

“Made in Piemonte” B2B Virtual Meetings 16–17th July 2021

BUYER COMPANY PROFILE

CONTACT DATA

Company Bevande s.r.o.		
Company name: Bevande s.r.o.		
Address: Vinořská 357 Přebetice		
Zip Code: 25073	City: Prague	Country: Czech republic
Phone:	Fax:	
Web site: www.bevande.cz	E-mail:	
Contact person		
Position: owner		
Spoken languages: italian, english		

COMPANY ACTIVITY

Activity (please ✓ your category)	<input checked="" type="checkbox"/> Importer	<input type="checkbox"/> Wholesaler / Distributor	<input type="checkbox"/> Retailer	<input type="checkbox"/> Agent
	<input checked="" type="checkbox"/> Gourmet shop	<input type="checkbox"/> Shopping Mall / GDO	<input checked="" type="checkbox"/> E-shop	<input type="checkbox"/> Other, please specify:
Last Turnover - €	380 000			
Nr. of employees (2020):	4			
Year of establishment:	2007			
Short description of the activity: Family small company specialized only for italian products, we deliver HoReCa market, we have two shops La Grapperia in Prague, we have online eshop with all our imported products.				

DISTRIBUTION

Products you deal with (and related brands): dry food								
Indicate whether you have your own brand/s: we have our premium own brands for liquer Bombardino								
Geographic area covered: Czech republic								
✓ the type of customers you work with:								
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td><input checked="" type="checkbox"/> Wholesalers</td> <td><input type="checkbox"/> Mail Order sales</td> </tr> <tr> <td><input type="checkbox"/> Supermarkets</td> <td><input type="checkbox"/> Department Stores</td> </tr> <tr> <td><input checked="" type="checkbox"/> HO.RE.CA</td> <td><input checked="" type="checkbox"/> Private Customers</td> </tr> <tr> <td><input type="checkbox"/> Retail Shops</td> <td><input checked="" type="checkbox"/> Others</td> </tr> </table>	<input checked="" type="checkbox"/> Wholesalers	<input type="checkbox"/> Mail Order sales	<input type="checkbox"/> Supermarkets	<input type="checkbox"/> Department Stores	<input checked="" type="checkbox"/> HO.RE.CA	<input checked="" type="checkbox"/> Private Customers	<input type="checkbox"/> Retail Shops	<input checked="" type="checkbox"/> Others
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<input checked="" type="checkbox"/> HO.RE.CA	<input checked="" type="checkbox"/> Private Customers							
<input type="checkbox"/> Retail Shops	<input checked="" type="checkbox"/> Others							

Your customers' characteristics: We have three groups: HoReCa markets where it is important to have good prices, nice labels, responsible quality. Private customers where it is important to have good value on the exhibition for wine, for dry products good price. Third group is online sale, where it is the combination of all.

INTERNATIONAL ACTIVITY

Do you have sole agency/distribution of foreign products? If yes, which ones: no

Do you have foreign suppliers? If yes, indicate name and country: all suppliers are from Italy

Please indicate if you work/have already worked with Italian companies. If yes, which ones? Yes

TAILOR YOUR B2B AGENDA

Please check the category of products you are interested in:

<input type="checkbox"/> Premium food	<input type="checkbox"/> Bakery products	<input checked="" type="checkbox"/> Mineral waters, beverages,
<input type="checkbox"/> Preserved fruits and vegetables	<input checked="" type="checkbox"/> Confectionery, chocolate, pastry,	<input type="checkbox"/> Coffee
<input type="checkbox"/> Pasta and rice	<input type="checkbox"/> Ice cream	<input type="checkbox"/> Beers, spirits and liquors
<input type="checkbox"/> Meat, cured meat	<input type="checkbox"/> Dairy products	<input checked="" type="checkbox"/> Oil and condiments
<input type="checkbox"/> Ready-Made and Frozen Food	<input type="checkbox"/> Fresh fruits, vegetables	<input checked="" type="checkbox"/> Gift Baskets

Range of price:

Are you interested in other kind of products? If yes, which ones?

Please indicate the companies you are interested in meeting:
Especially dry food small packaging to combine in the gift baskets, nice packaging with competitive price

Additional requirements:

PLEASE NOTE

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“Made in Piemonte” B2B Virtual Meetings 15–16th July 2021

BUYER COMPANY PROFILE

CONTACT DATA

Company Dolce & Salato		
Company name: Dolce & Salato		
Address: Khimki, via Rabochaya 2, Ingresso 95, Business Park "General"		
Zip Code: 141400	City: Moscow	Country: Russia
Web site: www.dolcesalato.ru/it/	E-mail:	
Contact person		
Position:		
Spoken languages: Russian, Italian		

COMPANY ACTIVITY

Activity (please ✓ your category)	<input checked="" type="checkbox"/>	Importer	<input checked="" type="checkbox"/>	Wholesaler / Distributor	<input checked="" type="checkbox"/>	Retailer	<input type="checkbox"/>	Agent
	<input type="checkbox"/>	Gourmet shop	<input type="checkbox"/>	Shopping Mall / GDO	<input checked="" type="checkbox"/>	E-shop	<input type="checkbox"/>	Other, please specify:
Last Turnover - €	4-5 milioni							
Nr. of employees (2020):	45							
Year of establishment:	2007							
Short description of the activity: Dolce & Salato nasce nel 2008 grazie all'esperienza ed all'intraprendenza di esperti nel settore con l'intenzione di proporre sul mercato russo prodotti alternativi affiancandoli a quelli più classici della tradizione italiana. Questa strategia si è rivelata vincente permettendoci di crescere.								

DISTRIBUTION

Products you deal with (and related brands): Pasta, Riso, Condimenti, Olio d'Oliva, Conserve, Carne, Salse, Formaggi																
Indicate whether you have your own brand/s: Sì, facciamo produrre alcuni prodotti con il nostro marchio Dolce & Salato.																
Geographic area covered: Russia																
✓ the type of customers you work with:																
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;"><input type="checkbox"/></td> <td style="width: 35%;">Wholesalers</td> <td style="width: 15%;"><input type="checkbox"/></td> <td style="width: 35%;">Mail Order sales</td> </tr> <tr> <td><input checked="" type="checkbox"/></td> <td>Supermarkets</td> <td><input type="checkbox"/></td> <td>Department Stores</td> </tr> <tr> <td><input checked="" type="checkbox"/></td> <td>HO.RE.CA</td> <td><input checked="" type="checkbox"/></td> <td>Private Customers</td> </tr> <tr> <td><input type="checkbox"/></td> <td>Retail Shops</td> <td><input type="checkbox"/></td> <td>Others</td> </tr> </table>	<input type="checkbox"/>	Wholesalers	<input type="checkbox"/>	Mail Order sales	<input checked="" type="checkbox"/>	Supermarkets	<input type="checkbox"/>	Department Stores	<input checked="" type="checkbox"/>	HO.RE.CA	<input checked="" type="checkbox"/>	Private Customers	<input type="checkbox"/>	Retail Shops	<input type="checkbox"/>	Others
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<input checked="" type="checkbox"/>	HO.RE.CA	<input checked="" type="checkbox"/>	Private Customers													
<input type="checkbox"/>	Retail Shops	<input type="checkbox"/>	Others													

Your customers' characteristics:

INTERNATIONAL ACTIVITY

Do you have sole agency/distribution of foreign products? If yes, which ones: no

Do you have foreign suppliers? If yes, indicate name and country: Italia, Perù

Please indicate if you work/have already worked with Italian companies. If yes, which ones? Sì, Raineri, Nero Modena, Acetaia Mussini, Rondolino - Tenuta Colombara, Sabatino Tartufi e molti altri.

TAILOR YOUR B2B AGENDA

Please ✓ the category of products you are interested in :

<input checked="" type="checkbox"/> Premium food	<input checked="" type="checkbox"/> Bakery products	<input type="checkbox"/> Mineral waters, beverages,
<input type="checkbox"/> Preserved fruits and vegetables	<input checked="" type="checkbox"/> Confectionery, chocolate, pastry,	<input type="checkbox"/> Coffee
<input checked="" type="checkbox"/> Pasta and rice	<input type="checkbox"/> Ice cream	<input type="checkbox"/> Beers, spirits and liquors
<input type="checkbox"/> Meat, cured meat	<input type="checkbox"/> Dairy products	<input checked="" type="checkbox"/> Oil and condiments
<input type="checkbox"/> Ready-Made and Frozen Food	<input type="checkbox"/> Fresh fruits, vegetables	<input checked="" type="checkbox"/> Gift Baskets

Range of price:

Are you interested in other kind of products? If yes, which ones?

Additional requirements:

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“Made in Piemonte” B2B Virtual Meetings 15–16th July 2021

BUYER COMPANY PROFILE

CONTACT DATA

Company Elephant		
Company name: Elephant		
Address: St. M. Yushunskaya, House 1, Building 1, Off 408		
Zip Code: 117303	City: Moscow	Country: Russia
Web site: www.italyprod.ru	E-mail:	
Contact person		
Position: Director of Department and Sales		
Spoken languages: Russian		

COMPANY ACTIVITY

Activity (please ✓ your category)	<input checked="" type="checkbox"/> Importer	<input type="checkbox"/> Wholesaler / Distributor	<input type="checkbox"/> Retailer	<input type="checkbox"/> Agent
	<input type="checkbox"/> Gourmet shop	<input type="checkbox"/> Shopping Mall / GDO	<input type="checkbox"/> E-shop	<input type="checkbox"/> Other, please specify:
Last Turnover - €	4.500.000			
Nr. of employees (2020):	21			
Year of establishment:	2009			
Short description of the activity: The Trade House Elephant is an exclusive importer of food products from Italy. Pasta Baronia, Granoi Armando, Olive Oil Venturi, Bonoli, Caffé Motta, Biscotti Dolciaria Ambrosiana. We work with supermarkets (Chains) Ashan, Lenta, X5 (Pyaterochka, Perekrestok, Carousel), Globus, Bakhette, Miratorg, Aromatny Mir, Gourmet. E-commerce: Ozon, Wildberry, Utkonos.				

DISTRIBUTION

Products you deal with (and related brands): Baronia, Grano Armando, Bonoli, Venturi, Dolciariaambrosiana, Caffé Motta.								
Indicate whether you have your own brand/s: no								
Geographic area covered: Moscow and Moscow region, Saint Petersburg and Regions of the Russian Federation.								
✓ the type of customers you work with:								
<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td><input checked="" type="checkbox"/> Wholesalers</td> <td><input type="checkbox"/> Mail Order sales</td> </tr> <tr> <td><input checked="" type="checkbox"/> Supermarkets</td> <td><input type="checkbox"/> Department Stores</td> </tr> <tr> <td><input checked="" type="checkbox"/> HO.RE.CA</td> <td><input type="checkbox"/> Private Customers</td> </tr> <tr> <td><input checked="" type="checkbox"/> Retail Shops</td> <td><input type="checkbox"/> Others</td> </tr> </table>	<input checked="" type="checkbox"/> Wholesalers	<input type="checkbox"/> Mail Order sales	<input checked="" type="checkbox"/> Supermarkets	<input type="checkbox"/> Department Stores	<input checked="" type="checkbox"/> HO.RE.CA	<input type="checkbox"/> Private Customers	<input checked="" type="checkbox"/> Retail Shops	<input type="checkbox"/> Others
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<input checked="" type="checkbox"/> HO.RE.CA	<input type="checkbox"/> Private Customers							
<input checked="" type="checkbox"/> Retail Shops	<input type="checkbox"/> Others							

Your customers' characteristics:

INTERNATIONAL ACTIVITY

Do you have sole agency/distribution of foreign products? If yes, which ones:

Do you have foreign suppliers? If yes, indicate name and country:

Please indicate if you work/have already worked with Italian companies. If yes, which ones? De Matteis, Bonoli, Caffé Motta, Dolciaria Ambrosiana.

TAILOR YOUR B2B AGENDA

Please ✓ the category of products you are interested in :

<input type="checkbox"/>	Premium food	<input checked="" type="checkbox"/>	Bakery products	<input type="checkbox"/>	Mineral waters, beverages,
<input type="checkbox"/>	Preserved fruits and vegetables	<input checked="" type="checkbox"/>	Confectionery, chocolate, pastry,	<input checked="" type="checkbox"/>	Coffee
<input checked="" type="checkbox"/>	Pasta and rice	<input type="checkbox"/>	Ice cream	<input type="checkbox"/>	Beers, spirits and liquors
<input type="checkbox"/>	Meat, cured meat	<input type="checkbox"/>	Dairy products	<input checked="" type="checkbox"/>	Oil and condiments
<input type="checkbox"/>	Ready-Made and Frozen Food	<input type="checkbox"/>	Fresh fruits, vegetables	<input type="checkbox"/>	Gift Baskets

Range of price:

Are you interested in other kind of products? If yes, which ones? Medium, medium plus.

Additional requirements:

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BUYER COMPANY PROFILE

CONTACT DATA

Company Mercontrol EDD S.L.		
Company name: Mercontrol Edd S.l.		
Address: C. Juan de la Cierva 36		
Zip Code: 28823	City: Coslada	Country: Spain
Web site: www.mercontrol.com		
Contact person		
Position: Export Manager		
Spoken languages: English, Italian, French and Spanish		

COMPANY ACTIVITY

Activity (please ✓ your category)	<input checked="" type="checkbox"/>	Importer	<input checked="" type="checkbox"/>	Wholesaler / Distributor	<input type="checkbox"/>	Retailer	<input type="checkbox"/>	Agent
	<input type="checkbox"/>	Gourmet shop	<input type="checkbox"/>	Shopping Mall / GDO	<input type="checkbox"/>	E-shop	<input type="checkbox"/>	Other, please specify:
Last Turnover - €	5.000.000							
Nr. of employees (2020):	12							
Year of establishment:	2006							
Short description of the activity: We distribute healthy and ethnic products in Spain and Export/import in South America and Europe.								

DISTRIBUTION

Products you deal with (and related brands): Healthy and Ethnic			
Indicate whether you have your own brand/s: We have our own brands Hytop and Gourmet Latino.			
Geographic area covered: Spain, Europe, South America.			
✓ the type of customers you work with:			
<input checked="" type="checkbox"/>	Wholesalers	<input type="checkbox"/>	Mail Order sales
<input checked="" type="checkbox"/>	Supermarkets	<input type="checkbox"/>	Department Stores
<input type="checkbox"/>	HO.RE.CA	<input type="checkbox"/>	Private Customers
<input checked="" type="checkbox"/>	Retail Shops	<input type="checkbox"/>	Others

Your customers' characteristics: Interest in new Products

INTERNATIONAL ACTIVITY

Do you have sole agency/distribution of foreign products? If yes, which ones: no

Do you have foreign suppliers? If yes, indicate name and country: Yes

Please indicate if you work/have already worked with Italian companies. If yes, which ones? Yes, Perino e Perino

TAILOR YOUR B2B AGENDA

Please ✓ the category of products you are interested in :

<input type="checkbox"/>	Premium food	<input checked="" type="checkbox"/>	Bakery products	<input type="checkbox"/>	Mineral waters, beverages,
<input type="checkbox"/>	Preserved fruits and vegetables	<input type="checkbox"/>	Confectionery, chocolate, pastry,	<input type="checkbox"/>	Coffee
<input checked="" type="checkbox"/>	Pasta and rice	<input type="checkbox"/>	Ice cream	<input type="checkbox"/>	Beers, spirits and liquors
<input type="checkbox"/>	Meat, cured meat	<input type="checkbox"/>	Dairy products	<input type="checkbox"/>	Oil and condiments
<input type="checkbox"/>	Ready-Made and Frozen Food	<input type="checkbox"/>	Fresh fruits, vegetables	<input type="checkbox"/>	Gift Baskets

Range of price:

Are you interested in other kind of products? If yes, which ones? Snacks, piatti pronti (non surgelati), farine e prodotti innovativi.

Additional requirements:

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BUYER COMPANY PROFILE

CONTACT DATA

Company Midaro S.r.o.		
Company name: Midaro		
Address: Severni Predmesti 2540E		
Zip Code: 32300	City: Plzen	Country: Czech Republic
Web site: www.midaro.cz		
Contact person		
Position: Owner		
Spoken languages: English, Italian		

COMPANY ACTIVITY

Activity (please ✓ your category)	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%;"><input type="checkbox"/> Importer</td> <td style="width: 25%;"><input type="checkbox"/> Wholesaler / Distributor</td> <td style="width: 25%;"><input checked="" type="checkbox"/> Retailer</td> <td style="width: 25%;"><input type="checkbox"/> Agent</td> </tr> <tr> <td><input checked="" type="checkbox"/> Gourmet shop</td> <td><input type="checkbox"/> Shopping Mall / GDO</td> <td><input type="checkbox"/> E-shop</td> <td><input type="checkbox"/> Other, please specify:</td> </tr> </table>	<input type="checkbox"/> Importer	<input type="checkbox"/> Wholesaler / Distributor	<input checked="" type="checkbox"/> Retailer	<input type="checkbox"/> Agent	<input checked="" type="checkbox"/> Gourmet shop	<input type="checkbox"/> Shopping Mall / GDO	<input type="checkbox"/> E-shop	<input type="checkbox"/> Other, please specify:
<input type="checkbox"/> Importer	<input type="checkbox"/> Wholesaler / Distributor	<input checked="" type="checkbox"/> Retailer	<input type="checkbox"/> Agent						
<input checked="" type="checkbox"/> Gourmet shop	<input type="checkbox"/> Shopping Mall / GDO	<input type="checkbox"/> E-shop	<input type="checkbox"/> Other, please specify:						
Last Turnover - €									
Nr. of employees (2020):	8								
Year of establishment:	2005								
Short description of the activity: Sales of Italian delicacies, import from small italian producers.									

DISTRIBUTION

Products you deal with (and related brands): dried hams, Salami, cheese, chocolates, jam, coffee, wine, EVO, preserved vegetables, pasta,....																
Indicate whether you have your own brand/s:																
Geographic area covered: Czech Republic																
✓ the type of customers you work with: <table border="1" style="width: 100%; border-collapse: collapse; margin-top: 10px;"> <tr> <td style="width: 25%;"><input type="checkbox"/></td> <td style="width: 25%;">Wholesalers</td> <td style="width: 25%;"><input type="checkbox"/></td> <td style="width: 25%;">Mail Order sales</td> </tr> <tr> <td><input type="checkbox"/></td> <td>Supermarkets</td> <td><input type="checkbox"/></td> <td>Department Stores</td> </tr> <tr> <td><input type="checkbox"/></td> <td>HO.RE.CA</td> <td><input checked="" type="checkbox"/></td> <td>Private Customers</td> </tr> <tr> <td><input type="checkbox"/></td> <td>Retail Shops</td> <td><input type="checkbox"/></td> <td>Others</td> </tr> </table>	<input type="checkbox"/>	Wholesalers	<input type="checkbox"/>	Mail Order sales	<input type="checkbox"/>	Supermarkets	<input type="checkbox"/>	Department Stores	<input type="checkbox"/>	HO.RE.CA	<input checked="" type="checkbox"/>	Private Customers	<input type="checkbox"/>	Retail Shops	<input type="checkbox"/>	Others
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<input type="checkbox"/>	Supermarkets	<input type="checkbox"/>	Department Stores													
<input type="checkbox"/>	HO.RE.CA	<input checked="" type="checkbox"/>	Private Customers													
<input type="checkbox"/>	Retail Shops	<input type="checkbox"/>	Others													

Your customers' characteristics: Customers who are interested in quality food and typical Italian products.

INTERNATIONAL ACTIVITY

Do you have sole agency/distribution of foreign products? If yes, which ones:

Do you have foreign suppliers? If yes, indicate name and country: Italy, France

Please indicate if you work/have already worked with Italian companies. If yes, which ones? There are more of them

TAILOR YOUR B2B AGENDA

Please ✓ the category of products you are interested in :

<input checked="" type="checkbox"/> Premium food	<input type="checkbox"/> Bakery products	<input type="checkbox"/> Mineral waters, beverages,
<input checked="" type="checkbox"/> Preserved fruits and vegetables	<input checked="" type="checkbox"/> Confectionery, chocolate, pastry,	<input type="checkbox"/> Coffee
<input checked="" type="checkbox"/> Pasta and rice	<input type="checkbox"/> Ice cream	<input type="checkbox"/> Beers, spirits and liquors
<input type="checkbox"/> Meat, cured meat	<input checked="" type="checkbox"/> Dairy products	<input checked="" type="checkbox"/> Oil and condiments
<input type="checkbox"/> Ready-Made and Frozen Food	<input type="checkbox"/> Fresh fruits, vegetables	<input type="checkbox"/> Gift Baskets

Range of price:

Are you interested in other kind of products? If yes, which ones?

Please indicate the companies you are interested in meeting:

Additional requirements:

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