

BUYER PROFILE

INCOMING GOURMET

Torino, 23rd-24th November 2015

Company name	Italian Food & Beverage	
Website	www.italian-fb.com	
Country	Austria	
Spoken languages	German, English, Italian	
Date of establishment	1997	
Turnover 2014	~4,2 Mio €	
Nr. of employees 2014	2	

**THE BEST OF
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ACTIVITY

Activity	Import Representative
Short description of your activity	Import of Italian food as Mozzarella, Aceto Balsamico, Antipasti etc.. Representation of organic fruit and vegetables in big quantities.

DISTRIBUTION

Detail the products you deal with (and related brands): - typology - range	Ali-Big, Castellino, Re-Modena
Indicate whether you have your own brand/s:	Antipasti Bella Toscana
Geographic area covered:	Austria
Indicate your distribution networks (wholesalers, retailers, Ho.Re.Ca, etc.)	Wholesalers, Horeca, Merkur, Billa, Penny, Mpreis, Pfeiffer



Indicate your customers' characteristics:	Wholesalers and supermarket chains
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INTERNATIONAL ACTIVITY

Are you already the sole agent of foreign products? If yes, which ones?	Yes, Castellino, ReModena (new) Latteria Montanari Villesse (GO) parts of Austria. OMEN Greece, whole Austria
Do you have contacts with foreign suppliers? If yes, indicate name and country	Yes, Ali-Big, Castellino, Re-Modena, Latteria Montanari, Italy RIXONA NL, OMEN, Greece, Betakom CZ and others.
Please indicate if you work/have already worked with Italian companies. If yes, which ones?	Yes, (vedi sopra)

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TAILOR YOUR B2B AGENDA

Specify the products you are mostly interested in:	General specialities
Give further useful information, if any:	If you'll contact me, please by cell-phone, email or Whats'app, because I'm often out of office

Nearest Airport	Vienna
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BUYER PROFILE

INCOMING GOURMET

Torino, 23-24 Novembre 2015

Nom de l'entreprise	SAS ETS F.RIVA	
Website	www.riva-france.com	
Pays	France	
Langue parlée	Français, italien	
Date de création	1919	
Chiffre d'affaire annuelle 2014	5.000.000 €	
N° d'employés 2014	11	

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ACTIVITÉ

Activité	<input checked="" type="checkbox"/> Importation <input checked="" type="checkbox"/> Distribution <input checked="" type="checkbox"/> Autre: MDD
Description de votre activité	Négoce de produits d'épicerie et liquides italiens vers la GD et le RHF

DISTRIBUTION

Pouvez-vous donner des détails sur les produits avec lesquels vous travaillez - typologie - gamme	Produits milieu/haut de gamme : pâtes, gressins, sauces, vins,...
Indiquez si vous avez votre propre marque / s	SEGRETI DI RIVA
Pays sur lesquels vous travaillez	France, Belgique
Indiquez vos réseaux de distribution (grossistes, détaillants, HO.RE.CA, etc.)	GD, grossistes et HORECA



Pouvez-vous donner le profil de vos clients?	95% GD
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ACTIVITÉ INTERNATIONALE

Etes-vous déjà le seul agent de produits étrangers? Si oui, lesquels?	NON
Avez-vous déjà travaillé avec entreprises étrangères? De quels pays ?	OUI, d'Italie
Avez-vous déjà travaillé avec entreprises italiennes? Lesquelles?	Oui, LA MOLISANA, PANEALBA, CONSERVE DELLA NONNA,.....

REALISATION DE VOTRE RENDEZ-VOUS

Indiquez les produits dans lesquels vous êtes intéressés:	Vins, produits d'épicerie(riz),...
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BUYER PROFILE

INCOMING GOURMET

Torino, 23rd-24th November 2015

Company name	D'Amico Giuseppe	
Website	www.damico.de	Pasta4you.de
Contry	Germany	
Spoken languages	Tedesco - Italiano	
Date of establishment	1980	
Turnover 2014	ca. 1.000.000. Euro	
Nr. of employees 2014	6	

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ACTIVITY

Activity	Import Distribution (a supermercati)
Short description of your activity	Import

DISTRIBUTION

Detail the products you deal with (and related brands): - typology - range	Pasta, Olio, Prodotti da forno, Aceto Balsamico, Panettone, Salse
Indicate whether you have your own brand/s:	D'Amico LOGO
Geographic area covered:	70% Baviera 30% Tutta la Germania
Indicate your distribution networks (wholesalers, retailers, Ho.Re.Ca, etc.)	Supermercati, C&C
Indicate your customers' characteristics:	Edeka, Wasgau, Citti Kiel, Globus, V-Markt



INTERNATIONAL ACTIVITY

Do you have contacts with foreign suppliers? If yes, indicate name and country	Grandi Pastai, Pastificio Fazion, Pastificio Felicetti, Toschi.
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TAILOR YOUR B2B AGENDA

Specify the products you are mostly interested in:	Pasta, Olio, Aceto, Prodotti da forno, Salse
Give further useful information, if any:	Distribuiamo al 90% con Marchio D'Amico Al 10% con Marchio Produttore

Nearest Airport	München
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INCOMING GOURMET

Torino, 23rd-24th November 2015

Company name	ANGOLL TRADING CONSULTING	
Website	www.farnetani.de , www.pierremeyer.de ,	
Country	Germany	
Spoken languages	Italian, English	
Date of establishment	1990	
Turnover 2014	50 Million	
Nr. of employees 2014	60	

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ACTIVITY

Activity	Import Distribution
Short description of your activity	Trading Consulting for German and Italian companies, Import and distribution of Italian food

DISTRIBUTION

Detail the products you deal with (and related brands): - typology - range	Fresh products, Gourmet products
Segment the level of the products you deal with:	Cheese, Pasta, new interesting products suitable for the German market.
Indicate whether you have your own brand/s:	Our partners have own brands.
Geographic area covered:	Germany
Indicate your distribution networks (wholesalers, retailers, Ho.Re.Ca, etc.)	Wholesalers, HoReCa, Supermarkets



Indicate your customers' characteristics:	Wholesalers, HoReCa, Buyers of the supermarkets
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INTERNATIONAL ACTIVITY

Are you already the sole agent of foreign products? If yes, which ones?	Yes. Cheese companies.
Do you have contacts with foreign suppliers? If yes, indicate name and country	Yes, from Italy
Please indicate if you work/have already worked with Italian companies. If yes, which ones?	Delizia Spa, Zappala Spa, Diano Casearia Spa, Alca Food Spa etc

TAILOR YOUR B2B AGENDA

Specify the products you are mostly interested in:	<ol style="list-style-type: none"> 1. Fresh products: cheese, 2. Pesto, Salse, Pasta, Olio, Prodotti da forno
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Nearest Airport	München
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BUYER PROFILE

INCOMING GOURMET
Torino, 23rd-24th November 2015

Company name	Emozioni Italiane GmbH	
Website	www.italien.ch	
Country	Switzerland	
Spoken languages	Italian/German/English/French	
Date of establishment	04.07.2011	
Turnover 2014	About 1 Mio	
Nr. of employees 2014	3	

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ACTIVITY

Activity	Import Distribution
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DISTRIBUTION

Detail the products you deal with (and related brands): - typology - range	Vino, Olio d'Oliva, Distillati, Formaggi, Pasta, Salumi, Salsa, Panettoni Cantine Fina, Marco De Bartoli, Caruso & Minini, Alcesti, Bianchi ecc.
Segment the level of the products you deal with:	Medio alto
Indicate whether you have your own brand/s:	no
Geographic area covered:	Tutta la Svizzera
Indicate your distribution networks (wholesalers, retailers, Ho.Re.Ca, etc.)	Tutti i canali incluso online



INTERNATIONAL ACTIVITY

Are you already the sole agent of foreign products? If yes, which ones?	Si, vedi www.italien.ch/Shop
Do you have contacts with foreign suppliers? If yes, indicate name and country	Italia, vedi www.italien.ch/Shop
Please indicate if you work/have already worked with Italian companies. If yes, which ones?	vedi www.italien.ch/Shop

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TAILOR YOUR B2B AGENDA

Specify the products you are mostly interested in:	Vino, Olio d'Oliva, Distillati, Formaggi, Pasta, Salumi, Salsa, Panettoni
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