hashmi, procurement manager - grocery

"We are a subsidiary of LuLu Group Hypermarket, the retail division of the multinational LuLu Group International which is based in the United Arab Emirates. We have a chain of about 213 stores in countries like Oman, Qatar, Kuwait, Bahrain, Egypt, Saudi Arabia India, Indonesia and Malaysia. So, we are the buying arm for LuLu Group Hypermarket and all of the European business has always been managed by our office in the United Kingdom. Nevertheless, after Brexit we decided to invest in the continent and, in particular, in Malpensa, just outside Milan, where our new hub is located. It will be operational from the 1st of October and we will gather there all Italian produce and potentially all neighboring countries' produce. Currently, in the UK we ship from 25 to 30 food containers and around the same of air freight every week. Over the time we have created an effective business model which is worth about 40 million pounds (45-46 million euro) and that we are willing to replicate also here, in Milan. Now, we are looking to connect with Italian vendors since we are opening the doors for business here. So, this is a very exciting time for us, in terms of what we can put into the market of the Gulf. To start our business we are going to go ambient first, just to build the base. And then look at chilled and frozen, of which you have a beautiful offering in Italy. In Cibus, where we come for the very first time, we are searching for something traditional for dairy and cheese - like Grana Padano and Parmigiano Reggiano - but it has to be Halal certified or vegetarian friendly. So we need to find the right partner."

SQUISITO LTD.

Country: Italy - Japan
Activity: f&b import
Channels: food service and retail



Suoei Chin, president

"My company business is to select food & beverage products on behalf of three Japanese import companies and, in this specific case, also for a fourth large company which, due to the pandemic, was unable to send its representatives to the fair. We have two offices, in Turin and Tokyo, and supply both the Japanese retail and food service markets. One of the brands I deal with is Birra Baladin, of which I am responsible for sales in Japan. A product that has been enjoying great success among consumers and for this very reason my clients asked me to select other Italian high-quality artisanal goods. Hence, at Cibus I'm looking for a bit of everything, with a special focus on snacks and small formats. For Japanese consumers, Italy is a great source of inspiration for food and for this reason they want to know and try the products that are trendy here. Authentic products, not made specifically for foreign markets. Another very important aspect, for my customers, is the shelf life of the product, which unfortunately rarely exceeds one year. Considering that between shipment times and customs clearance the product takes about two years to arrive in Japan, a much longer shelf life would be crucial. At Cibus I particularly appreciated the area dedicated to craft beers, I found it beautiful and authentic."

INNOVATIVE FOOD HOLDINGS

Country: United States of America
Activity: food distributor
Channels: food service, e-commerce
www.ivfh.com



Arn Grashoff, vp marketing and merchandising

"Our company is located in the US, where we operate on a national scale as food & beverage distributors for food service and for e-commerce. On one side, our specialized Foodservice platform provides the most efficient and cost effective distribution of premium, small-batch ingredients, and other specialty foodservice products directly to the chefs in the US's top restaurants. On the other side, with our e-commerce service we deliver high-quality specialty food directly to consumers. In Cibus I am looking for new, innovative products. I want to see what vendors are bringing in new as well as what's trendy now in the country. In the US, consumers now ask for better-for-you products and vegan products. Plant-based products are also going very well, as well as snacking and convenient items. As regards trade shows, I usually attend the Specialty Food Shows and Expo East and West in the US. The latter two are big natural product shows. Outside the US, I usually visit Cibus, Tuttofood, Anuga and Sial. Italian produce is very important for our business, since US consumers seek fine, authentic Italian food."

follow



Italian Fine Pastry.
Since 1905

VICENZOVO

*Italy's most popular Ladyfinger**

The most famous Italian dessert in the world
is made with ladyfingers according to the traditional recipe.



#originaltiramisù

Our Vicenzovo Ladyfingers have the highest absorption capacity and are produced with high quality ingredients:

- ✓ Fresh eggs
- ✓ Best selected flours
- ✓ High quality sugar



ANUGA 2021
9-13 OCTOBER
COLOGNE

COME VISIT US!
Hall 10.2
BOOTH D 029



www.matildevicenzi.com
export@vicenzi.it



*Source: Nielsen YE 2020 Italy

REPORTAGE FROM CIBUS 2021

KOZA GIDA

Country: Turkey
Activity: food distributor
Channels: food service and retail
www.kozagida.com.tr



Oktem Kaygin, category manager

"Our company is based in Istanbul, in Turkey, where we are distributors of ingredients and raw materials for chefs and kitchens. Hence, we mainly serve the food service channel (80%) but we operate in the retail channel too (20%). We import from all over the world: we have a big business from China, Korea, Mexico and the United States. And from Italy too, since our offer includes pasta, vinegar, pesto, porcini, truffle oils and sauces. Now, we would like to improve our assortment of truffle and truffle-side products, like truffle-pesto, truffle-balsamic vinegar and truffle-honey. Over the last year, in Turkey, truffle's popularity has exponentially increased. And here in Cibus I saw a lot of innovations and new packs which can fit our market. I also want to see what's new, because due to the pandemic we couldn't attend trade shows for about two years. This is the first event and I want to see what is going on in the market. I like Cibus, it met my expectations. Now, I'm going to attend Anuga in Cologne."

SMALL

Country: Kazakhstan
Activity: supermarket chain
www.small.kz



Anel Manatbaeva, head of import

"I am the head of the import department for a retail chain based in Kazakhstan, with more than 100 store in the country. We have two different types of stores for different targets of consumers: high-end stores and discounters. We already work with some Italian producers and now we want to further improve our offer of Italian products, starting new collaborations with good quality companies, especially those based in Emilia Romagna. In particular, we seek organic and healthy food, which are very trendy in Kazakhstan today. This is my first time in Cibus and I find it very interesting. I wish I had more time to visit all these beautiful companies."

MAGASIN DU NORD

Country: Denmark
Activity: department store
www.magasin.dk



Kasper Hartvig, merchandiser food

"We are a Danish chain of department stores, with 7 locations and an online shop as well. We mostly sell non-food products, like clothes and living items, but we also have a food hall and me and my colleague Jacob are in charge of the food operations. In our department stores, we sell all kind of food & beverage items: wine, dairy products, fresh food, meat, and some authentic Italian food as well like pasta, sliced ham, olive oil, fresh fruit from Italy and also frozen food. We both import company brands and products that become Private Labels. Right now we are searching for new suppliers to widen our assortment in many categories."

IMEX TRADING GROUP

Country: Iran - Germany
Activity: importer/distributor
Channels: food service and retail

Hamid Amirnazaheri, ceo



"We are a German-Iran trading company. Our main office is in Teheran, the other one in Hamburg. We import and sell Mediterranean food products, especially olive oil, olives, pasta and similars to the food services and retail channels. Considering the situation of my country, and all the political and economic issues, import of most products is currently forbidden due to very strict trade policies. For instance, the import of olive oil in bottle is forbidden, but we can import olive oil in bulk. So, until these policies change, we are trying to convey our business to Germany. In Iran, at the moment, because of their economic condition, most of the people buy just the essential products. Italian food specialties, like olive oil, are definitely too expensive. But in a normal and safe situation, Iranian consumers would prefer Italian products. Just think that, in our country, there is plenty of Italian restaurants that now, unfortunately, have seen their quality level sharply decreased due to the abovementioned issues."

COLTURA FOODS

Country: United States of America
Activity: importer/distributor
Channels: food industry
www.colturafoods.com



Chris Latini, sales

"We are importers and distributors of food products and ingredients, especially organic and natural, mainly for food manufacturers in California and Tennessee. We mainly import olive oil, dried fruits, vinegar and all ingredients used by the food industry to make a finished product. Italy is very important to our business and now I am exploring to find new Italian products to add to our offer, especially olive oil for some clients interested in making their own Private Label. I am also looking for specialty products, because next year we are going to create a company branch dedicated to food service. Products that in the US are already present in places like New York or Boston, but not much in California and surrounding States, where there is still a lot of room for growth. This is my first time in Cibus and it has been a wonderful experience. The organization was fantastic, just like Cibus' staff."

SMAKI POLUDNIA

Country: Poland
Activity: importer/distributor
Channels: small and large scale retail
www.smakipoludnia.pl



Sebastian Zawadzki

"In Poland, where our company is based, we distribute food products for the retail channel, are they small or medium-sized stores or large supermarket chains. Furthermore, in the last period we have also been working very well with e-commerce. People who can no longer travel as they did before are indeed not willing to give up on good food. We are looking for medium-high quality products in the ambient category - such as pasta, olive oil, balsamic vinegar, truffles and sauces - while we do not work with fresh products. The company is almost entirely dedicated to Italian products, which represent 80-85% of our offer. Here at Cibus we have come to meet our partners, but we are also looking for new and innovative tastes: in recent years, Polish consumers have indeed developed more culture and awareness about food and the market is constantly looking for innovations. In particular, pasta and tomato-based products work very well in the country, but truffles and truffle-flavored products are also having a great public response. My opinion on the trade show is positive, since it exceeded our expectations."

OLIVIA

Country: Norway, Sweden, Finland
Activity: Italian restaurant chain
www.olivia.no



Henriette Nicoline Smith, Nordic head of procurement and import

"I work for a Norwegian company which has 9 Italian restaurants in Norway, 2 in Sweden and that will soon start a business in Finland too. I'm in charge of importing, from Italy, all the ingredients that we need in the kitchens: is it ham, cheese, salami or pasta. Anything, actually. I've been in Cibus many times, and this time I have visited some producers that I've been working with over the last 5 years and that I am very happy about. I am also looking for tomato sauces for pizza and pasta because we've had some issues with that: after Covid, due to some complications, production has been reduced so that's what I am looking for now. Apart from that, it is always good to see what is happening in the Italian food market. I always find Cibus very interesting, because it's not too big but I manage to find all the products I need and producers of high level."

GURMETA

Country: Russia
Activity: importer
Channels: food service and retail
www.gutrade.org

Chekunov Sergey, import manager

From the left: Sterzer Alexander (general director) and Chekunov Sergey



"Our company is based in Moscow, Russia, and we have been importing Italian food products for 10 years now, dedicated to both food service and retailers in different regions of the country. From olive oil to tomatoes, from coffee to tinned vegetables, we supply a wide range of ambient products. Before 2014, when the embargo came into force, we also imported fresh produce like cheese and meat from Italy, that now we import from other countries. Our main goal, in Cibus, is to visit our partners and also to find truffle-based products, like truffle sauces, to add to our catalogue. So far, we have found many interesting things."

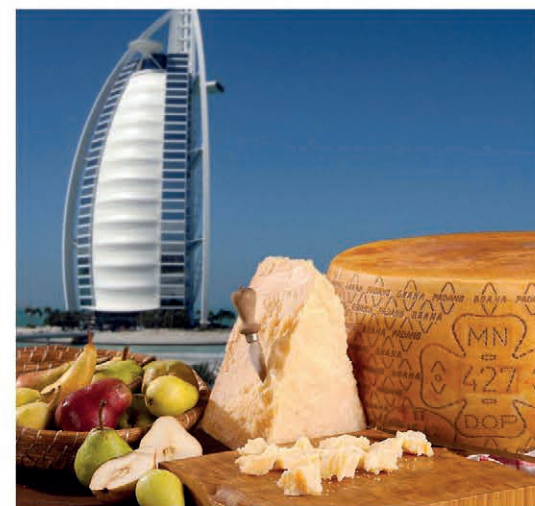
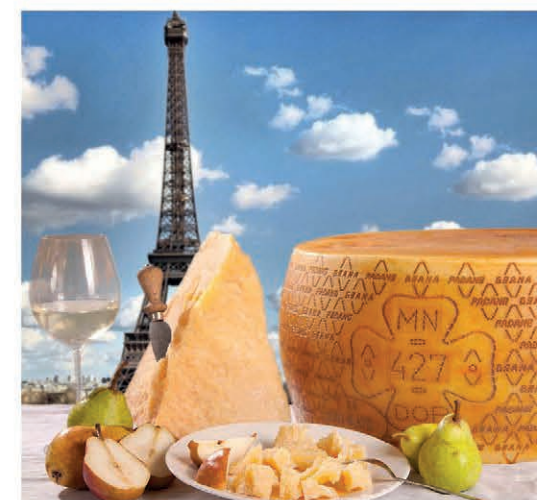
MATGROSSISTEN

Country: Sweden
Activity: wholesaler and importer
www.mardskog.se



Jorgen Andersson, category manager

"We are a wholesaler in Sweden for both food & beverage products. Today, all of our business is made through distributors, from which we buy also Italian products. Now, we decided to establish a direct contact with vendors, and further widen our product offer. I'm the category manager for wine as well so now, in particular, we are trying to import wine and create our own house brand of wines from Italy. I have been looking for red wine, white wine and Prosecco as well. Unfortunately I won't be able to attend Vinitaly in October, but we established very good contacts here in Cibus. In my country, that of locally-produced, small-scale, handcrafted food is probably the strongest food trend at the moment. Italy is considered like one of the strongest food nations in the world. You've always been very connected with your roots, your regions, and this is something we want to take inspiration from."



VINYA&CO

Country: Mexico - Portugal
Activity: importer/distributor
Channels: food service, retail, e-commerce
www.vinyaco.com



Claudia Venus Bravo Avila, ceo and president

"I represent two import and export companies, one based in Portugal and the other one in Mexico, that distribute to both food service and retail operators. With these two companies, we managed to create a link between Europe and Mexico. 5 years ago, we started with Portuguese food, wine and gourmet products. On the following year, the same concept was extended to Italian products and this is the reason why I am here: choose the vendors and the products to include in our offer. We don't sell Italian products yet, but we will start very soon. Indeed, we would have incorporated Italian products in our catalogue last year but due to the pandemic our plans stopped. Now we are starting again and in 2022 we will launch a virtual store, since we are also active online with e-commerce platform. With it, we deliver specialty products directly to final consumers with a home delivery service. In some products categories Private Label is also a strategic business to us. I think first of all of olive oil, where there is great competition and we manage to provide a good value for money. The focus, in the beginning, will be set on dry and ambient products, and maybe frozen products like pizza. Afterwards will come fresh products. This is my very first time in Cibus and I'm enjoying it, but I wish I had more time to visit all of these interesting companies."

end

FOCUS ON

It's Italy-mania in Japan

After several successful sport performances, particularly during the last Olympics, the bond which ties these two countries is growing stronger and stronger. And food plays a big role.



The exciting sports victories of Italy in Tokyo 2020 Olympics had an immediate effect: they amplified the already deep-rooted love of the Japanese for Italy. And this success boosted the sales of Italian food, clothing, accessories, cars and many other goods. This is confirmed by Tomoko Wakahisa, cashier of a deli store in the Asakusa district of Tokyo, in an interview with the Italian newspaper La Repubblica. In the last months

Wakahisa has seen increased sales of pasta, salami, sauces, sweets, olive oil and wine made in Italy. "In the past, we used to have only loyal high-end customers", Tomoko Wakahisa says. "Now we see much more people, young and old. They are convinced that Italians win so much at the Olympics because they eat healthy. Marcell Jacobs (who is the current Olympic 100 metres champion, ed) said he loves pasta with toma-

to sauce, and now many people want to try it".

This affection is also having positive effects on the restaurant business. "We haven't had so many reservations for 10 years", points out Ichisake Kimura, waiter in a well-known Italian restaurant in Ginza, one of the most fashionable Tokyo districts. "Everyone now wants to eat, drink and dress like Italians".

A confirmation of this trend also

comes from the Italian ambassador in Tokyo, Giorgio Starace, who told the newspaper: "A princess of the imperial family wrote to me enthusiastically. She did not know that Italy was so strong in athletics. For the Japanese, our country had never been as fashionable as it is today. Of course, they were happy when we won the European Championships. During the Olympics, however, we literally won their heart".

"Here luxury speaks Italian (too)"

How do high-end catering and food & beverage markets work in the Asiatic country? Interview with Emanuele Bonsignore, sector expert and consultant of the Aeon Group.

Japanese people are increasingly developing a refined taste. And, even if French products are still popular in the luxury market, made in Italy cuisine and traditional products are highly appreciated. But they must feature some special characteristics: they must be rare, seasonal and with a perfect appearance. Japan is definitely ready for Italian cuisine and products, as Emanuele Bonsignore, sector expert and consultant of the Aeon Group, told us.

How is luxury perceived in Japan?

During the last decade luxury market gained a great attention, and Japanese consumers have begun to appreciate made in Italy products and brands more and more, both in fashion, which is constantly growing, and in food & beverage. Thanks also to the free trade agreement, which eliminated most of the



What is the positioning of Italian luxury, if compared to the French one?

In food & beverage, even if Italy has all the credentials to offer products of extreme excellence and innovation, over the years France has built up a solid reputation, positioning its products in a sort of prevalent way. For example, wine import from Italy is less than 15%, while France accounts for over 55%. The youth and fashion magazines of the 80s and 90s launched Italian food in Japan, making it very popular for its informality, at the expense of French cuisine.

Which made in Italy products are most appreciated?

duties and almost every technical or regulatory barrier, the sector had excellent opportunities. In addition, the recognition of over two hundred European Geographical Indications – 45 of them Italian – has greatly helped the whole sector. In Japan, a product becomes "luxurian" when it is rare, seasonal and with a perfect appearance. In food, taste takes a back seat, but should never be underestimated.

We can mention truffles and other seasonal excellences: porcini, asparagus and some niches or particular products. Even in beverage there are products experiencing strong growth trends. Sparkling wines such as Franciacorta and Prosecco, and rosé wines, in general, are achieving excellent results, with a 30% growth.

What do Japanese look for when they go to restaurants?

In recent years, also due to the pandemic, people go to restaurants less often. And, when they go, they prefer a higher quality, with a much lower frequency. This resulted in a 'family restaurant' crisis, for the benefit of the premium ones, which have maintained an adequate profitability. The continuous search for seasonal products and taste experiences, that can also make up for the inability to travel, are certainly important reasons of this trend. Consumers also tend to look for typical locations that offer a high-quality service.

How is Italian cuisine declined to be understood and appreciated by local customers?

Let's start saying that Japanese and Italian culinary cultures have several aspects in common: quality raw materials, exaltation of flavours, and very similar combinations. Furthermore, the Mediterranean diet goes well with many of their typical dishes. Pizza and pasta are increasingly popular, as well as

regional-inspired restaurants that offer typical dishes with a very classic and traditional approach.

What permits are required to open a restaurant in Japan?

There are no special requirements to open a restaurant in Japan. Bureaucracy is much leaner than the Italian one. Moreover, civic education and respect for the rules are very strong. At least once a year there are checks by Hokenjo – the authority of public health – which makes sure, for example, that taps or hot water are present. The firefighters, on the other hand, check that the premises are up to standards.

What are the permits to export food and wines to Japan?

After some scandals and incidents, food safety has become a central theme both for government and for corporates. Food has to meet stricter standards to enter the Japanese market. In general, there are precise limits relating to individual ingredients, such as iodized salt, and to particular categories of preservatives. Some production processes are not allowed. In general, the major limitations relate to health. But, at the same time, the procedures that exporters have to follow have been simplified. The entire situation is simpler for the beverage market, which is not subject to particular limitations, and also benefits from the elimination of duties under the new free trade agreement.

follow

In Giappone è Italia-mania

Le emozionanti vittorie sportive italiane a Tokyo 2020 hanno avuto un immediato effetto amplificatore sull'amore, già molto ben radicato, dei giapponesi per l'Italia. Con conseguenze dirette sulla vendita di prodotti alimentari, abbigliamento, accessori, macchine e qualsiasi altro bene di provenienza italiana. A beneficiarne sono stati anche i ristoranti: nonostante la Francia continua a mantenere una posizione di prestigio nell'immaginario nipponico per quanto riguarda l'alta cucina, le tipicità italiane trovano sempre più spazio in tavola, specie se si tratta di eccellenze di un certo prestigio (come tartufi o porcini), ma anche se sono prodotti stagionali e dall'aspetto invitante. I formaggi in tutto questo ricoprono un ruolo di primo piano, apprezzati specialmente nelle loro varianti dal sapore più morbido e delicato. E non bisogna dimenticare i salumi: per il Giappone l'Italia ricopre il ruolo di primo importatore al mondo di prosciutto crudo, speck e pancetta.

THE NATURAL SWEETNESS

Dolce Arianna
OIOLI
Gorgonzola DOP

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

The Quality with Love

Caseificio F.lli Oioli s.r.l. - via Castello, 12 - 28010 CAVAGLIETTO (NO) ITALY - ph: +39 0322 806251 r.a. - fax.: +39 0322 806611 - e-mail: oioli@oioli.it - www.oioli.it



FOCUS ON

It's Italy-mania in Japan

Some Italian excellences

DAIRY PRODUCTS ON TOP

A report by Ita-Ice (Agency for the promotion abroad and internationalization of Italian companies) illustrates the data on the production, consumption and import of dairy products in Japan. In 2019, the average annual sales of cheese increased by value (+27%) and volume (+1.7%). Considering that only 6,728 families out of 10,000 bought them, consumption is still not so widespread. But the trend is constantly growing over the years.

Local production began recently, in 1932, in Hokkaido. At the beginning, melted cheeses were the most popular because natural cheeses were not easy to find and were less appreciated due to their more intense taste, unusual in traditional Japanese cuisine. Now production is mainly characterized by small local businesses, with limited volumes.

In recent years imports of cheeses, including the ones from Italy, have shown a big growth trend, both in value and in volume. However, due to the pandemic, the

data recorded in 2020 was negative. In the reporting year, cheeses were imported for a total of 136,308 million yen and a corresponding amount of 291,510 tons, with a decrease in value of 5.6% per year. The main supplier is Australia with a 23.0% share, followed by New Zealand with 19.3%, and the United States with 13.5%. Italy is in sixth position with 6.7%. Japanese appreciate cheeses with a not too strong intense. And the products that offer the greatest income to Italy are fresh cheeses (mozzarella) and aged cheeses (such as not grated Parmigiano Reggiano and Grana Padano). Indeed, this sector is dominated by trading companies, which control the entire channel from the producer/supplier to the final retailer. Trading companies were also the first to suggest the sale of cheese in small packages (50 -200 g), both to adapt them to Japanese consumption habits and to make people know unusual cheeses by reducing their unit cost.

EXAMPLES OF CHEESE SOLD IN JAPAN

FORMAGGI NATURALI



Sfilacciante
220 yen (25 g x 2)
<Yukijirushi>



Mascarpone
260 yen (100 g)
<Yukijirushi>



Gouda, Cheddar
240 yen (50 g)
<Yukijirushi>



Preparato per fonduta
570 yen (185 g)
<Yukijirushi>

FORMAGGI FUSI



A fette singole normali
360 yen (126 g, 7 fette)
<Yukijirushi>



Formaggino (vari gusti)
365 yen (108 g, 6 spicchi)
<Yukijirushi>



Formaggino (vari gusti)
160 yen (48 g, 4 pezzi)
<Yukijirushi>



Blocco intero
500 yen (200 g)
<Yukijirushi>

CURED MEATS, BETWEEN LIGHTS AND SHADOWS

In 2020, total Japanese production of processed meat reached 549,823.30 tons, essentially steady with respect to the previous year. In 2020, deli meats were imported into Japan for a total of 41,565 million yen (322 million euros) and a corresponding quantity of 90,721 tons, with a decrease in the annual value of 5.9%. Japan's main supplier are the United States, with a share of 26.2%, followed by Canada with 16.9% and Thailand with 14.9%. With its 12.2%, China – which in recent years had occupied the second position – in 2020 drops to fourth place, with a decrease in value of 34.7%. Italy is in fifth position with 11.2%. In value, imports recorded a total of 4,674 million yen, or 36.2 million euros. Italy maintains the first place in the niche of cured meats such as raw ham, speck,

and pancetta.

For years, cured meats have benefited from the preparation of the popular lunch baskets for workers (bento), in which frozen foods are no longer used, following the scandal of Chinese ravioli contaminated with pesticides. Recently, new products were born, which are sugar-free, low in salt or made from selected national meats. The first four producers (Ito Ham/Shokuhin, Nippon Ham, Marudai Shokuhin and Prima Ham) together control 70% of the market of hams, including bacon and pressed. For each company, the main business remains sliced meat in vacuum-packed trays. In fact, in Japanese supermarkets there is no counter where you can buy salami sliced at the moment: most of the products in the shop are already pre-sliced and packaged.

EXAMPLES OF DELI MEATS SOLD IN JAPAN

BACON E PANCETTA



Half Bacon
400 yen ca.
(35g x 3 buste da 4 fette)
<Nipponham>



Block Bacon
398 yen (315g)
<Ito Ham>



Pancetta
500yen ca.
(228g, 57g x 4 bustine)
<Beretta>



Pancetta
498 yen (40g)
<Villani>

PROSCIUTTO CRUDO



Prosciutto di San Daniele DOP
1800 yen (80g)
<Principe>



Prosciutto di Parma DOP
907 yen (65g)
<Alcar Uno>



Prosciutto crudo
1650 yen (200g)
<Florucci>



Jamón Serrano
1850 yen (200g)
<Spagna>

PROSCIUTTO COTTO



Half Bacon
400 yen ca.
(35g x 3 buste da 4 fette)
<Nipponham>



Block Bacon
398 yen (315g)
<Ito Ham>



Pancetta
500yen ca.
(228g, 57g x 4 bustine)
<Beretta>



Pancetta
498 yen (40g)
<Villani>

SCEGLI IL Re

Gourmet Salami

Renzini expands the range of salami dedicated to the self-service with 3 new gourmet recipes, with an unmistakable taste and an exclusive look! Try them all!

Pistacchio
Salami with chopped pistachios cover

Nocciolo
Salami with chopped hazelnut cover

Sottobosco
Wild boar salami with red berries cover



INSPIRING FOOD BUSINESS

THE LARGEST SHOWCASE WORLDWIDE FOR BUSINESS OPPORTUNITIES

With an international presence, more than 50 year's experience, and combining its global knowledge with the local approach of its market, the SIAL Network has become a **world benchmark for food industry players**. It hosts thousands of companies from over 109 countries and attracts a live community of more than 365,800 buyers including 100% of the retail industry.

This is what we can do for you:

- Providing a better understanding of the **rules of a changing game**
- Helping to develop strategies adapted to the **new options** available for consumers
- Delivering a better approach to the socio-demographic, environmental and technological **changes** that will impact **the needs of tomorrow**
- Optimizing the food of today and **inventing the food of tomorrow**
- Inspiring and accompanying to **anticipate the changes** that impact the ecosystem...

As a leading global brand, **SIAL** is not only a show and a platform for business and networking, it also takes a deeper look into a growing 1.5 billion dollar industry.

All year long, SIAL covers the latest news and trends of the food industry and provides market insight and intelligence. Each SIAL exhibition marks the culmination of a long-term commitment to providing food professionals with a **unique platform** for exchange and business and offering conferences, round tables and debates.



PRODUCT SHOWCASE

Italian food is back (in business)

We're now entering the busy holiday shopping season and plenty of new products are hitting store shelves as well as e-commerce platforms. Some of them made their debut on the past weeks, others will be officially presented 'in grand style' to global market at the upcoming Anuga and Tuttofood, taking stage respectively in Cologne (9-13) and Milan (22-26) next October and that - as evidenced also in this preview - are expected to show a very high degree of innovation this year. After roughly two years of 'isolation', manufacturers are indeed paving to show importers and distributors, retailers and food service professionals their latest product launches.

Sia riaccende il business per il food made in Italy

La stagione commerciale più intensa dell'anno, quella che precede le festività natalizie, è definitivamente alle porte. E molti nuovi prodotti stanno facendo la loro comparsa sugli scaffali della Grande distri-

buzione e sulle vetrine dei grandi operatori di e-commerce. Alcuni hanno 'debuttato' nelle scorse settimane, altri saranno presentati ufficialmente in grande stile ai mercati mondiali nel corso delle prossime

edizioni di Anuga e Tuttofood, che si svolgeranno rispettivamente a Colonia (9-13) e Milano (22-26) il prossimo ottobre e che, da quanto emerge anche in questa anteprima, saranno quest'anno ad altissimo

tasso d'innovazione. Dopo circa due anni di isolamento, infatti, i produttori 'scalpitano' per mostrare a importatori e distributori, insegne e operatori della ristorazione le loro ultime novità di prodotto.

FLOURS & DOUGHS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

MOLINI BONGIOVANNI

www.bongiovanntorino.it



CORE

Core is the new Type 1 flour specifically created for pizza 'in pala alla romana' and pizza 'in teglia', enriched with selected soft wheat germ and perfectly suited for well leavened, light and crunchy pizzas. Created and tested to obtain amazing results with stable and easy to work high-hydrated doughs, Core is perfect with both direct leaving and pre-ferments as well as sourdough. It allows to work both with direct cooking, pre-cooking and regeneration, with or without blast chilling.

Ingredients

Soft wheat flour type 1 with selected wheat germ.

Packaging details
25 kg paper bag, 10 kg paper bag

Shelf life

12 months

International certifications

Halal, Kosher

ANUGA Hall: 3.2 Booth: B021

MOLINI PIVETTI

www.pivetti.it | www.pivetihub.it



TRITICUM

Molini Pivetti presents Triticum, the ultra-fine bran flour. Molini Pivetti's new Decortec technology provides a gentle grinding action that preserves the most valuable parts of the wheat kernel. In a single processing step, it produces a flour that is rich in the most valuable parts of this precious grain. The resulting flour has a stronger flavour, golden colour and is rich in fibres.

Ingredients

Hulled soft wholewheat flour

Packaging details

1 kg - 5 kg - 25 kg

Shelf life

365 days

ANUGA Hall: 11.2 Booth: E 048

TUTTOFOOD Hall: 14 Booth: C06 - C08

MOLINO RACHELLO

www.molinorachello.it/en | www.oasirachello.it/en



TRITORDEUM BIO FLOUR

Organic Tritordeum comes from the natural cross between durum wheat (triticum durum) and wild barley (hordeum chilense). It is a new and versatile cereal, grown in Italy in Molino Rachello's Oasi with sustainable organic agriculture and with a low environmental impact. Its flour is a source of fiber and its gluten has a better digestibility. This versatile flour is perfect to give a sweet and unique taste to bakery and pastry products; ideal for fresh pasta.

Ingredients

100% Tritordeum flour from organic agriculture

Packaging details

500 g and 25 kg, packaged in a protective atmosphere; 25 kg in paper bags

Shelf life

12 months

International certifications

Organic, IFS, ISO 22005, ISO 9001

MOLINO SPADONI

www.molinospadoni.it



FROZEN PIZZA DOUGHS

With its range of simple and practical frozen doughs Molino Spadoni responds to multiple taste needs of modern consumers. Preparing a Classic, a light Soy, a tasty 7-grains, a Khorasan Kamut (registered), a Wholemeal Spelt and a Vegetable Charcoal pizza will be easier and faster now. The whole range is produced with sourdough to always guarantee the fragrance, authentic flavour and texture of a professional pizza.

Ingredients

Classic dough: soft wheat flour type "00", water, sourdough, extra virgin olive oil, salt, wheat gluten, fresh yeast, malt extract and soft wheat malt flour.

Packaging details

250 g, 220 g, 210 g

Polyethylene bag

Shelf life

12 months

ANUGA Hall: 11.2 Booth: F041

Universal Marketing is the exclusive agent in Italy for Sial America 2022 and also for the other SIAL exhibitions in the world



SIAL MIDDLE EAST
December 7 - 9, 2021



SIAL INDIA
December 9 - 11, 2021



SIAL AMERICA
March 22 - 24, 2022



SIAL CANADA
April 20 - 22, 2022



SIAL MUMBAI
May 10 - 12, 2022



SIAL CHINA SHANGHAI
May 18 - 20, 2022



SIAL SHENZHEN
October, 2022



SIAL INTERFOOD JAKARTA
November, 2022

Exclusive Agent in Italy



ROME - 00155 Viale P. Togliatti, 1663 - **FROSINONE** - 03100 Via Aldo Moro, 149
TEL: +39.06.40802404 - FAX: +39.06.40801380 - MAIL: universal@universalmarketing.it
www.universalmarketing.it



PRODUCT SHOWCASE

FLOURS **MEATS & DELIS** OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

AMADORI www.amadori.it



FREE-RANGE WHOLE CHICKEN - IL CAMPESE AMADORI

Free-range, slow-growth, 100% Italian, antibiotic-free chicken, reared outside on a plant-based, GMO-free diet: Il Campepe is ideal as part of a healthy lifestyle and for consumers seeking wholesome, tasty food. Il Campepe is raised with extra care and tastes extra special as a result.

Ingredients

100% Italian, free-range, slow-growth, antibiotic-free chicken.

Packaging details

1 kg, aluminium tray (ready to bake)

Shelf life

12 days

International certifications

GMO free, Antibiotic free

ANUGA Hall: 06.1 Booth: E090-E098

DEVODIER PROSCIUTTI www.devodier.com



PARMA HAM DEVODIER - ANIMAL WELFARE - MIN. 24 MONTHS

The new sustainable supply chains meet the craftsmanship of classic high aging for a product that looks to the future of the gourmet world. The product is born from a bigger supply chain project developed in collaboration with the best Italian farmers who follow strict biosafety and environmental enrichment standards and who ensure rigorous animal welfare requirements. The entire supply chain is controlled by an external certification body with complete traceability.

Ingredients

Italian meat, salt

Packaging details

Laid by hand in MAP tray

Shelf life

90 days

International certifications

BRC, IFS, Smeta II-Pillar, Animal welfare

ANUGA Hall: 11.2 Booth: F030

FELSINEO www.felsineo.com



ALL NATURAL MORTADELLA, 'LA SINCERA'

All Natural mortadella made using only natural ingredients and Italian pork. Ideal for those who demand the highest quality, without giving up flavour and fragrance.

Ingredients

Pork meat, salt, natural extracts of: celery, carrot, blueberry, pistachios (0,5%), garlic, antioxidant rosemary extract.

Packaging details

Practical 90 g take away trays

International certifications

IFS e BRC (GSFS), UNI EN ISO

14001:2015, ISO 22005

ANUGA Hall: 5.2 Booth: D58

FUMAGALLI INDUSTRIA ALIMENTARI www.fumagallisalumi.it



CURED HAM

Made with thighs of an ancient native breed black pig: Maiale Nero della Lomellina. The genetics of this pig is characterized by a slow conversion of nutrition and this allows the pigs to have marbled meats that once transformed give a unique taste to the palate. Made with premium thighs which are salted and rubbed using traditional methods. The thighs are covered with salt and stored in chambers in special climatic conditions. After the drying phase, the thighs are cured for at least 12 months at the Langhirano production site, in accordance with traditional production techniques.

Ingredients

Pork meat from Italian heavy pigs, salt.

Packaging details

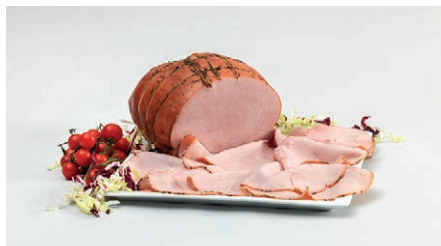
70 g

Shelf life

100 days

ANUGA Hall: 5.2 Booth: A063

GOLDENFOOD www.goldenfood.it



SUPREME TURKEY BREAST

National whole turkey breast, roasted and vacuum packed.

Ingredients

Turkey breast, salt, dextrose, fructose, aromas. Antioxidant: E301. Preservative: E250. Gluten Free - Crossed grain trademark.

Packaging details

Packaging unit: OPA/ALL/PE, packaging unit measures: l=17cm, L=27cm, net weight: about 4,5 kg

Shelf life

90 days

International certifications

IFS Food Standard, Version 6.1 November 2017

RUGGER - LENTI www.lenti.it



LENTI & LODE GRAND'ARROSTO WITH HERBS

High quality cooked ham made from 100% Italian pork legs. Produced with only the best fresh Italian pork legs, boned manually and flavored on the inside and on the surface with aromatic herbs, manually sewn and tied by hand, cooked slowly with direct steam for a whole day and then delicately roasted. It is gluten-free, without lactose and derivatives, without glutamate, without polyphosphates and without GMO ingredients.

Packaging details

Kg 9-10, pasteurized aluminum bag.

Shelf life

180 days

International certifications

BRC, IFS, Gluten free, Lactose and Caseinate free, No GMO ingredients

ANUGA Hall: 5.2 Booth: D 056

RENZINI www.renzini.it



SALAMI GOURMET - PISTACCHIO, NOCCIOLIO AND SOTTOBOSCO

A full range of high quality tasty pre-packaged Salamis of intense refined flavour. Delicious in a practical consumer size, fix weight, ready-to-eat in any moment. Pistacchio is a dry cured salami made of 100% Italian pork meat, enriched with a cover of chopped pistachios. Nocciolo is a dry cured salami made of 100% Italian pork meat, enriched with a cover of chopped hazelnuts. Sottobosco is a cured salami made with wild boar meat, enriched with a cover of juice and dehydrated red fruits.

Packaging details

200 g, vacuum packed.

Shelf life

100 day

International certifications

IFS, BRC

LIMONTA PROSCIUTTI www.dolcevalleprosciutti.com



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

The secret of 'Prosciutto Dolcevalle' is a combination of three ingredients: skilled artisans, select meats and processing methods that respect the tradition of Prosciutto di Parma. The delicate salting and seasoning in traditional cellars humidity and controlled temperature give to the product the sweetness and aroma that distinguish it.

Ingredients

Only pork meat and sea salt. Total absence of preservatives (nitrates and nitrites), Gluten and other any potential allergen. GMOs free ingredients.

Packaging details

Weight kg 9, transparent vacuum, 2 pieces for a box.

Shelf life

Without bone 180 days

International certifications

BRC, IFS.



Pride, passion and strong Italian traditions



LE
FAMIGLIE
DEL GUSTO

TRADITION. PASSION
INNOVATION.



Le Famiglie del Gusto is a network based on the collaboration of three leading Italian companies, specialised in the production of Italian cured meat for over 50 years. The overall advantage is enhanced with organic plant-based products.

The companies are totally committed to offering exceptional high-quality products and share common values, including pride in their work, passion for their products and a strong Italian tradition passed down through generations.

50.000
TONS
Annual
Production

9
Production
Facilities

300
Employees

200
MIO EUROS
Total Turnover

Discover more on the site www.famigliedelgusto.com



PRODUCT SHOWCASE

FLOURS **MEATS & DELIS** **OLIVE OIL & VINEGAR** READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

MARTELLI SALUMI

www.martelli.com



PROSCIUTTO CRUDO QTV

The antibiotic-free cured ham of the antibiotic-free line 'Qui Ti Voglio' is obtained exclusively from the thighs of Padano heavy pigs bred without the use of antibiotics from birth. Through the supply chain, 100% Italian, the company follows the entire production process and the respect of the best hygienic-sanitary standards: from the breeding of the pig to the finished product. The animals are all born from farms in the province of Treviso and bred in the province of Mantua. The result is a flavorful, tender, 100% Italian and antibiotic-free raw ham.

Packaging details

100 g MAP

Shelf life

60 days

ANUGA Hall: 5.2 Booth: D 042

MOTTA

www.mottabarassina.it



HIGH QUALITY BAKED HAM WITH HERBS

High quality ham with herbs and spices manually added. From fresh pig leg coming from selected and trusted suppliers, made using both the original Motta's recipe and the tradition and the experience of its workers.

Ingredients

Pork (95%), salt, dextrose, flavors, spices, Antioxidant: E316, Preservative: E250. Meat origin: EU.

Packaging details

8,5-9 kg, vacuum packed in transparent Cryovac.

Shelf life

90 days form packaging

International certifications

IFS, BRC, ISO 9001, ISO 22005

O.P.A.S

www.eatpink.it



EAT PINK BACON TENDERLOIN

The pork fillet with bacon belongs to the ready-to-eat line signed by Eat Pink. The slow vacuum cooking method at low temperatures makes the pork meat tender and tasty, allowing the product to be regenerated in a few minutes in the microwave, the oven or the pan. These characteristics are perfect for all those who don't want to give up neither on taste, healthiness or time.

Ingredients

Pork fillet, bacon (meat pork, salt, dextrose, smoke flavorings, spices, antioxidants: sodium nitrite), aromatic salt.

Packaging details

450 g, cardboard box + sealed envelope.

Shelf life

60 days

International certifications

BRC, IFS, ISO 22000/2005, Organic, UNI EN ISO 14001/2006, UNI EN ISO 22005/2007 DT 33, UNI EN ISO 22005/2007 DT 40.

TUTTOFOOD Hall: 6 Booth: H48

SALUMIFICIO PAVONCELLI ERNESTO E FIGLI

www.pavoncelli.it



BLACK PEPPER SEASONED ROLLED PANCETTA IN ECOPACK TRAY

Pavoncelli Rolled Pancetta with Black Pepper is obtained from 100% Italian pork bellies, salted and flavored by hand. After being rolled up, they are hand-tied, seasoned on the surface with ground black and encased in natural gut. After curing, it is carefully sliced into ecopack trays. This special packaging is totally recyclable in the waste paper bin. Pavoncelli's high quality cold cuts are free from gluten, glutamate, milk derivatives, allergens and GMO's.

Ingredients

Pork belly, salt, flavorings, dextrose, pepper, spices; antioxidant: E301; preservatives: E252, E250.

Packaging details

100 g net weight, FSC and Aticelca certified packaging (top and bottom completely recyclable).

Shelf life

60 days

International certifications

BRC, IFS, FSC

ACETAIA BELLEI

www.bellei.it/en



PRECIOUS GIFT BLUE LABEL

Balsamic Vinegar of Modena PGI Precious Gift. Light Blue Label is a high-density vinegar: 1.33. It is characterized by a harmonious sweet and sour taste in which the fruity notes recall hints of plum, fig and autumn fruit, with nuances of flavor ranging from wood to caramel, cinnamon, cooked fruit. The sugar component, given by the must, is important and gives a genuine and balanced flavor compared to acidity. It is aged exclusively in oak barrels.

Ingredients

Cooked grape must (Italy), wine vinegar (Italy), contains sulfites (natural).

Shelf life

5 years

International certifications

BRC, IFS, BIO, JAS

ANUGA Hall: 7 Booth: A-016

TUTTOFOOD Hall: 14 Booth: G 29

ACETIFICIO ANDREA MILANO

www.acetomilano.it



DETO ANDREA MILANO

Organic apple cider vinegar and organic apple cider vinegar infusions.

Ingredients

Organic apple cider vinegar, matcha powder, cinnamon, turmeric, ginger, hot chili pepper flavor.

Packaging details

700 g, carton box packaging

Shelf life

From 3 to 5 years

International certifications

Organic CCPB

ANUGA Hall: 11.2 Booth: C-011

TUTTOFOOD Hall: 14 Booth: E16

OLIO DANTE

www.oliodante.com



DANTE FLAVORED EXTRA VIRGIN OLIVE OIL PRODUCT RANGE

The classic taste of European blend extra virgin olive oil, enriched with herbs from the Mediterranean. It satisfies the most demanding consumers and food lovers, to enrich in taste as well as aromas the dishes of traditional and international cuisine. The line includes Extra virgin olive oil enriched with: lemon; chilli pepper; basil; black truffle; garlic and chili pepper; rosemary; Porcini mushrooms.

Packaging details

250 ml doric glass bottle

Shelf life

18 months

International certifications

IFS, UNI EN ISO 9001: 2008; BRC.

TUTTOFOOD Hall: 14 Booth: D19 E18 E20

COLAVITA

www.colavita.spa



ITALIAN SELECTION

Colavita Premium Italian extra virgin olive oil has rich aroma and full-bodied flavor. The slightly spicy notes in the flavor profile testify to the Italian authenticity and freshness of this product. The Cermet seal certifies that this Colavita extra virgin olive oil is 100% Italian, obtained exclusively from olives harvested and pressed in Italy.

Ingredients

100% Italian extra virgin olive oil

Packaging details

750 ml bottle

Shelf life

24 months

International certifications

IFS, ISO9001, Kosher, Halal.

ANUGA Hall: 7 Booth: A020

follow

PFITSCHER

www.pfitscher.info



MERANER SCHINKEN

Meraner Schinken (Tyrolean ham) is a raw ham without bone, steamed and lightly smoked. It has a slightly spicy, aromatic and slightly smoky taste, characteristics that make it more savoury than the usual hams on the market. A typical product of South Tyrol, prepared according to tradition.

Ingredients

Cooked smoked product. Ingredients: pork (origin: EU), salt, dextrose, flavouring, stabiliser: triphosphates, antioxidant: sodium ascorbate; spices, spice extract. Preservative: sodium nitrite; beech wood smoke.

Packaging details

120 g in a practical tray made from 60% recycled material.

Shelf life

40 days whole, 30 days tray

International certifications

IFS, BRS, USDA

ANUGA Hall: 5.2 Booth: C061

RASPINI

www.raspinisalumi.it



RASPINOTTO AMBIENT

The paste of medium-fine mincing of Raspinotto Ambient is exclusively made of 100% Italian raw material, stuffed in synthetic gut, and characterized by the balance between lean part, obtained from shoulders, and grains of fatty parts. Aromatized with truffle, fennel seeds, and chili pepper, it offers a plus: the innovating package in Ambient flow pack that allows to keep it out of the fridge since Raspinotto is protected from external agents so that it maintains its optimal seasoning degree for a longer time. The package is equipped with the practical Eurofor, a hole conceived for hanging. Gluten and lactose free.

Packaging details

150 g (120 g truffle version), single pack/16-piece display

Shelf life

75 days

International certifications

BRC, IFS, ISO 14001:2015, ISO 45001

ANUGA Hall: 05.2 Booth: D-0.13

LEVONI

www.levoni.it



PRESLICED SALAMI WITH BLACK TRUFFLE

An original reinterpretation of the classic medium-textured salami with black truffle flakes. Levoni celebrates the marriage of its excellent deli meats with a true icon of Italian gastronomy: the black truffle. The result is its personal take on truffle enriched deli meats: salami, cooked ham and mortadella, from now on in tray available, exalted only by natural flavours for a delicate taste experience.

Ingredients

Italian pork meat (93%), truffle (Tuber Aestivum Vittad 3,7%), sea salt, Garda Merlot PDO wine, dextrose, spices, sugar, antioxidant: E301, natural flavour, preservatives: E252, E250.

Packaging details

Fixed weight 80 g, packed in MAP tray

Shelf life

90 days from packing date

International certifications

GSFS, BRC.

ANUGA Hall: 5.2 Booth: A008 -J089

ZUARINA

www.zuarina.it



ZUARINA ORGANIC PARMA HAM

With the new organic sliced ham range the distinguish style of Zuarina is easily recognizable, thanks to its newly designed ready-to-eat trays (e.g.: right temperature & ham slices laid down by hand). The latest newcomer is the sliced organic ham of 10 items from 80 g onwards. Sliced ham at the right temperature, laid down and arranged by hand in small eye-catching easily disposable trays, draws the attention of the consumer at a point of sale thanks to the way the slices are arranged on the tray ('Chiffonade').

Ingredients list

Pig meat thighs originating from 100% Italian breeding farms which breed the pigs using organic feed and without using chemicals that are harmful to the environment.

ANUGA Hall: 5.2 Booth: D 52

Our De 'BAITA' is not just a bresaola.



In the heart of the Rhaetian Alps, in Northern Italy, Valtellina Valley is the place Bresaola has its origins. For our customers we want and seek the best meats and use secret traditional recipes. Our care accompanies the entire drying and curing process and we personally check every phase that leads to the birth of our special bresaola. Its unmistakable taste is the result of all the passion that only the artisans who, like us, have been cultivating a love for tradition for generations know how to put into their creations.

So De 'Baita' is not simply a Bresaola, but a Bresaola De 'Baita'.

✓ Rich in Proteins ✓ Low in Fats ✓ GMO free ✓ Allergens free ✓ Gluten free ✓ Lactose free



Quality is the key

PRODUCT SHOWCASE

FLOURS MEATS & DELIS **OLIVE OIL & VINEGAR** **READY-TO-EAT AND READY-TO-COOK** SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

OLIO GUGLIELMI

www.olioguglielmi.it



PUGLIA OIL PGI

The PGI Puglia oil is born from selected olives, pressed right after the harvest at very low temperatures. A green colored oil with golden hues, with aromas of fresh grass, artichoke and tomato. Its medium-intense flavor is accompanied by the typical bitter and spicy notes that make it decisive, but well balanced. It offers maximum certainty in terms of authenticity. Each bottle is guaranteed by the consortium, that verifies the entire production chain, rigorously made in Puglia.

Ingredients

100% Italian extra virgin olive oil

Packaging details

Glass bottles of 500 ml, 970 g, box of 6 bottles

Shelf life

18 months

ANUGA Hall: 11.2 Booth: C038

TUTTOFOOD Hall: 18 Booth: F19

MONARI FEDERZONI

www.monarifederzoni.it/en



BALSAMIC VINEGAR OF MODENA PGI LINE

Monari Federzoni signs a new vision of the Balsamic Vinegar of Modena PGI line. Through the new classification system, consumers can choose the product that best suits their needs: 'Gusto vivace', fruity, with character and an accentuated acidity; 'Gusto rotondo', classic, complex, full and harmonious flavor, with a perfect sweet and sour balance loved by consumers; 'Gusto corposo', soft and intense, with woody aromas that come from aging; 'Gusto vellutato', dense, sweet and creamy.

Ingredients

Cooked grape must and wine vinegar.

Packaging details

500 ml glass bottle

International certifications

BRC, IFS, Bioagricert, USDA Organic, NON GMO Project, Kosher

ANUGA Hall: 11.2 Booth: D021

ACETIFICIO CARANDINI EMILIO

www.carandini.it



BIANCA SWEET WHITE VINEGAR

Carandini's Sweet White Vinegar is a delicate and floral sweet white vinegar containing 80% grape must that can be used in dishes that require the preservation of the food's natural colors. Made from the same ingredients as Balsamic Vinegar of Modena, the concentrated grape must and wine vinegar offer fruitiness and fresh notes. With a rich perfume, the high-viscosity Bianca can be used to dress a variety of meals and as a base for vinaigrettes.

Ingredients

Concentrated grape must, wine vinegar

Packaging details

Glass bottle 250 ml - 8.45 FL oz

Shelf life

1095

International certifications

Vegan, Verified GMO No Project

ANUGA Hall: 11.2 Booth: F027

TUTTOFOOD Hall: 18 Booth: C36 - C38

PUJJE

www.pujje.it



PUJJE EXTRA VIRGIN OLIVE OIL

Pujje Evoo is a cold milled extra virgin oil 100% produced in Italy from the several olive varieties coming from 12 thousands Apulian olive trees owned by the company. The range includes Anfitrite Light Fruity delicate multicultivar; Rea Intense Fruity strong multicultivar; and Helios Medium Fruity lively monocultivar from millenary olive trees.

Ingredients

100% olives

Packaging details

Premium Line Pujje Evoo (Rea, Anfitrite, Helios) is available in 50 ml/1.69 fl.oz., 200 ml/6.7 fl.oz. and 500 ml/16.9 fl.oz. painted and screen-printed glass bottles, packaged in high quality cardboard boxes for single, double or triple bottles.

Shelf life

Production 2020/2021 best before/ lot n. 30/09/2022

AROMATICA

www.aromatica.it



ARTICHOKES WITH ITALIAN AROMATIC HERBS 125 G

Artichokes pieces (eight) seasoned with olive oil and Italian aromatic herbs. Ideal for aperitifs, pizzas, salads or as snack-to-go.

Packaging details

Resealable doypack bag with zip x 125 g. Packaged in protective atmosphere.

Shelf life

18 months

International certifications

UNI EN ISO 9001:2015, BRCGs.

PASTA CUNIOLA

www.mylinstantpasta.it; www.pastacuniola.it;
www.pastadicanossa.it



MY INSTANT PASTA

Instant Pasta and dehydrated powder sauces in 70 g cup. Cooking suggestions on the cup with hot water in 4/5 minutes or microwaveable in 3.5 minutes. Available in two recipes: Fusilli Carbonara or Fusilli with mushrooms.

Ingredients

Instanta pasta and dehydrated powder sauces.

Packaging details

70 g plastic cup with peelable paper sleeve and peelable paper lid.

Shelf life

14 months

International certifications

BRC, IFS, Organic

ANUGA Hall: 10.2 Booth: D071

TUTTOFOOD Hall: 14 Booth: B40 B44

LA PIZZA +1

www.lapizzapiuuno.it



FOCACCINE

Made using only natural ingredients and pure extra virgin olive oil, Focaccine by La Pizza+1 are ready to be eaten. They can be heated in the oven, under the grill or in a pan in just a few minutes. Suitable for vegans, they are without preservatives.

Packaging details

Packed in a protective atmosphere (to be stored out of the fridge) at a fixed weight (4x40 g)

Shelf life

15 days

International certifications

ISO 9001, ISO 22000, ISO 22005, IFS, Bioagricert

ANUGA Hall: 11.2 Booth: A-040

RISO SCOTTI

www.riscosotti.com



VENERE - WHOLEGRAIN BLACK RICE

Venere rice, the authentic aromatic Italian wholegrain black rice, for a unique taste and an incredible versatility. Steam-cooked and ready in 2 minutes.

Ingredients

Medium grain wholegrain parboiled black Venere rice 55%, water, sunflower oil, salt.

Packaging details

230 g doypack

Shelf life

20 months

ANUGA Hall: 7 Booth: A028

PINSALAB

www.pinsami.it



PINSAMI DISPENSA GOURMET

Pinsami Dispensa Gourmet is the new product by Pinsalab: an artisanal high quality Italian pinsa, now available at ambient temperature. Precooked Pinsami bases are made with excellent ingredients such as wheat flour, soy, rice, and sourdough cooked following the traditional recipe. The dough undergoes a long and slow rising (at least 24 hours), then is rolled out by hand and cooked at controlled temperature. It takes only five minutes at home to cook exquisite gourmet recipes.

Ingredients

Type 0 soft wheat flour, rice flour, soy flour, salt, extra virgin olive oil, acid dried sourdough, rice semolina, natural flavours, dried brewer's yeast, sorbic acid.

Packaging details

230 g, tray with freshness sticker. Contains precooked pinsa base.

Shelf life

60 days

BERTONCELLO

www.bertoncellognocchi.com



'GNOCCHIPIÙ' WITH MEAT SAUCE

Gnocchipiù are made with a puree containing fresh potatoes, Italian flour, without eggs or preservatives, not pasteurized, with a very low gluten content and highly digestible. Together with 400 g of gnocchi, there is also served the meat sauce already dosed (140 g) for an excellent result. Gnocchipiù are already portioned for two servings.

Packaging details

400+140 g in aluminized cardboard + flow pack

Shelf life

35 days

ANUGA Hall: 7 Booth: B20-C21

BM GASTRONOMIA

www.bmgastronomia.com



LASAGNA WITH RAGÙ MEAT SAUCE

An elaborate and tasty first course, flagship of the Emilian cuisine, lasagna has become an international dish, pride of the best Italian culinary tradition. The béchamel sauce is prepared by BM Gastronomia with fresh whole milk just like the ragù sauce, which is made with fresh meat coming from selected pigs or cattle (meat percentage in ragù varies from 40% to 55%). Moreover, Grana Padano PDO and Parmigiano Reggiano with 24 months of maturation are used.

Packaging details

The first courses is packed in handy wooden trays (100% biodegradable and compostable) with a greaseproof paper (MAP) inside for an ideal cooking both in an oven and in a microwave.

Shelf life

35 days

International certifications

IFS, BRC

BONOMELLI

www.gruppomontenegro.com



POLENTA VALSUGANA QUICK & EASY

Polenta Valsugana 'Quick & Easy' is a corn flour product range, already mixed with tasty ingredients, made up of 3 single items: with cheeses, with porcini mushrooms and, unique on the market, with tomato and beef. It's in handy self-standing multilingual bag, suitable as a single dish for 1 serving and as a side dish for 2 servings.

Ingredients

Characteristic ingredient of the three items is the pre-cooked 100% Italian cornmeal flour, combined with 3 different tasty flavours: cheese mix, porcini mushrooms, tomato and beef.

Packaging details

80 g, doypack

Shelf life

18 months

“LOVE AT FIRST SIGHT”

It comes from a noble fusion
between the best milk
of the Piedmontese Valleys
and the fine Menabrea Beer.
Sbirro: Surprisingly unique
for almost 20 years.



A FAMILY PASSION

www.botallaformaggi.com

PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR **READY-TO-EAT AND READY-TO-COOK** SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

NOVA FUNGHI

www.novafunghi.it



SALSIAMO RED CHICORY

Salsiamo Red Chicory is a veggie cream 100% vegetable and free from acidifiers, preservatives, milk and dairy, allergens, gluten. It can reach every kind of cuisine: with a simple gesture Salsiamo becomes the perfect topping for pizzas, a delicious sauce for a gourmet pasta, a tasty filling for sandwiches and wraps or a ready-to-use base for soups or risotto. The Salsiamo range includes products that are available in a wide flavours' range.

Ingredients

Red chicory, sunflower oil, potatoes, modified starch, flavorings, sugar, onion, salt, beetroot extract, acidity regulator: tartaric acid

Packaging details

Pouches for retail (140 g) and Horeca (800 g)

Shelf life

36 months

International certifications

IFS

TUTTOFOOD Hall: 14 Booth: B35-B37

ITALPIZZA

www.italpizza.it



26X38 SALAME GRAN GUSTO

'Salame' is Italtipizza's legendary 'meaty' pizza of the range, and the most loved one, thanks to the selection of premium traditional salame without preservatives and of matured hard cheese.

Ingredients

Dough (soft wheat flour, water, extra virgin olive oil, salt, yeast), tomato sauce (tomato puree, tomato pulp, olive oil, sugar, salt, oregano, basil), mozzarella (milk, salt, microbial rennet, lactic ferments), pepperoni salame 11% (pork, pork fat, salt, dextrose, paprika, beetroot, acerola, garlic, rosemary, oregano, extract of paprika, pepper, onion, coriander, chili pepper), hard cheese (milk, salt, lactic ferments, microbial rennet), sunflower oil, oregano. May contain soy.

Packaging details

Rectangular 535 g, compostable film and recycled paper case 100% recyclable.

Shelf life

12 months

International certifications

BRC, IFS, ISO 22000.

ANUGA Hall: 4.1 Booth: E.58

TUTTOFOOD Hall: 10 Booth: B46/B48

ILTA ALIMENTARE

www.amiolegumi.it



AMIO MY GOURMET - READY PULSES MEALS

AMIO My Gourmet is a range of 100% vegan legume-based organic ready meals in three tasty original recipes: Pulses and Oat with Tomato Sauce, Aromatic Lentils Mediterranean Style, Curry Chickpeas with Cranberries. The products are available in single portion bowls (270 g) which can be stored at room temperature and can be consumed with or without heating. AMIO My Gourmet is rich in taste and satisfying, made with organic ingredients, without preservatives, artificial colors or glutamate.

Ingredients

Organic pulses in tasty gourmet recipes.

Packaging details

270 g single-portion tray suitable for microwave

Shelf life

12 months

International certifications

BRC, IFS, Organic

ANUGA Hall: 11.2 Booth: C 051A

RASPINI

www.raspinisalumi.it



BURGER RASPINI

New line of hamburger, available from September 2021, in four types: Bacon Burger, Salamella Burger, Cheese Burger, Devil Burger. The new pork Burgers are meant for families and young consumers who appreciate their practical use and the quality of their raw material and added ingredients. The new Raspini burgers can be heated in microwave oven or in a pan, they have the same diameter as the hamburger bread, therefore they are conceived for a very practical use. Savoury and with delicious special tastes, the new Burgers are the ideal product for a friendly gourmet moment.

Packaging details

Single portion 120 g, transparent plastic package, completed with specific label.

Shelf life

30 days

International certifications

BRC, IFS, ISO 14001:2015, ISO 45001

ANUGA Hall: 05.2 Booth: D-0-13

AIRONE SEAFOOD

www.airone-seafood.com; www.maremi-seafood.it



MAREMI MACKEREL FILLETS

Maremi Mackerel Fillets is a high-quality product of Mackerel in oil olive.

Ingredients

Mackerel, salt, oil.

Packaging details

190 g x 6 pcs

Shelf life

4 years

International certifications

Friends of the sea, Dolphin Safe

ANUGA Hall: 8 Booth: D61

TUTTOFOOD Hall: 20 Booth: G19 H20

CITRES

www.citres.com



PISTACHIOS PESTO

High content of pistachio, gluten free, preservatives free. Delicious pesto to be used in the preparation of pasta condiments and in the most delicious recipe.

Ingredients

Pistachios, salt, black pepper, fiber, sunflower oil.

Packaging details

130 g, glass jar with pp transparent label easily to remove.

Shelf life

36 months

International certifications

BRC, IFS, BIO

ANUGA Hall: 11.2 Booth: A42

F.LLI POLLI

www.polli.com



POLLI VEGAN PESTO & SAUCES

The new range of Vegan Pesto and Sauces by Polli is created after a careful selection of the best raw materials, without animal proteins, naturally lactose-free and rich in flavor. Vegan Basil Pesto is a blend of Italian basil cold processed within 24 hours of harvest, with cashew and tofu for a creamy and tasty recipe; Vegan Bolognese Sauce, with soy and Italian tomatoes, is gluten-free and with a rich and delicate flavor.

Packaging details

Glass jar 190 g

Shelf life

36 months

International certifications

Vegan Label

TUTTOFOOD Hall: 14P Booth: D01 D03 E02 E04

DRAGO CONSERVE

www.dragoconserve.it



GRILLED MACKEREL FILLETS IN OLIVE OIL

'Drago Conserve' grilled mackerel fillets in olive oil are authentically prepared by hand, in keeping with traditional methods. Drago Conserve's quality is guaranteed by stringent controls and extremely thorough cleaning processes. They are flavoured with olive oil and offer the unmistakable taste of Drago Conserve for the most refined palates.

Ingredients

Mackerel (scomber scombrus), olive oil, salt.

Packaging details

125 g

Shelf life

3 years

follow

NATURELLO

www.dippiu.it/en/



DIPPIÙ

Naturello this year is launching Dippiù, a new range of 10+ original plant-based dips made with the freshest vegetables and best ingredients. Dippiù dips are ideal with chips, tortillas and crackers, as a sauce for pasta and risotto or as a refined finishing touch with meat, fish and cheeses. Dippiù, carefully created to intercept consumers' growing demand for healthier food that tastes great, enhances the fresh flavors of vegetables with original recipes: grilled pepper, lime juice and chili; mango and pepper; pumpkin and amaretto grains; caramelized onion; chickpeas and lemon juice. Dippiù is free from preservatives, flavorings and colorants. It is low in fat and calories and provides a good source of fibers.

Packaging details

160 g, pp

Shelf life

30 days refrigerated

International certifications

BRC, IFS

ANUGA Hall: 7 Booth: B20C21

SUDALIMENTA

www.tiberino.com



MARINARA BOWL: SOY-CHUNKS WITH OREGANO TOMATO SAUCE

Sudalimenta's One-pot plant based meals are ready to be cooked in minutes with no need for additional ingredients but water and oil. They are made using 100% natural ingredients, including NON-GMO soy and delicious handpicked seasonings.

Ingredients

Soy chunks 62%, tomato 14%, potato flakes, broth (iodized salt: 45.8%, soy and corn protein extract for stock 29%, dehydrated vegetables in varying proportions 19%, corn seeds oil), extra virgin olive oil, onion, oregano. May contain: gluten, almond, hazelnut, sesame seeds, tuna, squid, egg. Does not contain glutamate added, chemical additives or animal derivatives. All ingredients are bought already dried.

Packaging details

125 g, MAP

Shelf life

24 months

International certifications

IFS

TUTTOFOOD Hall: 14P Booth: A47-A49

VALPIZZA

www.valpizza.it



PEPPERONI SALAMI STOVE TOP + BBQ PIZZA

Pepperoni Salami Stove Top + BBQ pizza is the first pizza cooked in a pan on the stove or on barbeque in just 5 minutes. A convenient solution: customer can complete the whole cooking process in few minutes. Made in Italy, naturally leavened and hand stretched, GMO free, with only 100% Italian tomato and flours from 100% Italian grains.

Ingredients

Wheat flour, mozzarella cheese, tomato puree, water, salami pepperoni 5.5% (EU), sunflower seed oil, salt, yeast, malted wheat flour, sugar, oregano, black pepper.

Packaging details

230 g, single serve, in folding box

Shelf life

12 months

International certifications

BRC, IFS, Usda Organic, Kosher, Halal

ANUGA Hall: 04.1 Booth: C061

ZERBINATI

www.zerbinati.com



'LE MONOPORZIONI' PASTA AND LENTILS

A new entry in the market that combines the consumers' love for pasta with one of the most rich and appreciated legumes of the moment: lentils. A simple recipe, that is part of the line 'Le Monoporzioni', single serving meals prepared only with fresh vegetables, selected beans and multigrain, Italian extra virgin olive oil only and without preservatives or glutamate. The line also includes: Minestrone Soup, Vegetable Pureed Soup, Pumpkin and Carrot Pureed Soup or Bean and Multigrain Soup.

Ingredients

Water, lentil, carrot, onion, durum wheat pasta, extra virgin olive oil, salt, pepper.

Packaging details

310 g or 10,93 oz pocket size. 100% recyclable tray, FSC certified cluster

Shelf life

35 days

International certifications

BRC, IFS, BIO

Delicious
Gourmet
slices
for chef
sandwich
recipes



With the new Inalpi Gourmet Slices we want to enhance the Italian dairy tradition of DOP cheeses and our terroir. Gourmet ingredients to fill burgers, flavor recipes and invent delicious aperitifs.

DISCOVER THE ENTIRE INALPI RANGE ON OUR WEBSITE

LATTERIE
inalpi

SINCE 1966 GOOD, RIGHT AND SAFE VALUES

www.inalpi.it — f — @ — t — in



PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI
SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

MADAMA OLIVA

www.madamaoliva.it



GREEN CASTELVETRANO OLIVES IN BRINE

Sicilian olives of Nocellara di Belice variety. These olives, with low salt content, are harvested before they are ripe to keep the pulp crisp and bright green and to preserves the fragrance and scents of the land on which it is grown. The result is a sweet, delicate and full-bodied flavoured olive. Due to their crunchy pulp, they can be eaten alone as a snack and served with cocktails and appetizers.

Ingredients

Olives, water, salt. Acidifier: lactic acid. Antioxidant: ascorbic acid

Packaging details

Glass Jar line 327 ml. Net drained weight 190 g

Shelf life

2 years

International certifications

ISO9001, HACCP, ISO14001, Organic and NOP, BRC (grade A), IFS (higher level), Emas, BS Ohsas 18001.

ANUGA Hall: 11.2 Booth: B23

D'AMICO

www.damico.it



FUNGHI TRIFOLATI CHAMPIGNON LOGRÒ

D'Amico presents the new look of Logrò Sauteed Mushrooms, through a graphic layout that assigns a color to each product. The Logrò line of mushrooms includes many products available in different formats and packaging types. The mushrooms are sautéed according to the traditional recipe, they are ready to eat, with an easy-open pack and versatile in kitchen: ideal to cook first dishes, pizza but also quick hot and cold side dishes.

Ingredients

Cultivated mushrooms 'Agaricus bisporus' 80%, sunflower seed oil, salt, rice starch, powdered porcini mushrooms (Boletus edulis and its group), natural aroma, black pepper, parsley, garlic. Without added glutamate.

Packaging details

780 g tin

Shelf life

36 months

International certifications

BRC, IFS, Organic, BS OHSAS 18001:07

ANUGA Hall: 7.1 Booth: B10-D17

PUCCI

www.puccigroup.com



SPICY VEGETABLE SPREAD WITH HABANERO CHILI PEPPER 'PUCCI 1932' RANGE

This spicy vegetable spread is a traditional homemade artisanal specialty which comes directly from the memory of Pucci's family recipes. High quality combines with carefully selected raw materials to create a unique spicy spread which is highly recommended for those who love to add a stronger taste as well as a warm, lingering aftertaste to their aperitif or also bread, pizza, sandwich and soups.

Ingredients

Grilled peppers, sunflower oil, double tomato concentrate, water, fresh ricotta (whey, salt, citric acid acidity regulator), whey powder, potato flakes, onion, sugar, salt, chilli, Habanero pepper 0.06%, acidity regulator: lactic acid.

Packaging details

200 g net weight, glass jar 228 ml

Shelf life

48 months from the production date

International certifications

BRC, IFS

SINISI

www.sinisisrl.it



ARTICHOKES CREAM

The semi-finished artichokes, perfectly intact, after being selected are subjected to appropriate washing. Then are immersed in an aqueous solution of white wine vinegar, citric acid, L-ascorbic acid and salt. The products extracted from the solution are drained and reduced to cream and potted with the addition of oil. Once plugged, they are subjected to pasteurization.

Ingredients

Artichokes, sunflower seeds oil, wine vinegar, salt, antioxidant E300, acidity regulator E330

Packaging details

The product is packed in glass jar, the shapes is 314ml, opening capsule. Net weight: 290 g.

Shelf life

36 months

International certifications

Brcgs, IFS food

TUTTOFOOD Hall:18 Booth:G20

ANTICO PASTIFICIO MORELLI 1860

www.pastamorelli.it



ARTISANAL FLAVOURED PASTA

Shelf life

36 months, 24 guaranteed

International certifications

IFS, ISO22000, FDA, Haccp, Bioagricert

ANUGA Hall: 11.2 Booth: F 040 G

TUTTOFOOD Hall: C22 Booth: 18

BF AGRO INDUSTRIALE

www.bfspa.it; www.legstagoniditalia.it



PASTA CAPPELLI - LE STAGIONI D'ITALIA

Cappelli is an ancient variety of wheat from the Italian tradition dating back to the early 1900s and is called the 'king' of Italian durum wheat. For its 100% Capelli pasta the company only use wheat whose seeds have been selected and certified by SIS, the Italian Seed Society. Drawn through bronze, it preserves the excellent quality of the raw material ensuring excellent cooking resistance. It stands out for its high digestibility, proven by scientific studies and for its nutritional properties, being naturally a source of protein (14%) and fibre (3%).

Ingredients

Durum wheat semolina, water.

Packaging details

500 g, paper packaging

TUTTOFOOD Booth: Coldiretti

CA' VECCHIA

www.cavecchia.net



ARBORIO RICE IN TIN

The Italian high-quality rice in a vacuum packed container with protective atmosphere. This technology preserves rice humidity, inhibits bacterial development and protects from light and UV rays ensuring a naturally long-living product. The high quality of the Ca' Vecchia production is guaranteed by rigorous controls from the rise fields with the selection of raw material, the processing stages and use of modern technology. Product of 100% Italian origin.

Packaging details

Rice in tin 500 g or 1 kg bag, vacuum packed container with protective atmosphere.

Shelf life

36 months

CASCINA ALBERONA

www.cascinaalberona.com



RISERVA ALBERONA

Riserva Alberona is the spearhead of Cascina Alberona's production: its best selection of Carnaroli Classic rice, in limited quantities, aged 24 months in temperature-controlled silos inside the company. The choice of the grains goes through a careful selection that, thanks to the following 24 months of seasoning, guarantee a greater hold during cooking and less stickiness. The seasoned grain is not only more resistant to cooking, but also better absorbs the seasonings of recipes. Not by chance it is the rice quality most loved by great chefs for the preparation of risottos.

Packaging details

1 kg vacuum packed

Shelf life

24 months from the date of packaging

NEGRI[®]

ALTA SALUMERIA ITALIANA

NOVECENTO

NOVECENTO is an Italian cooked ham product made from large-size pig thighs handcrafted.

The peculiarity of this fantastic product is the smoothness on the palate, the slice made up of a lean heart with a delicate taste and a white rim of very sweet and very soft fat which makes the product truly exceptional.



NEGRI SRL Sede Operativa // Operating Office

via Napoli, 11 - 41016 Novi di Modena (MO) - Italy

Tel +39 0425 1666183 - info@negrisalumi.it

www.negrisalumi.it



GUARDA IL SITO

NEGRI[®]

ALTA SALUMERIA ITALIANA



PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI
SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

PASTIFICIO ATTILIO MASTROMAURO GRANORO

www.granoro.it



PACCHERI 'LE SPECIALITÀ DI ATTILIO' GRANORO DEDICATO

Granoro Dedicato changes packaging for a better future: the company replaced the packaging of its Attilio Specialties, now also produced with Durum wheat semolina 100% from Puglia, with fully recyclable paper. An ethical choice aimed at reducing its environmental impact and meet the needs of consumers who are increasingly attentive to the origin of food, the supply chain and companies that limit the use of chemicals and plastics.

Ingredients

Durum wheat semolina 100% from Puglia

Packaging details

500 g, recyclable paper Aticelca 501, FSC certified

Shelf life

36 months from date of packaging

International certifications

Organic, ISO 14001:2004, EMAS, IFS, FSSC 22000:2011, Kosher, Halal, OHSAS 18001:2007, ISO 22005:2008, BRC, AEO, Pesticide free and glyphosate free for the 'Granoro Dedicato' line.

F.LLI DE CECCO DI FILIPPO FARA SAN MARTINO

www.dececco.com



DE CECCO WHOLE WHEAT LINE

De Cecco whole wheat pasta arises 'wholly' from De Cecco's own mill, is dried at a low temperature and preserves entirely the wheat germ. And this is not just a claim, as confirmed by a study carried out by Università degli Studi di Milano that has proved that De Cecco whole wheat pasta contains wheat germ and is the one which best retains the natural qualities of semolina offering an intense aroma and genuine flavour without any bitter aftertaste.

Ingredients

Whole meal durum wheat semolina. May contain soy.

Packaging details

500 g, paper box

Shelf life

16 months

International certifications

BRS, IFS, EPD, DNV Product Certification, Halal, Kosher, Haccp, SA8000, ISO 14000:2004

FARMO

www.farmo.com



ORGANIC GLUTEN FREE LENTIL AND CHICKPEA PASTA

A pasta inspired by plants and made from only 2 ingredients: lentil flour and chickpea flour. Organic and gluten free, rich in protein, good source of fibre. 4 shapes available: Traditional (Spaghetti and Penne), New (Risoni and Fusilloni).

Ingredients

Organic lentil flour, organic chickpea flour.

Packaging details

250 g paper box

Shelf life

30 months

International certifications

Gluten free, Bio, Kosher (Star K), No GMOs

TUTTOFOOD Hall: 18P Booth: A07

GINO GIROLOMONI COOPERATIVA AGRICOLA

www.girolimoni.it



ORGANIC 'CAPPELLI' DURUM WHEAT PENNE

Organic pasta made from 'Senatore Capelli', an Italian ancient variety of durum wheat. It took almost 50 years, to Gino Girolimoni Cooperativa Agricola, to build up the whole chain linked to the production of organic pasta. The wheat is grown on around 400 Italian farms (76% from the Marche region), is grinded in the cooperative's mill, where it becomes semolina, is then mixed with water from the hills in the adjacent pasta factory and is transformed into pasta that is sold all over the world. Available also for Private Labels.

Packaging details

500 g, net weight. 100% Paper from responsibly managed forests bag, with easily separable and compostable window made of cellulose.

Shelf life

36 months

International certifications

IFS, JAS, Organic

DALLA COSTA ALIMENTARE

www.dallacostaalimentare.it



DALLA COSTA TUBETTI 3 LEGUMES

The Tricolour has always distinguished Dalla Costa Alimentare and for this reason it chose to put on the plate a mix of colours made with only legumes flour to create a tasty and gluten free first dish. The Dalla Costa Tubetti of 3 legumes are made from red lentils flour, chickpeas and green peas flours, all natural ingredients of the Mediterranean Diet, processed without the addition of additives. The bronze drawing gives a rougher and more porous pasta, capable of capturing and enhancing all sauces and seasonings. The raw materials are carefully selected, the result of organic farming that respects nature.

Packaging details

250 g available for personalization too.

Shelf life

720 days

International certifications:

Organic, gluten free, kosher, VeganOK, IFS, BRC

ANUGA Hall: 10.2 Booth: D70

TUTTOFOOD Hall: D47-49 Booth: 14

LA FABBRICA DELLA PASTA DI GRAGNANO

www.lafabbricadellapasta.it



'GRANDMA'S TERRACOTTA POT'

The 'Grandma's Terracotta Pot' is a new gift idea in which Artisan Pasta di Gragnano PGI certified is combined with a terracotta pot, which recalls the shapes of the pots used by our grandmothers. Pasta is slowly drawn only through bronze dies, which gives it an extraordinary roughness. It is dried at low temperatures only, very slowly, from 48 degrees up to 55 hours, to further enhance the excellent quality of the over 50 shapes of the company's production.

Ingredients

The fresh Natural Spring water of an ancient source of Gragnano mixed with 100% Italian durum wheat semolina of Appulo-Lucano short supply chain.

Packaging details

Gift box with 1 pack of Pasta PGI Certified and Terracotta Pot

Shelf life

3 years from date of production

International certifications

BRC, IFS, FDA, BIO-Organic, Gluten free

certificated production, ISO 22005

ANUGA Hall: 11.2 Booth: B-010

TUTTOFOOD Hall: 18 Booth: B01 C06

PASTIFICIO FABIANELLI

www.fabianelli.com



FUSILLI 85 ORGANIC WHOLE WHEAT OMEGA 3 PASTA TOSCANA

Pasta Toscana is made from 100% Tuscan organic highest quality whole wheat and pure water with Omega 3 coming from flaxseed flour (Ala Omega 3). Dried at low temperatures to maintain a unique flavor and a rough and porous surface, it contains a high amount of fiber, vitamins and minerals. Omega 3 fatty acids contribute to prevent cardiovascular and metabolic diseases.

Ingredients list

100% organic whole wheat durum semolina, organic ground flax seeds (5%), water.

Packaging details

500 g, packed in a 100% eco-friendly recyclable paper bag.

Shelf life

3 years

International certifications

BRC, Kosher, Halal, Organic, EAC, Usda, ISO

Palletization

35 cartons of 24 packs

ANUGA Hall: 11.2 Booth: B027

PASTIFICIO FELICETTI

www.felicetti.it



BIOLOGICA FELICETTI - PENNE RIGATE

From the finest organic wheat comes this full-flavoured product, belonging to a line that contains all the genuineness of the earth, the purity of Dolomiti water and the clear freshness of mountain air. One of Pastificio Felicetti's distinctive features is its organic working method, shared with an Italian supply chain that excludes the use of chemical fertilisers.

Ingredients

Organic durum wheat semolina, water.

Packaging details

Weight: 500 g / 1.1 lb. The packaging is made of 100% natural paper from PEFC-certified pure cellulose and comes from sustainably managed forests.

International certifications

BRC, IFS, Organic according to Reg. 834/2007/CE, JAS, NOP, COR and Demeter.

ANUGA Hall: 5.1 Booth: C071-D070

TUTTOFOOD Hall: 14 Booth: C42-C44



THE ART OF PROSCIUTTO

www.devodier.com

VISIT US AT



HALL 11.2
STAND F030

follow



PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI
SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

BIOALIMENTA

www.farabella.it



'FARABELLA' GLUTEN FREE POTATO GNOCCHI WITH RED LENTILS

Bioalimenta, specialized producer of Gluten Free Potato Gnocchi since 1998, came up with an innovative new recipe including red lentils. In a dedicated allergen free facility, Farabella Potato Gnocchi are expertly crafted using over 85% potato and natural spring water from the Majella mountains. The addition of red lentils provides a higher protein and fiber content, perfect for a balanced diet. Farabella Potato Gnocchi are gluten free, lactose free, egg free, wheat free, GMO free, suitable for vegans and Kosher.

Packaging details
Convenient 250 g single portion pack. Gnocchi are packed in a clear protective bag enclosed in a recyclable carbox.

Shelf life

12 months

International certifications

ISO 9001, 14001, GF Certified Gluten Free by The Gluten Intolerance Group of North America, Kosher, BRC, IFS.

BUONA COMPAGNIA GOURMET

www.bcgourmet.it



STUFFED GNOCCHI WITH ASIAGO CHEESE PDO

Fresh gnocchi made with fresh potatoes cooked in their own skin.

Ingredients

Fresh potatoes, wheat flour, potato starch, eggs, salt, sunflower oil. Filling (17%): ricotta cheese (whey, salt, acidity regulator: citric acid), Asiago PDO 36%, potato starch, salt.

Packaging details

350 g

International certifications

BRC, IFS

ANUGA Hall: 7 Booth: 029

TUTTOFOOD Hall: 14 Booth: B 41/43

CASANOVA FOOD - PASTA DI VENEZIA

www.pastadivenezia.it



PANCIOTTI BACCALA' MANTECATO

Gluten free and lactose free fresh egg pasta.

Ingredients

Gluten free mix for pasta: corn starch, water, egg yolk, potato starch, rice flour, guar gum, extra-virgin olive oil, salt. Filling: creamed cod, stock fish, water, lactose-free ricotta cheese, gluten-free semi-finished product, bamboo fibre.

Packaging details

125 g. Sustainable packaging: plastic tray and paper cover (no labels).

Shelf life

60 days

International certifications

IFS, Gluten free.

TUTTOFOOD Hall: 14 P Booth: C17-C19-C20

LA LANTERNA

www.pastalalanterna.com



RAVIOLI WITH BURRATA AND CHERRY TOMATOES

Ravioli with burrata and cherry tomatoes are a delicious and light pasta, which brings a touch of freshness and imagination to the table. Delicious to taste on any occasion.

Ingredients

Pasta 55%: durum wheat semolina, soft wheat flour type 00, pasteurized eggs 16% in total (Italian origin). Filling 45%: stracciatella di burrata 14% in total, cherry tomatoes 14% in total, mozzarella, Parmigiano Reggiano, ricotta, breadcrumbs, salt, nutmeg, pepper. It may contain traces of shellfish, nuts, fish, celery and soy.

Packaging details

250 g tray

Shelf life

60 days

International certifications

IFS

ANUGA Hall: 11.3 Booth: D018

MASTER

www.mammaemma.it



GNOCCHI STUFFED WITH SPECK AND BRIE

Mamma Emma stuffed gnocchi are made with only fresh potatoes (no potato flakes, no potatoes and water) and 100% natural ingredients. Their tasty and soft dough hides a rich and creamy filling made with high-quality speck from Tyrol and brie cheese from France. Ready in 3 minutes, they are ideal to be sautéed in a pan, without the need to boil them in the water. Preservatives free.

Ingredients

Steamed potatoes, wheat flour, brie cheese, potato starch, ricotta cheese, pasteurized whole milk, eggs, speck, salt, sunflower oil.

Packaging details

350 g, plastic film inside paper box

Shelf life

60 days fresh, 18 months frozen

International certifications

FSSC-22000, BRCGS, IFS, ICEA, Smeta 4 Pillars

ANUGA Hall: 11.2 Booth: D043

TUTTOFOOD Hall: 14 Booth: C01

PAGANI INDUSTRIE ALIMENTARI

www.tortellinipagani.com



PAGANI DRIED FILLED PASTA 'SPECIALITÀ' LINE

Pagani presents its new line of dried filled pasta called 'Specialità': Tortellini Cured Ham, Raviolotti Cheese, Tortellini Tricolore Cured Ham, Tortellini Porcini Mushrooms, Ravioli Cheese and Truffle, Tortelloni Ricotta and Spinach, Tortellini Cheese and Tomato. The products come in a new display box packaging which has been completely renovated following the guidelines of simplification and craftsmanship. The new display boxes also mark Pagani's choice to use only barn eggs for its productions, with a view of an increasing attention to sustainability and animal welfare.

Packaging details

Tortellini, Raviolotti: display box, 250 g;

Ravioli, Tortelloni: display box, 200 g

Shelf life

12 months. No refrigeration required.

International certifications

IFS (Higher Level, 98,11%), BRC (Grade A)

TUTTOFOOD Hall: 18 Booth: B53-C52

RAVIOLIFICIO LO SCOIATTOLO

www.scoiattolopastafresca.it



ROASTED CAULIFLOWER ORGANIC RAVIOLI

Cauliflower Organic & Vegan Ravioli has been studied according to the consumption trends of the USA market, where many companies are creating increasingly interesting products based on Cauliflower, a healthy vegetable and a superfood with great nutritional values. The filling is particularly creamy and delicious, wrapped in a tough puff dough, typical of the real fresh pasta made in Italy.

Ingredients

Spinach pasta filled with cauliflower. Ingredients: durum wheat semolina, cauliflower, water, potato flakes* (potato*, rosemary extract*), sunflower oil*, onion*, garlic*, salt. Percentage of filled pasta: 52%.

Packaging details

2 x 454 g, tray with 70% recycled plastic.

International certifications

USDA Organic and Vegan certification

ZINI PRODOTTI ALIMENTARI

www.pastazini.it



DOLCI SORRISI FRAGOLINE E ZENZERO

To celebrate its 65th anniversary, Zini presents Dolci Sorrisi (trade mark), a new sweet version of one of the most loved products as well as the one that best represents the philosophy of the company. Dolci Sorrisi are characterized by a creamy filling of sheep ricotta, a special variety of dark red small strawberries and candied ginger flakes. The exclusive processing technology keeps the fruit intact, well recognizable, with its unique texture.

Ingredients

Italian durum wheat, sweetened sheep ricotta, water, fresh eggs, strawberries, mascarpone, ginger.

Packaging details

100% compostable packaging, 800 g bag.

Shelf life

18 months

International certifications

IFS, BRC

TUTTOFOOD Hall: 10 Booth: E07 E01 F08 F06 F02

We did *not* focus on the Market.

We focused on Andrea.

BacktoNature is all food's path to finding and using eco-friendly materials for the Private Label.

Take a look at the NEW preformed PAPER tray: 100% RECYCLABLE, created with an eye to the environment and the future generations' well-being in mind.



backtonature.eco

follow



PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

ANTONIO FIORE ALIMENTARE

www.fiorealimentare.it



FRAGRANTINI 100% EXTRA VIRGIN OLIVE OIL

Salty bakery snack. Tarallo is one of the most recognisable product of Apulia. But not all Taralli are the same: it's the flavour that makes the difference. Fragrantini (registered trademark) distinguish themselves for their crunchiness. The secret are the sourdough and the slow rising. The circular shape and the crunchy surface make their flavour unique. Made according to grandfather Antonio's ancient recipe, Fragrantini stand out for their crumbly and rustic texture.

Ingredients

Cereal flour (wheat, corn), white wine, extra virgin olive oil 21%, starch, natural dough 2% (contains wheat), salt.

Packaging details

Material: polypropylene for food 70my. Net weight: 250 g. Gross weight: about 252 g.

Shelf life

12 months

International certifications

ISO 9001

PEDON

www.pedon.it



THE NEW PULSE-BASED SNACK OVEN-ROASTED NOT FRIED

Pedon's new pulses are oven-roasted, not fried to preserve their natural shape and nutritional properties but also to make them extremely crunchy and flavourful. Rich in protein and fibre, they are also free from gluten, artificial aromas and preservatives. 2 clusters to satisfy different snacking occasions. The first 5 are 100% natural varieties of pulses mixed with special fruits: Chickpeas; Edamame; Fava Beans, Chickpeas, Lentils; Edamame, Fava beans, Raisins; Fava beans, Cranberries, Pumpkin seeds. The other three combinations (Fava beans with sea salt and black pepper; Edamame with paprika; Chickpeas and lentils with chili) are pulses seasoned with special flavourings, an ideal alternative to salty nuts.

Packaging details

Doypack 90 g

Shelf life

12 months

ANUGA Hall: 10.2 Booth: C-60

TUTTOFOOD Hall: 18 Booth: D11-E14

PUGLIA SAPORI

www.pugliasapori.com



THE FRISELLINE

The new Apulian Friselline are the company's interpretation of this classic Mediterranean baked product. Just like its larger version, Frisellina is formulated exclusively with high quality olive oil and is available both classic and wholemeal. In addition, Friselline are ready to eat, because they don't need to be wetted before seasoning, they are extremely versatile in the kitchen, and they have a QR code on the back of the packaging which is connected to a section of Puglia Saporì website dedicated to the many ways Friselline can be seasoned.

Ingredients

Olive oil: tender wheat flour type "00", re-milled durum wheat semolina, malted cereal flour, olive oil, brewer's yeast, salt. Wholemeal: tender wheat flour type "00", malted cereal flour, olive oil, brewer's yeast, salt

Packaging details

200 g paper touch bag

Shelf life

12 months

TUTTOFOOD Hall: 14P Booth: C48 C50

SIPA INTERNATIONAL - MARTINO

www.martinotaste.com



CRISPYCOUS

The first crunchy couscous breading, 100% gluten free. Crispycous is developed with alternative raw materials and is available in Chickpeas Crispycous and Corn Crispycous. Perfect in a toasted pan or in the oven for crispy gratins. It is used without frying and allows for unique, healthy and tasty couscous coatings, to the point of making Crispycous unique in its kind.

Ingredients

100% alternative raw material. Chickpeas Crispycous: 100% chickpeas flour. Corn Crispycous: 100% chickpeas flour.

Packaging details

Doypack 100% recyclable, 250 g

Shelf life

12 months

International certifications

BRC, IFS, Organic, Kosher, Naturland, Veganok

ANUGA Hall: 5.1 Booth: E-059

MONVISO GROUP

www.monvisogroup.it



CRACKER YEAST FREE

Yeast Free Crackers with olive oil and vitamins of the B group and iron. Available in the Classic and Wholemeal version.

Ingredients

Wheat flour, olive oil, iron, vitamins: PP, B1, B2, folic acid, maize maltodextrin, salt.

Packaging details

Flowpack 220 g

Shelf life

12 months

ARMONIE ALIMENTARI

www.armoniealimentari.it; www.parmonie.it



PARMONIE BIO - CHIPS WITH PARMIGIANO REGGIANO CHEESE

Parmonie chips are the original Italian snack made with only natural ingredients, and oven cooked. The range now includes the new Parmonie made with only three organic ingredients: flour, Parmigiano Reggiano cheese and olive oil. A fancy and genuine snack.

Ingredients

Soft wheat flour type 2*, Parmigiano Reggiano PDO CHEESE (MILK, salt, rennet)*, high oleic sunflower seeds oil*, salt (*organic)

Packaging details

50 g self-standing bag in recyclable PP

Shelf life

365 days

International certifications

BRC, IFS, Organic

BARBERO DAVIDE

www.barberodavide.it



SMOKED HAZELNUTS

What happens if the best quality of hazelnuts combines with the countercurrent and perfect fine smoked salmon by Claudio Cerati? One of the most delicious and tasty aperitifs. Intense and strong taste, ideal with the most sparkling bubbles.

Ingredients

Toasted and smoked Piedmont hazelnut.

Packaging details

100 g jar and 200 g bags

Shelf life

1 year

International certifications

Fda

TUTTOFOOD Hall: 18 Booth: C11 D12

FIORE DI PUGLIA

www.fioredipuglia.com



TARALLO CLASSIC FLAVOUR IN 130 G PAPER CUP

Produced only with Italian extra virgin olive oil and 100% Italian wheat flour. New eco-friendly and reusable pack. Less than 65% of plastic compared with a traditional pack.

Ingredients

Wheat flour 94%, high oleic acid sunflower oil, extra virgin olive oil (2%), salt, natural extract of olives.

Packaging details

130 g, cup in FSC mixed

Shelf life

365 days

International certifications

BRC, IFS

ANUGA Hall: 02.2 Booth: B 054

follow

GRISSIN BON

www.grissinbon.it



MINIFAGOLOSI PIZZA

New Mini Fagolosi breadsticks pizza taste in an innovative snack package with 11 minipacks.

Ingredients

Wheat flour, extra virgin olive oil, tomato powder, yeast, iodized salt, barley malt extract, paprika powder, oregano, basil, dehydrated onion, malted wheat flour, natural flavourings.

Packaging details

165 g flowpack (11 minipacks x 15 g)

Shelf life

210 days

International certifications

IFS, BRC

LA MOLE - F.LLI MILAN

www.la-mole.com



IT'S FOCACCIA

Thin and fragrant oven baked slices of breads with a very particular processing that reproduces as much as possible the manual and artisan processing of focaccia and its intense taste. In La Mole's It's Focaccia, the delicate taste of extra virgin olive oil is combined with the simplicity of flour, yeast, water and a pinch of salt. Processed with natural leavening, they are baked and not fried.

Ingredients

Wheat flour, sunflower oil, extra virgin olive oil, yeast (Italy), salt (Italy), malted cereal flour (barley, wheat).

Packaging details

Cardboard SAFFA tray PET + Polypropylene

Shelf life

12 months

International certifications

IFS and BRC standards in 2004, FDA and KOSHER

ANUGA Hall: 3 Booth: B 059

TUTTOFOOD Hall: 14 Booth: E47 F50

MACORITTO VALENTINO

www.imacoritti.it



I MACORITTI SNACK WITH EXTRA VIRGIN OLIVE OIL

Crispy and short breadsticks with 10% extra virgin olive oil. Perfect as genuine snack and also accompanied by cheese, cold cuts and other courses. The new single portion pack is ideal for Horeca, parties, events and vending machines.

Ingredients

Wheat flour, extra-virgin olive oil 10%, sunflower seeds oil, salt, yeast, barley malt.

Packaging details

Flow pack with 30 g (approx 10 short breadsticks)

Shelf life

12 months

International certifications

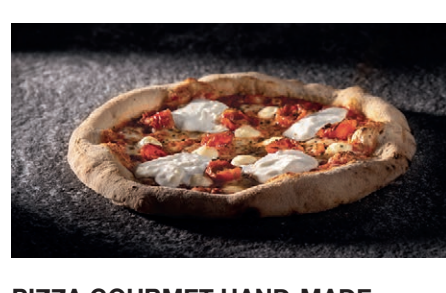
IFS, ICEA Organic

ANUGA Hall: 11.2 Booth: B-035

TUTTOFOOD Hall: 14 Booth: C15

MARGHERITA

www.margheritarepomodoro.it/en/



PIZZA GOURMET HAND-MADE 'DOPPIA LIEVITAZIONE'

Unique premium Italian hand-made pizza, achieved through a traditional method that can be found only in the best Italian pizzerias. A unique sourdough blend of flour and grain including an ancient grain from Sicily. 24h of leavening, processed in two steps in order to develop the best texture and the highest digestibility. All processed by hand.

Ingredients

Flour, grain ancient grain, sourdough, extra vergin oil, top quality topping.

Packaging details

Carton box, sleeve

Shelf life

12 months

International certifications

BRC, IFS, Usda

ANUGA Hall: 5.1 Booth: A-034

TUTTOFOOD Hall: 10P Booth: B11 B13



www.valledorospa.it





PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI
SAVOURY SNACKS & BAKERY **CHEESE** CONFECTIONERY & SWEET BAKERY

TARTUFLANGHE

www.tartuflanghe.com



ALMONDS COATED WITH TRUFFLE JUICE

Delicious almonds covered with a thin layer of truffle juice. Not a simple salted snack: its unique manufacturing process gives the product a special crunchy texture and an uniform salting. Ideal for happy hours, great on salads and to enrich many dishes.

Ingredients

Almonds, truffle juice.

Packaging details

50 g

Shelf life

9 months

International certifications

Organic, IFS, BRC

ANUGA Hall: 11.5 Booth: D 045

TUTTOFOOD Hall: 6 Booth: G 23

TERRE DI PUGLIA

www.terredipuglia.it



SCRACKERS TOMATO AND OREGANO FLAVOR

Terre di Puglia presents the new Scrackers snack line, mini crackers with an explosive taste, made according to the ancient Apulian recipe of taralli, without the addition of dyes, hydrogenated fats and palm oil. Scrackers tomato and oregano flavor is intended for those who choose uncompromising taste and quality.

Ingredients

Wheat flour, white wine, high oleic sunflower oil, salt, extra virgin olive oil, tomato powder, oregano, onion granules, basil, sesame seeds.

Packaging details

80 g

Shelf life

12 months

ANUGA Hall: 11.2 Booth: F-013

TUTTOFOOD Hall: 14 P Booth: D43-544

VALLEDORO

www.valledorospa.it



CHEESE BREADSTICKS

The new Valledoro Cheese Breadsticks are perfect at any time of the day. The light salting on the surface and the typical taste of cheese make it a delicious product, ideal for a break or as a delicious appetizer.

Ingredients

Wheat flour, grated cheese (milk, salt, rennet, lysozyme from egg) 12,5%, sunflower oil* 9,5%, salt, yeast, malted barley flour, flavouring.

Packaging details

100 g in plastic flow pack.

Shelf life

8 months

International certifications

BRC, IFS

ANUGA Hall: 2.2 Booth: D 059

TUTTOFOOD Hall: 14 P Booth: E35 E37

VITAVIGOR

www.vitavigor.com



VITAPOP - POP SNACK

A thin sheet of dough with special flours, extra virgin olive oil, naturally leavened in the shape of a 'cushion', with a crunchy surface and hollow inside. A 'one leads to another' snack, thanks to the small size perfect for a single bite. 4 taste varieties and recipes designed to satisfy the expectations of all palates: Vitapop with corn flour and salt on top; Vitapop with wholewheat flour, Rich in fiber; Vitapop with Chili Pepper; Vitapop with Cheese & Pepper.

Packaging details

120 g, all Vitapop items are offered in recyclable paper packaging.

Shelf life

12 months

International certifications

BRC, IFS

ANUGA Hall: 2.2 Booth: C50a

TUTTOFOOD Hall: 18 Booth: A25

PARMAREGGIO - AGRIFORM DIVISION

www.parmareggio.it; www.agriform.it



ASIAGO FRESCO PDO RISERVA ORO DEL TEMPO

Asiago Fresco is a semi-hard, semi-cooked PDO cheese originating from the Asiago Alpine plateau, in the Veneto region of Italy. Among the innovations introduced by the Consortium at the end of 2020, particular attention was paid to the enhancement of the various maturations: thus the new Asiago PDO Fresco Riserva was born, with 40 days or more of aging, and the typical, sweet and delicate taste of Asiago Fresco, paired with the more intense tones of a longer aged cheese.

Ingredients

Milk, salt, rennet

Packaging details

Modified atmosphere flowpack - 350 g fix weight

Shelf life

63 days

International certifications

IFS Food - Higher level, UNI EN ISO 9001:2015, FSSC 22000

ARRIGONI BATTISTA

www.arrigoniformaggi.it/en



QUARTIROLO LOMBARDO PDO

Table soft cheese made of pasteurized cow's milk. The rind is thin, soft and white. The flavor is delicate and slightly sour and it has a white, compact and crumbly consistency. The Quartirollo Lombardo cheese is a typical table cheese, that is mostly enjoyed alone or together with salads and cold dishes, yet the widespread consume and the increased creativity used in cooking have lead it up to the position of first class ingredient in several recipes.

Ingredients

Pasteurized cow's milk, salt, rennet.

Packaging details

Thermo-sealed tray 200 gr, 1/2 form (paper and vacuum), whole form (about 2,6 kg, paper and vacuum)

Shelf life

40 days from packaging

International certifications

BRC, IFS, Organic

ANUGA Hall: 10.1 Booth: C038

BOTALLA

www.botallafarmaggi.com



BOTALLA LINEA GLI SPECIALI

Respecting tradition does not mean refusing innovation, but it means striving for equilibrium between the past and the present. If the strictly Piedmont milk is enriched with ginger, turmeric, pepper, intense but gentle spices or with the colour and aroma of flowers, we have the discovery of new cheeses with a unique and balanced taste, in pure Botalla style.

Packaging details

700 g, box of 4 wheels

Shelf life

70 days

International certifications

IFS

CA.FORM

www.fiordimaso.it/#dolce-vita



HAPPY CHEESE - ASIAGO PDO FRESCO

Ca.Form's new launch for 2021 is the 'Happy Cheese' range which allows to taste Italian PDO cheeses in an easier way than before thanks to its innovative packaging. Perfect for those who don't want to spend time slicing or dicing but still want to enjoy the excellence of Italian PDO cheeses. The Happy Cheese line includes: fresh and seasoned Asiago PDO, Montasio PDO, Pecorino Toscano PDO, Grana Padano PDO and Asiago PDO with vegetable rennet, suitable to a vegetarian lifestyle.

Ingredients

Cow's milk, lactic ferments, salt, rennet.

Packaging details

14x13.5x4.5cm, plastic tray with protective atmosphere tray

Shelf life

60 days

International certifications

FSSC 22000

ANUGA Hall: 10.1 Booth: G070

ITALIA BULGARI

marshmallow
factory



new mallow line

We are getting BIGGER



BULGARI AGOSTINO | info@bulgariagostino.it | +39 030 99 59 553

www.bulgariagostino.it





PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI SAVOURY SNACKS & BAKERY **CHEESE** CONFECTIONERY & SWEET BAKERY

MARIO COSTA

www.mariocostagorgonzola.it



'BRUNO COSTA' BLUE VEINED CHEESE WITH BLACK TRUFFLE

It is a blue cheese, made from pasteurized cow's milk, with the addition of black summer truffle flakes at the time of cheese making. It is creamy, sweet with the characteristic aroma of truffles.

Ingredients list

Milk, rennet, salt, summer black truffle (Tuber aestivum Vitt.)

Packaging details

Whole wheels (kg. 12), half (kg. 6), quarters (kg. 3) and ATM eighth (kg. 1,5 plastic + aluminium) (aluminium)

Shelf life

30 days

International certifications

BRC, IFS, Fssc, ISO 22000, Sedex member

CASEIFICIO DEFENDI LUIGI

www.formaggidefendi.com



GORGONZOLA PDO SPOONABLE WITHOUT RIND

Mild and creamy, a delicacy to taste by a spoon. A high-quality Gorgonzola PDO dolce extremely soft and creamy thanks to a particular production technique and to the company's long experience in producing Gorgonzola cheese. A great, practical and quick serving size for the modern consumer: the cheese is already without rind so ready-to-eat and without wasting of product. Naturally lactose free.

Packaging details

230 g heat-sealed tray with cover.

International certifications

BRC, IFS, Organic, FDA, China Validated

ANUGA Hall: 10.1 Booth: E 018

DELIZIA

www.deliziaspa.com



MOZZARELLA DI GIOIA DEL COLLE PDO

Spun paste cheese obtained from selected raw whole milk collected every day in farms which guarantee to the animals a healthy life and a controlled feeding. Mozzarella Gioia del Colle PDO is recognizable for its taste of delicately acidulous milk and the typical fresh and intense aftertaste.

Ingredients

Pasteurized cow milk, natural whey, salt, rennet.

Packaging details

200 g, plastic bag

Shelf life

18 days

International certifications

BRC, IFS

ANUGA Hall: 10.1 Booth: E 069

TUTTOFOOD Hall: 6 Booth: B 01/07 - C 02/C08

GILDO FORMAGGI

www.gildoformaggi.it



BUFALBLU

Exclusive new production, it's a big blue cheese obtained from fresh buffalo milk. The production technique is completely traditional, with multiple manual operations. The paste is compact, not too creamy, color white with diffused blue veins. The taste is savory, appetizing, tantalizing; the full and typical flavor of buffalo milk combines with molds create a truly inviting scent.

Ingredients

Pasteurized whole buffalo milk, ferments, salt, rennet, penicillium.

Packaging details

Whole form 12 kg, 1/2 form 6 kg, 1/8 form 1,5 kg in plastic bowl

Shelf life

60 days

GRUPPO FORMAGGI DEL TRENTINO

www.formaggidel trentino.it



TRENTINO BUTTER

Pasteurized cream butter. A genuine product, expression of a unique territory. Extremely versatile in the kitchen, it gives taste to all dishes. Simple and traditional product that for the first time at Anuga is proposed for the foreign market. It comes in a new compostable paper pack, in compostable paper, with renewed graphics and logo that make the image consistent with that of Trentingrana, top product of Gruppo Formaggi del Trentino.

Ingredients

Pasteurized cream.

Packaging details

Weight: 250 g, pack type: compostable paper

Shelf life

120 days

ANUGA Hall: 10.1 Booth: D019

INALPI

www.inalpi.it



LATTERIE INALPI GOURMET CHEESE SLICES

Gourmet cheese slices are meant for the creation of elaborated recipes or delicious sandwiches enhancing PDO cheese varieties and highly appreciated local specialties. Gourmet cheese slices offered in the tastes of Grana Padano PDO, matured Pecorino, smoked Scamorza are references adding prestige to the displays in modern large retail and in free-service shelves.

Packaging details

Packs of 6 25-g slices individually wrapped in peelable polypropylene (25 x 6 slices = 150g)

Shelf life

270 days

ANUGA Hall: 10.1 Booth: G-008

LA CONTADINA SOC. COOP.

www.caseificiocooplacontadina.com



MOZZARELLA DI BUFALA CAMPANA PDO

Buffalo Mozzarella PDO made from fresh buffalo's milk.

Ingredients

Buffalo milk, salt, rennet.

Packaging details

250 g in bag

Shelf life

34 days

International certifications

IFS, BRCs, Organic, FDA

ANUGA Hall: 10 Booth: A20

LATTERIA SORESINA

www.latteriasoresina.it



LATTERIA SORESINA NEW BRAND IMAGE

Latteria Soresina, one of the most important Italian dairy companies and one of the largest producers of Grana Padano, with 120 years of history, unveils an important corporate identity restyling project that interested the packaging of all product lines, the website, social networks and all Latteria Soresina communication tools.

DALLA TORRE VAL DI NON - DALLA TORRE DOROTEA

www.dallatorrevaldinon.it



LA MONTANARA

La Montanara is a fine butter made with just two ingredients: fresh milk and first cream. It is distinguished by its extreme cutting softness, its intense fragrance and naturally sweet flavour. All of these characteristics are achieved thanks to the selected raw materials and the adopted traditional processing method: centrifugation, where butter is obtained directly from milk and keeps all of its organoleptic and nutritional properties over time. Excellent raw, it is versatile in all preparations: from cooking to baking, and even haute cuisine.

Ingredients

Butter from the cream of fresh milk. Min 82% fat

Packaging details

250 g, packaging certified as compostable by TÜV Austria: the wrapper can be disposed of in the compost.

Shelf life

115 days

International certifications

Packaging OK Compost Industrial by TÜV Austria.

LATTERIA SOCIALE MANTOVA

www.lsmgroup.it



GRANA PADANO GRATED

The Grana Padano grated range produced by LSM Group - one of Italy's leading producers of Grana Padano cheese and major wholesaler of other PDO Italian cheese types - is wide and includes several formats, from smaller bags (100 g to 500 g), to larger (1 kg, 2 kg, 5 kg), specific for retail and catering services. One of the most successful is the fresh grated Grana Padano 100 g, in the Doypack aluminium resealable bag. A captivating and functional packaging, recently renewed, that preserves the flavour and the quality of the product, but also easy to store and ready to use in the kitchen.

Ingredients

Milk, salt, rennet, lysozyme from egg

Packaging details

100 g doypack aluminium resealable bag.

Shelf life

90 days

International certifications

BRS and IFS, Haccp, Icea, Halal, Kosher

ANUGA Hall: 10.1 Booth: E 060

Discover
our new products



Come visit us
TUTTOFOOD

PAVILION 14P STAND C48-C50
MILAN 22-26 OCTOBER 2021



www.pugliasaponi.com



jomi
Salumi d'amare
love for pre-sliced delis



jomispa.it





PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI
SAVOURY SNACKS & BAKERY **CHEESE** CONFECTIONERY & SWEET BAKERY

CASEIFICIO PALAZZO

www.caseificiopalazzo.eu



MOZZARELLA DI GIOIA DEL COLLE PDO TRECCIA (BRAID)

Hand-braided, white colour, with possible seasonal straw-coloured nuances, it has a smooth and shiny surface with a slightly fibrous consistency. It tastes of milk, with a pleasant, delicately acidic aftertaste. It is based on a traditional recipe made up of a few ingredients: pasteurised cow's milk, natural whey, salt and rennet, (no preservatives or additives). Its production, milk processing and packing area is located in the Murgia of Bari, Taranto and part of the municipality of Matera in Basilicata.

Packaging detail

200 g, in a PP bag branded Murgella

Shelf life

19 days

International certifications

IFS, BRC

TUTTOFOOD Hall: 6P Booth: F17 G20

PARMAREGGIO

www.parmareggio.it



PARMIGIANO REGGIANO JULIENNE

Parmigiano Reggiano Julienne Parmareggio, a new format that enriches the range of grated products. It is characterized by a cut into small pieces, larger than the classic grated cheese, which allows to keep the aroma and flavor of Parmigiano Reggiano for longer. Parmigiano Reggiano Julienne Parmareggio is particularly versatile in its use in the kitchen, both as an ingredient and as a garnish and ideal for obtaining perfect gratinings for baked dishes.

Ingredients

Milk, salt, rennet.

Packaging details

85 g, self-stand bag with easy opening system and closer zip, plastic bag.

Shelf life

90 days

International certifications

BRC, IFS, CSQA

SORÌ ITALIA

www.sortitalia.com



BUFFALO BURRATA FROZEN

100% Buffalo milk burrata, hand-made.

Ingredients

Buffalo pasteurized milk, buffalo milk cream, natural whey, salt, rennet.

Packaging details

Single pot 125 g

Shelf life

18 months

International certifications

ISO, IFS, BRC, Halal, Sedex, Organic.

ANUGA Hall: 10.1 Booth: H029

TUTTOFOOD Hall: 6 Booth: D41/E44

STERILGARDA ALIMENTI

www.sterilgarda.it



LONG LIFE UHT RICOTTA CHEESE

Typical Italian product, the Ricotta Sterilgarda is an excellent ingredient for tortellini, cheese cakes and other dishes, now in the new UHT version. No preservatives.

Ingredients

Milk, whey, cream, modified starch, stabilizers: pectin, carrageenan; acidity corrector: lactic acid. Allergens: milk and milk products (including lactose).

Packaging details

500 g Brik Tetra pak 'Baseline' made with recycled paper.

Shelf life

8 months after production date

International certifications

BRC, IFS, Sedex, FDA

ANUGA Hall: 10.1 Booth: C.009

ACETAIA GUERZONI

www.guerzoni.com



GRAPE PUDDING

Sweet & soft pudding produced with Natural and organic grape.

Ingredients

Organic grape juice, organic flour.

Packaging details

130 g jar

Shelf life

18 months

International certifications

BIO, Usda Organic

A.D.R. - AZIENDE DOLCIARIE RIUNITE

www.sassellese.it



NUVOLETTI

All the extraordinary flavor of the best almonds enclosed in soft pastries with no added sugar. The Nuvoletti are traditionally processed pastries prepared with selected ingredients, including premium quality almonds and white of egg from free-range hens. A modern thought inspired by the traditional recipe of Sassello, that led to the creation of sweets with a soft, fluffy and fragrant heart with a delicate golden crust.

Ingredients

Apricot kernels, sweetener: maltitol, almonds (11%), white of egg*. Preservative: potassium sorbate. Gluten free. *Eggs from free-range hens.

Packaging details

200 g bag

Shelf life

8 months

International certifications

BRC

ANUGA Hall: 11.2 Booth: F-040G

TUTTOFOOD Hall: 4P Booth: D20-E19

BHB ITALIA

www.bhb.name



COCOA ROULE'

Filled roll 38 x 56 h 0,7 cm.

Ingredients

What flour (Gluten), egg, sugar, water, maltodextrin, lean cocoa powder 2%, emulsifier: E475, E433; skimmed milk powder, powdered egg white, humectant: E422; thickener: E417; raising agents: E450i, E500ii, salt, preservative: E202; flavours. It may contain soy and nuts.

Packaging details

Roule is packed in flow pack: one pack contains 6 layers and each box contains 2 packs, weight/piece g 400.

Shelf life

6 months

International certifications

BRC, IFS, UTZ Cocoa, Organic, Gluten free.

BISCOTTIFICIO GRONDONA

www.grondona.com



CORLEGGERI WHOLEMEAL WITH EXTRA VIRGIN OLIVE OIL

The Grondona's Corleggeri family, formerly known as 'Health Biscuits', is expanding with Corleggeri Integrali (wholemeal). Result of a manufacturing process that lasts 52 hours, they are produced with real wholemeal flour in addition to wheat flour, cold-pressed extra virgin olive oil and, of course, with the family's centennial white mother yeast, which is refreshed every day with a process that has remained unchanged for 200 years.

Ingredients

Natural leaving biscuits with Grondona's sourdough, whole wheat flour, extra virgin olive oil.

Packaging details

250 g bag, paper C/PAP84 recycling.

Shelf-life

8 months

International certifications:

DNV, UNI EN ISO 9001.

TUTTOFOOD Hall: 4 Booth: B22 - C25



I ♥ PROSCIUTTO®

UNLEASH YOUR ART

WHEN TRADITION AND CREATIVITY, PATIENCE AND PASSION JOIN ANCIENT WISDOM AND INNOVATION, A GOOD PRODUCT IS BORN. IT IS WORTHY TO BE PROTAGONIST OF EVERY AWARD-WINNING CUISINE AND TO BE TASTED WITH ALL THE SENSES, INCLUDING THE SIGHT.

OUR PRODUCTS ARE THE ARTISANAL EXCELLENCE OF ITALIAN CULINARY TRADITION AND RESPOND TO THE HIGHEST QUALITY STANDARD. THEY ARE BORN FROM A CAREFUL SELECTION OF THE BEST SWINE OF WHICH WE GUARANTEE TRACEABILITY AND TIRELESS RESEARCH FOR THE PERFECT FORM IN EVERY MOMENT: THAT MAKE THEM UNIQUE TO THEIR PRESENTATION. THE WRAP-AROUND FRAGRANCE THAT IS RELEASED FROM THE FIRST TO THE LAST SLICE WILL BE ABLE TO ENHANCE EVERY COMBINATION, EVEN THE MOST UNEXPECTED ONE.



PANCETTA WITH
PINK PEPPER

SWEET
LONZARDO

SPICY ITALIAN
FIOR DI FESA

GUANCIALE WITH
BLACK PEPPER

ITALIAN
CULATTA

PANCETTA WITH
BLACK PEPPER

SPICY ITALIAN
SGAMBATO

SMOKED
LONZARDO



COL NINÉN AS FÀ INCÔSA

BOLOGNESE DIALECT: "YOU CAN DO EVERYTHING WITH PORK"

Prosciuttificio Monteverchio

Via della Libertà, 67

Loc. Savigno Valsamoggia (BO) - IT

Phone +39 051 6708245

info@prosciuttificiomonteverchio.it

www.prosciuttificiomonteverchio.it



TUTTOFOOD
MILANO

Milano - 22-26 ottobre 2021
Pad. 6 - Stand G39 - G43

follow



PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI
SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

MARINI

www.biscottificioverona.com



VERONA COOKIES WITH CHOCOLATE AND SICILIAN ORANGE

Veronese version of Marini cookies. With Verona Cookies (trademark) Marini combines the international character of chocolate cookies with a touch of Italian traditional pastry. Tasty and crunchy, these biscuits smell of Sicilian oranges, and the combination with dark chocolate creates an irresistible mix. Result of the know-how developed by Biscottificio Verona and the quality of the raw materials used, especially the orange candied peels and dark chocolate chips.

Ingredient list

Wheat flour, dark chocolate 24%, coconut and sunflower vegetable oils and fats, sugar, candied Sicilian orange paste 8%, eggs, butter, glucose syrup, semi skimmed milk powder, corn starch.

Packaging details

150 g box, 200 g bag

Shelf-life

12 months

Certifications

BRC, IFS

ANUGA Hall: 2.2 Booth: A055

TUTTOFOOD Hall: 4 Booth: D 32

CAFFAREL

www.caffarel.com/en



HAZELNUT CREATIONS PIEMONTE DARK

Creamy dark Gianduia chocolate with whole Italian hazelnuts, masterfully roasted, for an intense, crunchy and velvety experience.

Ingredients

36% hazelnuts, sugar, chocolate liquor, cocoa butter, fat-reduced cocoa powder (processed with alkali), dry whole milk, anhydrous milk fat, almonds, soy lecithin (an emulsifier), vanillin (artificial flavoring). Contains hazelnuts, milk, almonds and soy. May contain other tree nuts. Gluten free.

Packaging details

165 g, cornet.

Shelf life

15 months

DECO INDUSTRIE

www.decoindustrie.it / www.decointernational.it



DOUBLE CHOCO COOKIES FORNAI & PASTICCERI

Cookies with cocoa, pure premium quality chocolate drops and fresh milk. Made with 100% Italian wheat, they are GMO free and without hydrogenated fats. Suitable for breakfast, they are perfect for an indulgent snack any time of the day.

Ingredients

Wheat flour 33%, 30% dark chocolate drops (sugar, cocoa mass, fat-reduced cocoa powder, cocoa butter, emulsifier: soy lecithins), sugar, palm oil, rice flour, 2% fat-reduced cocoa powder, 2% cocoa powder, 2% pasteurized milk, raising agents: ammonium carbonates, sodium carbonates; flavouring, salt. May contain nuts and eggs.

Packaging details

250 g, block bottom bags made with recycling packaging materials.

Shelf life

12 months

International certifications

Brc, IFS, ISO 14001:2004, ISO 9001:2008.

ANUGA Hall: 11.2 Booth: F041

TUTTOFOOD Hall: 4 Booth: A18

DOLCERIE VENEZIANE

www.dolcerveneziane.it



DOLCETTI CAPRICCI DI CASANOVA

High quality hand-made and oven-baked biscuits made with a typical Venetian recipe, with pears and chocolate.

Ingredients

Wheat flour, candied pears 26% [pears (49%), glucose-fructose syrup, sucrose, acidity regulator: citric acid, flavourings], sugar, chocolate drops 6% (sugar, cocoa paste, cocoa butter, emulsifier: soy lecithin, natural vanilla extract), butter, vegetable margarine [non-hydrogenated vegetable oils and fats (palm, coconut, sunflower), water, emulsifier: mono and diglycerides of fatty acids, polyglycerol esters of fatty acids, sunflower lecithin, flavourings, colourant: carotenes], egg white, egg yolk, raising agents: diphosphates, sodium carbonates, wheat starch, wheat malt, honey, salt, flavourings. Made on a production line that handles also nuts.

Packaging details

weight: 250 g, carton weight: 3.50 kg / 12 pcs in each carton

Shelf life

240 days

DOLCIARIA MONARDO

www.dolciariamonardo.com



ASSORTED CHOCOLATE PRALINES GIFT BOX

Assorted composition of delicate and tasty chocolate pralines in elegant packaging.

Packaging details

150 g box

Shelf life

18 months

International certifications

IFS, BRC

ANUGA Hall: 10.2 Booth: D068 E069

DOLCITAL

www.dolcital.it/en/



SOFT NOUGAT WITH PISTACHIOS

The scent of pistachios, together with the crunchy natural almonds, enhances the flavor of this soft nougat. Perfect for the shops that want to offer high quality Italian food abroad, this product is packed in an elegant and colorful carton box.

Ingredients

Natural almonds, pistachios, sugar, honey, egg white.

Packaging details

130 g, carton box

Shelf life

19 months

International certifications

IFS

FIorentini ALIMENTARI

www.fiorentinalimentari.it



PEANUT BUTTER FLIP

Soft corn snacks that melt in your mouth, enriched with 100% peanut butter. Non-fried, gluten-free, source of fibre and protein. Ideal for a tasty break.

Ingredients list

60% corn flour, 30% peanut butter (100% roasted peanuts), high oleic sunflower oil, pea protein, sea salt, brown sugar.

Packaging details

Maxi pack 14 g, 70 g

Shelf life

9 months from production

Palletization

10 pack / box, 48 box / pallet

International certifications

Vegan Ok

ANUGA Hall: 18P Booth: L02L06

TUTTOFOOD Hall: 03.2 Booth: B071

FLAMIGNI

www.flamigni.it



IL PANETTONE ALLO SPRITZ

A soft and flavoured dough filled with Spritz cream and covered with delicious dark chocolate and sugar grains.

Packaging details

950 g pack

Shelf life

6 months

ANUGA Hall: 2.2 Booth: C51

TUTTOFOOD Hall: 4 Booth: K17



we will be present at:



TASTE THE FUTURE
COLOGNE
09-13 OCTOBER 2021



fumagalli

A good slice of sustainability

LOCALLY SOURCED FEED



All the crops grown in the fields near our breeding farms are used to produce organic feed.

INGREDIENTS



All our ingredients are organic.

NO ANTIBIOTICS



All antibiotics have been banned.

ORGANIC ABOVE EU STANDARDS



Our animals are kept in larger spaces than those required by EU organic pig farming regulations in each stage of their lives.



Products gluten and lactose free

BIO

Supply Chain

IN 2017 WE COMPLETED OUR OWN 100% ORGANIC CONTROLLED SUPPLY CHAIN.

Our promise of a sustainable and responsible production process which allows us to meet the demands of today's consumers



Fumagalli Industria Alimentari S.p.A. - Via Briantea, 18 - 22038 Tavernerio (CO) Italia - Tel +39 031557111 - www.fumagallisalumi.it

follow

PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

MESSORI CIOCCOLATERIA

www.messoriocciolateriat.it



MAXI CHOCROC MILK

Wafer filled with hazelnut cream milk chocolate coated with amaretto bits.

Ingredients

Wafer, hazelnut cream, milk chocolate, amaretto bits.

Packaging details

Maxi Chocroc milk 27 g, 24 pcs x 4 displays, 108 cartons in one pallet.

Shelf life

12 months

International certifications

IFS

ANUGA Hall: 3.2 Booth: C 068

VICENZI

www.matildevicenzi.com



MAGNIFICO WAFER MILK & HAZELNUT

Matilde Vicenzi interprets with pastry mastery the wafer tradition through the launch of Magnifico wafer cubes, available in two delicious flavors: Milk and Hazelnut. This light and friable wafer pairs with a rich and smooth cream (78%) prepared with Italian toasted hazelnuts or with Italian milk in a perfect marriage. Both Milk and Hazelnut wafers are free from palm oil, colorings or preservatives. Perfect for every occasion.

Packaging details

Pouch in flowpack, 125 g

Shelf life

12 months

International certifications

ISO, BRC, IFS

ANUGA Hall: 10.2 Booth: D 029

PROBIOS

www.probios.it; www.shop.probios.it



PROTEIN PANCAKE MIX

Protein Pancake Mix Probios is a high protein, fiber source pancake mix made from bean curd and whole buckwheat, ready in 3-4 minutes. Perfect for increasing the protein content of breakfast, it is part of the BioChampion line, a range of organic references with innovative formulations and a high nutritional profile. Source of zinc, potassium and iron, it is sugar free, gluten free and vegan.

Ingredients

*Bean flour (vicia faba), *whole buckwheat flour 26%, *corn starch, raising agents (potassium bitartrate, sodium bicarbonate, *corn starch). *Organic

Packaging details

200 g

Shelf life

16 months

International certifications

Organic, Vegan, Gluten free, Sugar free.

MELEGATTI 1894

www.melegatti.it



PANETTONE 4 CIOCCOLATI 'PREMIATA CASA MELEGATTI'

Panettone 4 Cioccolati - new premium line 'Premiata Casa Melegatti' is a triumph of chocolate with different textures, for real lovers of this delicious ingredient. In the soft dough, enriched with cocoa nibs, meet crunchy dark, milk, white and caramel chocolate chunks. With high-quality Italian fresh milk, fresh Italian free-range eggs, Italian honey and vanilla beans.

Ingredients

750 g net weight / 26.4 oz (1 lb 10.4 oz).

Packaging details

Elegant paper box.

Shelf life

6 months

International certifications

BRC, IFS, FSSC 22000

IL FORNAIO DEL CASALE

www.gecchele.com



CIAMBELLA MARBLE SPONGE CAKE

The pleasure of a homemade cake, always ready to eat. Ideal for breakfast, after lunch or dinner, as a snack or a party dessert. Available also in other flavours, like yogurt, lemon or yogurt and sugar grains. Palm free, without colorings, hydrogenated vegetable, acidifying and preservatives.

Ingredients

Wheat flour, sugar, eggs, sunflower seed oil, yogurt.

Packaging details

400 g, paper tray and transparent foil

Shelf life

180 days from production date

International certifications

IFS

ANUGA Hall: 3.2 Booth: A069

TUTTOFOOD Hall: 4 Booth: D07 - E07

BISCOTTI P. GENTILINI

www.biscottigentilini.it/it/



TRICOLORE BISCUIT TIN

This is Gentilini's homage to Italy, the symbol of love and artistic production, with the Italian flag covering the entire box set. Inside, an irresistible selection of biscuits. Brasil, the delicious cocoa-flavoured shortbread, and Margherite, delicately scented with citrus.

Packaging details

500 g in carton box (6 x 500 g)

Shelf life

12 months

International certifications

ISO 9001/22000

HDI HOLDING DOLCIARIA ITALIANA

www.sorini.it



SALTY CRUNCHY POPCORN PRALINES

Milk chocolate praline filled with salty popcorn flavoured cream and crispy corn.

Ingredients

Sugar, vegetable fats, cocoa butter, whole milk powder, cocoa mass, whey powder, corn extruded, skimmed milk powder, salt, Emulsifier: soya lecithin, flavorings.

Packaging details

Bag 200 g

Shelf life

18 months

International certifications

Rainforest, Fairtrade, Rspo, BRC, IFS.

I MASINI

www.tipicodisardegna.com



TIRAMISÙ COMPLETE KIT WITH SAVOIARDONE DI SARDEGNA

With the complete kit for Tiramisù with Savoiardone di Sardegna - Tipico's new products, launched in September 2021 - the company gives the opportunity to prepare, in just 10 minutes and 5 simple steps, the most beloved Italian traditional spoon dessert in the world. A convenient and elegant pack contains all the experience and quality of made in Italy ingredients: 8 Savoiardoni, the preparation for Tiramisù cream, instant coffee, bitter cocoa and a convenient tray for the preparation. Cream is the only ingredient to be added.

Packaging detail

303 g

Shelf life

10 months

ICAM CIOCCOLATO

icamcioccolato.com; vaninicioccolato.com



VANINI ORGANIC CHOCOLATE BARS SINGLE-ORIGIN UGANDA

Six organic chocolate bars made with Ugandan cocoa from the Bundibugyo cooperatives, where Icam has founded a company to support the cultivation and harvesting process of the cocoa: Icam Chocolate Uganda Ltd. Six delicious flavors that perfectly combine innovative and organic ingredients with the unusual aromatic profile of cocoa: Dark chocolate with 93% or with 85% Ugandan cocoa; Dark Chocolate 56% with Almonds and Sicilian Salt, Dark Chocolate 56% with salted pistachios, Gianduja Chocolate with hazelnuts, Gianduja Chocolate with cocoa nibs.

Packaging details

Weight: 85 g, the Uganda organic bars come in a wrapper made of 80% renewable raw materials that is 100% compostable.

Shelf life

18 months

International certifications

Organic, Vegan Ok, Gluten Free, Kosher, Halal, Fairly Traded, TUV-OK Compost.

ANUGA Hall: 11.2 Booth: F025

TUTTOFOOD Hall: 4 Booth: G21-F26

LOACKER

www.loacker.com/int/en



LOACKER GRAN PASTICCERIA BISCUITS

Loacker presents its latest novelty with Loacker Gran Pasticceria Biscuits, available in four delicious variants: Chip Choc (picture), Snowflakes and Nut Selection Hazelnut or Almond. An absolute innovation for the company, which has always relied on high quality ingredients and many years of expertise to win over not only brand lovers, but also those who want to treat themselves to a new and satisfying experience, cookie after cookie.

Ingredients

Milk chocolate enriched with noble cocoa from Ecuador, and 60% Peruvian dark chocolate. 100% Italian almonds and 100% Italian hazelnuts roasted in-house by Loacker.

Packaging details

Carton and plastic, 120 g (Snowflakes), 100 g (Nut Selection Hazelnut & Almond) or 96 g (Chip Choc).

Shelf life

14 months

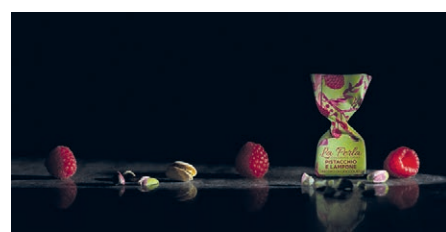
International certifications

Kosher, Halal

ANUGA Hall: 3.2 Booth: B068

LA PERLA DI TORINO

www.laperladitorino.it/en



PISTACHIO & RASPBERRY CHOCOLATE TRUFFLE

Soft white chocolate with whole green pistachios and scented raspberries, enriched by a thin sugar veil. Raspberries, with their antioxidant and anti-inflammatory properties, blend with the vegetal proteins of pistachios, rich in mineral salts and natural vitamins, for an incredibly well-balanced chocolate truffle. Hand-packed.

Ingredients

Sugar, almonds (20%), cocoa butter, milk powder, raspberry crispy 9% (mashed raspberry 81%, sugar 12%, corn starch), pistachios (8%), whey powder, raspberry powder 2%, emulsifier: soy lecithin, natural vanilla flavour. May contain traces of egg, peanuts and other nuts. (Pistachios EU and not EU), (Raspberries EU and not EU). Gluten free.

Packaging details

17 x 9 x 2.5, 12 pcs/box

Shelf life

10-12 months

International certifications

BRC

ANUGA Hall: 11.3 Booth: D012a

TUTTOFOOD Hall: 4P Booth: F21 F27

LAGO GROUP

www.lagogroup.it; www.plaisirpasticceria.it



PLAISIR - FIACCOLE

Dark chocolate wafer rolls filled in with blackcurrant cream. One bite and the crumbly wafer melts in your mouth while your palate enjoys the smooth texture and flavour of the blackcurrant cream.

Ingredients

Wafer rolls filled with cream (50%) with blackcurrants, coated with dark chocolate (21%). Sugar, dark chocolate (sugar, cocoa mass, cocoa butter, butter, emulsifier: soy lecithin, vanilla extract), wheat flour, coconut oil, blackcurrant pieces 24.5% in the cream, glucose syrup, blackcurrants 5.3% in the cream, whey powder, skimmed milk, egg yolk powder, emulsifier: soy lecithin, salt, colours: E150d, natural flavourings (currant, vanilla, lemon), raising agents: sodium hydrogen carbonate. May contain traces of nuts and peanuts. Palm oil free.

Packaging details

100 g, the orange background is a novelty for the product category. The graphics are lively and characterized in Pop Art style.

Shelf life

18 months

International certifications

IFS, Halal, Kosher, Utz

ANUGA Hall: 3.2 Booth: A063

Our story
in a new
Pack!



Since 1957 the Palazzo family has been producing dairy products in the traditional way with whey starter culture, so that you can enjoy the natural and authentic flavour typical of the Murgia Area in Puglia (Italy). Today our new cups, inspired by the architectural and landscape views of our land, contain the same passion as yesterday.

VISIT US AT TUTTOFOOD 2021 | 22 — 26.10 FIERA MILANO | PAV. 6P — STAND F17 G20



PRODUCT SHOWCASE

FLOURS MEATS & DELIS OLIVE OIL & VINEGAR READY-TO-EAT AND READY-TO-COOK SAUCES & PRESERVES DRY PASTA & RICE FILLED PASTA & GNOCCHI
SAVOURY SNACKS & BAKERY CHEESE CONFECTIONERY & SWEET BAKERY

FRACCARO SPUMADORO

www.pasticceriafraccaro.it



PANETTONE WITH GRANA PADANO CHEESE AND PEAR

Soft dough enriched with tasty semi-candied pears and with the addition of Grana Padano cheese. This combination makes a panettone with a salty flavor, ideal to accompany an aperitif. Naturally leavened oven baked product. The packaging was born from the collaboration between Pasticceria Fraccaro and the artist Francesco Poroli.

Ingredients

Wheat flour, butter, sugar, Grana Padano PDO 10% (milk, salt, rennet, preservative: egg lysozyme), egg yolk, cubes of candied pears 7% (pears, sucrose, glucose-fructose syrup, concentrated lemon juice, flavourings), sourdough 7% (wheat), inverted sugar syrup, eggs, emulsifiers: mono and diglycerides of fatty acids, salt, malted wheat flour, milk protein, natural flavors of citrus, vanilla extract from Madagascar berries. May contain soy.

Packaging details

750 g

Shelf life

6 months

MUCCI GIOVANNI - MUCCI 1894 CONFETTI E DRAGÉES

www.muccigiovanni.it



NEROMUCCI

Neromucci (trade mark) consists of Piedmont Hazelnuts PGI covered with dark gianduia chocolate, caramel and pink Himalayan salt.

Ingredients

Gianduia Chocolate contains: cocoa solids 50,6% min. Dark Chocolate contains: cocoa solids 63,6% min. Ingredients: Gianduia and Dark Chocolate (sugar, cocoa mass, cocoa butter, Piedmont Hazelnut PGI (24,5%), caramel (9,4%), pink Himalayan salt, natural flavourings. May contain traces of other nuts, milk proteins and lactose. Gluten free.

Packaging details

30 g tube

Shelf life

12 months

International certifications

Halal, Kosher, Vegan, Gluten free, Milk free.

TUTTOFOOD Hall: 4 Booth: B01 - B03

POGGIO DEL FARRO

www.poggiodelfarro.com



SPELT AND OAT GRANOLA LINE

The crispy spelt and oat granolas are made from carefully selected natural ingredients. The process is done in small batches to ensure the necessary attention and the ingredients are toasted all together in a flat oven pan so that during cooking the product keeps the flavors intact. The whole process, carried out in a Tuscan artisan bakery, is done slowly to enhance the fragrance of the product. Available in 2 flavours: Spelt and oat with cranberries and walnuts; and Spelt and oat with milk chocolate.

Ingredients

Sprouted wholegrain spelt flakes, whole-grain oat flakes with cranberries and walnuts or milk chocolate.

Packaging details

250 g in paper bag

Shelf life

12 months

International certifications

BRC

TUTTOFOOD Hall: 14 Booth: G43/H44

LAICA

www.laica.eu



LAICA SHOT&CHOC

The new 'Laica Shot & Choc' serie, inspired by cocktails, combines the unmistakable taste of Laica chocolate to the predominant ingredients of the most iconic mixes. Desirous 'Shottini' to bite that give to the palate the fruity and fresh notes of the Cosmopolitan, the pungent and spicy ones of the Moscow Mule and the rich and irreplaceable taste of the Spritz.

Ingredients

Extra dark chocolate with assorted liquid flavours filling: Spritz, Moscow Mule and Cosmopolitan.

Packaging details

Packed in a 90 g stand-up bag; or a 1 kg bag

Shelf life

12 months

International certifications

ISO 22000, BRC, IFS, Utz, Rspo, Kosher, Sedex, Fairtrade

ANUGA Hall: 11.2 Booth: B-013

RIGONI DI ASIAGO

www.rigonidiasiago.com



NOCCIOLATA CLASSICA

Nocciolata Crunchy is the new addition to the range, a delicious organic cocoa and hazelnut spread with chopped hazelnuts for a subtle crunch and an all-natural delightful taste experience. Palm oil-free and gluten-free, it is produced with 22% hazelnuts, top quality Trinitario cocoa and natural vanilla extract.

Ingredients

Organic cane sugar, Organic hazelnut paste * 18%, Organic sunflower seed oil, Organic skimmed milk powder *, Organic skimmed cocoa powder * 6,3%, Organic roasted hazelnut grains 4%, cocoa butter, organic vanilla extract (*allergenic substance).

Packaging details

270 g, recyclable octagonal size Rigoni patent jar with label saver, 110 x 66 mm

Shelf life

Best before 24 months

International certifications

Organic (Bioagricert), Kosher (Dairy Star-D-Kosher)

ANUGA Hall: 10.2 Booth: D029

TEDESCO

www.orelieteperugia.it



CAPCIOK

Mini Pandoro cocoa with cappuccino cream.

Ingredients

Wheat flour, cappuccino cream (glucose syrup, sugar, water, powdered cream, sunflower oil, flavourings, skim milk powder, coffee infusion (water, alcohol, coffee), thickener: pectin E 440 ii, colouring: E 171), eggs, sugar, butterfat, sourdough (wheat flour, water), mono- and diglycerides of fatty acids, cocoa powder, cocoa butter, salt, skim milk powder, natural flavors, water. Contains wheat, eggs and milk. May contain traces of almonds, hazelnuts, chestnuts, pistachios and soy.

Packaging details

Weight 100 g, paper bag

Shelf life

8 months

International certifications

BRC, Rainforest, Fair Trade, IFS, Organic.

ANUGA Hall: 2.2 Booth: B 052

TUTTOFOOD Hall: 4P Booth: C22 - C22

THE BRIDGE

www.thebridgebio.com



BIO AVENA DESSERT CHOCOLATE

A brand-new 100% plant-based dessert with a creamier and smoother texture that combines the deliciousness of chocolate and the natural sweetness of oat. Thanks to its oat base, it is naturally lactose free and its delicious chocolate taste comes from carefully selected 100% organic ingredients.

Ingredients

Spring water, oat* (11,7%), cane sugar*, tapioca starch*, low fat cocoa powder* (3%), chocolate* (1%), cocoa butter*, seaweed* (Lithothamnium), sunflower oil*, safflower oil*, sea salt, thickeners: locust bean gum*, guar gum, gellan gum. (*organic).

Packaging details

Clusters of 2x130 g

Shelf life

9 months

International certifications

Organic ICEA, Kosher, AB Agriculture Biologique.

PAOLO LAZZARONI&FIGLI

www.chiostrodisaranno.it



PANETTONE FREE TIME DATES, HONEY & ALMONDS

The new Panettone range 'Free Time', dedicated to outdoor sports, was designed using the Lazzaroni's family archive. The designs of the whole range are vintage while the flavors are quite modern. In fact, together with the staples, Classic-Limoncello-Pistachio, the newcomer is Panettone Free Time Dates, Honey and Almonds, launched in 2021. Together with each Free Time carton an embossed metal tin with one of the vintage designs is delivered. Metal tins can be a useful marketing tool. The company also offers mixed cases to give clients the opportunity to use the whole line to decorate the shops windows.

Packaging details

750 g, hand-wrapped.

Shelf life

8 months

International certifications

BRC



DISCOVER

www.arcagualerzi.it

"The values of the IVSI Manifesto are essential"

Gualerzi, a historic company from Parma, joins the initiative of the Italian deli meats Promotion Institute. This choice brings numerous benefits, as the owner Romeo Gualerzi explains.



THE IVSI MANIFESTO

1 | History and tradition

We convey the tradition, history and know-how of deli meats producers. *The legacy of the past determines the present and creates the future*

2 | Information and education

We strive to share transparent, comprehensive and correct information and to promote education about Italian deli meats. *Knowledge broadens horizons*

3 | Quality and sustainability

We support and encourage the continuous improvement of the quality of Italian deli meats. *The pursuit of excellence is a daily commitment*

4 | Bond with the territory

We believe in the unbreakable bond between deli meats and where they are made. *The irreplaceable added ingredient*

5 | The Italian lifestyle

We promote authentic products around the world, helping the diffusion of the Italian know-how. *Quality, flavour and beauty: the whole world is jealous of the Italian lifestyle*

6 | Teamwork

We work together with institutions, private and public entities to promote high-quality deli meats in Italy and around the world. *We are taking part in a joint project to help make a difference*

7 | A focus on the future

We are attentive to changes and open to listen to our consumers. *We look at the world just like the consumer does*

means that Gualerzi certifies safety at work with the ISO 45001 standard, but also that it produces clean energy with photovoltaic and solar thermal systems, plus a high-efficiency cogenerator. Everything we declare is certified by third parties.

And then there is your history, which certainly plays a decisive role.

History and tradition are two very important values for us: we are in our fourth generation, with the fifth generation on the way. We believe in our world and in our products, which are so strongly connected to the territory. We think that Italian and Parma culture are assets that can be exported and shared. This is why many of our initiatives are directed towards export activities. We export an Italian product, trying at the same time to explain what an Italian supply chain is, and why it is a worldwide excellence.

Which of the seven founding values of the IVSI Manifesto represents you the most, and why?

Tradition. This is a value we carry from the past. Parma is a university city which has a large industrial world around it. It combines culture and work. For this reason, we are funding specialized study paths. As Parma ham producers, and as producers of typical Italian delis, we are encouraging this culture, we want to show what life means in Parma and its province. We want to make it clear that behind two slices of ham there is an entire world rich in tradition and history.

When did you start thinking about the importance of these values in your company and embrace them?

We have been part of Emas (Eco-Management and Audit Scheme, a voluntary European tool for the assessment of environmental performance, ed) since 2000. This choice was the cultural basis upon which we can call ourselves as 'sustainable', and that allows us to follow certain paths. It was also the tool to check our results over time. It taught us to understand how we were interacting with the environment. It made us start with the minimum values of acceptability – in waste management, noise, sustainability – required by law, and improve them. This has always been Gualerzi's philosophy.

What are your main projects in sustainability?

Safety and packaging. We are confident that we can improve performances. For example, we use 100% recyclable cartons; we use recycled plastics; or we experiment. We have also three types of energy systems: photovoltaic, solar thermal and a cogenerator. But we want to have even less impact in terms of classic energy consumption, in order to become more and more independent with renewable energies. Furthermore, we have set up an ethical path with the workers. In addition, a collaboration with the municipality and the province allows us to participate in some side initiatives and consortium events. We started from far with Emas, and from there we took the opportunity to improve. Being efficient means achieving economic results. Waste must be avoided. Only those companies that respect the production process, looking at sustainability and efficiency at 360 degrees, are growing today.

"I valori del Manifesto IVSI sono fondamentali"

Storia, tradizione, cultura, legame con il territorio, qualità e sostenibilità. Sono alcuni dei principi fondamentali che guidano Gualerzi, specializzata nella produzione di prosciutto di Parma, salame Felino IGP, culatello di Zibello DOP e altre tipicità. E proprio questi valori sono alla base del Manifesto presentato negli anni scorsi dall'Istituto valorizzazione salumi italiani (IVSI), a cui Gualerzi ha prontamente aderito. L'azienda, infatti, vanta un legame molto stretto con il suo territorio, di cui promuove le tipicità.

What are the benefits deriving from signing the IVSI Manifesto?

The main benefits are sustainability and integration with the values of the province of Parma. Being sustainable

end



CHARCUTERIE



www.devodier.com

VISIT US AT
ANUGA:
HALL 11.2
BOOTH F030

Devodier: “Quality is a universal language”

The new products launched by the Parma-based company, master in premium traditional deli meats. From the ‘big-sized’ trays to the High Care line, with a focus on sustainability and animal welfare.

Sometimes the simplest strategy is also the most powerful: to enhance, preserve and innovate in the best way possible authentic and quality traditions. This is the right recipe that Devodier, one of the most ancient Parma-based deli meat producers, has been carrying on with passion for many years, treasuring both its history and territory with a keen eye on innovation, always searching for excellence.

The history

The history of the Devodier family, even before that of the namesake company, has always been strongly connected with Parma's deli meat tradition, which starts from animal breeding and continues with butchery and curing. A process made of precious knowledge and expertise. Enrico Devodier was among the founders of the Parma Ham Consortium, back in 1963. A product, Prosciutto di Parma, that was destined to become one of the world's most famous Italian specialty. Today, the company is run by two family generations, united by the same passion for excellence, respect for the values of the past and craftsmanship intended as a treasure to be preserved, but also focused on continuous improvement and innovation, undisputed pillars for a sustainable growth.

The company

Devodier counts on three production sites in Parma: two dedicated to whole cured meats - such as Prosciutto Crudo (Cured ham), Culatta Emilia, Culatello and Spalla Cruda (Cured Shoulder) - produced in the traditional aging cellars, located in a unique environmental context: on natural water sources that flow into the near Parma stream; a third site, where the new slicing plant is located, is just a few minutes away. The company's historic aging cellars have remained unchanged since the 1950s, with the authentic wood frames called 'scalere' that, patiently and silently, imprint a unique and unmistakable signature on each product. The aromas of cellar and wood as well as the intensity of the very long seasoning (up to 36 months) harmonically blend with Devodier's signature mark: its unmistakable sweetness. High quality is a key driver also in the company's pre-sliced range: a complete line of deli meats carefully sliced and laid by hand in trays, and then sent all over the world.

The patented 'big-sized' trays

One of the company's most innovative projects is that of multi-layer, big-sized trays in protected atmosphere. An exclusive and patented technique that allows, thanks to the use of a special sheet, to divide several layers of product without relinquishing the quality of hand-placed, 'ruffled' slices.



Enrico Devodier, manager of the Langhirano's slicing plant, explains: "The peculiarity of this product is that it allows to produce trays with a high product content, perfect for family consumption. The texture remains soft, velvety and fragrant, the slices well separated and the delicious taste unchanged, just available in a maxi format." The line includes raw and cooked ham, speck and bresaola, Culatta Emilia and other traditional deli meats.

"This news line is widely appreciated by both retailers and consumers - Enrico Devodier continues - we have recently entered new partnerships with some of the most important Italian retailers and others are set to start soon. Hence, these trays are eye-catching on the shelves and able to capture the attention of consumers because of their unique features and their beauty alike."

The High Care line

Innovation passes through the entire supply chain. From the collaboration with the best Italian farmers, Devodier recently launched the new High Care line. Luigi Devodier, company's president and director, explains: "This is a sustainability project aimed at creating products with great taste and that meet the consumers' request for healthy food, environmental sustainability and animal

welfare. An important step forward taken thanks to the collaboration of the entire supply chain and fundamental to pursue a sustainable growth path."

With a very limited yet growing production volumes, this range is made up of three lines, all of them based on Italian heavy pigs only: Parma Ham PDO from breeding without antibiotics as of the 49th day of life of the pigs; Bio-Organic Italian Dry-Cured Ham; Parma Ham PDO Animal Welfare.

The 'great classics'

The company's mission to enhance and preserve Parma's Century-old heritage in charcuterie also goes through the valorization of some great classics of the local tradition, like Culatta Emilia and Spalla Cruda (Raw Shoulder), true staples in the company's offer. Niche products with respect to the world-famous Parma Ham, these cured meats feature a strong identity and a wide base of loyal admirers. Both are salted with a mixture of Italian sea salts and aged naturally in ancient cellars.

"We were among the founders of the Culatta Emilia Producers' Association," Luigi Devodier explains, "which managed to put together the artisans of this traditional product from the Emilia region and give it identity, protection and shared rules, then leaving each producer the possibility to give it his own signature by reinterpreting at his best the characteristics of a product that is becoming one the most beloved and appreciated Italian delis, thanks to its unique identity and naturalness."

The brand strategy

Last but not least, Devodier's strategy includes the communication of the brand and its values, as Michele Devodier, member of the latest family generation, explains. "Product's quality has always been our first communication tool: a universal language and the most convincing and enduring message. To us, the greatest marketing strategy is hard-work, every day, to give the highest quality possible to your customers, consistently and over time. It is gratifying to see how this commitment is recognized also by big global partners."

The strength of the Devodier brand and of its ancient values has indeed successfully crossed national borders, and important projects with major European and non-European customers are currently under way. "We believe that quality is always the best, safest and most strategic choice and the results, over the years, have proven we're on the right path."



Devodier: “La qualità è un linguaggio universale”

A volte la strategia più semplice è anche la migliore: valorizzare, preservare e innovare al meglio le tradizioni autentiche di qualità che ci appartengono. Questa è la ricetta che viene portata avanti con passione da Devodier, una delle aziende più antiche della salumeria di Parma, che della storia e del territorio ha saputo far tesoro così come della forza di innovare il settore negli anni sempre nel segno della massima qualità. Dalle vaschette in maxi formato alla linea 'Alta tutela', all'insegna della sostenibilità e del benessere animale.



THE BRIDGE
LA FAMIGLIA ORGANIC



HERE COMES YOUR VEGGY COFFEE:

Enjoy the energy of an espresso in this mix of Arabic coffee, almonds, rice and spring water – with no added sugars.

thebridgebio.com

COFFEE
me UP





SWEETS

www.bulgariagostino.it



Bulgari: “We are the candy family”

One of the largest Italian marshmallow producers can boast a 140-year-long history. And a range made of true milestones of our confectionery tradition.

Bulgari Agostino was founded in 1880 in Pavone del Mella, in Lombardy, by the Bulgari family, whose members still carry on a long-standing tradition in the confectionery world. Founded as a handicraft company, producing pastries and sugar sweets, over the years it has grown-up into one of the largest Italian producers of marshmallow, available in a wide range of flavors, packagings and sizes, in order to meet any requirement of customers around the world, thanks to a strong production capacity and state-of-the-art technologies, in a production plant that develops on approximately 41,000 square meters.

“We have always been a family-run business, which also represents one of our greatest strengths,” Luca Bulgari, the export sales manager, explains. “A big and extended family which also includes our trusted customers, that in collaborating with us feel like at home.”

From ‘Bulgarino’ to marshmallows

In the beginning, Bulgari production was focused on the traditional ‘seasonal sugar meringue’, but in the ‘70s it specialized in high quality marshmallows and a soft coated chocolate sweet called ‘Bulgarino’, made of a wafer base, a cream (whose main ingredients is egg white), and a chocolate coating. This traditional, seasonal product - which is produced



from September to February - is still part of the Bulgari range.

In 1998 the company started the production of deposited marshmallow candies. Thanks to modern technology and constant research, they have become one of the company’s flagship products - also thanks to the special tridimensional shape - and a best-selling item in many world countries. Now, tridimensional marshmallow is available in more than 30 different shapes, even with jelly or choco filling. “The production of this peculiar product, along with

in tube, twisted, striped, sliced and square, in different colors and flavors, the company specialized in the production of extruded marshmallow with fruit juice. While in 2020, Bulgari Agostino invested in a new line for the production of deposited marshmallows.

Partner to all markets and channels

With a consolidated presence in all distribution channels, from independent shops to retail chains and online players, Bulgari Agostino has developed a strong international business, with global sales now accounting for around 65% of total turnover, mainly directed to the USA, South Korea, China, and the Russian Federation. “Our export is growing fast and steadily,” Luca Bulgari adds. “Abroad, some of our most appreciated items are the ‘Golf balls’, the ‘Big Strawberries’, the ‘Mini Ice Cream’ and, of course, the ‘Bananas’. Now, we have been developing new, very interesting products that we will launch on the occasion of ISM 2022, to be held in Cologne next January”. A success determined also by the constant attention paid in the selection of raw materials and care in workmanship. “The scrupulous attention in quality has brought to the achievement of very important goals - the export manager highlights - such as the quality certifications IFS, BRC and Iso 9001:2015.”

Hence, in 2006 Bulgari Agostino sets up a new production line for extruded marshmallows. And beside the classic marshmallows

“La dolcezza è un affare di famiglia”

Bulgari Agostino, tra i maggiori produttori italiani di marshmallow, vanta una storia lunga 140 anni e un’offerta ampia e diversificata, che vanta alcuni dei prodotti più famosi della tradizione dolciaria italiana, come il ‘Bulgarino’. Una storia legata a doppio filo a quella della famiglia Bulgari, ancora oggi saldamente alla guida dell’azienda fondata nel lontano 1880.



La Pinsa wins over further aficionados with its new recipe with wholegrain flour!



WITH WHOLE GRAIN FLOUR



Wholly meets market trends.

Crunchy outside and soft inside, it’s a healthy taste explosion for all.

- Fresh, ready in 5 minutes!
- Processed by hand
- With sour dough
- Cooked on stone
- Enjoy plain or stuffed to taste





DELI MEATS

www.salumificiosanpaolo.it

Pre-sliced masters

Despite the pandemic, Salumificio San Paolo closed 2020 with a 20% growth in revenue. Thanks to a business model built on the highest flexibility, and to a range of cooked and dry-cured specialties that meet the consumers' growing demand for convenience.



Specialisti del preaffettato

Nonostante la pandemia, Salumificio San Paolo chiude il 2020 con un fatturato in crescita del 20%. Merito di un business model improntato alla massima flessibilità. E di un'ampia gamma di specialità delle salumerie italiane in vaschetta, che intercetta la crescente domanda di prodotti ad alto contenuto di servizio.

It was 1974, in Traversetolo, in the Parma province, when Salumificio San Paolo started the production of Parma Ham and Salame Felino PGI, two masterpieces of Emilia-Romagna's deli meat tradition. The company is indeed member of both the Parma Ham and the Salame Felino PGI Protection Consortia, whose most important role is to ensure the respect of all the production stages and guarantee the quality of the raw materials.

Over the past 16 years, the company has developed a strong specialization in the pre-sliced segment, with the launch, in 2016, of 'Le Nuvole' ('The Clouds'), a line of cooked and dry-cured charcuterie specialties packed in an innovative pre-formed tray, capable of preserving the freshness and gentleness of hand placement. The line, destined to the shelves of supermarkets around the world, soon turned into the company's core business and now includes great classics of the territory, like Prosciutto di Parma and Salame Felino PGI, of course, as well as other premium deli meats of the Italian tradition: from Bresaola to Coppa, from Speck to Mortadella, including a large selection of traditional or originally-flavored salami and some cooked specialties too. In 2018, a further step forward was taken, thanks to an innovative process started with a state-of-the-art plant that houses three slicing lines, and class 100 sanitation and filtration tunnels.

"Research and development and continuous testing on the finished product and packaging materials have allowed us to open new markets and to try innovative materials such as paper

THE 'CLOUDS' PREMIUM CHARCUTERIE LINE

"The Clouds" is a top-quality range of deli meats served in a tray characterized by a unique design: a cloud-shape with rounded edges. In the clean room, air is filtered with cutting-edge processes and the temperature never drops below freezing, ensuring that everything remains unblemished and soft. In addition, only pre-formed trays are used, not to overheat the product while it is carefully hand-placed in the tray by selected operators. The final result is a slice that reproduces a soft wave, which reminds of the lightness of real clouds. A 'handicraft' effect that is a signature mark in San Paolo's cold cuts. The range includes:



- Prosciutto di Parma (min 18 months aged)
- Cured Ham (min 18 months aged)
- Coppa
- Bresaola
- Salame Felino PGI

- Tris di Salami (Milano, Ventricina, Fennel Salami)
- Fennel salami
- Ventricina Salami
- Truffle salami
- Speck

- Italian Cooked Ham high quality
- Mortadella
- Cooked Ham with herbs
- Italian Turkey roasted

and support packaging with low environmental impact," the company owner, Sara Bertacca, explains. "The attention for quality, the utmost care for the beauty of products, the dynamic and flexible business model that we have developed are definitely our most widely recognized values."

And internationally oriented business

Despite the pandemic, Salumificio San Paolo closed 2020 with a 20% growth in turnover, thanks to its strong specialization in the production of pre-sliced delis. Products that, thanks to the high degree of convenience they offer, recorded double-digit growth rates in grocery retail chains both in Italy and across Europe. "Our top-quality range of pre-sliced delis has definitely become our core business", Sara Bertacca adds. "A range which is extremely

wide and varied and that includes products dedicated to the tastes of international markets, where the demand for delis with particular recipes and flavorings - like Parmigiano Reggiano and truffles - is growing fast. We can provide our customers with both whole or pre-sliced products, also in very small sizes". Recently, the company launched a new range of special pre-sliced products dedicated to the meat and gastronomy aisle that includes specialties like pastrami and roasted hams.

For Salumificio San Paolo exports are a fast growing business, which today accounts for 20% of turnover and is mainly directed to European countries: primarily Germany, France, Belgium, England, Ireland, Sweden, and Norway. The company can also boast the IFS and BRC international certifications.



High Pressure

Innovative technology at the service of the Food safety



The power of the High Pressure

HPP ITALIA, your reliable partner able to provide the innovative hyperbaric HPP treatment for all perishable products. **Brand protection, Security h24, Export no limits.**

In HPP ITALIA we treat the products at very high hydrostatic pressure (thousand atmosphere) inducing in this way the bacterial inactivation: an innovative cold process thanks to which food, stabilize and safe, keep unaltered its precious nutritional and organoleptic elements.



We use Hpp. Why?

- Food safety
- Longer shelf life
- Unaltered organoleptic and nutritional values



Thanks to the HPP technology (High Pressure Processing) your products can increase their shelf life safely! We were first in Italy to provide the High Pressure Treatment for third parties and we guarantee maximum confidentiality. Discover more about the extraordinary potential of our HPP treatment booking your free tests on hppitalia.it.

HPP Italia srl Parma - Italy - info@hppitalia.it



SWEET BAKERY

www.bhb.name

BHB Italia: “Innovative by vocation”

A wide and varied range of formats, tastes and packaging solutions. Dedicated to both the confectionery industry and retailers. For the Venetian company, sponge cake is an ‘mastery’ handed down for generations, yet subject to constant transformation in order to meet all customers’ needs.

BHB Italia's story dates back to 1945, at the end of World War II. And for 75 years, it has been carried on with passion and commitment, generation after generation. “We owe so much to our predecessors, our parents and grandfathers, thanks to their labour and passion, to their ingenuity and creativity that helped them face every day challenges,” BHB Italia's owners, Mauro, Giovanna and Italo Casagrande explain.

From a small bakery shop to a big manufacturer, in 2001, with a production capacity of about 8,500 tons per year - equal to 8,000 km of sponge cake, as the distance from Treviso to Miami - BHB Italia is headquartered in Veneto, near the Prosecco hills of Conegliano and Valdobbiadene (Unesco World Heritage) and the Venice Lagoon. Its story is strictly connected with its ‘core’ product, sponge cake, and with the search for continuous improvement and innovation. A ‘push’ that not even the pandemic could halt, as the owners explain: “Innovation is in our DNA. We have the power to create constantly new proposals, in order to meet the needs and requests of customers around the world. Despite the inevitable stop in production, our offices and our team have always been committed to design and create new products, to improve communication and marketing and to expand our workforce with the inclusion of new young and dynamic resources.”

What's new in the range

The company has always been committed to expand its product range thanks to a continuous work of research and an accurate market analysis, in order to understand and

meet the different needs of consumers. Over the past months, this attitude has led to the creation of some brand-new products, like the Filled Butter Crusts available in 7 different tastes, and the Sponge Cake Gran Pasticceria 5 cm thick available in the ‘entry line’, called Petite Genoise, and in the ‘premium line’, called Casa Grande. Among the latest product launches, also the new Ø 26 Crust Base ready to be filled to make excellent tarts and cheesecakes.

But the company's most successful product is definitely Roullé, in the 38x56 h 0,7 cm size, perfect for the confectionery industry, and in the 14x28 h 0,7 cm size, suitable for supermarket shelves and marketed under the Casa Grande brand. “Easy to roll up, it's ideal with all kind of fillings and for any creation.”

Among the ingredients of BHB's success and longevity there is the search for raw materials of guaranteed quality and of control-

led origin, the attention to all health and hygiene standards and the guarantees provided by the IFS and BRC certifications to both customers and consumers. The company's entire range of sponge cakes, cakes and muffins is free from hydrogenated fats, palm oil and GMOs. In addition, with the BHB Green project BHB Italia has made of environmental safeguard a priority. And from 2019, the company has

reduced plastics in its retail packaging and in office consumption too.

From Italy to the world

Partner of the confectionery industry, of retailers and wholesalers alike, BHB Italia has developed a strong foreign business which today accounts for about 25% of the company's turnover. Among the main markets served there are the UK, Spain, France, Switzerland, Croatia, Slovenia, Cyprus, Romania, Hungary and the United Arab Emirates. A business that the company wants to further expand, also thanks to its offer of customized labels and packaging solutions, the creation of Private Labels based on the needs of customers, as well as a series of international certifications such as: BRC, IFS, Utz, organic and gluten free. To reach customers and potential new customers BHB Italia will be exhibiting, in early 2022, in Marca - Bologna and ISM - Cologne.



Sponge Cake
Gran Pasticceria h 5 cm



Ø 24 Casa Grande Sponge Cake



Vegetal carbon Sponge Cake with lemon and ginger



Filled butter crust



Ø 26 Crust base



INSIGHT

PL gains momentum

by Federica Bartesaghi

La PL prende slancio

La pandemia non rallenta la crescita delle marche del distributore. In alcuni casi, a seguito della mancanza a scaffale di svariati prodotti di marca. In altri, grazie al buon rapporto qualità prezzo offerto. Un risultato, quest'ultimo, raggiunto grazie all'eccellente rapporto di collaborazione instaurato tra insegne e produttori conto terzi. In queste pagine, le case history e i prodotti di successo di alcuni fornitori italiani di PL per i retailer mondiali.

The pandemic did not halt the growth of store brands around the world. In some cases, due to the shortage of some A-brand products. In others, thanks to their good value for money. A result, the latter, achieved also thanks to the excellent collaborations established between retailers and third-party manufacturers. As evidenced in this survey.

follow

*Our cheese makers
are our influencers.*

When it comes to Asiago Fresco PDO, we listen to our cheese makers who every year produce over 450.000 wheels of this cheese. Agriform products are the result of the work of some of the top dairies in Northeastern Italy; we oversee every step in the production process to ensure our highest quality cheeses.

AGRIFORM
discovering Italian cheese

DAVIDE AZZOLIN
ASIAGO FRESCO PDO
CHEESE MAKER



www.agriform.it



INSIGHT - PL GAINS MOMENTUM

Coati

www.salumificiocoati.it

Headquarter

Valpolicella, Verona, Veneto

Products available

the whole range of salami is available for PL: Milano, Campagnolo, Ungherese, as well as Spianate, Ventrucine and bars, ready to be sliced and packed

Incidence of the PL on turnover

30%

Export share of the PL

10%, mainly Europe, Japan, Canada, US

Channels served

retail and food service

MILANO SALAMI - SLOW SEASONING

The Slow Seasoning Range, which includes the Milano Salami, has been added to the Coati Slow Cooking Line. Starting from a careful selection of Italian meat, the seasoning time of the salami is lengthened, so to intensify the aromas and enhance the natural taste of the meat.



Packaging

Vacuum packed

Certifications

Brc, IFS, Iso

Shelf life

120 days

"Coati is committed to a new growth strategy, launched by the second generation of the Coati family, which has invested in its plants to improve production and achieve maximum efficiency. For instance, for the cooked ham destined for Horeca, the yield was improved, creating a product with a low percentage of waste, while for the product destined for large-scale retailer greater attention is paid to both the taste and the 'beauty' of the slice. Our flagship line, called 'Slow Cooking', is focused on low-temperature processing."

Massimo Zaccari,
sales manager

Terre Ducali – Prosciuttificio San Michele

www.terreducali.it

Headquarter

Langhirano, Parma, Emilia Romagna

Products available

pre-sliced and pre-packed deli meats

Incidence of the PL on turnover

48%

Export share of the PL

25%, mainly France and Northern Europe

Channels served

large-scale retail, discount

FIOCO HAM 90 G PRE-SLICED WITH ARTISAN PROCESSING

The Fiocco ham is a traditional cured meat from Parma made from the anatomic cut called 'Fiocco' of Italian pork legs. The salting is done by hand using natural ingredients only. A careful and adequate curing process gives it a unique quality, aroma and flavour.



Packaging

90 g, sliced in a protective atmosphere

Shelf life

80 days

Certifications

Emas, IFS, BRC, certified productions for US, Canada, Japan, Hong Kong, Australia, IT CPB 8922 (Organic), Uni EN Iso 22000:2005, Bse Ohsas 18001:2007.

Igor Furlotti,
sales manager

Grandi Riso

www.grandiriso.it/en/

Headquarter

Codigoro, Ferrara, Emilia Romagna

Products available

rice, especially for 'risotto', both conventional and PGI, Arborio and Carnaroli variety

Incidence of the PL on turnover

about 70%

Export share of the PL

50%, mainly Australia, US, Canada, Brazil, Mexico, France, Germany, Croatia, Hungary, Slovenia, Austria, Russia

Channels served

food service, large-scale retail, discount

PGI CARNAROLI RICE



The Grandi's PGI Po Delta rice is the guarantee of a product that comes exclusively from an uncontaminated territory. Grains have greater flavor and richness of potassium thanks to the beneficial influence of the sea. The quality of PGI rice is certified by the Po Delta Consortium.

Packaging

1 kg vacuum-pack in folded box

Certifications

Brc, IFS, Kosher

Shelf life

24 months

"Our PGI varieties are unique and exclusive, and turn into products that really stand out. In addition, the paddy is dried directly on farm, which allows savings in terms of transport costs and a significant decrease in our environment impact. Each farmer has a dedicated silos at his disposal. In this way, we can constantly monitor the paddy that is brought into the company. Our experience in the private label sector has matured over the years thanks to the collaboration with the major Italian retailers. We also offer a customized packaging service based on the single requests".

Umberto Canale,
export manager

Italpepe

www.italpepe.com

Headquarter

Rome, Lazio

Products available

spices, aromatic herbs, salt and pepper grinders, seasonings

Incidence of the PL on turnover

about 20%

Export share of the PL

5%, mainly China, Canada, US, Brazil, Western and Central Europe

Channels served

large-scale retail, food service

BLACK PEPPER GRINDER



Black peppercorns in a glass jar with grinder cap.

Ingredients

Black peppercorns selected from the best plantations of the tropical belt.

Certifications

Brc, IFS, Organic

Shelf life

36 months

"We are a dynamic, quick and flexible company, which allows us to manage also PIs with limited numbers and volumes. Thanks to the Vitaletti Academy, in collaboration with a team of chefs and marketing experts, we are able to quickly detect and implement all market signs and create tailor-made blends and packaging solutions. We constantly dialogue with our customers and invest in innovative technologies that quickly collect data and provide timely support to all those who have decided to believe in Italpepe. In most foreign market, we have recently seen an exponential increase in interest in our line of seasonings."

Stefano Vitaletti,
sales manager



San Lucio Trophy,
the most renowned
competition in Italy,
rewards Costa's excellence

Gold Medal for
the "Sweet Gorgonzola DOP" category

Gold Medal for
the "Flavored Cheeses" category



Gold Medal for
the "Goat's milk herbal products" category



3 Times
Good!



Mario Costa S.p.A. info@mariocosta.it www.mariocostagorgonzola.it



INSIGHT - PL GAINS MOMENTUM

Riseria Cremonesi 1951

www.cremonesi1951.it

Headquarter

Bovolone, Verona, Veneto

Products available

Italian rice of different varieties (both entry and premium quality) and pack sizes

Incidence of the PL on turnover

20-30%

Export share of the PL

around 50%

Channels served

large-scale retail, discount, food service

ROUND GRAIN RICE NATURFARM

Private label Round grain rice packed in protective atmosphere is dedicated to Czech Republic and Slovakia. The pack has a dosing bar that facilitates the user.



Packaging

Kg. 01 DFQ standing

pack in protective atmosphere

Certifications

IFS 2020

Shelf life

24 months when sealed

“A single pack in modified atmosphere and the versatility of unique productions with dedicated packs. These are our key strengths. This year we celebrate 70 years since foundation. And since the very beginning, we have been establishing strong and long-lasting business relationship, also thanks to the constant participation in dedicated trade shows.”

Adele Cremonesi,
sales and marketing assistant

La Doria

www.gruppolaoria.it

Headquarter

Angri, Salerno, Campania

Products available

pulses, canned vegetables, pasta, tomato derivatives, sauces, fruit juices

Incidence of the PL on turnover

97%

Export share of the PL

80%, 65.7% in Northern Europe (on top UK and Scandinavian countries). Other

key countries are Australia, Japan and Germany

Channels served

large-scale retail, discount

LA DORIA CHOPPED TOMATOES 400 G

La Doria Chopped tomatoes is obtained from freshly picked and peeled tomatoes, stripped of seeds and then chopped into small cubes, to which their juice is added.



Packaging

Can: 236 ml, 425 ml, 850

ml, 2650 ml; Paper carton

brick (Combi): 200

ml, 300 ml, 375 ml, 400

ml, 500 ml; Glass bottle:

720 ml

Certifications

Friend of the Earth, BRC Food, Iso 22500,

Iso 26000

Shelf life

36 months

“La Doria is specialized in the creation of Private label brands. Hence, 97% of the company turnover is generated in this sector. In the UK, for instance, we are market leader in the category of Private label tomato products and baked beans. Hence, we rely on high quality products at competitive prices, custom-made recipes, packaging and services, as well as high production volumes able to meet the needs of the largest retail chains. The long experience in the PL sector has always allowed us to establish long and consolidated relationships with retailers, for which we are not just simple suppliers, but real partners”.

Giuseppe Tammaro,
Italy sales manager

Marcozzi

www.marcozzibrand.it

Headquarter

Campofilone, Fermo, Marche

Products available

Campofilone's pasta in the following shapes: fettuccine, tagliatelle, pappardelle, maccheroncini di Campofilone PGI

Incidence of the PL on turnover

5%

Export share of the PL

10%, Austria and Germany

Channels served

large-scale retail, discount

FETTUCCINE DI CAMPOFILONE



Marcozzi's pasta contains 35.30% of eggs, which gives it an important nutrition intake, especially in protein. The low temperature, slow drying process determines its quality.

Packaging

250 g paper case

Certifications

UNI EN Iso 9001, BRC grade A, IFS Higher Level, Organic, Vegan OK, Fda Approved + Fsm

Shelf life

28 months

“The totally artisanal production, the ingredients of 100% Italian origin, the connection with the territory. These are our main strengths. In addition to the high cooking yield and great digestibility. Our pack is fully recyclable in the paper stream and we use energy from renewable sources. In addition, the eggs and semolina we use are 100% of Italian origin. Our goal is the loyalty of end-consumers, providing them with real products of excellence.”

Barbara Marcozzi,
sales manager

Pastificio Fratelli De Luca

www.pastadeluca.it

Headquarter

Chieti, Abruzzo

Products available

more than 100 pasta shapes (short, long, big, nest, organic, ancient grains like spelt, oat, Khorasan, kamut and Senatore Cappelli)

Incidence of the PL on turnover

around 40%

Export share of the PL

foreign markets account for a major share, exports are mainly directed to Canada, US, Philippines and Japan

Channels served

large-scale retail, discount, gourmet shops

DE LUCA SQUID INK SPAGHETTI N. 212

Spiced wheat semolina pasta obtained after a long drying process at low temperatures.



Packaging

500 g bags

Certifications

Fssc 22000, Iso 9001

Shelf life

36 months

“Our main strength is flexibility, that is to say the ability to adapt to customers' requests. Especially in the production of the most complex pasta shapes. As for the creation of the PL products, it is a work that we carry on in synergy with our customers. First, the raw materials are chosen. Followed by the product 'dress', that is the packaging. There is plenty of shapes, sizes and processing methods that clients can choose among, since we try to satisfy all needs”.

Alessandra Di Luca,
ceo

Pedon

www.pedon.it

Headquarter

Colceresa, Vicenza, Verona

Products available

pulses, cereals (conventional, organic, of Italian supply chain), quick cook products and mixes of pulses and cereals

Incidence of the PL on turnover

70%

Export share of the PL

60%, in Europe (like Belgium, Spain, France) and North America

Channels served

large-scale retail, discount

SARRASIN RISONI



A perfect alternative to traditional rice, 100% made of buckwheat flour, gluten free and ready in just 13 minutes.

Packaging

300 g carton box

Certifications

Gluten free - Afdiag

Shelf life

36 months

“Pedon, through the Pedon Solutions division, is a point of reference for the development of Private label projects in the pulses, cereals and seeds category. To our customers we are real partners, capable of seizing the best opportunities in terms of recipe, features and innovation. In addition, we can rely on cutting-edge industrial plants, able to offer products with a high service content. Dynamism, flexibility and reactivity have allowed us to optimize the offer on the shelf, guaranteeing product stocks even in the hardest times of the pandemic.”

Andrea Zammattio,
category manager Private label

Gino Girolimoni Cooperativa Agricola

www.girolimoni.it

Headquarter

Isola del Piano, Pesaro e Urbino, Marche

Products available

durum wheat semolina pasta and spelt specialties, in all shapes (long, short pasta, soup pasta)

Incidence of the PL on turnover

more than 40%

Export share of the PL

around 90%, mainly in Germany, US, Canada, UK, Israel, Saudi Arabia, Kuwait and Iceland

Channels served

specialized organic shops, large-scale retail

ORGANIC DURUM WHEAT PASTA

Made from wheat cultivated in Italy by the cooperative's

farmers and milled in the company's mill close to the pasta factory. Pasta is dried slowly to preserve the nutrients, flavors and scents of wheat.

Packaging

All pasta shapes (long, short and soup), packed in PP plastic bag or paper bag.

Certifications

Organic, IFS, Jas, Ofdc, Kosher

Shelf life

36 months (organic durum wheat),

24 months (organic whole durum wheat)

“Our greatest strength is the 100% integrated supply chain, from field to pasta. The farmers, who are members of the cooperative, supply the wheat that is milled in our own mill, located near the pasta factory. Our story started in the 1980s, when we produced pasta for an important German brand. From then on, the collaboration with different distributors who operate in different countries and markets began. In 2021 our focus is set on packaging: we want to offer 100% sustainable solutions.”

Giovanni Girolimoni,
president

follow

SOFT LANDING

WE GUARANTEE AN EXTRAORDINARILY SOFT AND NATURAL EFFECT TO OUR PRODUCTS THANKS TO POSITIONING THE SLICES BY HAND.

Welcome to The Clouds, a range of High-Quality sliced charcuterie!

We work on production lines in a Clean Room facility with class 100 filtration. We maintain positive temperatures throughout the slicing process to ensure exceptional product softness and suppleness, and use preformed trays designed to keep the taste and freshness "higher", like the clouds.

salumificiosanpaolo.it



INSIGHT - PL GAINS MOMENTUM

Sudalimenta

www.tiberino.com/en/

Headquarter

Bari, Apulia

Products available

one-pot ready meals under vacuum

Incidence of the PL on turnover

30%

Export share of the PL

100% in Japan, US, Holland

Channels served

large-scale retail, e-commerce

TIBERINO ONE-POT READY MEALS

Almost 100 recipes of pasta, risotto, soups easily cooked in a pan, without adding any further ingredient but water and some oil. Only 100% natural ingredients, no preservatives, chemical additives nor colorings.



Packaging

200 - 270 g, it depends on item and pasta shape.

Certifications

IFS, Fda.

Shelf life

2 years

"In a few minutes, our products allow to obtain an excellent first course of the Italian and Mediterranean tradition. Just by adding the content of the bag in boiling water. This products is highly appreciated by international customers, since it combines the refined taste of an Italian first course with a fast preparation, without sacrificing the quality of 100% natural ingredients. Our PL products originate from a strong partnership with importers and distributors. Also thanks to our quality, marketing, sales and production offices that, in complete synergy with them, quickly meet all customers' needs."

Raffaele Tiberino,
ceo

Arrigoni Battista

www.arrigoniformaggi.it/en/

Headquarter

Pagazzano, Bergamo, Lombardy

Products available

Gorgonzola PDO, Taleggio PDO, Quattrolo Lombardo PDO, Crescenza, Primo-sale, spreadable cow's milk cheese, fresh soft cheese

Incidence of the PL on turnover

around 40%

Export share of the PL

35% in Germany, Switzerland, UK, Canada, Austria, Hungary, Norway, France, Romania

Channels served

large-scale retail, discount

QUATTIROLLO LOMBARDO PDO

Quattrolo Lombardo was already known in the 10th century as 'the squared stracchino', a variety of very soft cheese. Its name reflects the traditional use of a particular type of late summer seasonal forage: the quattrolo herbage, found in the plain areas of Lombardy.



Packaging

Whole form (about 2,6 kg, paper and vacuum), 1/2 form (paper and vacuum), thermo-sealed tray 200 g

Certifications

Brc, IFS, Organic

Shelf life

40 days from packaging

"Our complete supply chain, a wide range of products, which includes both organic cheeses and PDOs - Taleggio, Quattrolo Lombardo and Gorgonzola - and several certifications: these are Arrigoni Battista's points of strength. In addition, we have established with our clients a solid relationship of trust and fidelization, thanks to our quality systems and certified supply chain. Such a consolidated partnership enables us to develop private label products which perfectly meet our clients' needs, who, over the last year, paid more and more attention to green packaging".

Marco Arrigoni,
president

Ca.Form

www.fiordimaso.it/#dolce-vita

Headquarter

Thiene, Vicenza, Verona

Products available

pre-packed cheeses

Incidence of the PL on turnover

20%

Export share of the PL

8% in Europe, Japan and US

Channels served

large-scale retail, discount

RED WINE AND PROSECCO CDO CHEESE BOX



The product comes with two types of cheeses aged in red wine and Prosecco Cdo.

Packaging

200 g fixed weight in vacuum or MAP

Certifications

Ffssc 22000, BRC, IFS, Bio, Us Army Phc

Shelf life

5 months

"Over the last year, our clients paid increasingly attention to food safety. In addition, the demand for eco-friendly packages increased. For this reasons, we can offer them a complete supply chain and a wide and high-quality and certified range of products. We also make available several packaging solutions: rustic paper, vacuum, neutral film, skin fresh pack. Our private label products, in fact, are created following market analysis and with the aim of offering brand-new items and services".

Massimo Pedrali,
managing director

Castelli - Gruppo Lactalis Italia

www.castelligroup.com

Headquarter

Reggio Emilia, Emilia Romagna

Products available

Parmigiano Reggiano; Grana Padano; Gorgonzola; Taleggio; Pecorino Toscano; Mozzarella di bufala campana and Mozzarella Stg (traditional specialty guaranteed). The range also includes cow's milk Mozzarella, stretched curd cheese (Provola and Scamorza, white and smoked naturally on beech wood), Ricotta (cow, buffalo and sheep) and Mascarpone

Export share of the PL

around 70% in Eastern Europe, Latin America, Asia, France, UK, Germany, Poland, Scandinavia and Canada

Channels served

80% large-scale retail, 20% food service

CASTELLI PARMIGIANO REGGIANO 30 MONTHS

The goodness of the tradition of Parmigiano Reggiano in its 30-month maturation. It offers a bouquet of unique flavors in a handy paper case.



Packaging

Wedge 150 g in paper box

Certifications

PDO, BRC, IFS

Shelf life

180 days

"Castelli Group is proud to collaborate with the most important national and international chains for the production of PL branded products, supporting customers in the development of product and packaging innovations. We have always valued the goodness of our range by focusing on quality, origin and innovation and with this philosophy we are present throughout Europe, in the United States and we aim to extend to Asia and Latin America. We offer a wide assortment of typical Italian cheese and a very wide choice of formats and sizes".

Stefano Ziliotti
sales & marketing manager



il ComMenSale

PROSCIUTTO WITH REDUCED SODIUM CONTENT

Set an extra place at the table,
il ComMenSale is here with its distinctive
blend of flavour and goodness.

From the research and experience of cured meat producers Vitali comes il ComMenSale, the prosciutto for those that want all the flavour and deliciousness of dry cured ham without sacrificing their healthy lifestyle.

- 25% salt
- 50% fat

Gluten-free
No Preservatives
No Lactose



-25%
di SALE*
-50%
di GRASSO**

In ENVIRONMENTALLY-FRIENDLY and RECYCLABLE packaging.
So we stay in Nature's good books!



follow

INSIGHT - PL GAINS MOMENTUM

Parmareggio

www.parmareggio.it - www.agriform.it

Headquarter

Modena, Emilia Romagna

Products available

Parmigiano Reggiano, Grana Padano, main PDO cheeses from Veneto (Piave, Asiago, Montasio and Monte Veronese)

Incidence of the PL on turnover

27.4% (aggregate data Parmareggio and Agriform)

Export share of the PL

45.7% (2020 aggregate data Parmareggio and Agriform) mainly in Canada, US, Switzerland, Germany, Sweden and Australia

Channels served

large-scale market, discount

GRATED GRANA PADANO PDO

Grana Padano is a symbol of made in Italy gastronomic excellence throughout the world. A hard semi-fat cheese made with low-fat cow's milk, it is freshly grated and immediately packed in protective atmosphere in order to preserve its fragrant aroma and distinctive and persistent taste. Grated Grana Padano is one of the most requested products with Private Label packaging.

Ingredients

Milk, salt, rennet, lysozyme (from egg).

Available sizes and packaging solutions

Protected atmosphere packaging. Sizes: 50 g, 100 g, 200 g, 500 g, 1 kg, 2,5 kg.

Certifications

Ifs Food - Higher Level, Uni En Iso 9001:2015, Fssc 22000.

Shelf life

From 120 days to 60 days.

“One of the main points of strength of the new company, which was born from the merger between Agriform and Parmareggio, is the variety of PDO cheeses offered. We can also provide several types of packaging. That's why we can be a valuable partner for all operators of the food service industry in Italy and abroad, who are willing to customize products with their brand. The private label product, in fact, is created starting from our client's requests. Then we proceed with the design of the package”.

Maurizio Moscatelli,
sales manager Parmareggio, and
Alberto Bizzotto,
sales manager Agriform



Beppino Occelli

www.occelli.it

Headquarter

Farigliano, Cuneo, Piedmont

Products available

Bianco di Langa, Bianco di Langa al tartufo, Robiola, Cusiè, Tuma, Robiola

Incidence of the PL on turnover

around 20%

Channels served

large-scale retail, independent shops

BIANCO DI LANGA WITH SUMMER TRUFFLE

Bianco di Langa al Tartufo is born from Beppino Occelli's creativity and indis-



soluble connection with the Langhe territory. It's a vegetable rennet cheese with 100% Italian goat milk and cow milk with a soft consistency, enriched with truffle.

Packaging

Hand-wrapped. Whole wheel 7 kg, half wheel 3,5 kg, quarter wheel 1,75 kg

Certifications

Brc

Shelf life

60 days whole wheel, 30 days half wheel and quarter wheel

“Private label is a strategic asset for our future development plans and for this very reason we aim at expand the range of cheeses dedicated to this market segment. For more than 50 years we have offered new creations and personal interpretations of traditional products that originate from the deep love for our land: the Langhe and the Alps. Beside butter, we produce a wide variety of cheeses that are highly appreciated by gourmets all over the world. The high quality of our products meets the new market needs, as the premium segment of the PL has expanded in recent years”.

Beppino Occelli,
owner

La Contadina Soc. Coop.

www.caseificiocooplacontadina.com

Headquarter

Grazzanise, Caserta, Campania

Products available

Mozzarella di bufala campana PDO, Mozzarella made with buffalo milk, buffalo milk Burrata

Incidence of the PL on turnover

around 40%

Export share of the PL

70% in UK, Portugal, Poland, France, Germany, US

Channels served

mainly large-scale retail

MOZZARELLA DI BUFALA CAMPANA PDO



Buffalo Mozzarella PDO made with fresh buffalo milk

Packaging

125 g in a bag

Certifications

Ifs, BRCs, Organic, Fda

Shelf life

34 days

“Our costumers search for and develop more and more products in order to have a complete range of private label items for each category. Each one is the result of in-depth market analysis. We choose the most suitable package for the products selected, and we work to obtain the attended result as fast as possible. We are efficient and we provide support throughout the whole design process as well as after the product launch”.

Nadia Morgillo,
sales manager

Cilento

www.cilentospa.it/en/

Headquarter

Cellole, Caserta, Campania

Products available

mainly Mozzarella di bufala PDO and the new Burrata di bufala

Incidence of the PL on turnover

around 50%

Export share of the PL

around 50% mainly in France and Germany

Channels served

mainly large-scale retail

BURRATA DI LATTE DI BUFALA



Burrata di bufala is an authentic Italian recipe, handcrafted by expert artisans. Creamy heart with a delicious taste of fresh buffalo's milk and cream.

Packaging

200 g and 125 g pot

Certifications

Ifs, BRC, Iso 9001:2015

Shelf life

24 days

“Our private labels are created to meet the needs of consumers, who are loyal to the retailer's brand. That's why we offer highly-appreciated and reliable products”.

Damiano Cilento,
sales director

BIOSÜDTIROL

MEET US AT
NORDIC ORGANIC
FOOD FAIR
17.-18.11.2021 MALMÖ

**Organic
business growth –
365 days a year.**

All apples are certified organic from the pips to the stalk, the packaging of the apples can be plastic-free or home compostable. Your turnover grows with the Biosüdtirol apples and the stories behind them. Every day of the year.

Instagram icon Facebook icon

biosuedtirol.com

DAL 1963

La Felinese

FELINO • PARMA

**AUTHENTIC
ITALIAN CHARCUTERIE**

SINCE 1963 THE TASTE OF THINGS MADE WITH LOVE

FELINO • PARMA

WWW.FELINESE.IT



INSIGHT - PL GAINS MOMENTUM

Mario Costa

www.mariocostagorgonzola.it

Headquarter

Casalino, Novara, Piedmont

Products available

mainly Gorgonzola

Incidence of the PL on turnover

around 15%

Export share of the PL

around two thirds of the PL turnover is made abroad (mainly Switzerland)

Channels served

mainly large-scale retail, wholesalers/importers

GORGONZOLA PDO



Soft, fat, raw cheese, produced exclusively with whole pasteurized cow milk.

Packaging

200-220 g

Certifications

Brc, IFS, Fssc, Iso 22000

Shelf life

30-45 days

“Our points of strength are the products' quality – retailers often look for premium or for the best value for money products – as well as the sanitary standards of our production plants. Private label items, in fact, are realized to fidelize consumers to the chain. We also take into account the incidence that each product has on the retailer's sales”.

Davide Fileppo Zop,
managing director

Sorì Italia

www.soritalia.com

Headquarter

Teano, Caserta, Campania

Products available

Mozzarella di bufala campana PDO

Incidence of the PL on turnover

65%

Export share of the PL

70% in Germany, UK and France

Channels served

mainly large-scale retail

MOZZARELLA DI BUFALA CAMPANA PDO



Sorì's production maintains the characteristics of the artisanal tradition, combined with the volumes, the constancy and the quality standards proper of the industry.

Packaging

From 15 g to 500 g, in pillow bag, cup or tray.

Certifications

Iso 9001:2015, IFS, BRC, Etica, Sedex, Allevamenti del Benessere

Shelf life

Up to 30 days

“Flexibility, rapidity, logistics and constant products are the characteristics that our clients appreciate the most. Our company stands out also for its certifications and for some other production features, such as the use of spring water and the traditional making. Over the last year, we observed that our clients are asking us to modify their packages with the storytelling of the producer or, in some cases, with the two brands”.

Giovanni Boncompagni,
sales manager

Centrale del Latte d'Italia

www.centralelatteitalia.com

Headquarter

Turin, Piedmont

Products available

mascarpone cheese, béchamel sauce, milk, cream

Incidence of the PL on turnover

4.5%

Export share of the PL

53.5% in Europe (eg. Germany and France), extra-Eu countries (eg. US and Canada)

Channels served

large-scale retail, discount

MASCARPONE



Famous for its sweet and creamy taste, Mascarpone is widespread in Italy and worldwide due to its taste and its versatility. The mascarpone of Centrale del Latte d'Italia is obtained with the best Italian cream that gives it a sweet and delicate flavor. CLI also offers different recipes with various fat content (36%, 39%, 41%).

Packaging

250 g, 500 g, 2 kg bowls, 10 kg bag

Shelf life

120 days

“The creation process of a product begins once we have clinched a deal with our client. Together we choose the product's characteristics: origin of raw materials, size, packaging... Therefore, we design the package's graphics, which is verified by both the office department of the product plant and of the client. Only then, the product can be put up on sale. Our points of strength are the Italian raw materials and our widespread presence on the territory”.

Luca Musumarra,
marketing & communication manager

Inalpi

www.inalpi.it

Headquarter

Moretta, Cuneo, Piedmont

Products available

sliced cheese, spreadable cheese, butter, mozzarella, grated cheese, yogurt and natural cheese

Export share of the PL

Inalpi exports in 34 countries both in and out of the European community

Channels served

large-scale retail

SLICED PROCESSED CHEESE



Every slice is wrapped individually, with a wide range of formats, recipes, colours and packaging solutions according to customers' needs.

Packaging

From 150 g to 1 kg

Certifications

Uni En Iso 9001, Fssc22000, BRC Standard, IFS, Uni En Iso 14001, Sa8000, Halal, Kosher, Uni En Iso 2200, Iso 45001, Organic, Aeo.

Shelf life

9 months

“Our endless work on the research and development of our short and certified supply chain makes Inalpi a strategic partner for retailers. For their private labels, in fact, we make high-quality products, which are the natural outcome of our daily efforts. For this reason we are the ideal partner to create products which represent our founding values: making good, fair and safe products. We also have a vocation for innovation, which we translate into action, for example, with the creation of our research&development center In-Lab Solutions”.

Pierantonio Invernizzi,
marketing & sales manager

The Motta Trays



✓ gluten-free

✓ without milk derivatives

Via Capuana, 44 - 20825 Barlassina (MB) - Italy
Tel. +39 (0362) 560584 - mottasrl@mottabarlassina.it
www.mottabarlassina.it - www.mottabarlassina.com





INSIGHT - PL GAINS MOMENTUM

Pezzetta
www.pezzetta.srl

Headquarter
Fagagna, Udine, Friuli Venezia Giulia

Products available
Montasio PDO

Incidence of the PL on turnover
10%

Channels served
large-scale retail

MONTASIO PDO MOUNTAIN PRODUCT



The Montasio PDO produced in Ovaro's dairy is the Montasio that boasts the designation as 'Mountain product', as it is produced and seasoned in a dairy at over 500 metres with milk coming from areas over 500 metres. The taste is soft and delicate when it is fresh, then it goes stronger and more aromatic.

Packaging
Whole wheel about 6,50 kg; half, quarter, 1/8 and 1/16 wheel under vacuum

Certifications
Iso 9001

Shelf life
Whole wheel 6 months; vacuum pieces 3 months

“The largest retailers give more and more value to private label products that, if their quality is appreciated, allow to fidelize customers. For this reason, our private label products are made selecting attentively the raw materials and controlling in minute details their production and maturing. In addition, we use certified milk from the mountains”.

Marco Pezzetta,
legal representative

Gruppo Germinal
www.germinalbio.it/en/

Headquarter
Castelfranco Veneto, Treviso, Veneto

Products available
sweet and salty bakery products, ready meals

Export share of the PL
directed to EU and extra-EU countries

Channels served
organic specialized retailers, large-scale retail

ORGANIC COOKIE STICKS

Tasty and crumbly snacks in convenient single portions. Perfect for both sweet or savoury recipes, they are eggs free, dairy free (it depends on the product) and available in different flavours.

Packaging
110 g (6 x 18,3 g)

Certifications
Organic, vegan

Shelf life
250 days



“We started a partnership with some of the major Italian and European retail chains. Given our production capacity with high value-added, which allows us to carefully manage allergens, we are developing specific projects based on customer needs for the creation of functional, free-from, rich-in products that are also suitable for consumers with intolerances or allergies, or who follow special dietary styles. We are also a point of reference for organic, with a consolidated know-how and production flexibility.”

Paolo Pisano,
sales manager Gruppo Germinal

Fiorentini Alimentari
www.fiorentinalimentari.it

Headquarter
Trofarello, Torino, Piedmont

Products available
puffed cakes, cereals and snacks. Organic and with a high nutritional value

Incidence of the PL on turnover
50%

Export share of the PL
10%, especially UK, Germany and Spain

Channels served
large-scale retail and discount

POP'S CORN CRISPS

Small corn cakes with sea salt from organic farming. Gluten free, not fried and vegan.



International certifications
VeganOk, Organic

Packaging details
20 g, 100 g, 200 g, multi-pack (6 packs of 20 g)

Shelf life
12 months from production

Palletization
12 units per box, 8 boxes per layer

“Among our strengths, we boast the high quality of raw materials, organic and mainly of Italian origin; the continuous innovation, which derives from the experimentation of new recipes that are always simple yet innovative; the flexibility in expanding and adapting our offer; and an effective and fast decision-making process. In the last year, we have created new product formats, ideal for sharing and for family consumption. Through Private labels, the retailer can widen its range of healthy products and add value to its store brands.”

Simona Fiorentini,
marketing & sales manager

Valentino
www.valentinodolciaria.com

Headquarter
Pettoranello del Molise, Isernia, Molise

Products available
mainly Panettone

Incidence of the PL on turnover
20%

Export share of the PL
15% in EU and extra-EU countries

Channels served
large-scale retail and discount

PANETTONE VALENTINO



Panettone classic in box with raisins and orange cubes.

Packaging
From 100 g to 1 kg

Certifications
Brc, IFS, GMOs free

Shelf life
9 months

“Our excellent value for money is widely recognized and represents one of the company's key strengths. In the last year, we have witnessed a growth in the demand for specialties. Our PL products originate from the retailer's request and the customization of the product according to his particular needs.”

Valentino Dolciaria's management

Socado
www.socado.com

Headquarter
Villafranca di Verona, Verona, Veneto

Products available
chocolate pralines, bars and spreadable creams are the most demanded

Incidence of the PL on turnover
about 35%

Export share of the PL
about 10% in Spain and in the United Arab Emirates

Channels served
large-scale retail, food service, food service, b2b industry

CHOCOLATES BARS, PRALINES, SPREADABLE CREAMS



Thanks to the support of its R&D department Socado can produce tailor made products to meet the needs of each customer, such as: Pralines with different flavours; Semifinished products for confectionery industry; Easter eggs with gadget and design dedicated; Spreads with special ingredients or formulations.

Certifications
Iso 22000, IFS, BRC, Rspo, Fair Trade, Rainforest Alliance, Sodexo, Halal, Kosher

Shelf life
18-24 months

“The excellent value for money of our products is one of our greatest strengths, together with the great flexibility and capability to design tailor-made projects according to the different needs of our customers and, of course, thanks to a wide and varied product assortment. Previously, customers used to contact us mainly for the creation of festive products, but in the last year orders for everyday products have skyrocketed. From the good sales performance of Socado branded products on the customers' shelf comes the request for customized products, maybe with special tastes or with different formats.”

Socado's management

Valle Fiorita
www.vallefiorita.it

Headquarter
Ostuni, Brindisi, Puglia

Products available
all Valle Fiorita products

Incidence of the PL on turnover
55%

Export share of the PL
24% in Scandinavian countries, Germany, France, Belgium, Switzerland, Greece, UK and US

Channels served
large-scale retail, discount

PUCCIA SALENTINA



Puccia Salentina is a soft bread of the Apulian tradition. Now available in a new recipe and a new pack able to tell its controlled ingredients and artisanal manufacturing. The traditional stone baking process enhances its scent and flavor.

Packaging
230 g (2st. x 115 g). 4 types: Classic, Multigrain, Organic Classic, Organic Multigrain

Certifications
Brc, IFS, Organic

Shelf life
60 days at room temperature

“The careful selection of raw materials, the safeguard of some handicraft production processes and a continuous research and development are our main strengths. In the last year, we have seen an increase in requests for products with clean labels, healthy products and regional specialties. Our PLs are created according to the requests of retailers, that in some product distinguish the potential to develop significant business volumes.”

Francesco Galizia,
export manager

Naturally Good

Leoni Randolpho
dal 1940

PORCHETTA DI ARICCIA IGP

IFS Food

600 WATT FOR 45 SECONDS

WITH
PORK MEAT
SALT | PEPPER
ROSEMARY
GARLIC

WITHOUT
ANTIBIOTICS
NITRITES | NITRATES
COLOURANT | GLUTEN
LACTOSE

www.porchettaigp.eu

INSIGHT - PL GAINS MOMENTUM

Conapi Soc Coop Agricola

www.conapi.it

Headquarter

Monterenzio, Bologna, Emilia Romagna

Products available

Millefiori honey and monofloral honey - both Italian and foreign - fruit preserves

Incidence of the PL on turnover

about 60%

Export share of the PL

about 2%, in France and Switzerland

Channels served

large-scale retail, discount

ITALIAN WILDFLOWER HONEY



Packaging

Glass jars from 40 g to 1 kg

Shelf life

30 months from production date

“A supply chain of direct producers, many different formats and honey varieties; flexibility and the ability to manage new projects. These are the strengths of Conapi. In the last year, customers have been paying increasingly attention to the Italian origin of products and to the control of the entire supply chain. In this regard, we are definitely better positioned than most of our competitors. Climate change is severely affecting the global honey production. Teamwork between all market operators is therefore essential to provide end consumers with the best product available.”

Nicoletta Maffini,
general manager

Ruggeri

www.ruggerishop.it

Headquarter

Padova, Veneto

Products available

dried sourdough and prepared mixes for the production of bread, pizza and confectionery

Incidence of the PL on turnover

44%

Export share of the PL

25%, in North America, Russia and Germany

Channels served

large-scale retail

PIZZA CRUST MIX

With this pizza mix (sold with the 'Fiorfiore Prodotti d'Italia' brand), it is possible to make easily tasty pizza bases that can be filled as desired. Customers just need to add water, oil and salt.

Packaging

500 g

Shelf life

12 months



“Clean label is definitely one of our strong points. Our products are made with selected ingredients and no chemical additives. We invest in innovation, both in terms of recipes and packaging: our patented packaging solution Ruggeri Tasca Magica (registered trademark) separates the yeast from the other ingredients, which allows for a longer shelf-life, with no need for preservatives. Furthermore, we have recently launched a yeast range that boasts a new eco-friendly paper canister packaging, characterized by a freshness-saving lid for optimal preservation.”

Roberto Pregnotato,
sales and marketing manager

Fraccaro Spumadoro

www.pasticceriafraccaro.it

Headquarter

Castelfranco Veneto, Treviso, Veneto

Products available

festive and everyday confectionery

Incidence of the PL on turnover

about 30%

Export share of the PL

27%, mainly France, UK, Brazil, US, Austria, Singapore

Channels served

large-scale retail

PANFRUTTO WITH SUGAR GRAINS



One of the company's greatest classics: a leavened dough, resembling Panettone's dough, with raisins, candied orange peels and amaretto frosting and sugar grains.

Packaging

400 g, cellophane

Certifications

Ifs

Shelf life

180 days

“The supply of handicraft products with a dedicated recipe made on request is one of our greatest strengths. In the last year, we have been noticing a growing attention for market niches and particular products, especially for those bearing some strategic claims. The main goal of a Private Label is to ‘fill the void’ on a shelf with a brand-new product: something exclusive and tailor-made.”

Luca Fraccaro,
sales e marketing director

Puglia Saporì

www.pugliasapori.com

Headquarter

Conversano, Bari, Puglia

Products available

mainly taralli and tarallini, conventional, organic and gluten-free

Incidence of the PL on turnover

21%

Export share of the PL

34%, in Germany, France, Canada and America

Channels served

PL partners of major Italian distributors (like Alce Nero and Parmareggio), with important clients in the US and in many EU countries

CHEESE & PEPPER TARALLINI PUGLIA SAPORI FOR EATALY

Inspired by one of the most characteristic and famous dishes of the Italian culinary tradition, the Cheese & Pepper Tarallini made exclusively for Eataly have a unique and captivating taste that makes them perfect for aperitifs, brunches and appetizers



Available sizes and packaging solutions

250 g bag with cardboard label

Certifications

Brc, IFS, Bioagricert

(Puglia Saporì certifications)

Shelf life

12 months

“Among our strengths we certainly include flexibility and proximity to clients. With them, we establish a close business partnership based on the listening of their needs, for the creation of the ideal final product. On the basis of single requests, we select the best raw materials to elaborate the recipes, up to the perfect result after careful quality controls. Recently, we have been noticing that many of our clients are requesting rich-in and free-from products.”

Roberto Renna,
operations manager

follow

Forno Da Re

www.pandare.com

Headquarter

Orsago, Treviso, Veneto

Products available

crumbly and crispy breadsticks. The recipe can be adapted according to customers' needs

Incidence of the PL on turnover

around 70%

Export share of the PL

currently only on the domestic market

Channels served

large-scale retail and discount

HAND-MADE CRISPY BREADS WITH EXTRA VIRGIN OLIVE OIL



Ingredients are carefully selected and the classic bakery production methods are carefully followed: long leavening (the so-called 'Biga') and the rolling out of dough by hand only.

Packaging

From 200 g to 500 g

Certifications

Ifs, Organic, Iso 22000

Shelf life

1 year

“We are specialized in one type of product and therefore have developed a very specific know-how. We know exactly how to find the right mix between craftsmanship of some processing stages - such as manual kneading - and constant research and innovation. Recently, we have been noticing a return to 'classic', where the focus is on simple, good quality products with a correct value for money. The creation of a PL is always based on customer's requests: together, we achieve the desired recipe formulation. The process ends with the design of the graphics and the printing of the first batch of the new pack.”

Giovanni Da Re,
owner

Poggio del Farro

www.poggiodelfarro.com

Headquarter

Firenzuola, Firenze, Tuscany

Products available

a wide range of oat or spelt based products, from biscuits to pasta and bars

Incidence of the PL on turnover

25-30%

Export share of the PL

30%, mainly US and Australia

Channels served

large-scale retail

CEREAL BARS AND SNACKS



Cereal bars and snacks based on spelt and oat, and other customizable ingredients.

Packaging

Available in different sizes and packs, individually wrapped, in closed boxes or display cartons.

Certifications

Brc, Organic

Shelf life

8-10 months

“We can boast several strong points, starting from the control of our spelt and oat supply chains; an internal R&D for the development of recipes dedicated to PLs; the strong attention paid to the development of simple and clean recipes, made with Italian ingredients; and the possibility to create both organic and conventional products. In the last year, we have noticed a significant increase in the PL business, as far as we are concerned, with a premium target. Our private labels originate from a relationship with clients based on mutual trust, and with the ultimate goal for both to meet the needs of consumers.”

Federico Galeotti,
owner

Farms & Prosciutto manufacture

our project for a complete control
of the supply chain...
from farm to fork.

FIND OUT
MORE AT

Colonia - DE - 9-13 ottobre 2021
ALCAR UNO SPA
HALL 5.2 • BOOTH B031

Filiera Uno Prosciutti S.r.l.
Via Jacopo Pirona, 15 - 33038 San Daniele del Friuli (UD)
Tel. +39 0432 956636 - Fax +39 0432 956510 - Email: filieraunoprosciutti@alcaruno.it

ALCAR UNO
L'arte di lavorare la carne suina

www.alcaruno.it

REPORTAGE



The French trade show for food service professionals has brilliantly passed the 're-start' test. Our visit in Lyon, on the past September, and the satisfaction of Italian exhibitors.

Trade fairs are back, including Sirha in Lyon. A strategic event for companies willing to enter the French market, which in the 2021 edition did not betray expectations. Despite the low attendance of Overseas operators - due to Covid restrictions - it was indeed quite a successful first post-pandemic edition, thanks to a wide and heterogeneous public made of wholesalers, food service professionals, chefs and pastry chefs, restaurant and gourmet shops managers looking for niche products. For a total of roughly 150,000 visitors and 2,116 exhibitors.

To host them, from 23 to 37 September, the seven pavilions that make up Eurexpo in Lyon and that were organized according to the products offered: food, bakery and pastry, kitchen equipment. Most of Hall 6 was instead occupied by the arena where the International Catering Cup, the World Pastry Cup and the Bocuse d'Or took place. Walking around the exhibition area was a pleasure, thanks to the good organization and the dedicated App. It was equally simple to identify the many events and workshops of interest, which were highly appreciated by visitors.

The areas that grouped companies from the same country really stood out in the pavilions. Among them, also the one organized by ITA (Italian Trade Agency), which catalyzed the attention in Hall 1. Italian companies were present also in other exhibition areas, for a total of about 100 Italian exhibitors. Most of them, during our interviews, expressed great satisfaction, especially for the 'quality' of visitors.

"Sirha is the most important trade show for the French market. And it is essential to be here, this year more than ever, to meet our customers," said Nicola Boni, Europe sales manager at Martelli, deli meat producer since

1959. "There is not too many exhibitors because big companies decided not to participate, or to be here just with small stands. For this reason, some spaces remained empty and our stand is in a less central position with respect to the past editions. The quality of the visitors, nevertheless, is undeniable. My vote for Sirha 2021? Seven and a half, considering the period."

Francesco Muratori Casali, export manager of Parmareggio, shared the same opinion: "There are less visitors than in the pre-Covid period, but most of them are real professionals and also very interested". "Our presence here gives an important sign to our customers in France, where the presence of Grandi Salumifici Italiani, to which Parmareggio belongs to since 2020, is growing," adds Muratori Casali. Confectionery companies were satisfied too, benefiting from the public who arrived in Lyon on the occasion of the World Pastry Cup (won

by the Italian team!). "This is our first time in Sirha," explains Daniele Villaci, Icam export manager, "but we are very happy with the positive feedbacks we are getting. There is inevitably a shortage of visitors from far-away countries and from the Middle East, but we have made some interesting new contacts. It is with no doubt an important trade fair for us."

The only 'bad note' of Sirha 2021 concerns the compliance with anti-Covid regulations, which have been almost ignored. Green pass was correctly checked at the entrance, but inside the pavilions sanitizing gel columns were a rarity and most of visitors and exhibitors alike did not wear face masks, including some chefs during the show cooking. Nevertheless, Sirha overall passed with success the 're-start test'. A good signal for the food service sector, which already paid a very high price during this pandemic.

Viaggio a Sirha

Tornano le fiere all'estero. E torna anche il Sirha di Lione. Appuntamento per eccellenza per le aziende che intendono sbarcare sul mercato francese, Sirha 2021 non ha deluso le aspettative. Certo, un po' sottotono vista la mancanza di qualche operatore d'Oltreoceano. Ma, al netto delle assenze giustificate causa Covid, non si può dire che non sia stato un successo con un pubblico eterogeneo, tra grossisti, operatori della ristorazione collettiva, chef e pasticceri, gestori di gastronomie alla ricerca di prodotti di nicchia. Ad accoglierli, dal 23 al 37 settembre, i sette padiglioni che compongono l'Eurexpo di Lione. Il racconto della nostra visita in fiera. E la soddisfazione degli espositori italiani.

ITALY WINS THE WORLD PASTRY CUP. IT RANKS TENTH AT THE BOCUSE D'OR

On the occasion of Sirha, also the World Pastry Cup and the Bocuse d'Or, the contests rewarding the best international chefs and pastry chefs, took place. Italy competed for the titles as well. And was crowned pastry world champion, beating the other nine countries in the contest. Lorenzo Puca, team captain and candidate for sugar work,

Andrea Restuccia, expert in ice sculptures, and Massimo Pica created a chocolate dessert to share, an ice cream cake, a restaurant dessert, a 165 cm sugar sculpture and a chocolate piece of the same height. They were led by Alessandro Dalmasso, president of the Club of the World Pastry Cup Italian Selection. Behind Italy were Japan

and France, while Switzerland was rewarded with the sustainability prize and Chile with a special prize for team spirit. Instead, Italy ranked tenth at the Bocuse d'Or. While France won, followed by Denmark and Norway. Yet, Alessandro Bergamo, 28-years-old sous chef for Carlo Cracco at the Cracco restaurant in Milan, who led the team, the

commis Francesco Tanesse and the chef coach Lorenzo Alessio, are satisfied with their result. "Feeling the emotion of a Bocuse d'Or finale was a life dream to me and it came true. We were aware that it would have been hard to win it, but I was just as much sure that we would have done a great job", said Bergamo to Ansa, the Italian news press

agency. The main theme of the platter was the chuck of Charolaise beef served with two vegetable sides, that the Italian chefs provided a 'milanaise' interpretation of: a Brasé à la milanaise, a whole braised beef chuck with mushrooms sauce, herbs, potato croissant and bay leaves, served with a hot salad from biodynamic agriculture. To follow,

the takeaway box having the cherry tomato as its main ingredient: a cherry tomato salad, a cherry tomato arancina and black tiger shrimps with a tartlet of cherry tomato, basil and extra-virgin olive oil ice cream. All the dishes presented were studied in collaboration with chefs Enrico Crippa, Carlo Cracco and Luciano Tona.



GRANDI SALUMIFICI ITALIANI — PARMAREGGIO



From left: Francesco Muratori Casali and Andrea Panzeri



From left: Marcello Turini, Ilaria Greco and Fabrice Gour



From left: Riccardo, Daniela and Beniamino Garau



Maurizio Micheli



Nicola Boni



Verdiana Visco



Verdiana Visco



Debora Monetto



The staff



Claudio Verri



Luca Lazzaroni



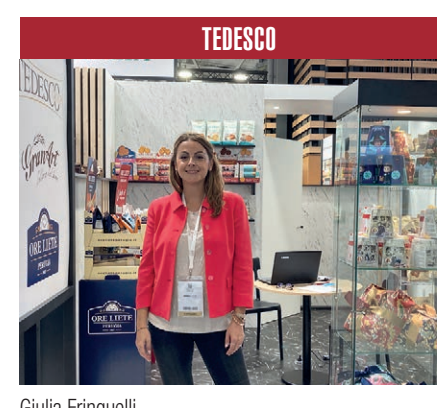
From left: Pino Arletto, Caterina Dal Castello, Riccardo Binelli



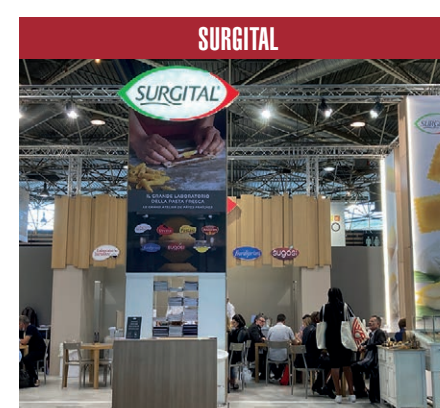
The staff



Giulia Fringuelli



Giulia Fringuelli



Angela De Corato

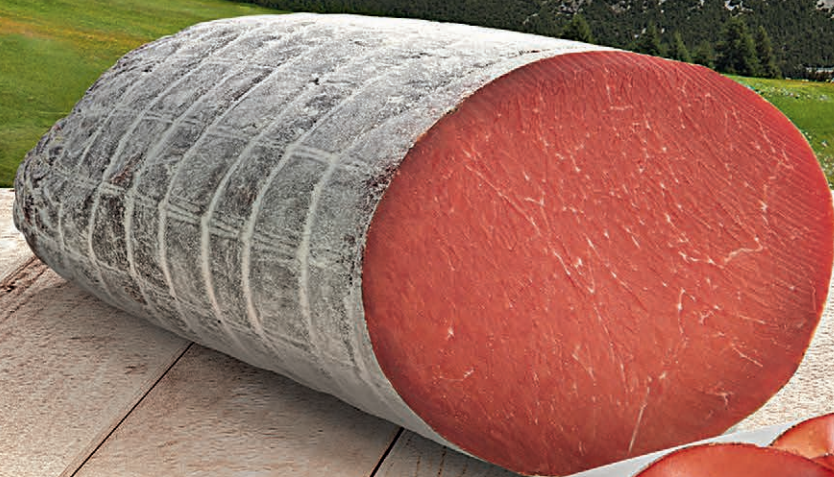


Angela De Corato

Bresaola della Valtellina P.G.I.

TOPSIDE

A CENTURY LONG TRADITION OF EXCELLENCE.



It is simply the best P.G.I. Bresaola della Valtellina. It is produced with topside, a prime cut of beef hindquarter, cured with the finest spices and flavourings from all over the world. The production process follows a century-old traditional recipe which preserves the authenticity and freshness of the product, its unmistakable taste and the organoleptic qualities. Bresaola is an ideal food to meet the daily nutritional needs because it is rich in protein, low in fat, and an important source of potassium and vitamins B1, B6 and B12.

RIGAMONTI®
Qualità dal 1913