

SICINDUSTRIA

**BUSINESS PROFILES:
REQUESTS & OFFERS**

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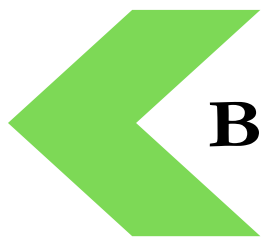
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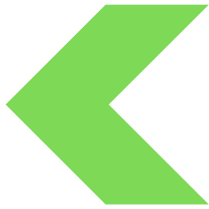
SICINDUSTRIA



BUSINESS REQUESTS

<https://een.ec.europa.eu/>

2019



**ITALIAN
COMPANY,
LOCATED IN
SICILY, LEADER IN
THE DISTRIBUTION OF
ALUMINIUM
PROFILES, IS
LOOKING FOR
LICENCE
AGREEMENTS AND
DISTRIBUTION
AGREEMENTS.**

Summary: Italian company, located in Palermo (Sicily), distributor of aluminum profiles and PVC profiles is looking for license agreements and distribution agreements in the East of Europe, in China, Middle East, India and Turkey.



Description:

Italian company, located in Sicily, near Palermo, is specialized in the distribution of thermal break aluminum profile, cold aluminum profile, PVC profile, for windows, verandas and outdoor fixtures of residential or commercial buildings, including hotel and resorts. Direct clients of the company are artisans as well as small and medium construction companies, this allows the company to offer to final customers tailor made windows, which is one of the strong points of company's activities. The research of more innovative and sturdy products to be offered to final clients is one of the core business of the company.

For this reason, the company pays attention in the selection of its suppliers, choosing who is able to ensure a constant resource for the improvement of the performance of the products and of the design, with competitive prices. The medium annual sale of aluminum profile of medium and high quality are equal to around 550 tons.

Company's experience allows to understand needs of final customers and give them support in the evolution to new technologies. The company has also good relations with local architects and engineers. All these achievements allowed the company to act as intermediary for the suppliers, the artisans and final customers.

The company is looking for a distribution agreement to resell the products of a potential supplier (better with exclusive right of distribution). Furthermore, the company is open to establish a license agreement having as object the right to use the technological innovation created by the potential partner, or its license, in order to allow and authorize the company to create its own products and distribute them.

Technical Specification or Expertise Sought:

Companies requested are extruders of billets of aluminum, extruders of profiles in cold aluminum or thermal cut for the construction of fixtures windows, extruders of profiles in PVC for the construction of fixtures windows.

Partner Sought:

Future partners should be distributors interested in reselling the production to potential suppliers (exclusive agreement is required).

Partners with the aim of stipulate a license agreement are also welcome, to allow the company to use or create own products and introduce them in the distribution network.

Type of Partnership Considered: Distribution services agreement, License agreement

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 2000

Turnover (euro): 1 - 10M

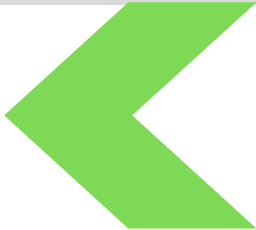
Already Engaged in Trans-National Cooperation

Dissemination:

Restrict dissemination to specific countries:

Belarus, Bulgaria, China, Cyprus, Czechia, Egypt, Hungary,

Moldova, Poland, Romania, Russia, Slovakia, Turkey, Ukraine

Business Requests 2**POD Reference: BRIT20180321001**

Italian winery, based in Sicily, is looking for small and medium wine and distillates producers to expand its distribution chain in European Countries



Summary: A fascinating winery, based in Palermo (Sicily), is looking for small and medium alcoholic beverage producers with experience in wine sales, to expand its distribution chain and its products portfolio. The company is seeking for partners based throughout EU.

Description:

The Italian family-run business, established in 1946, trades, imports and exports in the international markets high quality wines, liquors and distillates produced both by Italian and foreign producer companies. The labels are more than 7000, including Sicilian and Italian selections as well as foreign selections. The different labels are considered to be excellent proposals of:

- red wine (such as Chianti, Brunello, Nobile Montepulciano Poliziano, Lambrusco, Pinot Noir, Merlot, Bourgogne and many others
- white wine (such as Gewurztraminer, Chardonnay, Trebbiano, Goldmuskateller, Sauvignon and many others);
- sparkling wine and champagne (such as Champagne Roederer, Champagne Corbon, Champagne De Sousa, Aimery, Murgo, Tasca d'Almerita and many others);
- spirits and distillates (such as Limoncello, Cointreau, different varieties of Whisky and Cognac, and many others);

- craft beers (such as Bruton, Corvanera, Baladin and many others).

In addition, the company also passionately promotes the various types of Sicilian extra virgin olive oil and pasta produced by the most important Italian regions.

Among the many labels, biodynamic and organic wines are available, too. The company gives also the possibility of tasting wines together with high quality products such as cheeses and cold cuts served on cutting boards in dedicated tasting rooms.

The company is among the most important in the wine-tasting scenario.

The company provides also catering services, as it is able to provide sizable supplies for clubs, restaurants and hotels.

Thanks to the professionalism demonstrated over the years by the current owners who have worked with passion and dedication, today the wine shop is able to meet every need, proposing valuable solutions, and special and refined gift packages. Today the wine shop is a reference point, and in maintaining high quality standards, it achieved the highest score awarded to the best clubs in Italy by Gambero Rosso.

The company seeks for small and medium alcoholic beverage producers with experience and knowledge of wine sales, to expand its distribution chain and its products portfolio. The company is interested in partners located in all European countries.

Advantages and Innovations:

The main advantages of the company come out from the dedication and passion for wine and liquors labels.

They have a deep knowledge of the imported, exported and traded products.

They are a reference point in the wine-tasting scenario and they promote both the Sicilian and Italian traditions related to the wine sector (and the beverage sector) as well as the foreign traditions.

Technical Specification or Expertise Sought:

The company is seeking for wine producers in EU countries. They should produce both conventional and organic wine and high-quality standards wines.

Partner Sought:

The company is interested in small and medium alcoholic beverages producers with experience in wine sales. Ideal partner's products should differ from the competitors and should have attractive features. The company is seeking for partners based throughout EU.

Type of Partnership Considered Distribution services agreement

Client:

Type and Size of Client: Industry: SME <= 10

Year Established: 1946

Turnover (euro): 50 - 100M

Already Engaged in Trans-National Cooperation

Certification Standards: ecoaudit ISO-9000

Languages Spoken: English, French

SICINDUSTRIA

BUSINESS OFFERS



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2019



Business Offer 1
POD Reference: BOIT20170725001

**ITALIAN COMPANY,
BASED IN PALERMO
(SICILY), LOOKS FOR
A NEW DISTRIBUTION
CHANNEL FOR ITS
ORGANIC BAKERY
PRODUCTS AND
FLOURS**



Colomba



Buccellati

Summary:

Sicilian company, located in Palermo, is involved in the production of artisanal gluten-free bakery products and flours. The company is interested in expanding its distribution channel and is looking for new partners and companies for transfer of know how under a service agreement.

Description:

The Italian company, established in 2008 as a family company and factory, is located in the outskirts of Palermo and is involved in the production of artisan gluten-free bakery products and flour mixes.

During the years the company has been able to introduce Sicilian food excellence into the gluten free market giving to people the opportunity to bake at home gluten free bread, pizza, and Sicilian typical gastronomy.

Recently the company added to the conventional line a new organic production line with 4 flour blends. Since the outset, the company received the approval of the Italian Ministry of Health to produce gluten free bakery products (second company to achieve this result in Sicily).

Company's staff is always dedicated to research, testing a huge variety of cereals and a large number of recipes, in order to provide a wide range of proposals based on nutritional and caloric content.

Just a couple of years ago the company started to produce and ship also frozen food, to take advantage from low temperature and maintain freshness and flavors. Among the production the company can include:

Bread, Italian "focaccia", bread sticks, pizza, Sicilian deli like rice balls, gluten free sandwiches, organic bread mix flour, organic multi grain bread mix flour, Pizza mix flour, cakes mix flour, fresh pasta mix, bread loaf mix, puffy pastry mix, bread sticks mix and eggs free cake mix.

As frozen food the company produces every kind of sweet and salty snacks like pizza, Sicilian puffs, croissants, Cannoli, rice balls, brioche, Christmas and Easter sweets, mousses, Sicilian Cassata, profiterole, apple pie and nut pie, cheesecakes, biscuits and small tarts.

The company is looking for importers, distributors interested in gluten free products able to distribute fresh and dry products to small supermarkets and fine stores, furthermore company's owner offers his know how under a service agreement to companies interested in starting a business in the gluten free world.

Advantages and Innovations:

The company offers his know how to all the entrepreneurs interested at opening stores and labs for the production and sale of gluten free products supporting them in the choosing machinery, supplying blends for the products, training employees, informing companies on bureaucratic duties to allow the validation by the National Health Service.

The company is certified by the Ministry of Health with the implementation of company control plan according to the rules of the European Community n° 852/2000 on food hygiene.

Company's staff follows strict procedures to be applied for the managing of gluten free production and raw materials warehousing.

Supplier certifications are constantly supervised and updated for all checks in raw materials.

Laboratory analysis on each productive lotto to prevent any presence of gluten.

Partner Sought:

Future partners should be companies with a special interest for the acquisition of info and know how on gluten free worlds aiming at opening a new lab, distributors and wholesalers interested in proposing dry and fresh products to bakery shops, little supermarkets and fine stores.

Future distributors should know the gluten free world and how many companies are still on the market on that country, production quality and prices of existing companies.

Type of Partnership Considered: Distribution services agreement, Services agreement

Client:

Type and Size of Client: Industry SME <= 10

Year Established: 2008

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Certification Standards: ISO 9001

Dissemination:

Relevant Sector Groups: Agrofood



Gelo di melone



Arancine prosciutto e mezzarella



Arancine alla carne



Sfoglia alle mele



Cornetti



Bignè

Business Offer 2

POD Reference: BOIT20180323002

Summary: An Italian producer of artisanal and entirely handmade sweetened creams liqueurs and traditional liqueurs, based in Messina (Sicily) seeks distributors and commercial agents in all EU countries to promote the Italian and international tradition of artisanal liqueurs. The company is interested in partners operating in the high-end HoReCa (Hotels, Restaurant, Café/Catering) sector.

Description:

The company is based in Messina (Sicily) and was established in 2011. It is a company producing high quality and entirely handmade artisan liqueurs obtained by fresh and first quality raw materials. Most of them come from the agricultural Sicilian productions (such as lemons, wild fennel, prickly pears, and so on). Their products do not contain added dyes, thickeners or flavorings and every raw material is selected, cleaned and processed by hand, within very few hours from the harvest, in the company's laboratory.

Company's mission is to give a new identity to the Italian (and international) tradition of artisan liqueurs, reinterpreting ancient recipes with modern taste, through a constant commitment to the achievement of quality and excellence. Colors and scents of the Mediterranean are contained in a unique, harmonious and timeless bouquet, sublimated in hand sealed bottles. All this gives delicacy and elegance to the company' sweetened creams and liqueurs.

The complete range products is composed by 4 liqueurs and 4 creams. They include:

- Lemon liqueur, also called "Limoncello", made thanks to the freshness of the best "Interdonato" lemons produced by the company itself. The Interdonato lemons, are a graft between citron and lemon, created in 1875 by the colonel Giovanni Interdonato, which grows in the Ionian coast of Sicily. The liqueurs has a delicate and embracing fragrance and flavor;
- Cinnamon liqueur, its thousand-year old history qualifies Cinnamon as the most ancient spice. With its dry and bitter aroma, and spicy as well as sweet notes, cinnamon gives a seductive sensuality to the product;
- Wild fennel liqueur, it is intense, strong and determined, with a rich and aromatic fragrance and healthy features;
- Liquorice liqueur, it is a strong and soft liqueur and it is made with the best liquorice in the world growing in the Calabrian Ionian coast;
- Almond sweetened cream liqueur, which has a fragrance with an assertive but delicate character;
- Prickly pears sweetened cream liqueur, made with fruits having a bitter form from the outside, but hiding a sweet pulp. The intense smell and flavor give to the product unique features;
- Lemon sweetened cream liqueur, its colours, its heady fragrance, its extraordinary strenght make the lemon the "King of the citrus fruits", with a special mix with the gentle flavour of the milk;
- Pistachio sweetened cream liqueur, made with "the Sicilian green gold", a precious ingredient that makes the taste of this liqueur, sweet, gentle and aromatic.



AN
ITALIAN
PRODUCER OF
ARTISANAL
SWEETENED
CREAMS LIQUEURS
AND
TRADITIONAL
LIQUEURS
IS LOOKING FOR
DISTRIBUTORS
AND COMMERCIAL
AGENTS IN ALL
EU
COUNTRIES



The company is currently developing its sales network all over Italy, and now is looking for foreign partners. In particular, since it is a young company, it would like to focus on EU and penetrate in new markets. The company is looking for both direct sellers either sales agents and/or distributors operating in the high-end HoReCa (Hotels, Restaurants, Café/Catering) sector, with a consolidated experience in the food & beverage industry. If a Commercial agency agreement is contracted, the company is ready to perform a seminar or training for the staff of the agent, giving them full details of the specifics of the offered products and their advantages. In case of Distribution services agreement, the company can provide the distributor with catalogues of its products, price list and offered volumes for each item.

Advantages and Innovations:

The main advantages of the company are:

- producing high quality entirely handmade artisan liqueurs obtained by fresh and first quality raw materials (zero-mile production).
- products do not contain added dyes, thickeners or flavorings.

With particular reference to the agents, the company offers a wage/ provisional treatment of interest, initial training, operational/marketing support, continuous updating and incentives related to objectives. In general, the company presents itself as a reliable and attentive partner, particularly dedicated to the pursuit of quality in all its forms.

Partner Sought:

What is expected from the partner is an absolute seriousness, reliability, ethics, professionalism and an active and fruitful collaboration.

Foreign partners - with particular reference to agents – should help the company to develop business and achieve sales objectives, respecting the company strategy, as well as to cooperate in promotion activities.

Partners should have a proven sales experience in the food & beverage industry, an established network of high-end customers and/or HoReCa chain, an excellent knowledge of the dynamics of the industry within their internal market (especially with regard to the spirits market).

Role of partner: in the framework of distribution services agreement, potential partners should buy the products of the company for further distribution; while in the framework of commercial agency agreement the partners will be representing the company's interests in the foreign markets.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

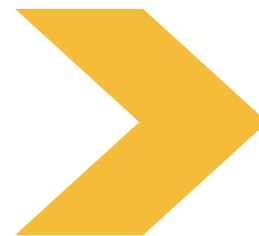
Client:

Type and Size of Client: Industry SME ≤ 10

Year Established: 2011

Turnover (euro): $<1M$

Already Engaged in Trans-National Cooperation: No



**ITALIAN
ARTISANAL COFFEE
PRODUCER
LOCATED IN SICILY
LOOKS FOR
DISTRIBUTION
AGREEMENTS**



Summary:

Sicilian company, located in Palermo, is involved in producing and packaging high quality of coffee. The company is offering its products for distribution.

Description:

Italian company, located in Palermo, produces and packages high quality coffee coming from several parts of the world. Owner's passion started in 1950 in the family spice shop and since then, their love for coffee guided the company in the pursuit of excellence without compromising quality and the slow artisanal production.

In 1990 company's site is located in a 10.000 square meters piece of land in Palermo and the owners bought an ecologic roasting machine that use warm clean air.

For more than 60 years the company carries on an entrepreneurial strategy on the careful selection of raw materials, a successful management of the production processes and a client-oriented business vision. Each phase of the production adds to the unique and distinctive coffee taste, flavour and aroma which will then characterize the end product.

Among the production company can count Premium and Classic blends, organic coffee, filter coffee and innovative pods and capsules, a perfect blend between maximum quality and taste for a really intense and truly Italian coffee experience.

The company is looking for new distributors for the ho.re.ca. and large scale distribution channels.

Advantages and Innovations:

The company awarded 3 gold medals at the International Coffee Tasting 2016 and received a Distinction at the International Design Contest "Compasso d'Oro ADI 2016".

The company is provided with an internal quality lab with state of the art instruments that enabled significant Research and Development processes guaranteeing a constant improvement of the quality standards.

Staff loving coffee and believing in innovation to preserve quality.

Application of eco-friendly production processes to care about the environment. The slow and ecological roasting process enhance the natural organoleptic potentials of this pure coffee.

The main goals of the third generation of the company family members have been to spread the unique know-how developed over the years and the authentic coffee culture which have been achieved by creating at the core of the company an education and specialized training center "School of Coffee" and the exclusive Coffee Museum, an authentic family treasure chest that features over 1000 ancient coffee manufacturing instruments from all over the world.

Partner Sought:

The partner should be a distributor for large scale distribution, or ho.re.ca. channels. A solid network of contacts is preferred.

Type of Partnership Considered: Distribution services agreement

Client:

Type and Size of Client Industry SME 11-49 Year Established 1950

Turnover (euro) 1 - 10M

Already Engaged in Trans-National Cooperation Certification Standards ISO 14001

ISO 9001

Dissemination:

Relevant Sector Groups Agrofood.

Business Offer 4**POD Reference: BOIT20180322001****AN ITALIAN ORGANIC PRODUCER OF DURUM WHEATS, BASED IN RAGUSA (SICILY), SEEKS DISTRIBUTORS AND/OR AGENT****Summary:**

An Italian company, located in Ragusa, is involved in the production of a variety of organic durum wheat and flours. The company is interested in expanding its distribution chain and is looking for new partners and companies to establish commercial agency and/or distribution agreements. The partners should be engaged in the HoReCa channel (hotels, restaurants and Café/Catering) and/or large-scale distribution.

Description:

The Sicilian organic producer of different kinds of durum wheat and flours was established in 1947. Located in one of the strategic places of the province of Ragusa, in touch with some wheat producers, has always been committed to find the best qualities of durum wheat paying attention to the traditional production methods. The products are already much appreciated abroad.

The mill is equipped with 13 silos for the wheat storage. They are provided with ventilation system and automatic temperature adjustment, by guaranteeing constantly the organoleptic qualities of the wheat. This storage equipment allows obtaining the wheat directly by producers. The wheat is selected and carefully mixed.

When the wheat is entered into the mill, it is immediately tested. Afterwards, all the production phases are monitored according to HACCP (Hazard Analysis and Critical Control Points) certificate. At the end of the production process, the product is analyzed at regular intervals by an analytical laboratory, which assists and is accredited to the company. After the approval by the quality control, the product is packaged and delivered.

The variety of production include:

- organic durum wheat obtained by a fine selection of Sicilian grain from organic farming. It has a very special and valuable gluten characteristics and is particularly suitable for domestic use. The company offers this kind of durum wheat in different sizes and in different ways of manufacturing (whole durum, stone- milled whole durum, re-milled);
- organic re-milled durum wheat obtained by Sicilian ancient grain. The Sicilian ancient grains structurally contain different proteins compared with variety of modern durum wheat. In particular, gluten turns out to be qualitatively weaker when compared with that of the other wheats;
- traditional stone-milled and re-milled durum wheat (strong, medium and light) which are obtained by a mix of protein grains and gluten index. These different mixtures give the product different features which are suitable for any use of the products;
- in addition, with reference to the foreign markets, the company produces also durum wheat both for pasta and bread, and for pizza.

The company is looking for agents and/or distributors engaged in large scale distribution and/or HoReCa chains to expand its distribution channels and to enter in new markets.

Advantages and Innovations:

The main advantages of this organic wheat producer come from the use of local and ancient grains. This guarantees the “zero-mile” production and enhances the economic productivity of the Sicilian territory. In addition, given that all phases, inherent to cleaning and milling of the Sicilian durum wheat, are subjected to specific quality controls, this represents the accordance with high quality standards.

Partner Sought:

The ideal partners shall be agents and/or distributors already engaged in the promotion and distribution of wheats and flours in the food sector. The partners engaged in the HoReCa channel (hotels, restaurants and Catering) and/or in large scale distribution have an added value.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME <= 10

Year Established: 1947

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation:

Dissemination:

Relevant Sector Groups: Agrofood

Business Offer 5

POD Reference: BOIT20180314001



Summary:

Italian firm, producer of fish preserves and semi-preserves (anchovies, sardines, salted anchovies and sardines, pickled anchovies fillets, white anchovies, and others) is looking for distributors with experience in this sector both in the EU and in other countries such as New Zealand, Japan, USA, Australia, Canada, Brazil, Mexico, China, Russia and Indonesia. They would like to have access to major wholesalers of fish products and they are also interested in targeting the HoReCa channel.

ITALIAN COMPANY DEDICATED TO THE PRODUCTION OF FISH PRESERVES AND SEMI-PRESERVES IS LOOKING FOR DISTRIBUTORS IN EUROPEAN AND NON EUROPEAN COUNTRIES

Description:

This company is a family-owned company and is one of the main factories of fish preserves and semi-preserves in Sicily with 34 years of experience. Traditional production processes, efficient working practices, top quality raw materials, and strategic market planning brought the company to a great success. The passion for their business is based on values and traditions, which did not change over the time and from one generation to another. The seafood used in the production is renowned for its excellent flavor, freshness and brightness, and it is put into cold storage to preserve nutritional, qualitative and organoleptic features according to rigid controls made by their quality management and control system.

The company produces mainly: anchovies, sardines, salted anchovies and sardines, pickled anchovies' fillets, white anchovies, tuna fish and "anchovy drippings" (transparent special sauce, amber-colored liquid, produced by fermenting anchovies in brine).

The production process starts from the initial fishing, with the selection of the best pieces, to the salting, pressing, maturing and conserving, and to the preparation of the fillets one by one by expert hands.

The company has developed a wide range of products, which it offers to different distribution channels: supermarkets, retail food shops, HORECA (Hotel, Restaurant and Catering). They also have a gourmet range to cater for the most demanding consumers.

Their main products are:

- anchovy fillets, anchovy paste and salted anchovies;
- salted sardines, sardines' fillets in brine, with olive oil or sunflower oil, with red chili peppers;
- anchovy fillets in brine, with olive oil or sunflower oil, with red chili peppers or parsley;
- anchovy fillets wrapped in stuffed olives, in sun-dried tomatoes, capers or almonds;
- tuna fish in olive oil or in sunflower oil;
- anchovy drippings, considered a delicacy and adds complexity and depth to many dishes. It is a natural addition to many a seafood dishes, but also excellent for seasoning a simple grilled steak, or in a quick pasta dish.

The company is already engaged in New Zealand, France, and US markets, but it wants to expand to new international markets, in particular in EU countries, Japan, Australia, Canada, Brazil, Mexico, China, Russia and Indonesia to establish distribution services agreements. The company is also seeking for other distribution service agreements in USA and New Zealand to enhance its market presence in these countries. The company wants to access wholesalers, which are suppliers of retailers and are interested in the Mediterranean tradition seafood: food chains, supermarkets and hypermarkets. The HORECA (Hotel, Restaurant and Catering) channel is also interesting for them. In addition, they have a special range for this food service channel, with special formats and packing.

Advantages and Innovations:

The company has 34 years of experience and it is one of the main producers of preserved fish in Sicily. They have a wide variety of products and formats to suit any type of distribution channel: from retail supermarket chains, food service and gourmet retail. They offer to the potential partner the opportunity to promote and sell products which are typical of the Mediterranean tradition.

This company offers to trade intermediaries' goods and selected products of gourmet label, natural and with the optimal maturation that it guarantees the characteristic aroma, texture and taste of these preserves and semi-preserves products. Many products without preservatives or artificial flavors added.

Partner Sought:

The company is seeking for distributors and/or wholesalers of fish products, fish preserves and semi-preserves. These intermediaries will on sale to retail distributors: supermarkets, hypermarkets, retail shop chains, which in turn will sell to the public. They are also interested in targeting the HORECA channel with their special formats and packing for the food service channel (restaurants, bars, hotels, catering). Partners interested in fish products and, especially in Mediterranean ones, will be highly valued.

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 1984

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Dissemination:

Relevant Sector Groups: Agrofood

Business Offer 6**POD Reference: BOIT20170306002****ITALIAN PRESERVES PRODUCER SEEKS AGENTS AND DISTRIBUTORS****Summary:**

An Italian company, located in Sicily, which is a leader in processing food preserves, is looking for agents and distributors able to promote and distribute their sauces and tinned goods.

Description:

The Italian company has been in the canned food industry since 1916 as producer of canned traditional Sicilian food. Over the years the brand has become famous primarily for the genuineness, freshness and flavor of the products. The factory, situated in an old industrial area in the heart of Palermo, extends over an area of more than 8,500 square meters, of which 12,000 square meters are covered. The new large and innovative facilities and the older ones dating from the end of the 19th century are harmoniously combined to create a unique architectural effect without reducing the productivity and efficiency of the factory.

Company's chefs continue to play a fundamental role in the production process, always ensuring compliance with sanitary standards and contributing to the value and uniqueness of our products.

The production can count several sauces for pasta such as sauce with sardine, lasagna sauce, baked pasta sauce, pesto, ragout, tomato and tun sauce and more others.

Furthermore, the company is specialized in the preparation of Sicilian side dishes like "Caponata", mushrooms, sauces for meat like mayonnaise, tom ketchup and kebab sauce.

The company is looking for agents that can promote the production or distributors for large scale supermarkets and/or hotels, restaurants and caterings channels.

Advantages and Innovations:

The company takes charge of the whole production process including packaging procedures, with pasteurization and sterilization of materials. Packaging methods include cans, jars, aseptic drums and plastic cups. The company is already exporting in USA and in China and has now developed a new organic tomato sauce that wants to introduce in new markets.

The company is able to deal with big quantitative of orders.

Partner Sought:

The company is looking for:

agents working in the agri-food sector, able to promote the products; distributors for large scale supermarkets or hotels, restaurants and caterings that can have a solid contacts portfolio.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 1916

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Certification Standards: ISO 9002



Business Offer 7

POD Reference: BOIT20170608001

Italian seafood producer, established in Mazara (Sicily) looks for agents and distributors

Summary:

Italian company, based in the South East of Sicily, processes and produces seafood and ready meals. The company, established in 1988, already exports abroad but is looking now for agents and distributors in Uk, Germany, Spain, and Russia.



Description:

The Italian company has been offering the best fish products for more than thirty years. It is constantly active in the research of high quality raw materials to preserve all characteristics of a handmade product, combined with the application of new and innovative technologies.

Apart from Mediterranean frozen seafood such as cod, swordfish and squids, the production can count frozen ready meals (ready to be baked in the oven or in the microwave) such as tortelli (square-shaped type of pasta, similar to ravioli) with shrimps and salmon, tortelli with swordfish and eggplant, tortelli with cod and wild fennel, risotto with seafood and risotto with shrimps, spaghetti with sardines, spaghetti with clams, spaghetti with mussels, seafood spaghetti.

Furthermore, the company has also a broad range of frozen second courses like "the gratinees", stuffed squids, swordfish rolls, mussel's au gratin and shrimps skewer au gratin.

Two kinds of "Carpaccio" are also available: swordfish carpaccio and octopus carpaccio. (Carpaccio is a dish of raw fish, thinly sliced or pounded thin and served with olive oil mainly as an appetizer).

Finally, the firm produces also frozen typical Sicilian pastries "Cassatelle", pre-fried and stuffed with ricotta cheese.

The company offers its products to agents and distributors interested in frozen seafood trade, with contacts on supermarket chains.

Advantages and Innovations:

The firm offers to Italian food lovers the opportunity to easily recreate traditional Sicilian dishes in home kitchen, experiencing the essence of a typical Italian dish at home.

Modern technologies are adopted for deep freezing and packaging. Traceability of raw materials;

Microbiological analysis in every batch.

The company uses renewable energies and adopts a separate collection of rubbish. Staff is high qualified in total line with domestic traditional methods.

Production is free from hydrogenated fats, preserved, additives, and OGM.

Partner Sought:

Future partners should be agents able to promote the catalog or distributors equipped with cold storages to carry the production.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement.

Client:

Type and Size of Client: Industry SME <= 10 Year Established: 1988

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

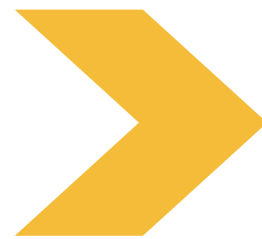
Certification Standards: ISO 9000

Dissemination:

Relevant Sector Groups: Agrofood

Restrict dissemination to specific countries; Germany, Russia, Spain, United Kingdom.

AN ITALIAN-AUSTRALIAN ORGANIC SEMI-DRIED TOMATOES PRODUCER, BASED IN SICILY, IS LOOKING FOR AGENTS, DISTRIBUTORS AND COMPANIES IN THE NORTHERN EUROPE TO ESTABLISH COMMERCIAL AGENCY AND DISTRIBUTION SERVICE AGREEMENTS



Summary: An Italian-Australian company, based in Sicily, produces organic semi-dried tomatoes (already exported to Ireland, France, Belgium, England, Poland and Germany) and looks for new agents and distributors to enter in new markets. The company is interested in establishing commercial agency and distribution service agreements in Northern European countries.

Description:

The organic semi-dried tomatoes producer was established in 1996 in Tunisia by an Italian-Australian team of entrepreneurs. Since the semi-dried tomato is considered a niche product, their aim was to introduce a new typology of processing of a typical soil product in markets, which were open to innovation. This is the reason why the company moved in 2001 in Sicily, which is well-known for the fertility of its fields, the craftsmanship of the production and the genuineness of its fruits.

The basic idea of producing semi-dried tomatoes radically revolutionized the idea of the traditional dried tomato dehydrated by the sun and enhanced the naturalness of raw material preserving its color and flavor to keep unchanged the organoleptic properties of the product. The company has decided to buy tomatoes from local sellers both to favor the “zero-mile” production and to increase the development of Sicilian territory. The local farmers follow company’s indications meticulously in order to obtain products, which are uniform in flavor, color, maturation and dimension. In this way, the company is able to guarantee high quality and traceability of the raw material. Passion and dedication are the values that during the years have been transmitted from one generation to another. The latter generation actually manages the company in a very innovative way respecting the assimilated values. Transparency, innovation, quality and the ability to understand customer’s needs and those of the different targeted markets are considered the company’s strengths. During the years, there have been several changes and improvements. In particular, the productive process has been improved thanks to a series of investments related to equipment’s as well as to labor force. Today, a young and harmonious team staffs the company, which is conscious of the value that it has in order to create a unique product. The company operates both in the Italian market, that constantly shows the expected results; and it has been exporting to in Ireland, France, Belgium, England, Poland and Germany for two years. Company’s next goal is reaching the HoReCa channels (Hotels, Restaurants and Catering) to enhance its presence into markets where it already operates and to enter in new ones. Simultaneously, the company wants to export also the value of the Sicilian culinary tradition through the semi-dried tomatoes production. This is the reason why the company has always been participating in trade shows, events and workshops in order to promote its product as well as to find new opportunities to grow the company. Sicilian tradition, genuineness of the raw material and careful and technically advanced processes are the details that allow the company to differ from other competitors in the market.

The processing of semi-dried tomatoes begins with the selection of local and qualified vendors of “zero-mile” raw material, and it is divided in 4 phases:

- selection and washing: in the first phase, the product, after being stocked and subject to quality controls, is selected according to the organoleptic properties. After the selection, the product is washed and disinfected for the next phase;
- cutting and salting: in the second phase, tomatoes are sliced and then salted.
- kiln firing: in the third phase, there are not interventions on the raw material, but only the semi- dehydration process of tomatoes.
- seasoning and packaging: the last phase of processing is the seasoning of tomatoes with the addition of oregano, garlic and oil; at a later stage the product is packaged by heat-sealing.

The company is seeking for agents, distributors and companies based in the Northern European countries in order to establish commercial agency and distribution service agreements.

Advantages and Innovations:

The company gained the Superior Taste Award recognition for the second year consecutive for food excellence and an award for Winning Made in Italy Excellence, at Bellavita Expo 2015 in London.

The production is completely trackable and “zero-mile”. No additives are included in the products.

The company produces a unique product, which is hardly to find elsewhere.

Potential partners will benefit significantly from this kind of eco-friendly production and will be able to differentiate from competitors in the market.

Partner Sought:

The ideal partner for cooperation would be a network of wholesalers and importers involved in the agro-food sector, especially in fine stores distribution and Ho.Re.Ca channel for long terms cooperation; but the company is open to any proposal of cooperation. The company is looking for partners with a positive financial status to ensure a long successful partnership.

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 1996

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Dissemination:

Relevant Sector Groups: Agrofood

Business Offer 9

POD Reference: BOIT20180502001



A SICILIAN ORGANIC PRODUCER OF TOMATO PASTES, JAMS, MARMALADES, VEGETARIAN PÂTÉS AND EXTRA-VIRGIN OLIVE OIL IS LOOKING FOR DISTRIBUTORS AND/OR IMPORTERS ALL OVER THE EUROPEAN COUNTRIES



Summary: An Italian organic producer (based in Sicily) of extra-virgin olive oil and a variety of tomato pastes, jams, marmalades and vegetarian pâtés seeks for distributors and/or importers willing to promote and distribute its products abroad. The company is looking for partners involved in the delicatessen sector or partners selling a selection of unusual or foreign prepared foods.

Description:

This family-run company was established in 1965 among the hills of inland Sicily, in the heart of Madonie Mounts. They are specialized in the production of extra-virgin oil, several kinds of tomato pastes, jams, marmalades and vegetarian pâtés produced with fruits and vegetables grown and harvested by the company itself (organic production). Company's mission is to give high quality standards products using those rites of the typical Sicilian country culture that now have disappeared: make preserves, like the ones prepared in the past by grandmothers. Company's vision is to be the custodians of a lost genuineness of old recipes that they revisit in their own way, with unexpected combinations. A simple way of cooking is necessary to produce the traditional Sicilian recipes ready to eat, made with fruits and vegetables which are under the control of the company during all their life cycle.

With reference to the products, the company offers:

- Extra-virgin olive oil;
- Sicilian tomato paste sauces made with Siccagno Tomatoes, which grow in arid lands in the heart of Sicily and it is the best tomato variety to make sauces. It is rich in pulp and poor water, and makes the sauces tasty and full-bodied. In addition, this variety of tomatoes is rich in antioxidants (lycopene) and vitamins A and C. The seedlings grow in a natural way, aired by the wind and sun kissed. Tomatoes are collected within 8-10 hours at most before being processed. The double steaming preserves aromas and characteristics and makes the sauce more digestible. The long shelf life is guaranteed by a natural pasteurization. No thickeners or chemical additives are added. In addition, aromas and extra virgin olive oil are added at the end of the process. The company does not add pepper, as the sauces are also suitable to children. And then, they are all gluten free. The tomato paste sauces produced are several, among them partners can find the classic ones (with basil, with eggplants) as well as sauces with unusual ingredients such as artichokes, fennel, anchovies, olives and capers and so on.
- Several types of Sicilian delight such as black olives, dried tomatoes, artichokes pâtés; ginger eggplant, fennel, celery sweet creams; Sicilian "caponata" which is a sweet-and-sour Sicilian dish made of fried eggplants, capers, olives and celery, according to the original recipe. The company offers also caponata made of apples.
- Several kinds of jams and marmalades made of strawberries, vanilla pears, prickly pears, berries, apricots, peaches, Sicilian oranges and many others.
- The company offers its products also giftwrapped and/or for tasting purposes.

The company is looking for partners, located in the European countries, willing to promote, distribute and/or import their products. In particular, the company is looking for partners involved in the delicatessen sector, gourmet boutiques.

Advantages and Innovations:

The company produces organic ready-to-use sauces, jams and marmalades. The products are hand-made, starting from the crops and the harvest up to the transformation process and the packaging. The company uses high quality standards raw materials and transforms them according ancient and traditional Sicilian recipes only.

The company is able to offer its product also giftwrapped and/or for tasting purposes

Partner Sought:

The ideal partners are those willing to promote, distribute and/or import their products. They should be reliable, punctual and well placed in the market. Partners involved in the delicatessen sector and gourmet boutiques ore fine stores are value added.

Type of Partnership Considered: Distribution services agreement

Client:

Type and Size of Client: Industry SME ≤ 10

Year Established: 2010

Turnover (euro): $< 1M$

Already Engaged in Trans-National Cooperation



**AN ITALIAN
PRODUCER OF
ORGANIC EXTRA
VIRGIN OLIVE OIL,
BASED IN SICILY, IS
LOOKING FOR
DISTRIBUTORS,
IMPORTERS AND/OR
COMMERCIAL
AGENTS**



Summary: A Sicilian producer of organic and high-quality extra virgin olive oil is looking for distributors, importers and/or commercial agents in all EU countries to penetrate into new markets. The company is particular interested in partners already well-introduced in the HoReCa chains (Hotels, Restaurants, Catering/Café), in large- scale distribution system, as well as in gourmet boutiques.

Description:

The company, established in 2015, enhances the absolute quality of the Sicilian territory using modern production techniques, without mistreating the olives, such as the cold extraction adopted for the production of extra virgin olive oil.

Company's production is based on the still persisting family-run cultivation, the most advanced extraction technologies, and the scrupulous attention put during the whole milling and bottling stages. All this, let the oil mill to obtain fruity and balanced oils.

The olive oil production takes place in the south of Sicily, in the area of the Platani river valley, in the province of Agrigento: an uncontaminated territory quite far from sources of pollution, which allows to obtain an Italian oil of 100%, guaranteed origin from the Protected Designation of Origin (PDO).

With their products, the company chooses to offer absolute quality standards and it addresses directly to demanding consumers, which pay attention to life quality and essential goods they need to purchase. In addition to pleasure, quality, authenticity, health prevention and well-being are peculiar features of the organic olive oil produced.

The variety of organic virgin oil produced include:

- 100% Italian extra virgin olive oil;
- Organic extra virgin olive oil;
- Protected geographical indication (PGI) extra virgin olive oil;
- PDO (protected designation of origin) Val di Mazara extra virgin olive oil;
- Sicilian extra virgin oil.

According to the company, harvesting timing is fundamental to obtain the best results. Fall is the season par excellence, especially in the period from mid-October to late December, even if the factors determining the right time are many: the type of olives (whether fruits ripen early or late), the harvest purpose, and weather conditions.

Company's olive oil, respecting the best rural traditions, is obtained by pressing the olives harvested at the beginning of the ripening, namely when the color of the fruit from a homogeneous green takes on a violet and then black nuance, so when it reaches 50- 60% of its maturation. It is during this transition phase that there is the greatest quantitative concentration of juice and phenolic substances responsible for maintaining the main organoleptic and nutritional properties.

The olives are harvested by hand and then undergo a soft and cold pressing, during the same day. The mill acts mechanically, like the old grinding wheels, and at temperatures not above 27 ° C, thus guaranteeing the best quality of extracted oil.

Thanks to this grinding phase, the company obtains the intermediate product destined to be kneaded, and separated in two parts: the solid one that is discarded, and the liquid one, which is centrifuged again to remove the water from the olive oil, which will eventually be suitable to be classified as extra virgin. The entire process, from manual harvesting to mechanical pressing, developed to be concluded in the same day, reproduces, even if with modern technologies, natural methods of olives cultivation and processing, bringing all the authentic taste of organic olive oil.

All processing operations are carried out with dedicated attention, starting from the placing of the initial product to processing, its storage in steel silos, up to the packaging. The cold extraction technique, respecting the grinding times, allows the company to guarantee all the organoleptic and healthy features that a high quality extra virgin oil must have, thus obtaining an oil with unique, unaltered and absolutely unmistakable sensory characteristics.

The company is looking for distributors, importers and/or agents in all EU countries to penetrate into new markets. The company is particularly interested in partners already well-introduced in the HoReCa chain (Hotels, Restaurants, Catering/Cafè), in the organised large-scale distribution system.

Advantages and Innovation:

The strength of the company is the absolute quality and genuineness of the extra virgin olive oil. In particular, the high quality standards are due to the specific cold extraction technique used to process olives. The company has the EU Organic and the Sicilian PDO certifications.

All processing operations are carried out with scrupulous attention, starting from the placement of the product to processing, storage in steel silos, up to its packaging. Their products are optimal for conscious consumers.

Partner Sought:

Ideal partners shall be reliable and well introduced in the HoReCa chains, in the large-scale distribution system as well as in gourmet boutiques. The company wants to stress its will to cooperate with partners which are suitable to the products offered. The company would like to differentiate its products with reference to the specific markets or chains where it will operate (e.g. the organic and PDO extra virgin oil will be more suitable for gourmet boutiques, while the 100% Italian and/or Sicilian extra virgin oil will be more adequate for the organised large-scale distribution systems). However, the specific kind of oil being sold/distributed will be chosen on a case-by-case basis with the potential partner.

Client:

Type and Size of Client; Industry SME <= 10

Year Established: 2015

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation: No

Dissemination:

Relevant Sector Groups: Agrofood

Restrict dissemination to specific countries: Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden.

Italian company, located in Sicily, producer of gourmet organic olive oil, vinegar and sea salt seeks distributors and / or agents

Summary: Italian company, located in Sicily and specialized in the production of high quality extra virgin olive oil, lemon olive oil, wine vinegar and sea salt is looking for agents and/or distributors for their products in many European countries (Belgium, Holland, Finland, Sweden, Poland), in Switzerland, Singapore and China. The extra virgin olive produced is of native regional varieties of the western Mediterranean coast and comes in different sizes and packages.



Description: This is an Italian family-run company established in 1991 on the west coast of Sicily. They mainly produce premium extra virgin oil of different local Sicilian varieties: Cerasuola with its fragrant full-bodied oil, Biancolilla with its delicate aroma and Nocellara with its fruity olives. Over the years, they have extended their product portfolio starting producing lemon olive oil, wine vinegar and sea salt (both plain and flavoured).

The olive oil is praised for its distinctive blend, which results in an elegant grassy aroma with scents of lemon zest and tomato skin. In addition, the flavour is complex and full of personality with scents of lettuce, vanilla and black pepper. It is bitter and spicy, but balanced and perfectly dry on the palate.

Hundreds of years of tradition for natural growth lead the company to be very selective in the olive supply and production chain. For this reason, the company chooses only top quality and unblemished olives. The perfect time of ripening is essential to guarantee the highest quality standards: harvest time starts in mid-October and lasts no longer than 3 weeks. Olives are picked by hand and taken to the press in their facility. Here, olives undergo further defoliation and are washed and crushed before the end of the day, no longer than 8 hours after their picking.

Milling is made through a two phase-system at a temperature not exceeding 27°C/80°F degrees, according to EU regulations for cold extraction. The olive oil is not filtered because the company believes it is important to preserve all naturally occurring organic substances. Another feature of their preservation method consists in storing the production in small vacuum-sealed barrels that allow them to bottle only those batches that have reached the perfect ripening point at the specific time of ordering. This is one of the several attentions they pay to guarantee extra freshness to their products.

Thanks to the careful monitoring of the quality of the olives and the production phases, the company produces an oil with excellent organoleptic characteristics but also rich in nutritional values: very low acidity, high polyphenols, low peroxides. In particular, the exceptionally low level of acidity is on average around 0.10%.

As confirmation of its quality, the organic olive oil producer is regularly positioned at the main national and international competitions. In Italy, it has won the “Three Olives” of Slow Food and the “Three Leaves” by Gambero Rosso; in addition, they have been included in the world 'TOP 10' of Flos Olei. The extra virgin oil has been described as 'one of the best olive oils in the world' (Food Channel, USA), 'one of the best Italian oils' (Gourmet Traveler, Australia), 'a Sicilian nectar' (The Guardian, UK).

In addition to the extra virgin oil, the company produces also:

- lemon olive oil, made with organic lemons produced in Sicily;
- wine vinegar, made with Grillo and Catarratto grapes (typical of the Mediterranean area);
- sea salt, and also Sicilian herbal-flavored sea salt.

The company is seeking for agents and/or distributors engaged in high quality food markets and HoReCa channels. The ideal partners are based both in many European countries such as Belgium, Holland, Finland, Sweden, Poland; and also in Switzerland, Singapore and China.

Advantages and Innovations:

The main advantages of the organic olive oil producer are:

- the production of high quality and well-known products with a brand recognized in many foreign countries;
- the production and milling phases are environment friendly and are developed according to EU regulations for cold extraction. The company has also acquired different certifications (ISO900, Ecoaudit, HACCP and IFS Global Market);
- their oil has excellent organoleptic characteristics and it is rich in nutritional values, too.
- their innovative products are the lemon olive oil and the herbal-flavored sea salt (oregano, tomato and fennel/wild fennel).

In addition, the company is available to develop the direct promotion of its product through cooking classes and tasting events.

Partner Sought:

The ideal partners are distributors and/or engaged in high quality food markets and HoReCa channels. They should have a high knowledge of the traditional and high-quality food markets as well as they should have contacts with press institutions and web influencers or direct connections with Chefs.

The ideal partners are based both in many European countries such as Belgium, Holland, Finland, Sweden, Poland; and also in Switzerland, Singapore, Thailand, Hong Kong and China.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME ≤ 10

Year Established: 1991

Turnover (euro): $<1M$

Already Engaged in Trans-National Cooperation: No

Certification Standards: ecoaudit, ISO 9000

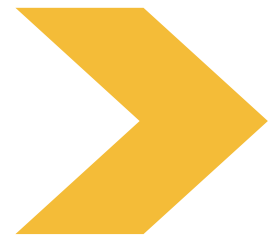
Dissemination:

Relevant Sector Groups: Agrofood

Restrict dissemination to specific countries: Belgium, China, Finland, Netherlands, Poland, Singapore, Sweden, Switzerland.

Business Offer 12

POD Reference: BOIT20180306002



Summary: An Italian producer, located in the Eastern side of Sicily, of organic extra virgin oil, a diversified range of traditional jams, marmalade, organic citrus fruits and walnuts seeks distributors or agents in EU, US, Asian countries and Canada. These high quality products, made in artisanal mode with fresh seasonal fruits grown in the organic farms, are some of the finest examples of the rich Sicilian gastronomical and organic heritage.

**ITALIAN PRODUCER
(LOCATED
IN SICILY) OF
ORGANIC EXTRA
VIRGIN OLIVE OIL,
JAMS,
MARMALADE,
WALNUTS AND
CITRUS FRUITS IS
LOOKING FOR
AGENTS OR
DISTRIBUTORS**



Description:

The company is located at the foothill of Mount Etna, and operates in an ancient farmhouse built in 1888. Even today it is owned and managed by the same family and has been recently restored, maintaining the same original design and architectural features. It is located in a beautiful natural setting (the Alcantara Fluvial Park) near major tourist sites such as Catania, Syracuse, Agrigento, Noto, Messina, Taormina and Giardini Naxos. The estate is of about 10 hectares, with access to the Alcantara Gorges. Due to its geographic location, mild climate typical of the Mediterranean area, and the characteristic fertile land of Eastern Sicily, the estate can offer products of exceptional goodness. The company complies with the EU Organic Certification and the EU Ecolabel Certification. Its products include: organic extra virgin oil, jams and marmalade, organic citrus fruits and walnuts.

- The organic extra virgin oil which is a unique flavored oil.

The particular kind of olive groves used is called "Ogliarola Messinese". It is an autochthonous and self-fertile cultivation, with a high index productivity with a very satisfactory oil yield that often and willingly exceeds the 20% share. This oil has many peculiarities: it is golden-yellow in color, while from the olfactory point of view it is characterized by a not very intense fruity olive scent with hints of almond, tomato and artichokes. The taste of this oil has a certain balance between spiciness, sweetness and bitterness, and this makes it optimal for the preparation of strong flavor recipes, whether they are based on vegetables, meat or fish. The consumption of this type of extra virgin olive oil is very suitable for those suffering from cholesterolemia, thanks to the presence of monounsaturated fats and therefore is very suitable to be sold to the general public.

Moreover, the producer company organizes, in its estate, different food-related initiatives such as: tasting rooms, cooking sessions, events inherent to agri-tourism and other activities.

The diversified range of jams and marmalade include:

- jams made with organic lemon and ginger as well as with tangerine;
- marmalade, made with organic bitter orange;
- marmalade, made with blood orange and orange blossom;
- tacle jam, a hybrid fruit, which is a mix of tangerine and clementine.
- clementine jam .

While, the organic citrus fruits produced are:

- oranges (also bitter and blood oranges);
- tacle (mix of tangerine and clementine);
- lemons;
- walnuts.

In addition, the company offers the possibility to purchase a set of mixed seasonal citrus fruits selected from the above-mentioned list.

The production processes have been thought and developed fully respecting the environment surrounding the ancient farmhouse and fully meeting the ancient and traditional procedures related to the proper organic production.

The company has been exhibited its products in Bruxelles in the Ecolabel showroom in June 2017, and will be exhibited in Paris (in the same Ecolabel EU showroom) from 12 to 16 March 2018.

The organic company is interested in internationalization and expanding in the markets abroad. It already sells in Central Europe and wants to extend its sales in EU, US, Asian countries and in Canada. Therefore, it is searching for an experienced agent or distributor to support and promote the company's products. The company is willing to offer a long-term distribution service agreement to the potential partner. The prior experience of the potential partner in food products commercial networks and especially in Mediterranean ones will be highly valued.

Advantages and Innovations:

The company's products have some distinctive advantages:

- Genuine and organic products based in traditional flavours, made exclusively from products obtained from organic farming;
- a new product, Tacle. It looks like a large mandarin or a slightly squashed orange and is actually a cross between an orange and a Clementine. To be precise, this hybrid derives from the Monreal variety of Clementine (which is in itself a hybrid) and the Tarocco orange. The tacle has a sweet taste and its flesh is very firm and compact. With segments that are completely devoid of seeds, the tacle has a shiny, bright orange peel. It is ideal for either eating as part of a meal or for squeezing, thanks to the generous amount of juice trapped in its flesh.
- Small scale production according to traditional methods, with total exclusion of food coloring and preservatives of any sort.
- The production processes are completely natural. They comply with all relevant standards and are certified by the EU as a producer and seller of Organic Extra Virgin Olive Oil and organic fruits;
- the packaging shows a natural product and appeals to demanding consumers that love natural gourmet products and value design. The packaging can also be used as an attractive at the point of sale.

Partner Sought:

The company is looking for international commercial agents and distributors, with well-structured and consolidated network of business relationship in the gourmet and healthy food sector.

The company wants also target with its products the small retail channel of the organic and gourmet food and the HoReCa (Hotel/Restaurant/Café) sector.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME <= 10

Year Established: 2004

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Languages Spoken:: English, German

Dissemination: Relevant Sector Groups: Agrofood

Business Offer 13

POD Reference: BOIT20170914002



Italian company, located in Sicily, producer of organic olive oil seeks distributors



Summary:

A young Italian company located in Villa Rosa (Sicily) is looking for distributors interested in Sicilian organic olive oil, extracted using authentic cold extraction. The company has won several prizes for the quality of the oil.

Description:

The Italian company was set up in 2011 thanks to a project co-funded by the European Agricultural Fund for Rural Development. The overall aim of the project has been the management of a medium-size olive grove, and an oil-mill with the aim of producing a very high standard of extra virgin olive oil, thanks to the employment of organic agricultural practices.

In 2013 the company has its first harvest and went out in the market with its first extra virgin olive oil. The production of this very high-quality extra virgin olive oil is also derived from an authentic cold extraction.

The olives harvested are immediately processed in a cutting-edge oil mill, a plant with professional features in reduced dimensions, powered by solar panel. The oil-mill operates in a two-phases system and it produces oil without the use of vertical centrifugal separators. The mill is fully computerized: a software regulates all of the machine's parameters (including its temperature) and checks all its values.

After that, the oil is stored in stainless steel containers in a cool, dark and dry room, at a temperature of between 6°-15° C. The company is looking for distributors to sell and to promote this high-quality olive oil. The company is also interested in cooperation activities in Research and Development projects in agriculture.

Advantages and Innovations:

The company is the 2nd young farm in Italy for excellence in best practices according to the Ministry of Agriculture.

The oil is among the best Italian extra virgin olive oils selected by Slow Food in 2016 and it is used regularly, among others, also in the kitchen of a two-starred Michelin restaurant in Sweden.

The farm is 100% sustainable since it uses only renewable energy produced with solar panels, while all the residues from the olive processing phase are recycled as biomass and fertilizer in the olive orchard.

The farm works also in the field of historical ecology and sustainability science, applying spatial analysis (through GIS) with practical fieldwork. The company cooperates with several academic consortia throughout Europe, carrying on research on ways of integrating sustainable development and eco-innovations into the sectors of agriculture, nature conservation and resilience studies. The farm is also active in the field of environmental education as well as in social agriculture and rural tourism.

The company guarantees the most of traceability, being able to close the food chain from the tree to the bottle.

Partner Sought:

Type and Role of Partner Sought: The company is looking for distributors already active in high quality food products coming from small-scale agriculture.

The company aim is above all to target with its products the small retail channel of the organic and gourmet food and the HoReCa (Hotel/Restaurant/Café) sector but also luxury food shops. This means they must be totally aware of the niche market the company is targeting.

The potential partners will be able to transmit effectively the peculiarities of the product offered, in particular the high quality production standard and the connection between the territory and the product.

The company is also interested in participating as a partner in agricultural research and development projects, guaranteeing its own machineries, staff, and resources.

Type of Partnership Considered Distribution services agreement.

Client:

Type and Size of Client: Industry SME <= 10

Year Established: 2011

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Certification Standards: ecoaudit, ISO 9000

English, Italian, Swedish

Business Offer 14

POD Reference: BOIT20170717002

Summary: A Sicilian company, located 80 km from Palermo, produces organic extra virgin olive oil already exported to USA. The company is also involved in the production of green olives pâté, pestos and sun-dried tomatoes. The company looks for new agents and distributors to expand its business.

**SICILY BASED
COMPANY, ORGANIC
OLIVE OIL
AND PESTO
PRODUCER, LOOKS FOR
AGENTS,
DISTRIBUTORS AND
COMPANIES FOR
MANUFACTURING
AGREEMENTS.**



Description:

The company extended for an area of 18 hectares near Palermo and produces an organic extra virgin olive oil coming from 100% hand harvested Sicilian olives (80% Cerasuola quality, 20% Biancolilla quality). The olives are cold pressed and stocked in silo steel in a dark and dry atmosphere.

The oil produces is considered with a medium intensity fruity flavor, his color is a strong green and can be paired with every taste. The company produces also a green olive pâté, a basil pesto, a tomato pesto, in oil sun-dried tomatoes and sun-dried tomatoes stuffed with breadcrumbs, garlic, salt, pepper, and lightly fried.

The company is interested in finding new partners among agents and distributors of fine stores and ho.re.ca. channels for a long term cooperation. Manufacturing agreements are also welcome for private label requests. The company is not interested in exclusive rights.

Advantages and Innovations:

The production is completely trackable. No additives are included in the products.

The company is certificated as organic products in Europe and is provided with the equivalent certification in USA. The firm already exports in USA.

Partner Sought:

Type and Role of Partner Sought:

Future partners should be agents and distributors involved in the field of agri-food sector, especially in fine stores distribution and ho.re.ca channel for long terms cooperation. Furthermore, the company is interested in manufacturing agreements with companies interested in private label procedure.

The company doesn't offer exclusive rights.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement, Manufacturing agreement.

Client:

Type and Size of Client: Industry SME ≤ 10

Year Established: 2015

Turnover (euro): $< 1M$

Already Engaged in Trans-National Cooperation

Dissemination:

Relevant Sector Groups: Agrofood

Business Offer 15

POD Reference: BOIT20170105001



ITALIAN COMPANY, PRODUCER OF EXTRA QUALITY OLIVE OIL, LOOKS FOR DISTRIBUTORS AND AGENTS

Summary:

Italian company, located in the South of Sicily, produces an ultra-premium extra virgin olive oil obtained from handpicked olives which are pressed within 24 hours of harvesting. The company looks for distributors and agents to represent its production.

Description:

The Italian farm is located in a geographical and geomorphological called hyblean plateau. This is a strategic area, influenced by many factors such as the proximity to the plains of Etna Volcano, which confer superlative properties to the territory and the proximity to the Hyblean mountains and plain of Gela.

The product is an ultra-premium extra virgin olive oil obtained from the selection of the best olives from the grove located in the area with the same name. This location is part of the protected designation of origin (PDO) "Monti Iblei" areas and in particular the subarea of "Valle dell'Irminio".

The result is an exclusive and unique blend of extra virgin olive oil, which has a herbaceous fragrance and taste, oil of extreme high quality which can be defined, both by its external looks as well as by the quality of its contents as a symphony of various sense notes which change as the oil moves along the throat

Once harvested, the olives are stored in special containers, well-ventilated areas. For the same reason, and in accordance with the PDO, the company provide to hold consultations within hours of milling time and always within 8 hours of collection.

The product is immediately transferred to the adjacent climate controlled wine cellar, in large stainless steel tanks, where it is left to settle. After the appropriate controls chemical and organoleptic properties, the oil is now ready for bottling and consumption. The company has chosen a transparent bottle, elegant and practical. All the intensity of the product can be fully admired, and it expresses the richness of our green oil, which is not only a seasoning but essentially a flavor enhancer. The black gift box packaging is sumptuous, elegant, refined and above all functional. It is designed to protect the oil from the harsh rays of the sun and to offer the customer a perfect gift complete with its original box.

The company is looking for agents and distributors in Europe.

Future partners should be interested distributing the production to fine stores and to other companies for business gift boxes.

Advantages and Innovations:

The Extra Virgin Olive Oil has become PDO certified as of the 2013-2014 harvest. The full PDO certification is: "PDO Monti Iblei, sottozona Valle Dell'Irminio"

PDO means many things.

The consumer can be assured a high quality product thanks to directly sampling and testing of the product. The oil is marked and labelled as PDO with the well identifiable label and European recognition label. This indicates that the product has been subject to strict traceability controls as well as sensory analysis by an official panel.

This also means that the final consumer can identify the oil with its origin and the territory where it comes from, its history, its traditions and appreciate the fruits of human labor.

The firm produces using natural methods without having ever used pesticides or chemical fertilizers and has therefore initiated the conversion to organic farming, complying with all the procedures to obtain full endorsement and certification for the oil to become Bio/Organic
2015-2016 harvest shall become fully BIO/Organic.

Partner Sought:

Agents and distributors for fine stores and ho.re.ca but also distribution for companies interested in business gift boxes

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client Industry: SME <= 10

Year Established: 2012

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation: No

Dissemination:

Relevant Sector Groups: Agrofood



Business Offer 16

POD Reference: BOIT20170105002

Italian company located in the South of Sicily, looks for distribution agreements for fresh vegetables



Summary:

Italian company, located in the province of Ragusa (South of Sicily), produces fresh vegetables and takes charge of all steps of production and distribution such as packaging, labelling, export and sale. The company looks for new distributors interested in working with a high-quality production.

Description:

The Italian family-run company was born in 2005 thanks to the experience in growing and harvesting vegetables. The areas near the farm, are cultivated with vegetables and fruit in greenhouses, taking care about the quality. From the beginning, the farm has invested all its resources in modern technology facing new challenges of the market.

The production includes eggplants, cucumbers and several kinds of local tomatoes such as cherry tomatoes, Roma tomatoes, Grape tomatoes, Piccadilly tomatoes, Salad tomatoes and "Cuore di Bue" Tomatoes.

It's a company already involved in export activities, delivering production in several countries of Europe, it's now looking for new distribution services in large scale distribution or in the ho.re.ca fields, providing fresh fruits to wholesalers, distributors and importers.

Advantages and Innovations:

The company provides goods delivery service throughout Europe respecting fixed ways, quantities and timing, and with the guarantee of a unique quality.

The aim of the company is to offer to the customer, after analyzing all his needs, a complete and efficient service, taking care about all the phases of the production chain with seriousness and accuracy.

The company has already a solid contacts portfolio with the biggest importers of the North of Italy and now aims at increasing foreign ones.

Partner Sought:

Distributors, wholesalers, importers working with fruit and vegetables for large scale distribution, ho.re.ca and fine stores.

Type of Partnership Considered: Distribution services agreement

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 2005

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Languages Spoken: English, Italian, Polish



AN ITALIAN PRODUCER OF ORGANIC AND TRADITIONAL WINES IS LOOKING FOR DISTRIBUTORS AND/OR AGENTS TO ESTABLISH COOPERATION AGREEMENTS



Summary:

An Italian company, based in Trapani (Sicily), produces wine from its own vineyards and aims to identify wine distributors and commercial agents, so as to reach specialized wine shops and HoReCa (Hotels, Restaurants, Café/Catering) outlets abroad.

Description:

The family-owned company was established in 1999. The 45 hectares of family's estate extend in the Belice valley near the little town of Salaparuta. In this rural landscape, there is still a complete integration between man and nature. The area is a kingdom in which vineyards enjoy exceptional climatic and soil conditions.

The varieties of grapes cultivated by the company include both indigenous and non-indigenous varieties. The Sicilian varieties include:

- Catarratto, which is a white wine obtained by mixing two varieties of grapes (common and glimmer). Catarratto has a good and elegant acidity and pairs nicely with fish and seafood, pasta dishes, chicken, soft cheeses and it is excellent also for aperitifs;
- Grecanico, whose scent is quite strong. The wine is quite acidic in nature. It tastes flavours of honey, ripe apples, pineapple, Meyer lemon, apple cider, grapefruit and almonds. It pairs nicely with vegetables and pasta dishes;
- Inzolia, is known for its low acidity, and for a rather modest sugar content. Citrus, white flowers and ripe fruit notes are the main characteristics of Inzolia wine. It pairs nicely with aperitifs, risotto and light pasta dishes, with vegetables and soft cheeses. In addition, its smooth gentle body matches perfectly with crustaceans and all seafood;
- Grillo, a Sicilian white grape variety which makes a fresh, light white wine with nutty, fruit-driven flavors that include lemon and apple. Lighter styles have citrus blossom and peach nuances, while more aromatic versions deliver passion fruit, grapefruit and herbal sensations reminiscent of Sauvignon Blanc. It pairs nicely with lemon-based dishes;
- Nero D'Avola, which is a red wine and is considered the "king of Sicilian grapes". This wine is soft, warm, with a strong and elegant personality. The color changes from vineyard to vineyard, from purple red to intense ruby. It could offer also scents of ripe blueberries, blackberries, chocolate, coffee and violets. It pairs nicely both with the Italian cuisine and the Russian or Chinese ones.

The international varieties of grapes cultivated by the company include:

- Merlot, which is known for being soft, ripe and elegant. The wine has a plummy taste and notes of chocolate. It is also considered to be smooth and very easy to drink. It pairs nicely with pork meat.
- Cabernet Sauvignon, which is a full-bodied wine with high tannins and noticeable acidity. It has black cherry and black olive notes.
- Syrah, which is a full-bodied red wine with a powerful flavour. In Sicily, it is the second most cultivated red grape and offers scents of ripe berries, red fruits, black pepper and licorice. It pairs nicely with grilled meats and mature cheeses. In addition, the company produces an entire line of organic wines.

The combination among natural elements and the skillful mastery, tradition and innovation, respect for the territory along with constant technological research, have brought the company to produce fine wines and to have a great success in the national markets as well as in the international ones.

After the harvesting process (by hand), the grapes are moved in a short time for wine making. The white wines are fermented in steel silos at a controlled temperature, while the red wines are left to age in a small cellar built in the basement. Wines are constantly monitored and tasted by experts: only once the wines reach their maturity, they will be bottled and continue aging, in a way to preserve the organoleptic characteristics of each wine. Pursuing the quality respecting the environment; exalting the terroir with the enhancement of its deepest peculiarities and protecting consumer are company's missions.

The Sicilian company is seeking partners in EU countries, China, USA, Canada, Brazil and Japan to establish commercial agency and/or distribution agreements.

Advantages and Innovations:

The company offers high quality and organic products with an excellent price performance. It guarantees in-time deliveries and private labels agreements, upon customers' requests.

Partner Sought:

Future partners should be reliable, ethical and professional.

They should have a proven sales experience in the food & beverage industry, an established network of high-end customers and/or HoReCa chain, an excellent knowledge of the dynamics of the industry within their internal market (especially with regard to the wines market).

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME ≤ 10

Year Established: 1999

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Business Offer 18

POD Reference: BOIT20180521002

An Italian winery located in Sicily is looking for agents and distributors.



Summary:

Italian winery, located near Trapani, produces several kinds of wines made with grapes that can be cultivated only in Sicily because of a special microclimate. The company is willing to establish commercial agency agreements or distribution services agreements with partners who can act as distributors or agents to promote and sell wines abroad.

Description:

The Sicilian winery has approximately 50 hectares of land in the Sicilian areas of Marsala, Mazara, Trapani and Salemi and it has a capacity of 50,000 hectolitres of wine distributed in containers of different kinds: steel, concrete, fibreglass tanks or in large wooden barrels. The firm uses a vast range of machinery for the production and refining of the final product, among which a great and sophisticated grape pressing system that is necessary for wine production. In addition, the entire production process has been developed by trying to minimize the environmental impact in order to preserve the natural heritage of the area. Since Marsala wine is one of the main products of the firm, there is a vast area of aging of wines where it is possible to see a great number of oak barrels in which traditional systems of production such as the alcoholization of musts are still used. The company produces also wines from these grape varieties: Zibibbo, Nero d'Avola, Grillo, Catarratto, Inzolia and Damaschino and uses a blend of traditional and modern techniques for the production of these grapes. For example, it has begun to use systems of mechanical harvesting, but it also uses ancient systems such as the spur pruning cordon. In addition, the firm is specialised also in the production of flavored liqueur wines such as: Cremovo (made with egg yolk, sugar and natural flavors or herbs), wine flavored with coffee cream, almonds and many others. Currently the firm is equipped for the production and storage of wines that are produced in the vineyards of the area. The company looks for new distributors and agents for the promotion of wines abroad. No specific channel is required, so ho.re.ca, large scale distribution and fine stores are welcome.

Advantages and Innovations:

The company offers reliability and high quality of production thanks to a long experience in the wine sector. With the purpose of minimizing the environmental impact, the company has developed the entire production process in a way that preserves the naturalistic heritage of the area.

Partner Sought:

Potential partners should be involved in the field of services and trade. No previous trans-national cooperation is required.

An interest in wine production, expertise and reliability are essential requirements.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 1947

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Additional Comments:

Main products: Fortified wines: Marsala wines (1, 2, 5 years old); Vermouth (white); Flavoured Wines: Cremovo; Crema Mandorla; Crema Caffè; Vermouth Bianco; Dessert wines: Zibibbo; Moscato Table Wines: Nero d'Avola (red); Grillo (white) The company also organizes wine tasting tours in their farm and vineyards.

Languages Spoken: English, German

Dissemination:

Relevant Sector Groups: Agrofood

Restrict dissemination to specific countries: China, Czechia, France, Germany, Netherlands, Switzerland



Summary: A fascinating winery, based in Palermo (Sicily), is looking for marketing and sales agents with experience in wine sales, or wine experts that want to introduce the represented labels to wine distributors and/or distributors already engaged in the beverage sector. The company is seeking partners based throughout EU.



**ITALIAN WINERY,
BASED IN SICILY, IS
LOOKING FOR
AGENTS AND/OR
DISTRIBUTORS TO
EXPAND ITS
DISTRIBUTION
CHAIN IN EUROPEAN
COUNTRIES**

Description: The Italian family-run business, established in 1946, trades and exports in the international market's high-quality wines, liquors and distillates produced by both Italian and foreign producer companies. The labels are more than 7000, including Sicilian and Italian selections as well as foreign selections. The different labels are considered to be excellent proposals of:

- red wine (such as Chianti, Brunello, Nobile Montepulciano Poliziano, Lambrusco, Pinot Noir, Merlot, Bourgogne and many others)
- white wine (such as Gewurztraminer, Chardonnay, Trebbiano, Goldmuskateller, Sauvignon and many others);
- sparkling wine and champagne;
- spirits and distillates (such as Limoncello, different varieties of Whisky and Cognac, and many others);
- craft beers.

In addition, the company also passionately promotes the various types of Sicilian extra virgin olive oil and pasta produced by the most important Italian regions.

Among the many labels, biodynamic and organic wines are available, too. The company gives also the possibility of tasting wines together with high quality products such as cheeses and cold cuts served on cutting boards in dedicated tasting rooms.

The company is among the most important in the wine-tasting scenario.

Other than offering wine sales, the company provides also catering services, as it is able to provide sizable supplies for clubs, restaurants and hotels.

Thanks to the professionalism demonstrated over the years by the current owners who have worked with passion and dedication, today the wine shop is able to meet every need, proposing valuable solutions, and special and refined gift packages. Today the wine shop is a reference point, and in maintaining high quality standards, it achieved the highest score awarded to the best clubs in Italy by Gambero Rosso.

The company seeks agents and/or distributors already engaged in the wine sector to expand its distribution chain in all European countries.

Advantages and Innovations:

The main advantages of the company come from the dedication and passion for wine and liquors labels. They have a deep knowledge of the imported and traded products.

They are a reference point in the wine-tasting scenario and they promote both the Sicilian and Italian traditions related to the wine sector (and the beverage sector) as well as the foreign traditions.

Partner Sought:

The company is interested in marketing and sales agents with experience in wine sales, or wine experts that want to introduce the represented labels to wine distributors and/or distributors already engaged in the beverage sector. The company is seeking partners based throughout EU.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME <= 10

Year Established: 1946

Turnover (euro): 50 - 100M

Already Engaged in Trans-National Cooperation

Certification Standards: ecoaudit, ISO 9000

Business Offer 20

POD Reference: BOIT20180322003



Summary: An Italian-based winery (Sicily) produces several types of wines (both organic and traditional), including red and white, ordinary, dry, semi-dry and semi-sweet natural wines. The company is looking for agents and distributors specialized in the field of beverages. The company is also interested in cooperation agreements with partners engaged in the HoReCa (Hotels, Restaurants, Caf /Catering) and large-scale distribution chains.

**ITALIAN WINERY,
BASED IN PALERMO
(SICILY), IS LOOKING
FOR AGENTS AND/OR
DISTRIBUTORS TO
ESTABLISH
COOPERATION
AGREEMENTS**

Description:

The Sicilian family-owned winery was established in 1960. The company owns 55 hectares of vineyards, located between the areas of Monreale and Partinico (near Palermo), ranging from 250 to 600 meters above the sea level, and it has a production capacity of over 1 million bottles of high quality wine. In order to ensure qualitative standards, when it comes to work on vineyards, the cellar does almost everything by hand, using only few mechanical means. Company's mission is to offer to partners a wide range of high quality wines, as a result of a perfect blending between tradition and innovation, with a very competitive quality-price ratio. The family is now represented by the third generation of producers who are still passionate about the work they do and the wines they craft. Within its production area, the winery has selected the best varieties of indigenous grapes.

They include:

- Nero d'Avola, which is obtained from mature berries, iris and spices, and having an intense aroma and a smooth taste;
- Catarratto, which is dominated by floral notes. It has a yellow colour and an intense flavour and smell;
- Grecanico, which is a wine having thin and little neutral flavours and tangy acidity. It tastes warm and ooze out the rich flavours of honey, ripe apples, pineapple, lemon, apple cider, grapefruit and almonds;
- Grillo, a fruity and fragrant wine offering a refreshing pineapple, tangerine and lemon fruit profile. It has an easy- drinking feel and a clean finish;
- international varieties such as Merlot, Syrah, Cabernet Sauvignon, Petit Verdot, Chardonnay and Müller Thurgau as expressing the flavour and scents of Sicily.



Since 2016, an entire wine line is certified as organic. Over the years, any of these wines have been awarded with prestigious international awards such as Decanter, Concours Mondial de Bruxelles, EnoExpo, Finger Lakes; while in 2017 has been awarded at the Decanter, Luca Maroni, Veronelli and at the International Wine Challenge. The Sicilian winery is seeking distributors and or agents to promote and distribute company's products through partner companies which are already engaged in a developed business network. The cellar is willing also to invest in the target countries with promotional activities supporting the partner companies in entering in the markets. The company is also interested in establishing cooperation agreements with partners engaged in the HoReCa (Hotels, Restaurants, Cafè/Catering) and organised large-scale distribution chains.



Advantages and Innovations:

Although the company has a good production potential, it can be considered a SME winery, so quite responsive and flexible to customer needs, still maintaining high quality standards and providing a wide range of wines. These are some of the main advantages the winery offers. Among the others: high quality wines, an entire certified organic line, willingness to support the partner in promoting the products, flexibility and adaptation to local needs.

Partner Sought:

The key features future partners shall have: reliability in order to build a long-term relationship; a strong dedication to the promotion of the cellar products and knowledge of the beverage market; a developed business network as well as years of experience in the specific business sector. High sales records are considered as a plus. The company is also interested in distributors and/or agents engaged in HoReCa and organised large-scale distribution chains.

Client:

Type and Size of Client Industry SME ≤ 10

Year Established 1960

Turnover (euro) 1 - 10M

Already Engaged in Trans-National

Cooperation Certification Standards: ISO 9001





**ITALIAN
TRADITIONAL WINE
PRODUCER IS
LOOKING FOR
COMMERCIAL AGENTS
AND/OR DISTRIBUTORS TO
EXPORT ITS WINES TO
USA, CHINA,
TAIWAN,
SINGAPORE, VIETNAM
AND SOUTH KOREA**



Summary:

Italian traditional wine producer, located in Syracuse (Sicily) seeks commercial agents and/or distributors to establish cooperation agreements to enhance its position in markets in which it is already engaged and to enter in new markets. The company is also interested in the HoReCa chain (Hotels, Restaurants, Caf /Catering). The partners shall be located in USA, China, Taiwan, Singapore, Vietnam and South Korea.

Description:

The Sicilian-based winery is a family-owned company and was established in 2006. The vineyards are located in the countryside around Noto (Sicilian East Coast) in an area famous for being one of the best in Sicily with reference to the production of great red wines. This is an area bathed in the sun, far from inhabited areas and industrial districts. The vineyards are just a few kilometers from the sea at an altitude of 40-60 meters above sea level and extend over an area of around 14 hectares. The proximity to the sea is extremely beneficial to the health of the grapes, as well as the restricting use of phytosanitary products. The grape picking usually takes places in September, although it can be a week earlier or one week later, depending on when the grapes reach optimal maturity. The optimal maturity changes slightly according to the position, soil and type of cultivation. The harvest is made manually.

This company follows the ancient traditions dictate, according to which the cultivation of grapes shall be along with those of olive trees and wheat field. The winery's vision consists in introducing its products to bring customers closer to the land, its history and its culture. Several are the kinds of wine produced by the company. They include:

-
Catarratto, which is a white wine obtained by mixing two varieties of grapes (common and glimmer). These grapes grow in Sicily exclusively, being the third most common grape in Italy and one of the most cultivated in the world.

Catarratto has a good and elegant acidity and pairs nicely with fish and seafood, pasta dishes, chicken, soft cheeses and it is excellent also for aperitifs.

-
Nero D'Avola, which is a red wine and is considered the "king of Sicilian grapes". This kind of wine is soft, warm, with a strong and elegant personality. The color changes from vineyard to vineyard, from purple red to intense ruby. Nero D'Avola could offer also scents of ripe blueberries, blackberries, chocolate, coffee and violets. It pairs nicely with both the Italian cuisine dishes as well as the Russian and Chinese one.

-
Syrah, which is a full-bodied red wine with a powerful flavor. In Sicily, it is the second most cultivated red grape and offers scents of ripe berries, red fruits, black pepper and licorice. This red wine pairs nicely with grilled meats and mature cheeses.

- Merlot, which is known for being soft, ripe and elegant. The wine is often said to have a plummy taste and notes of chocolate. It's also considered to be smooth and very easy to drink. It pairs nicely with pork meat.
- Grillo, a Sicilian white grape variety which makes a fresh, light white wine with nutty, fruit-driven flavors that include lemon and apple. Lighter styles have citrus blossom and peach nuances, while more aromatic versions deliver passion fruit, grapefruit and herbal sensations reminiscent of Sauvignon Blanc. It pairs nicely with lemon-based dishes

Over the years, the winery has won 31 international awards thanks to the high-quality standards of its products. In 2014, Nero D'Avola won the Gold Medal in the China Wine Awards; in 2016 Catarratto won the Silver Medal in Mundus Vini; in 2008, Syrah won the Silver Medal in the International Wine Competition.

The winery is looking for commercial agents and/or distributors to establish cooperation agreements to enhance its position in markets in which it is already engaged and to enter in new markets. The company is also interested in the HoReCa chain. The partners shall be located in USA, China, Taiwan, Singapore, Vietnam and South Korea.

Advantages and Innovations:

With having a branch of the company in China, in particular in the Sichuan province, the company can guarantee the presence of at least one company representative in this target country. The company is able to provide great help to potential partners in terms of promotion, consulting and/or customers hunting. High quality standards and a mixture of tradition and innovation make the winery's products recognizable abroad.

Partner Sought:

The ideal partners shall be distributors, agents and/or direct importers with a strong experience in the beverage sector engaged in a well-expanded network. The company is also interested in the HoReCa channel to promote and spread the consumption of Sicilian high quality wines.

The ideal partners shall be located in USA, China, Taiwan, Singapore, Vietnam and South Korea.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME ≤ 10

Year Established: 2006

Turnover (euro) $< 1M$

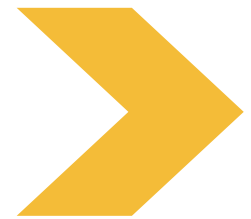
Already Engaged in Trans-National Cooperation

Languages Spoken: Chinese, English, French.

Dissemination:

Relevant Sector Groups: Agrofood

Restrict dissemination to specific countries: China, Singapore, South Korea, Taiwan, USA, Vietnam



Italian winery, located in the South of Sicily, produces red and white wine. The Company looks for distribution agreements

Summary:

Italian company, located in Sciacca, in the South of Sicily, is involved in the production of red and white wine, pure or blended ready to export. The company is looking for distributors in Switzerland, Sweden, Norway, Canada and Japan.

Description:

The Italian Winery is located in a beautiful location in Sicily, close to the seaside and very close to a prime golf course, sunny for the most part of the year.

Company's production is quite wide with different lines with pure, single grapes as Nero d'Avola for the red and Grillo and Inzolia for white wines.

Then the company offers blend wines such as Nero d'Avola and Merlot, Inzolia and Manzoni, Nero d'Avola and Cabernet Sauvignon.

Furthermore, the company provides also a cheaper, very good quality, white and red line, made by local grapes, crop in the area next to the farm.

The company is now looking for new importers for the sale of final products, or new tailor made



trademarks for foreign markets. At the moment the company is already engaged in transnational cooperation with Japan, distributing the production to several fine stores, but it interested in having a first approach in other countries such as Switzerland, Sweden, Norway and Canada.

Advantages and Innovations

The company can support the import efforts in every country especially in Japan. The firm offers also a perfect balance between quality and price.

All wines are made by Sicilian grapes, crop in the local area near the winery.

Company's brand is registered but it will be possible to produce with client's brand and or develop new brand for foreign markets.

Partner Sought:

The company expects to find importers for foreign wine markets and develop a common promotional/commercial strategy to find a good position for company's wine, possibly in the ho.re.ca. field. Company looks for a good network in the ho.re.ca sector.

Type of Partnership Considered: Distribution services agreement

Client:

Type and Size of Client Industry SME <= 10

Year Established 2002

Turnover (euro) <1M

Already Engaged in Trans-National Cooperation

Languages Spoken: English, French, Italian, Spanish

Dissemination:

Relevant Sector Groups Agrofood

Restrict dissemination to specific countries: Canada, Japan, Norway, Sweden, Switzerland.



ITALIAN SPONGE FACTORY LOCATED IN SICILY, LOOKS FOR AGENTS AND DISTRIBUTORS.



Summary: A Sicilian sponge factory, located in South of Sicily, processes and exports the best quality sea sponge in the world, Honeycomb Sponges Mediterranean Archipelago. The company looks for qualified partner for sales and distribution of the sponges.

Description: The Italian family company, assumes a very important position among Italian and European companies involved in this field, because Sicily is one of the most important exporter of the best quality sea natural sponge in the world, the Honeycomb Mediterranean Archipelago which grows up in its natural habitat. Thanks to the tradition and the experience acquired, the company can boast an accurate knowledge of the places and all ancient fishing methods that allow a careful processing of the production, valued for beauty, absorption, industry and furniture. The company is available for agency agreements and distribution agreements.

Advantages and Innovations:

The natural sponges coming from Mediterranean Sea, are a 100% natural product which is appreciated all over the world and it is employed for several uses such as baby's skin cleaning, hydrotherapy treatments, make up removal, spa and body care. The company is environmentally friendly: all fishing and processing methods are in total respect of the environment and products. Company's website is translated in 5 languages.

Partner Sought:

A future partner should be an agent or a distributor able to share the mission and the respect for the environment. Cooperation experience and relationship skills are required.

Client:

Type and Size of Client Industry SME<=10

Year Established: 1986

Turnover (euro) <1M

Already Engaged in Trans-National Cooperation

Certification Standards: ISO 9000

An Italian manufacturer of polyethylene films for covering greenhouses and tunnels seeks agents and / or distributors in Turkey, France and the Mediterranean area



Summary: The Italian company located in Sicily, which has more than 50 years of experience in high-quality polyethylene films for covering greenhouses and tunnels manufacturing as well as in mulching, silage and industrial films production, is looking for trade agents and distributors.

Description: Founded in 1967, the Italian company has been producing polyethylene films for covering greenhouses and tunnels for over 50 years. The manufacturing plant is located in Ragusa (Southern Sicily), which is an important agricultural area characterised by a strong presence of protected crops in greenhouses. During the last year, the company has revamped its production plant introducing an advanced multilayer technology.

The production is mainly focused on the agricultural sector including the following highly qualified and innovative items:

- Greenhouse coverage films;
- Mulching films;
- Silage films;
- Industrial films.

With reference to the greenhouse coverage films the company has developed different solutions to meet its customers' needs. Among the others, the company offers:

- UV Stabilized films to avoid burns from direct light, which are ideal for early transplantation; or direct light fresh films for temperate climatic areas where no thermal effect is required;
- Thermosolar films containing EVA (ethylene-vinyl acetate) copolymer and mineral fillers, which are suitable for covering crops in climatic areas subject to strong temperature changes and high insolation.

Different kinds of mulching films are offered too. The products differentiation depends on the reference season (winter/spring) but what all films have in common is their eco-friendly impact.

The company ensures dynamicity and flexibility in the production chain, high quality standard in products and services, innovative technology, and an outmost care for its customer needs. Thanks to its consolidated presence in the territory, the company is able to face the productive context challenge and to offer the necessary technical and commercial expertise.

The enterprise is seeking agents and/or distributors in Turkey, France and in the Mediterranean area, in order to promote and sell the whole production. There is no restriction on the products offered, every good is available to be exported.

The company is willing establish relations with big farmer associations acting as single buyer for the benefit of their associated businesses.

Advantages and Innovation:

The main advantages that the company can offer are the following:

- More than 50 years of experience in high-quality products;
- Considerable know-how and expertise;
- Good price performance;
- High standard quality;
- Advanced production technology thanks to the advanced Multilayer Technology.

Partner Sought:

The company is looking for partnerships under commercial agency and distribution agreements to promote and sell its products abroad. The company is willing also to create fiduciary commercial relationships with big farmer associations that are willing to act as a single buyer for the benefit of their associated businesses.

The company expects reliability, accuracy and a certain degree of experience in the sector of plastic films for agricultural use.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME 50-249

Year Established: 1967

Turnover (euro): 100 - 250M

Already Engaged in Trans-National Cooperation

Certification Standards: ISO-9000

Dissemination:

Restrict dissemination to specific countries:

Albania, Croatia, Cyprus, Egypt, France, Greece, Israel, Italy, Malta, Montenegro, Slovenia, Spain, Tunisia, Turkey



Business Offer 25

POD Reference: BOIT20180403003

Summary: An Italian producer of several kinds of fertilizers and pesticides (both organic and traditional, liquid and powdered), located in Sicily, is looking for partners in France, Belgium, Czech Republic, Serbia and Bulgaria to establish distribution and commercial agency agreements.

Description:

The Italian company was established in Ragusa (Sicily) in 1990 thanks to the strong entrepreneurial spirit and the sense of business of its founders. In few years, this led the company to a sensible growth, affirming itself as one of the most important fertilizers producers in the Sicilian territory. Given their deep knowledge of the sector, the careful selection of raw materials and the orientation to maximize customer satisfaction, the company is a leading one in this sector. In addition, it guarantees a full array and high-quality standards of their products.

The company is specialized in the production of both liquid and powder fertilizers, which are useful both before and during the growth of the plant. They include: simple and organic fertilizers, micro-elements and organic- mineral fertilizers, organic stimulants for agricultural usage, pellet and water- soluble fertilizers, products to implement and maintain soils health and natural pesticides. The company's mission is to let farmers to obtain excellent productions. The company is composed of a qualified, young, dynamic and effective technical staff, which is able to respond to the several needs of customers.

Their products are very popular both in Italy and abroad, given the company's consideration in the evolving market's needs. Administering the appropriate mineral elements with the right time and specialized techniques, as well as having "targeted nutrition programs", is necessary to obtain "balanced" or productive plants capable of producing high quality fruits both in terms of external appearance and in terms of organoleptic and preservability characteristics.

To this end, the company has developed a line of fertilizers, of high purity, containing in addition to the classical elements of fertility (Nitrogen, Potassium and Phosphorus) microelements and especially with organic substances, able to stimulate the absorption of nutrients and improve soil fertility.

With the use of their products it is possible to:

- administer nutrients to crops through irrigated water;
- increase the effectiveness of the fertilizer;
- bring above all nitrogen and potassium for loose soils;
- and reduce the fertilizing quantities (in the specific case of nitrogen it is possible achieve a reduction of at least 30% of the dose per hectare).

In this way, there is no waste of fertilizers as it is applied only where it is needed and when the crops require it (in accordance to their life cycle). All this allows plants to always remain in optimal conditions to maximize their productivity potential; as well as this allows to save time and money for the treatment of crops and plants.

The company is seeking for partners in France, Belgium, Czech Republic, Serbia and Bulgaria to establish distribution and commercial agency agreements.

**ITALIAN PRODUCER
OF A VARIETY OF
FERTILIZERS AND
PESTICIDES IS
LOOKING FOR
PARTNERS IN
FRANCE, BELGIUM,
CZECH REPUBLIC,
SERBIA AND
BULGARIA TO
ESTABLISH
DISTRIBUTION AND
COMMERCIAL
AGENCY
AGREEMENT**



Advantages and Innovations:

The main advantages of the company are:

- punctual delivery service to customers;
- the production of environmentally-friendly ready-to-use products;
- fertilizers can be used for any crops and for any type of soil;
- company's goods ensure the growing of high-quality organic foods;
- fertilizers' efficiency: it quickens the beginning of fruiting season, extends productive crop season, allows to increase yields significantly, enlarges seed vigor (germinating), significantly decreases nitrate concentration of the crop.

Partner Sought:

The company is looking for partners having a consolidated experience in the agricultural industry, wholesale depots and greenhouse facilities. The partners shall be buyers and/or importers, distributors and final users interested in the company's products. Reliability is essential to establish long-term cooperation relationships.

Partner's role under commercial agency agreement is representing and promoting company's production.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME ≤ 10

Year Established: 1990

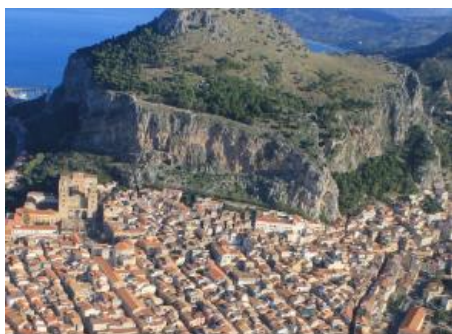
Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Dissemination:

Relevant Sector Groups: Agrofood

Restrict dissemination to specific countries: Belgium, Bulgaria, Czechia, France, Serbia



A SICILIAN COMPANY OFFERS TECHNICAL AND OFFICIAL ASSISTANCE FOR THE ORGANIZATION OF CONVENTIONS AND CONFERENCES ALL OVER THE WORLD THROUGH SERVICE AGREEMENTS

Summary:

An Italian company, based in Sicily, specialized in the organization of medical conventions and events provides different support services to intermediaries related to the organization. The company is willing to offer its technical and official services through service agreements.

Description:

The Italian company, based in Palermo and established in 1997, is the result of an initiative led by a woman with an extensive experience in both tourism and in the organization of conventions and congresses fields.

From the beginning, the main goal of the founder was to establish an agency with a younger staff, at odds with the vast majority of 1990s events planners. Evidence of that is the average age of the company's staff which is about 30. The professional convention organizer runs as its main activity the organization and management of medical conventions and conferences all over Italy. It takes care of the whole event management, which is planned in accordance with customer needs. Company's main customers are scientific societies, pharmaceutical companies and professional congress organizers. The services offered by the company include:

- Hotel and transportation bookings, catering, and technical equipment in collaboration with partners which are carefully selected in order to offer the highest possible quality of services;
- Animation projects for galas and scenography;
- Outdoor training and team building services;
- Technical and communication services (translators and qualified interpreters, hostess and multilingual staff, audio-visual services, printing and typography services).

The company is specialized in the organization of Continuing Medical Education (CME) congresses and it fills the role of Organizational Secretariat of a CME Help Care Provider. Since 2003, the CME Help Care Provider deals with health training and education as well as scientific updating. The provider was born with specific competences in the emergency department, while, over the time, it has developed competences and learning experiences concerning several medical specialties. Today the company is moving ahead of new educational technologies, with innovative tools and experts of the various sectors. The care for the logistics of the events and the long-established partnerships allows the company to plan and realize training event and/or theme-based course of higher scientific profile that are "attractive" to businesses such as "on the job" or "one to one" events.

The company is looking for partnerships with professional congress organizers, scientific societies and/or pharmaceutical companies for the organization of events in Italy, providing the necessary assistance and to know-how. Through the establishment of service agreements, the company is also interested in finding new destinations and projects, in order to establish new partnerships and collaborations with international suppliers and customers, in a way to bring its skills (and to optimize them) beyond national borders.



Advantages and Innovation:

Thanks to the twenty years of experience in the organization of events and thanks to the strong and durable collaborations with Sicilian partners and suppliers, the company offers proven high-quality services. Commissioning's budget is always and fully met

Partner Sought:

The company is looking for scientific societies organising meetings and conventions; professional congress organisers providing services related to the organisation of events all over the world; destination management companies able to select new locations and activities.

The company is willing to offer its services abroad, under service agreements, establishing a win-win relationship.

Type of Partnership Considered: Services agreement

Client:

Type and Size of Client:

Industry: SME <= 10

Year Established: 1997

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation Languages Spoken: English, French, German, Russia



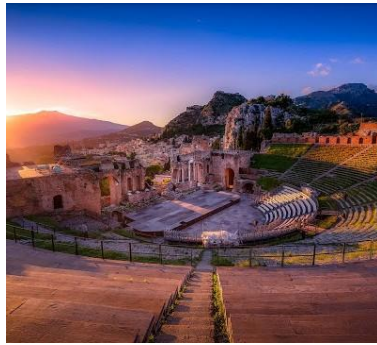
Business Offer 27

POD Reference: BOIT20181128001



A SICILIAN TOUR OPERATOR PROVIDING LUXURY TOURISM SERVICES IS LOOKING FOR PARTNERS AND/ OR TRAVEL AGENTS TO ESTABLISH DISTRIBUTION AND SERVICE AGREEMENTS IN WESTERN AND NORTHERN EUROPE, USA, CANADA, AUSTRALIA AND CHINA.

Summary: An Italian company, based in the South of Italy and specialized in organizing tours, customized itineraries as well as scheduled tours and special services such as shore excursions in Sicily is looking for collaborations (distribution and service agreements) in Northern and Western Europe, USA, Canada, Australia and China, such as local travel companies, agencies and tour operators willing to promote company's services, creating fiduciary relationships.



Description:

The Italian company based in Palermo and established in 1997, is the result of an initiative led by a woman with an extensive experience in both tourism and in the organization of conventions and conferences.

At the beginning, the main goal of the founder was to establish an agency with a younger staff, a different concept from the vast majority of tourism and travel-oriented companies created in the 1990s. Evidence of that is the average age of the company's staff, which is about 30.

The tour operator offers a complete range of travel services, from specially planned cooking classes to incentive holidays to dedicated services to conferences participants. Its hallmark is the attention to details, its deep knowledge of Sicily as a vacation destination with a high potential. The company gives priority to customer's satisfaction as any event and/or holiday shall get the details right and shall be organized in accordance with the customer's budget.

The agency is flexible and versatile and can virtually realize any idea of travelling across Sicily. It mixes old-fashioned and client-centered sensibility with a fresh and youthful spirit. It customizes travels for FITs (Free Independent Travelers) and groups in a manner to merge customers' interests, passions and wishes in order to plan a high quality tailor-made itinerary full of experiences and special activities. The company also offers accommodation, transportation and tour guide services linked to the Sicilian culture and traditions.

With reference to the tourism-related services, the company includes/provides:

- Suggestions and locations booking (restaurants, hotels, transportation means);
- Animation projects for galas, scenography, sports and playful activities;

- Outdoor training and team building services;
- Technical and communication services (translators and qualified interpreters, hostesses and multilingual tour guides, audio-visual services, printing and typography services).
- Sicily luxury tours such as wine and food experiences, sailing and cooking classes; bike tours and tours related to specific Sicilian areas or islands;
- Boat and helicopter luxury excursions, cultural heritage itineraries;
- Shore excursions from the main Sicilian ports such as Messina, Palermo and Catania; With the aim to enlarge its international activities related to the incoming services, the company is looking for transnational long-term cooperation with local travel agencies, tour operators in Northern and Western Europe, USA, Canada, Australia and China. In particular, it is looking for partners interested in selling its products and services abroad, under distribution and service agreements, establishing a win-win relationship, by which potential partners can offer distinguished proposals from its local competitors.

Advantages and Innovations:

Thanks to the twenty years of experience in the tourism field, and to the strong and durable collaboration with Sicilian partners and suppliers, the company offers proven high-quality services. Customers do not need to interface with intermediaries outside Sicily, as the tour operator is based in Sicily.

Commissioning's budget is always and fully met.

Partner Sought:

Travel agencies, tour operators and hotels that could promote company's services and which are interested in selling its products and services abroad under distribution and/or service agreements, establishing a win-win relationship.

Tour operators willing to start (whether they are not already engaged in) promoting and selling tailor-made travel packages related to the Sicilian territory.

Type of Partnership Considered: Distribution services agreement, Services agreement

Client:

Type and Size of Client: Industry SME <= 10 Year Established: 1997

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Languages Spoken: English, French, German, Russian.

Dissemination:

Restrict dissemination to specific countries:

Austria, Belgium, China, Denmark, Estonia, Finland, France,

Germany, Iceland, Latvia, Lithuania, Luxembourg, Netherlands, Norway, Sweden, Switzerland, USA

Business Offer 28

POD Reference: BOIT20180514001

**A Sicilian incoming
tour operator is
looking for partners
and/or travel agents
to establish
commercial agency
agreements**



Summary:

A Sicilian incoming tour operator, specialized in the creation of tailor made tourism-related experiences, is looking for partners, such as travel agents and/or tour operators, to promote and sell its tour packages in USA, Canada, Germany, Czech Republic, Sweden, Latvia, Belarus and Lithuania under agency agreements.

Description:

The Incoming Sicilian Tour Operator, established in 2011, is an innovative. Destination Management Company (DMC), which offers several logistic services in their destination within the creation of tailor made vacation: meet and greet, transfers/transportation, hotel accommodation, restaurants, activities, excursions, themed events, and so on. In particular, the company is constantly working for let people knowing hidden beauties of Sicily, rich in culture, history, art, food, wines and nature. The company is staffed by a team of Sicilian personal travelers, which deeply know Sicily and are able to plan the right itinerary, including events, in order to find the best solution to live intensely unusual places out of conventional tourism routes. The company has also an events organization division in Sicily, for business trips, meetings .

And seminars, team building activities, cultural or folk events, gala dinners or any event to make an unforgettable stay in Sicily. The company is specialised in several kinds of itineraries, both for groups and individual travellers, according to customers's personal interests and wishes. These include:

- Gourmet experiences, to enrich travellers awareness on Sicilian food excellence;
- Bike tours, as cycle tourism is a new way to discover Sicilian territory and landscapes, for a sustainable holiday. The company created several routes for every type of rider: easy, medium and difficult. Some itineraries are designed to be done in groups with an experienced guide, while others can be carried out independently with the organization of luggage transfers between riders accommodations;
- Wine tours, to let travelers knowing vineyards, cellars and Sicilian typical wines;
- Trekking tours with experienced guides, along itineraries to be lived by walking slowly in touch with nature. The tours are organized within natural reserves, maritime and mountain zones, minor islands, volcanoes, canyons and caves;
- UNESCO sites tours, as the passage in Sicily of different cultures such as Phoenicians, Romans, Arabs, Byzantines and many others, contributed to enrich the Sicilian land with monuments, temples, archaeological sites deriving from all of these cultures. As a result, Sicily has a large number of sites classified by UNESCO as World Human Heritage: the Archaeological Park at Agrigento, Mount Etna, Aeolian Islands, as well as UNESCO's intangible assets such as the "Opera dei Pupi";
- Film tours, the beauty and variety of the Sicilian territory allowed to choose Sicily as the set of several movies and television productions, both national and international. The company has created some routes reaching the locations used to shoot the scenes to discover Sicily from a film director or a designer points of view;
- Sicilian walking, in particular, Magna Via Francigena is the first Sicilian path traced from North to South. This is an ancient Roman military and commercial road, then Byzantine, Arab, and finally Norman. This trip is provided for those travellers willing to visit less known Sicilian villages and to know authentic and hospitable people in an unusual itinerary of the largest Mediterranean island;
- Religious tours, the company has created itineraries linked to places and traditions of the three major monotheistic religions of the Mediterranean area: Christian, Arab and Jewish, as well as signs of religions like those of Greeks, Romans and Sicilians. The company is looking for partners such as travel agents and tour operators, able to promote and sell tour packages in USA, Canada, Germany, Czech Republic, Sweden.

Advantages and Innovations:

Company's main advantage is the ability to create tailor made, but also unique, tourism experiences, aimed to customers's wishes satisfaction. Company's deep knowledge of the Sicilian territory is a guarantee for those willing to explore all the hidden beauties of the island. In building the itineraries, the company is highly driven by local producers and services provider to reach the highest custom satisfaction as possible.

Partner Sought:

The company is looking for partners such as tour operators and/or travel agents to establish commercial agency agreements. The ideal partner shall be well involved in the outgoing tour operator sector, with reference to the Mediterranean area, and shall be interested in promoting and selling the tours packages provided by the company.

Type of Partnership Considered: Commercial agency agreement

Client:

Type and Size of Client: Industry SME <=10

Year Established: 2011

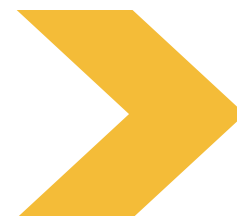
Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Dissemination:

Restrict dissemination to specific countries;

Belarus, Canada, Czech Republic, Germany, Latvia, Lithuania, Sweden, USA



**ITALIAN COMPANY,
LOCATED IN SICILY,
IS LOOKING
FOR TRAVEL
AGENTS AND TOUR
OPERATORS FOR
COMMERCIAL
AGENCY
AGREEMENTS**



Summary:

An Italian tourist resort, located in one of the best tourist areas of Sicily (20 km from Taormina) is looking for foreign tour operators in order to establish commercial agency agreements. The company offers high quality accommodation in the heart of Alcantara River Park, near Mount Etna (World Heritage Site).

The resort offers visitors the opportunity to enjoy an extraordinary holiday in a fairytale setting, surrounded by orchards and olive trees.

Description:

The resort is an ancient farmhouse built in 1888. Even today it is owned by the same family and has been recently restored, maintaining the same original design and architectural features. It is located in a beautiful natural setting (the Alcantara Fluvial Park) and allows easy access to major tourist sites such as Catania, Syracuse, Agrigento, Noto, Messina, Taormina and Giardini Naxos. The estate is of about 10 hectares, with access to the Alcantara Gorges. The resort has been operating over 14 years and has a vast knowledge of the tourism sector of the area. The resort is well known for its high-quality services, privacy respecting environment and ever-improving accommodation services and facilities. Rooms are located in the old wing or in the modern building. All rooms are air conditioned and the apartment also has a kitchenette and dining area.

The company is looking for commercial agency agreements with tour operators and companies engaged in tourism from Europe, USA, Canada and Asian Countries that can support the resort to expand in new markets and to partner for successful guest satisfaction and to bring in their land a new eco-bio experience.

Due to its geographic location, mild climate, and the fertile land, the estate can offer to client's products of savory goodness. The family has developed organic productions, such as citrus, oranges and seasonal fruits, oil and marmalade.

The productive processes have been thought and implemented while respecting the nature and the surrounded environment. In particular, the unique flavor of oil is an extraordinary product which can be sipped by guests. The resort is particularly family friendly as it organizes cooking lectures about the homemade Sicilian kitchen and oil tasting rooms to share the products with guests. It attracts also couples which can enjoy the benefits of the beauty center such as a wide range of massages and treatments for wellness and beauty. Guests can also enjoy the Finnish sauna, which is the right panacea to relax, as well as the emotional showers. The main target groups of the hotel are families and couples coming from European countries as well as from Asia, USA and Canada.

Whether guests want to go out from the estate, the nearest village of Francavilla di Sicilia is 3 km away. There, tourists can find bars, restaurants, pizzerias, supermarkets, cinemas and so on. Moreover, they can also find the distinctive "outdoor market" every Friday morning. The capacity of the hotel is 11 rooms, 2 suites and one apartment for accommodation, together with leisure and food and beverage facilities to serve the guests. Guests will appreciate the fresh Sicilian food, such as fish, beef and fruits as well as vegan meals. Given the fairy-tale landscape in which the estate rises, the facilities can also be used for the organization of specific events, such as tasting rooms, or as a destination for the food tourism, as well as an excellent evocative location for weddings, baptisms and all kinds of ceremonies. In the constant aim to develop and improve the services offered by the resort, the company is looking for partnerships with tour operators and companies for the establishment of commercial agency agreements. Particularly, the resort is interested in signing an agreement with tour operators from Europe, Asian countries, USA and Canada.

Advantages and Innovations:

The location where the resort has been built is extraordinary interesting. Given the proximity to the most important cities within the traditional and cultural Sicilian network of World Heritage sites, a holiday in this resort could be astonishing both for tourists which want to conciliate their passion for culture as well as their passion for Zero km food; and for couples which want to relax in a privacy respecting environment without renouncing the delicacies offered by the company. All of this, in a way which is eco- friendly and respectful of the familiar tradition.

Partner Sought:

Type and Role of Partner Sought:

The company wants to stipulate commercial agreements with tour operators interested in including the resort in ad hoc packages, food and wine and experience tours, in touch with Sicilian identity.

Furthermore, the hotel can be included also in sport itineraries to the Etna Volcano or shopping luxury journeys in Taormina.

Client:

Type and Size of Client: Industry SME <=10

Year Established: 2004

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Additional Comments:

The resort has hosted tourists from all over the world.

One of the owners is half German, so there is a special link with that country.

Languages Spoken: English, German

Business Offer 30

POD Reference: BOIT20180309003

An Italian tour operator specialized in experiential tourism is looking for agents or partners for commercial agency agreements in Europe, Qatar and Japan



Summary: An Italian company, based in the South of Italy and specialized in organizing tours and offering accommodation, provides customized tourism services based on “experiences”, respecting and enhancing the environment. It is looking for collaborations (agency agreements) in Europe, Qatar and Japan, such as travel companies, agencies, tour operators and hotels that could promote company's services, creating fiduciary relationships.

Description: The Italian company, based in Palermo and established in 2015, is the result of an initiative led by a group of women with extensive experience in both tourism and social sectors. The main purpose of this company is promoting and enhancing the “experiential tourism”. In this kind of tourism, the traveller learns something, broadens his/her horizons, comes back home not only with pictures but also with the memory and the emotions of an experience, which will enrich his/her cultural baggage. At the basis of this kind of tourism there are: cultural tours, gastronomic experiences, naturalistic or sporting activities, artisan workshops as well as the discovery of their own roots. The offered services range from research to planning: through a tailored market research, the company will identify new itineraries destined to specific targets of customers or, it will promote interesting areas which are not well-known by mass tourism. This basic idea stemmed from the point that travellers who want to discover a destination in a special way, often need to find something more than a travel agent: a knowledgeable and trustworthy reference point in the territory. Letting people discover the world away from the clichés of organized trips and preset "packages" is the company's mission. Tourists are not intended to be spectators but the main actors of an intense and all-encompassing experience.

The solutions proposed by this company are tailored for any kind of customers, according to their preferences, cultural, sporting and culinary interests, and much more. The company increased its activities in the area of incoming tourism, providing support to foreign tourists interested in exploring Sicilian nature, tradition and cultural heritage.

In particular, enhancing the Sicilian beauties and places worthy to visit, the company offers services for:

- Active holidays: the guest knows the territory going back home culturally enriched. Thematic proposals mixing adventure, ecology and culture (inclusive of all services, from arrival until the end of the holiday)
History and archeology, city tours and sightseeing, creation of events and historical re-enactments.
- Food and wine tourism, for those willing to dive in the Sicilian food culture and appreciate different tastes, colors and smells typical of a region which points on high quality and natural products.
- Nature and Environment (sea and mountain), hiking, orienteering, bicycle touring, mountain biking, rafting. The company participated and presented its own project during Expo 2015 inside the Bio Mediterranean Cluster. Currently, it is working to export the project also in France.

With the aim to enlarge its international activities related to the incoming services and in order to promote its travel packages, the company is looking for transnational long-term cooperation with travel companies, agencies, tour operators in Europe, Qatar and Japan. In particular, it is looking for partners interested in selling its products and services abroad, under commercial agency agreements, establishing a win-win relationship, by which potential partners can offer distinguished proposals from its local competitors.

The company is looking also for cooperation with associations of retired people, homes for elderly or retired people, professional associations, and companies interested in active holidays in order to sign commercial agency agreements.

Advantages and Innovations:

Company's main advantages are:

- The support offered to foreign partners by providing the emotional reasons that will facilitate the marketing of the company's products in the partner's own country;
- The very good quality/price ratio for the provided services compared to its competitors.

In addition, the company offers to partners tailor made packages, from arrival to departure; customer service; research, creation and updating of products that are increasingly oriented and tailored to the specific customer.

Partner Sought:

Travel companies, agencies, tour operators, and hotels that could promote company's services and which are interested in selling its products and services abroad, under commercial agency agreements, establishing a win-win relationship.

The company is seeking also for cooperation with associations of retired people, professional associations, and companies interested in active holidays.

Type of Partnership Considered: Commercial agency agreement

Client:

Type and Size of Client: Industry SME ≤ 10

Year Established: 2015

Turnover (euro): $< 1M$

Already Engaged in Trans-National Cooperation





**ITALIAN COMPANY,
SPECIALIZED IN SMES
NETWORKS
AND
INTERNATIONALIZATION
LOOKS FOR COMMERCIAL
AGENCY AGREEMENTS
WITH TOURISM ACTORS
FOR THE PROPOSAL OF A
LUXURY CATALOGUE OF
TOURS**



Summary:

The Italian company, located in the Sicilian province of Catania, is specialized in company networks and internationalization services. The company represents the Made in Italy abroad, offering a catalogue of luxury tours which promote the Italian food excellence, Italian fashion and cultural activities.

The company is looking for commercial agency agreements with tour operators and travel agencies for the promotion of a catalogue of tours in several regions of Italy.

Description:

The Italian company has managed a network of agri-food, tourism and craftsmanship companies to represent the Made in Italy worldwide. In the frame of a project recently approved by the Ministry of National Heritage, Cultural Activities and Tourism, the company aims at carrying out several promotional activities in 2017.

The company is looking for tour operators and travel agencies interested in formalizing a commercial agreement regarding the distribution and sale of a catalog of excellent tours in several Italian regions: Calabria, Campania, Friuli Venezia Giulia, Lazio, Piemonte and Sicilia.

All tours in the catalog consider activities such as taste and wineries itineraries, events, fashion shows and concerts, aiming at involving handcraft and agri-food companies working in the areas where tours will take place.

Under request, the company can arrange customized tours all around Italy. Furthermore, the company is interested in offering his promotional services to tour operators and travel agencies that will promote the luxury catalogue abroad. The company is looking for commercial agreements with partners interested in become members of the network with a fruitful exchange of benefits.

Partner Sought:

Future partners should be tour operators or travel agents interested in distributing the catalog of excellent tours in Italy benefiting of all the opportunities provided.

Type of Partnership Considered:
Commercial agency agreement

Advantages and Innovations:

The company offers to future partners several opportunities:

- to become a member of the Network;
- to be included in the promotional activities calendar, on the website and on social pages;
- a special invitation to a very important itinerant exhibition space set up in the field of GT4 European Series;
- advertising on an online magazine;
- promotional support through company's website and social media pages.

On the other hands, future clients can have the privilege of promoting luxury tours in Italy, that can include cultural, fashion and gourmet itineraries.

Client:

Type and Size of Client: Industry SME <= 10

Year Established: 2000

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation



**ITALIAN COMPANY, LEADER IN THE
DISTRIBUTION OF
ALUMINIUM PROFILES, OFFER
SUBCONTRACTING ACTIVITIES AND JOINT
VENTURE**



Summary:

Italian company, located in Sicily, near Palermo, leader in the distribution of aluminum profiles, PVC profiles, with a network of fixed customers of over 400 operators, offers its activity as a distributor. Furthermore, the company is interested in finding partners for a joint venture to take part in competitive tenders or for the supply of goods. The countries requested are Mexico, Brazil, France, Switzerland.

Description:

The company started its activity 20 years ago on the experience of over 50 years of its CEO and founding partner. It was the first aluminium distributor in Italy to establish a partnership with a PVC producer and is leader in the distribution of accessories for the construction of windows frames, plates of aluminium, railings and balustrades in aluminium, floors and facades in wood plastic composite, ventilated facades, sliding doors, curtain walls and glass balustrades. The company is located near Palermo, in an optimal location to distribute the production in the whole Sicily and in Italy. It has a network of 400 operators including windows manufacturers, construction companies, showrooms and small artisans.

Actually, the company works with the most important producers of thermal break and cold aluminum and PVC profile for windows, verandas and exteriors fixtures.

In the last years the company has started to operate as a general contractor with reference to the construction of windows fixtures for public and private tenders, coordinating the activities and the duties of the artisans. In particular has executed the construction of hospitals, hotels and schools. Furthermore, it cooperates with the chamber of architects in Palermo, raising the awareness of its members to the importance of matching the technical performance with the Italian design. In particular, it supports the events and the conference of the chamber with the sponsorship activities, showing the products, discussing and sharing its own competences.

The company is interested in an agreement having as object the commitment of the company to supply the products and coordinate the artisans for the installation of the fixtures as subcontractor of potential partners. Furthermore, it aims at finding some partner for a constitution of a temporary joint venture to take part in competitive tenders or for the supply of certain goods. Each participant of the temporary joint venture will maintain own juridical, administrative, patrimonial, organizational, accounting and financial autonomy.

Requested countries are Mexico, Brazil, France and Switzerland.

Advantages and Innovations:

The company has more than 20 years of experience accrued in the market, within the territory of Italy, and in Sicily. The company is able to offer the best quality of the product at competitive prices, with a high technical and commercial experience. The clients acknowledge the excellent reliability of the company, as well as the banks and the suppliers and appreciate its economic and financial administration and its reliability in the payments.

Tasks are performed with professionalism and capability within the time agreed

Partner Sought:

The company is interested in an agreement having as object the commitment of the company to supply the products and coordinate the artisans for the installation of the fixtures as subcontractor of potential partners. Furthermore, it aims at finding some partner for a constitution of a temporary joint venture to take part in competitive tenders or for the supply of certain goods. Each participant of the temporary joint venture will maintain own juridical, administrative, patrimonial, organizational, accounting and financial autonomy.

Type of Partnership Considered: Joint venture agreement, Subcontracting

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 2000

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Languages Spoken: English, Italian

Dissemination:

Restrict dissemination to specific countries: Brazil, France, Mexico, and Switzerland.

Business Offer 33

POD Reference: BOIT20180330002



AN ITALIAN
CONSTRUCTION
COMPANY, BASED IN
SICILY, OFFERS
SUBCONTRACTING
SERVICES TO
COMPANIES LOCATED
IN SPAIN, GREECE,
FRANCE,
GERMANY, AUSTRIA
AND
LATVIA



Summary: An Italian company, based in the heart of Sicily, manufactures wedding dresses and ceremony dresses and suits for the most important events in people's life such as weddings, baptisms, birthday parties, first holy communion and for any event.

The company seeks for commercial agency agreements and distribution agreements to promote the whole catalog abroad.

Description:

The company is the result of thirty years of experience developed since its foundation, and today is one of the most qualified Italian companies and a reference point in the field of reinforced concrete constructions. Its presence, with several operational offices throughout the Italian country, allows the company to have a broader vision of market trends, as well as an easier and more immediate operational processes.

Having a highly qualified and efficient managerial structure and using technicians and workers with proven skills and experience, the company is able to ensure and guarantee high performance and excellent reliability; in full compliance with safety, quality, timing and costs. The construction company is able to build large civil and industrial engineering works: facilities for communities, industrial facilities, roads, aqueducts, and so on.

In particular, the company has distinguished itself through the realization of works where it was necessary to show high quality skills. Customer satisfaction is the company's primary goal. The company's strengths are the high-quality standard recognized and appreciated by users and the completeness and perfect maintenance over time of buildings. In addition, the company has already offered its services to several Sicilian municipalities. The company is seeking for partners based in Spain, Greece, France, Germany, Austria and Latvia to establish subcontracting agreements and enter in new markets.

Advantages and Innovation: The company offers to potential partners 30 years of experience in the construction industry. In offering its services, the company uses new technologies and advanced construction techniques. The company has a consolidated experience with subcontracting agreements.

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 2010

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Certification Standards: ISO 9001:2008

Languages Spoken: English, French, Spanish

Partner Sought:

The sought partner should be a construction company or public institution looking for subcontracting services for construction projects. Consolidated experience in the construction sector is a value added.

Type of Partnership Considered: Subcontracting

Dissemination:

Restrict dissemination to specific countries: Austria, France, Germany, Greece, Latvia, Spain



Business Offer 34

POD Reference: BOIT20170210001

Summary:

Italian company, located in Patti, near Messina, in Sicily, producing artistic ceramics, hand painted floor and wall tiles for bathrooms and kitchens, stair coverings and lava stone tops for kitchens and bathrooms looks for a new distributor.

Description:

The Italian company, offers the choice of an artistic and artisan workmanship, ensuring the security of having a single piece with every purchase. The high qualified staff produces clay tableware, clay bakeware and several accessories for indoor and outdoor design such as chairs, tables, barbecues, benches and ornamental fountains.

Furthermore, the firm produces clay tiles in several shapes (20x20cm, 15x15cm, 10x10cm, 10x20cm, 5x20cm) which decorations and colors can be personalized.

The firm is also involved in processing lava stone coming from the Etna Volcano, with the realization of tops for kitchens and bathrooms. The company is looking for a new distribution channels among design studios, houseware shops, and outdoor furniture shops.

Advantages and Innovations:

Products are made with strong materials and no-toxic colors and finishing and are suitable for microwave, dishwasher and oven.

The company is able to customize dimensions, decorations and shapes of his production.

The cooking process gives to the lava stone important features of durability, anti-freezing, hygiene and stain and scratch resistance.

The production represents Sicilian colors.

Company's owner, aiming at involving young people of Patti, established a handcraft studio where to learn the art of ceramics and decoration and prepare young generations to start up their own businesses.

Partner Sought:

The company is looking for a company involved in the field of interior design, houseware distributors, partners interested in acquiring a new supplier of outdoor furniture and design studios interested in traditional floors and walls coverings.

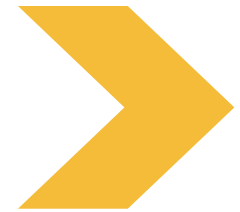
Client:

Type and Size of Client Industry SME <= 10 Year Established 2014

Turnover (euro) <1M

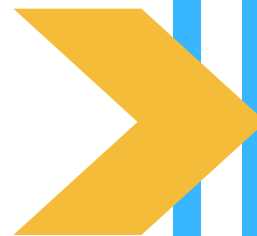
Already Engaged in Trans-National Cooperation: No

Certification Standards other Languages Spoken English Spanish.



ITALIAN PRODUCER OF TRADITIONAL CERAMIC TABLEWARE AND BAKEWARE AND INDOOR AND OUTDOOR FURNITURE LOOKS FOR DISTRIBUTION





Italian company located in Sicily, manufactures marble, lava stone, onyx and granites looks for agents and distributors



Summary:

Italian company located near Catania, on the eastern coast of Sicily, is specialised in the manufacture of marbles, granites, basalt and lava stone. Products are employed in indoor and outdoor decorations, in urban finishing and elements of art.

The company is looking for new agents and distributors in Europe and in USA.

Description:

The Italian company was founded in 1958 and is in charge of several activities concerning the field of manufacture of stones and marble such as:

- quarrying and chiseling of stones;
- import/export of stones and final products such as marble and lava stone floors and coverings;
- decorations, indoor and outdoor floors and coverings;
- urban decorations and furniture, kerbs, verges, smoothing and floor polishing, restoration of historical buildings;
- urban decor and furniture such as squares, fountains, statues and sculptures;
- swimming pools;
- elements of art.

In its work, the company employs also the Okite, which is a specially engineered surfacing material, created from the perfect combination of three elements: quartz, polyester resin and natural pigments. This material offers a high degree of quality and resistance and do not require any particular maintenance. It doesn't absorb liquids and is certified as a safe and hygienic product. Okite is employed for kitchen workshops, bathrooms, floorings and walks.

The company is looking for agents in Europe and in USA that could be able to propose a company's catalogue to design studios and show rooms or a distributor of marble and stone furniture.

Advantages and Innovations:

The company follows all customers from planning throughout budgeting phases, construction site detection up to accomplishing all stonework installations with smoothing of all stone works on any site.

Furthermore, it has the advantage to be very quick in manufacturing materials and in replying and satisfying client's needs and requirements.

Partner Sought:

The company is looking for a partner that can work as an agent for the promotion of production to design studios and show rooms.

Furthermore, the company looks for distributors of marble, stone furniture and outdoor decorations. A special interest to okite is required.

Type of Partnership Considered:

Commercial agency agreement, Distribution services agreement

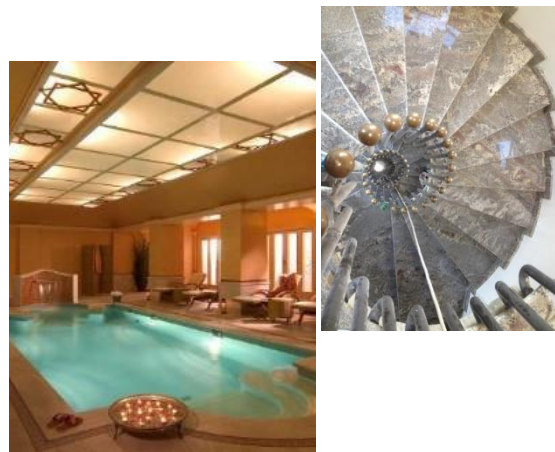
Client:

Type and Size of Client Industry: SME 11-49

Year Established: 1958

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation



Business Offer 36
POD Reference: BOIT20180315002



Italian company, processing precious marble stones, natural stones and granite, is looking for partners in Poland, Northern EU, USA, China, South Korea, Iceland and Japan to establish commercial, distribution, manufacturing and subcontracting agreements.

Summary: An Italian company, located in Palermo, processing precious marble, natural stones, travertines and granite, is looking for partners in Poland, Northern Europe, USA, China, South Korea, Iceland and Japan to establish commercial agency, distribution and manufacturing agreements. The company processes and distributes natural stones in form of slabs and finished products. The company is also interested in subcontracting construction works for facilities of any kind.



Description:

The Italian company, based in Palermo (Sicily), has been established over 60 years ago and is considered a modern leader in the processing of marble and granite, as well as natural stones for the realization of indoor and outdoor flooring, coatings, designed products for hotels, airports, public and private places. For over half a century, this family-owned company has been the first historical leading company in the Southern Italian market. Thanks to the experience acquired over the years, the company entered in various international construction markets, conquering and enhancing its own space in the restricted sector of marble industries, combining high quality, large supplies with fixed deadlines, competitive prices together with a consultancy service (pre-sales and after-sales assistance). Commercial seriousness, financial solidity and managerial skills have allowed the company to be able to manage the entire production chain, starting from the most important quarries in the world, providing superior quality blocks of marble or natural stones, up to the processing with modern technological systems. The know-how acquired over the years allows the company to provide marble and granite for the most important architectural works, from theaters to airports, from hotels to metro stations, collaborating with leading architectural firms in the world as Henning Larssen, Yishimoto, and many others.

The main important works realized by the company are: the Copenhagen Opera House, the Isetan of Tokyo, the Verdura Golf in Sicily, the airport of Catania and other. The main kind of stones processed by the company are:

- Marble. It is a “living material”, rich in personality and “unique” in all its manifestations. The enchanting shades and veins typical of marble stone features are perfectly capable of giving the rooms a noble and elegant design that draws its roots from its millennial use, making it, over the centuries, a symbol of aesthetic and cultural evolution of the ability to conceive, construct and compose beauty.
- Natural stones. Most of them are extracted from Sicilian quarries (i.e. Comiso) or are extracted on the slopes of Mount Etna (lava stone).
- Granite. In particular, the company processes the Sardinian grey granite
- Travertines of different colors and textures.

With reference to the designing of specific works requested by customers, the final result “comes to life” in the company’s design center where, using sophisticated and specific design software. It becomes possible to visualize a reproduction of the work, allowing the choice among different proposals and architectural solutions, according to the specific customer’s needs. For this reason, the technical staff is always available to provide maximum support, starting from the design phase. Samples, models and specimens are developed with extreme care in order to facilitate the choices, to define the changes and above all to deal with the problems of installation. The installation, upon request, is performed directly with highly specialized operators. Thanks to the experience gained abroad (Japan, Singapore), the company has a high level of know-how related to the most innovative trends in contemporary design, ranging from high-tech marble to ventilated walls, counting also the production of floors with patented and specially designed technologies.

The company is seeking for partners in Poland, Northern EU, USA, China, South Korea, Iceland and Japan to establish commercial agency, distribution and manufacturing agreements. The company is also interested in subcontracting construction works for facilities of all kinds (both internal and external, holy places, facilities and so on). In addition, the company is available to send sampling for the sale of finished products as well as to create showrooms in the above-mentioned countries.

Advantages and Innovations:

High quality standards (ISO 9000/ ISO14001), innovation, strong and lasting experience both in the domestic markets and in foreign markets around the world are the main advantage of the company. The company develops internally the entire production cycle, which makes it possible to obtain products that differ from those of competitors for the high precision of the executions. The high precision of the machineries and the advanced technology, together with the expertise of its staff technical-operative, they guarantee the installation of floors, coverings and finishes with a secure, exclusive and impressive effect. The solutions offered are appreciated not only in the domestic market, but also in Europe, the United States and the Far East. Among the various productions of the company, the achievements of ventilated walls, floors with patented technologies and high-tech marbles are distinguished with success.

An innovation could be related to the machinery used to process marble. A very high-pressure water jet that, managed by a specific software, allows for personalized creations and special decorative motifs that are the result of designers' ability generate the precise cut of the company's high-tech slabs.

Partner Sought:

The company seeks partners for short-term as well as long-term cooperation from Poland, Northern Europe, Northern America, China, South Korea and Japan. They are interested in manufacturing, commercial agency agreements and distribution service agreements with distributors, who would export its products.

They are also interested in subcontracting works for any type of building and/or for the realization of indoor and outdoor flooring, coatings, designed products for hotels, airports, public and private places. The company is available to send sampling for the sale of finished products as well as to create showrooms.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement, Manufacturing agreement, Subcontracting

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 2002

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Certification Standards: ISO 14001, ISO 9000

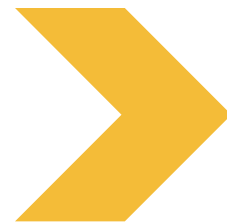


Dissemination:

Restrict dissemination to specific countries: China, Iceland, Japan, Poland, South Korea, USA

Business Offer 37

POD Reference: BOIT20170313001



Summary: Italian company, located in Sicily, (Gela, South West of Sicily) is involved in the production of traditional earthenware masonry employed not only for private building renovation but also for cultural heritage monuments and churches. The company looks for commercial and distribution agreements.

ITALIAN KILN, PRODUCING HIGH QUALITY EARTHENWARE POTTERY, LOOKS FOR COMMERCIAL AND DISTRIBUTION AGREEMENTS

Description:

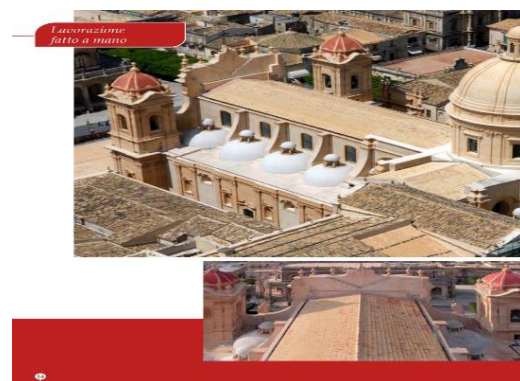
The Italian kiln has been involved in the production of high quality earthenware masonry and slats since 1922, carrying on the family tradition for clay manufacturing.

In the last years, the company has been able to combine artisan methods to sophisticated machinery, paying always attention to the quality of products.

The company offers a wide range of clay goods such as traditional "Coppo" (Sicilian clay shingle employed in roof coverings), floors, tiles, bricks and slats.

All materials have been employed in building restoration, in application of new materials and in the renovation of churches and cathedrals in Sicily and South of Italy.

The company looks for commercial agreements and distribution agreements with partners involved in the field of building materials or design studios interested in proposing a very high quality material.



Advantages and Innovations:

The company already exports abroad especially in several towns in the South of France, where coverings of tiles made with terracotta are very appreciated.

All production is treated with siloxane sealer.

The siloxane protects bricks, tiles and the whole production from water leaks, it penetrates below the surface and it will not yellow, flake or peel the products surface.

In this way masonry will maintain its original appearance.

This sealer keeps liquid water from entering into the bricks, and, since it penetrates deeply, UV rays cannot degrade the production.

Siloxane is a 100% breathable sealer: it allows interior water vapor to leave the products substrate. Other surface sealers will keep interior water vapor that needs to escape inside the coverings.

In a cold climate, water vapor trapped behind a surface sealer will freeze and cause the shingles and bricks to flake or spall. The sealer is not visible, the whole production will have the same appearance as if it were unsealed or not treated.

Partner Sought:

Type and Role of Partner Sought:

Future partners should be provided with means of transport for the withdrawal and distribution of products. The company should have a solid financial situation and has to work with accountants and architects. Furthermore, companies have to deal with restoration and recovery buildings.

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 1922

Turnover (euro): 250 - 500M

Already Engaged in Trans-National Cooperation

Dissemination:

Restrict dissemination to specific countries: Belgium, France, Germany, Greece, Japan, United Kingdom.

Business Offer 38**POD Reference BOIT20180521001**

**AN ITALIAN
COMPANY
MANUFACTURING
WEDDING
DRESSES, CEREMONY
DRESSES AND SUITS IS
LOOKING FOR AGENTS
AND DISTRIBUTORS**



Summary: An Italian company, based in the heart of Sicily, manufactures wedding dresses and ceremony dresses and suits for the most important events in people's life such as weddings, baptisms, birthday parties, first holy communion and for any event.

The company seeks for commercial agency agreements and distribution agreements to promote the whole catalog abroad.

Description:

The company has been operating in the fashion industry since 1964. Over the years, they have specialized both in the fashion and port-à-porter sectors, as well as in the manufacture of wedding and ceremony dresses, achieving great results and consolidating business relationships with the best companies in the sector. The company manufactures dresses both for women and girls, and suits for men.

With its in house line, the company aims at offering to brides with a strong personality the opportunity to dress in an elegant and refined way with a unique and cool tone.

The brand offers also several proposals for the most important occasions such as baptism, birthday parties, first holy communions but also for every kind of special need that requires a distinctive look. One of company's strengths is the internal sartorial department staffed by highly specialized personnel in the manufacture of wedding dresses and ceremony for changes and customizations required from their customers. In addition, the company offers also the image consulting service as it is important for the company taking care of their customers and completing their look. Company's creations come out from the work of skilled labor. Thanks to the participation at several international fairs and exhibitions for brides, the company has been able to have an approach to the international trade and for this reason looks for agents and distributors able to place the production in the best foreign locations. The company aims at finding agents able to promote the collection and distributors interested in increasing their catalog of products.

Advantages and Innovation:

Refined and exclusive production coming out from innovative designers.

High quality material used such as pure silk, chiffon, organza, lace, macramé, tulle and pleated fabrics.

Flexible and personalized services, tailor made production. Internal sartorial department staffed by highly specialized personal attention to environment.

Client:

Type and size of Client: Industry SME <=10

Year Established: 1964

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Certification Standards: ISO 14001 ISO 9000



Partner Sought:

Future partners are agents and distributors involved in the field of fashion and haute couture with solid business network that can be able to promote and distribute the collection in foreign countries above mentioned.

Business Offer 39

POD Reference: BOIT20171009002



Summary:

An Italian company, producer of high quality leather goods with its own brand, and retailer of the best Italian luxury leather and fashion brands is interested in finding distributors and/or agents as well as commercial agency agreement, in order to promote and sell its products in foreign markets other than those where it is already active (EU and USA) such as China, Japan and Australia.

Description:

The company, located in the South of Italy, is one of the oldest and most active companies in the Italian luxury fashion business. It is specialized in travel bags, handbags, briefcases, suitcases, fashion accessories and shoes. The company has its own production, but it also trade the best and most renowned Italian brands.

The commercial activity dates back to the late 50's, when the company started working in the leather goods sector in Sicily. In 1971 the was born the first point of sales and in the 70's there was also the opening of the first footwear stores. The process of enlarging the structure starts immediately, reaching its peak in the two following decades (1970-90) when the company reached all stages of the value chain in the footwear sector in Sicily:

- production (a factory)
- intermediation (two big wholesalers)

**AN ITALIAN
MANUFACTURER AND
RETAILER OF LUXURY
BAGS, LUGGAGE AND
FASHION
ACCESSORIES
SEEKS
DISTRIBUTION SERVICES
AGREEMENTS AND
COMMERCIAL AGENCY
AGREEMENTS**

- sales (different points of sale)
- In 2013, among the challenges of the new year, the company entered into the online sales sector. This was made in order to re-conciliate tradition with modernity, making its tradition of leather goods in Sicily accessible even outside the regional borders.

The attention to customer needs and the choice of high quality products.brands, through their own chain of shops determined not only the longevity of the company in a period of economic crisis, but even the creation of a leading business group in Sicily in the sale of leather goods, of high-end luggage, bags, footwear and accessories, proceeding with determination towards the achievement of new, more ambitious goals.



Today, the company boasts five traditional sales points to which the new virtual store is

added, a sign of the dynamism that has characterized the company since its origins. Their own production brand is a perfect combination of craftsmanship and contemporary "made in Italy" design. The company takes a great care to all the details: from leather tanning to design and final production in the factory. The company's distinctive feature lies in the design elements and luxury materials. The company also trades a wide range of products from the best Italian. Currently it is present in the US and European markets through the e-commerce website and is planning to expand its activity abroad. Particularly, the company wants to achieve the Chinese, Japanese and Australian markets through distribution or agency agreements.

The aim is to offer products made with the highest-quality raw materials and the best design. In addition, the company's products targeted people are both women and men of any age that do not want to renounce to practicality and elegance and that appreciate the accuracy and quality standards of "Made in Italy" products.

Advantages and Innovations:

The company's distinctive features and advantages are:

- the combination of luxury materials and Italian design which give a strong identification character to the company;
- the expertise and experience acquired over the years have allowed the company to achieve high quality standards;
- thanks to the wide range of produced and sold products, the company is a leading one in the field of professional and affordable luxury promoting the best "Made in Italy" brands;
- in order to establish a structured and long-lasting collaborative relationship, the company will offer to the potential partner unlimited reliability and awareness of its potentials gained by years of experience in the leather and leather-craftsmanship sectors.

Partner Sought:

The company seeks cooperation with long-term commercial agency agreements and distribution service agreements.

The partner should have experience in the luxury fashion industry and turn to high customer target. The company is looking for partners with experience in the fashion sector, interested in sharing the business and brand development vision. In addition, partners who appreciate the "Made in Italy" manufactured products and want to spread this "Made in" culture and tradition will be considered value added partners.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement

Client:

Type and Size of Client: Industry SME 11-49

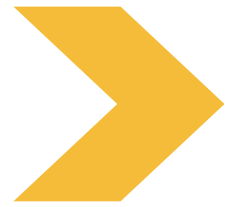
Year Established: 1959

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Languages Spoken: Arabic, English, French, German, Italian, Spanish Client

Dissemination: Restrict dissemination to specific countries: China, Japan, USA



**LOOKING FOR NEW
PARTNERS FOR
FRANCHISING
AGREEMENTS IN THE
LUXURY FASHION
BUSINESS**



Summary:

An Italian company with over 50 years of experience in luxury fashion business, is interested in finding new partners for a franchising agreement, in order to expand its activity, based on production and distribution of high-quality luxury travel bags.

Description:

The company is located in Southern Italy and it was founded by a group of young entrepreneurs of the fashion sector. It works through two product lines: multi brands and own brand. Through the first product line, this company offers the Italian luggage and a wide range of bags, handbags, briefcases, suitcases, fashion accessories and shoes of the best and most renowned Italian brands.

The other product line produces and sells luxury bags, suitcases, and other leather products with the company's own brand. In fact, the company has created and developed its own line of products, taking care of all the aspects of the production: from leather tanning to design and final production in the factory. The high-quality products are created by the perfect combination of contemporary handicraft and design, offering made in Italy products, characterized by a state of the art craftsmanship, without neglecting the Italian tradition. Each model proudly highlights its origin, as a result of a fully national production system.

The company is planning to expand its activity abroad through a franchising agreement. It is looking for partners with experience in the fashion sector, interested in sharing the business and brand development vision. The aim is to offer products made with the highest-quality raw materials and the best design. The Italian company will provide marketing and training support to help franchisee succeed.

Advantages and Innovations:

- a broad range of Italian multi brand luxury travel bags and accessories;
- a broad range of their own high quality brand products;
- a flexible and not strict franchise agreement with all the advantages related to the wide network of the multi-brand stores (e.g. promotion and publicity);
- experience in retailing and management of mono and multi-brand stores in franchising;
- a specific brand logo;
- an e-commerce platform.

Partner Sought:

The company is looking for partners interested in opening franchising mono and multi-brand stores.

Partners should be experienced in the fashion sector of their country or in franchising.

The franchise agency agreement is based on consignment sales and foresees the offer of technical assistance services and no royalties or entrance fees are required.

Type of Partnership Considered: Franchise agency agreement.

Client

Type and Size of Client: Industry SME 11-49

Year Established: 1959

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Languages Spoken: Arabic, English, French, German,

Business Offer 41

POD Reference: BOIT20180307001

AN ITALIAN COMPANY BASED IN PALERMO (SICILY), SPECIALIZED IN THE DEVELOPMENT OF SOFTWARE, IS LOOKING FOR TRADE AGENTS AND/OR DISTRIBUTORS, SERVICE AGREEMENTS IN NORTHERN AND SOUTHERN AMERICA AND SOUTHERN EUROPE



Summary: An Italian company, located in the South of Italy, has developed wireless and broadband access services (ADSL, HDSL, fiber optic) throughout the country and housing of servers. The company is not only an Internet Service Provider, but it also offers consulting services, design and implementation of telecommunications networks video surveillance systems, software development services. The company is looking for agents, distributors and service agreements to create fiduciary relationships.

Description:

This Sicilian-based young company was established in the end of 2010, but can count on over ten years of experience, both in the industrial and scientific fields, in the IT and telecommunications sectors by its founding CEO and highly qualified staff. The company is authorized to provide electronic communications services according to the Italian regulation D.Lgs. 259/2003 and is registered in the Register of Communications Operators (ROC) of the Authority for Communications Guarantees (AGCOM). The company has the ownership of a network infrastructure that allows it to provide connectivity in wireless technology throughout the Sicilian territory. It uses Wireless Hiperlan technology to local customers unable to access the ADSL services of major national operators, thus helping to reduce the digital divide and spread the broadband in many Sicilian rural areas.

The company's commercial offer provides not only wireless, but also:

- other broadband access services (ADSL, HDSL, fiber optic) throughout the country;
- hosting and registration domains;
- housing server as well as dedicated or virtual servers;

The company also offers consulting services related to the design and implementation of telecommunications networks (VoIP data and voice systems), through tailor-made solutions. The company believes in the value of investment in research and development and, for this reason, it actively participates in Italian and European research initiatives with the aim of transferring the technology and know-how developed in research projects into the products and services that the company offers to its customers.

Currently, it is a partner in one European research project, alongside important companies and universities all over Europe such as Alcatel Lucent BellLabs (France), Lusófona University of Lisbon (Portugal), Huawei Technologies Duesseldorf GmbH (Germany), University of Geneva (Switzerland) and University of Urbino (Italy). The purpose of the project is to explore the potential of having a wireless local-loop based upon a user-centric model extending the reach of a high debit and multi-access broadband.

The company is also a member of Assoproviver (that is an independent provider association) and it is accredited at the RIPE (Réseaux IP Européens Network Coordination Center) for the management of Internet resources (IPv4, IPv6 and AS Number resources). In addition, it is opening a new office in Miami to better serve the USA markets.

This Sicilian Company is one of the few Italian operators that makes it possible to use the new IPv6 protocol on its network.

Since 2014, it is present at NAMEX (Nautilus Mediterranean eXchange is Internet exchange and interconnection point among national and foreign Internet service providers and network operators). This allows the company to be directly interconnected with the main national operators and content providers (Google, Facebook, Akamai, and so on).

The company is interested in the following markets:

- public administration armed forces: to provide reliable solutions and timely assistance on ICT products and services; and design, installation and maintenance services for radio links, telephone exchanges, network cabling;
- large companies, SMEs and professional firms: to provide specialist advice and solutions for connectivity and telecommunications systems tailored to the customer, even in limited time or in critical conditions;
- family utilities: the company has dedicated to families a wide range of special offers and promotions;
- Hotel booking as well as flight booking.

The company is seeking for business partners, agents or distributors to promote its its product under a commercial agency or a distribution service agreement in Northern and Southern America and Southern Europe with reference to the tourism-related services. With reference to IT-related services, the company is interested in service agreements with business partners all over the world.

Advantages and Innovations:

The main distinctive advantages of this services provider company are:

- being able to help other operators, both locally, nationally and internationally, seeking for broadband access services, hosting and registration domains, consulting services, design and implementation of telecommunications networks, video surveillance systems and software development services;
- the tourism-related platforms have been present on the market for 15 years and have been used by the main world's largest e-commerce companies active in the travel industry such as Booking.com and Trivago.it. This is proof of high quality and trustable products;
- Proximity to the customers, transparency and trust are the values in which the Sicilian company believes in order to grow and create trusting relationships with its customers.
- listening to the customers' needs, working in close synergy with them to better meet their needs is essential for this provider. In addition, thanks to the reliable and highly qualified staff with many years of experience in various fields (in particular scientific and IT fields), the company is reliable and competent.

Partner Sought:

With reference to the tourism-related services, the future partner should have consolidated experience in the tourism industry, in particular e-commerce companies active in the travel industry.

With reference to the Information and Communication Technology (ICT) related services, the company expects to find a right agent and/or distributor involved in this field. Distributors of IT tools, IT products and services, IT agents and software wholesalers could be ideal partners.



With reference to service agreements, the company is looking for public bodies as well as private companies willing to establish long-term relationships based on the provision of consulting services, services related to the design and implementation of telecommunications networks video surveillance systems, and software development services.

Partners with high technological values will be considered value added partners.

Client:

Type and Size of Client: Industry SME <= 10

Year Established: 2010

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation.

Business Offer 42

POD Reference: BOIT20180314003

AN ITALIAN IT SPECIALIST EDUCATION AND TRAINING PROVIDER IS LOOKING FOR PARTNERS IN EU, IN THE MEDITERRANEAN AREA AND IN COUNTRIES INVOLVED IN THE EU PRE-ACCESSION ASSISTANCE TO ESTABLISH SERVICE AND SUBCONTRACTING AGREEMENTS



Summary: The company specialized in the provision of educational services and training courses (performed also in outsourcing) is looking for partners based in: EU and/or in countries involved in cross-border cooperation in the Mediterranean area (ENPI CBCMED) as well as countries engaged in the EU Pre-accession Assistance (IPA countries) to establish service and subcontracting agreements.

Description:

This Italian company, based in Southern Italy, is a training provider specialized in the provision of training services, high-level business training, staff recruitment, and the realization of corporate services (all these services can also be realized in outsourcing). The corporate headquarters are in Sicily, but the company has many branches also in Northern Italy. Company's first goal is to support and help a potential client along its path of development, providing qualified and continuous assistance especially in the choices concerning customer's training and information systems, as well as promoting and managing the development of professional and managerial skills necessary to govern the increasing complexity of business contexts. The services provided can be on-demand and can be found online (using multimedia tools that work alongside or replace the teacher). The contents, objectives, duration and cutting of courses are set by the client, and the company will take care of preparing a tailor made training offer on the basis of the indications received.

The company was established in 2004 and has progressively expanded its business acquiring various qualifications and specializations and branching out its territorial presence both at national and international level.

Company's clients usually are: public bodies, production and services holdings, companies operating in the public and private health sector and SMEs operating in various sectors. The services provided by the company include:

- Continuous education for enterprises, with a special focus on foreign language courses; Training programs for unemployed people (i.e. vocational education);
- Recruitment services (as the company is an Employment Agency for the activities of Research and Recruitment, accredited by the Italian Ministry of Labor);
- On-line courses (as the company is an e-learning center point of one of the most well-known Italian Telematic Universities).
- The training offer is addressed to various target groups: from top management to executives in companies, from professionals to technical specialists in the professional sector (employees and workers), from long-term unemployed to young job seekers.

This services provider uses quality management system in compliance with ISO9001:2008 and it is partner of the Manpower Group for the training of the staff working at Milan EXPO 2015 and offering technical consultancy to the exhibitors.

This Italian-based company is seeking for partners based in EU and/or in countries involved in cross-border cooperation in the Mediterranean area (ENPI CBCMED) as well as countries engaged in the EU Pre-accession Assistance (IPA countries) to establish service agreements as well as subcontracting agreements. The company offers and requires cooperation with other institutions (both public and private bodies) in order to create joint training courses, to exchange good practices and methodologies, and to participate in EU projects under various EU programs (Lifelong Learning Program, ENPI, EuropAid, and so on), to develop new business, In particular, the company:

- offers to European SMEs tailor-made training courses;
- offers to similar European organizations providing training courses for SMEs and public authorities, the sharing of good practices and methodologies to be applied in future training courses, and the opportunity to develop joint training courses to propose within an European network;
- with reference to the partnership in international projects, the company has a specific department working in the field of European Projects. The company is constantly looking for international partners (both public and private institutions) with which to develop joint project proposals to be submitted under various European Programs.

Advantages and Innovations:

The company can provide to potential partners its long experience in supporting SMEs with ad hoc training activities. In addition, Company's involvement in international projects is a fundamental tool to improve the quality of the company's international project. Real advantages and innovations can be found in the corporate culture. It qualifies for:

- the continuous research and innovation of services and products for training;
- the ability to combine innovative learning systems such as e-learning, outdoor, theatrical, creative, sports and artistic disciplines with traditional learning systems (classroom, on the job) thanks to various partnerships;
- the attention to the development of company skills which characterize them;
- the experiential characteristic of the proposals in order to combine theoretical approaches and concrete contexts;
- the ability to contextualize and customize the training contents to the specific needs and requests of the customer.

Company's approach is characterized by flexibility which, combined with experience and professionalism, allows it to effectively respond to the needs of diversified contexts.

Partner Sought:

The company expects to share competencies, expertise and to provide joint services to SMEs with other international partners working in the same field of competence. In this framework, three are the types of partners the company is seeking for:

- Organizations working in the field of education and training for SMEs and public institutions, with a strong propensity to research and share of good practices. The expected results of this kind of cooperation are, mainly, the production of joint training courses and of common strategies (at the European level) in the field of higher education for enterprises and public entities.

- SMEs willing to undertake training services to their staff (based on their needs).

Public and private institutions willing to participate as partners in international projects developed by the company itself; or public and private institutions looking for experienced partners in their European Projects.

Type of Partnership Considered: Services agreement, Subcontracting

Client:

Type and Size of Client: Industry SME 11-49

Year Established: 2003

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation

Certification Standards: ISO 9000:2008

Business Offer 43

POD Reference: BOIT20170523001

ITALIAN SOFTWARE DEVELOPER, LOCATED IN SICILY, IS LOOKING FOR AGENTS AND DISTRIBUTORS

Summary:

Italian company, located in Ragusa, in the South of Italy, has developed a time and attendance software for companies' employees. The company is looking for agents and distributors.

Description:

An Italian company, located in Ragusa, in the South of Sicily developed an employees time&attendance clock usable from a normal browser and compatible with the most common operative systems such as Windows, Mac or Linux.

The software is recommended to all kinds of private and public enterprises. The complete dashboard of every single employee and the management of leaves is available through a simple interface that allows also the management of leaves and overtime.

The management of shifts is really flexible, the software can be set up with different shifts in the same week or month both part-time and full-time.



Some general tasks:

- Company management and multiple departments;
- Employees master data;
- Non-working days management;
- Possibility to cancel or modify single swipes;
- Possibility to cancel the whole storage or a selected period for an employee or department;
- Internal backup;
- Integrated time clock devices management;
- Monthly copies of totals;
- Management of economic compensation between ordinary work and overtime.

The company looks for agents and distributors to propose the software, totally own developed. It is also interested in selling different kinds of employees time clock devices for badges swipes. The company has never tried to launch the software abroad and now wants to take the opportunity to enhance its visibility on foreign countries.

Advantages and Innovations:

The software is totally made in Italy. It's simple, intuitive and can be used with a normal browser. This characteristic allows it to be used also in "I Cloud" mode directly from other servers.

The software is available in English, Spanish and Italian.

The product is addressed to all kinds of companies, especially with a high number of employees.

Partner Sought:

The company expects to find a right agent and/or distributor involved in the field of Information and Communication Technology (ICT).

Future partner should be able to explain the product especially because it allows companies to save time (and money) in the organization of own employees with leaves schedules, overtime, licenses and paychecks.

Distributors of IT tools, IT products and services, IT agents and software wholesalers could be ideal partners.

Type of Partnership Considered: Commercial agency agreement, Distribution services agreement.

Client:

Type and Size of Client: Industry SME <= 10

Year Established: 1995

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation: No



Data	Entrata	Uscita	Entrata	Uscita	Entrata	Uscita	Orario Presenza	Orario Assenza	Orario Chiusura	Assenza	Assenza	Orario Chiusura	Orario Assenza	Orario Chiusura	Orario Assenza
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02 apr	07:00	14:30					08:00	08:05				08:00	08:05		08:00
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04 mar	08:02	14:30					08:00	08:30				08:00	08:30		08:00
05 mar							08:00	-				08:00	-		08:00
06 mar							08:00	-				08:00	-		08:00
07 mar	08:02	14:30					08:00	08:00				08:00	08:00		08:00
08 mar	08:02	14:30					08:00	08:00				08:00	08:00		08:00
09 apr	08:02	14:30					08:00	08:05				08:00	08:05		08:00
10 mar	10:00	14:30					08:00	04:00				08:00	04:00		08:00

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Elenco

Descrizione	Tipo	Codice da T.	Codice	Compensazione
STRAORDINARIO	Extra		STRA	+
PERMESSO PERSONALE	Assenza	0001	PERM	-
FERIE	Assenza		FERIE	
MALATTIA	Assenza		MALA	
INFORTUNO	Assenza		INF	
PERM. NON RETRIBUITO	Assenza		P.N.R.	
FESTIVITA' NON LAVORATA	Assenza		FEST.	
FESTIVITA' LAVORATA	Presenza		FESL	
SFRUTTAMENTO ESTERNO	Presenza	0002	SERV	

Dettaglio

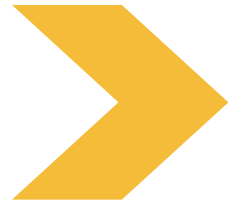
Giustificativi: PERMESSO PERSONALE

Tipo: Assenza

Codice da Terminale: 0001

Codice: PERM

Compensazioni: -



**ITALIAN COMPANY,
DEVELOPING AN
INNOVATIVE X-RAY
DIGITAL INTERFACE IS
LOOKING FOR
MANUFACTURING
AGREEMENTS,
COMMERCIAL AND
DISTRIBUTION
AGREEMENTS.**

Summary:

Italian company, located in Palermo, manufactured an innovative easy-to-use machine for the digital x-ray.

The company seeks companies for manufacturing agreements and agents and distributors working in the field of X-ray medical radiology able to develop the business abroad.

Description:

The company is on the market with more than 30 years of experience in the specific field of radiology and strengthens engagement and its know-how acquired, in the continuous research for advanced technological solutions aiming at social welfare and public healthcare improvement.

The device integrates (all in one), as many as 4 types of equipment which are, normally separated from each others:

- 1) Control desk x-ray high tension generator;
- 2) Tube stand - bucky table;
- 3) Universal multipurpose tube stand;
- 4) Vertical bucky.

The equipment is technologically advanced with a digital detector for direct acquisition of x-ray images (flat panel detector - direct radiography) and view the x-ray images directly on the touch-screen monitor located on the control console unit.

The equipment is also able to save energy through a save energy device called capacitor battery system. It is particularly recommended for all general radiology purpose and stretcher first aid.

The company is looking for industrial manufacturing agreements and commercial or distribution agreements.

Advantages and Innovations:

Priorities of the company are planning, research and technological innovation. The company is oriented to the good enough design, simplicity and technology. Through the Technical Assistance Service (S.A.T.) the company follows customers on their specific needs, providing appropriate technical advice on any technology upgrades and/or regulatory compliance of safety and prevention regulations, including proposals for contract maintenance and service technique, even in the formula "global service".

Partner Sought:

The company is looking for a manufacturing agreement and a commercial or distribution agreement with partners involved in the field of distribution of medical devices especially x-ray equipment.

Client:

Type and Size of Client Industry SME <= 10
Year Established 1986
Turnover (euro) 1 - 10M
Already Engaged in Trans-National Cooperation
Certification Standards: ISO 14001:2004, ISO 9000

Dissemination

Restrict dissemination to specific countries: Brazil, China, Egypt, India, New Zealand, Peru, Russia, Tunisia

Business Offer 45**POD Reference: BOIT20180423001**

Sicilian provider of integrated tools for refrigeration and water treatment plants seeks service agreements in Croatia, Peru, Russia, Albania and Malta



Summary: An Italian company, based in Sicily, provides a variety of innovative equipment and tools related to the management and efficiency of refrigeration, air conditioning and water treatment plants. It is looking for partners for service agreements in Croatia, Peru, Russia, Albania and Malta.

Description: The Sicilian company is specialized in providing integrated systems for the management and efficiency of refrigeration, air conditioning and water treatment plants. Thanks to over 30 years of activity in the plant engineering sector, today the company is able to offer tailor-made solutions to meet customers' needs. Company's targets are firms interested in having lower operating and in saving costs and wanting to increase the energy efficiency as much as possible. The company studies, designs and implements complex and non-complex systems to guarantee balance, well-being and energy savings in the management of air conditioning, refrigeration and ventilation. Over the years, it has selected Italian reliable partners, that are leaders in the sector, to guarantee certainty when establishing the time of installations in line with the highest quality standards.

In particular, the company provides the following proposals:

- Designing and maintaining HVAC systems (Heating, Ventilation and Air Conditioning);
- Designing plants and solutions for water treatment in the industrial and commercial sectors;
- Remote monitoring and automation of HVAC systems;
- Energy performance services;
- Facility Management services.

The company already cooperates with many national as well international banks such as Intesa San Paolo bank, Credem, Carige, Unicredit. The company cooperates also with technical installers dealing with households installations and commercial activities.

The company is looking for companies interested in stipulate a service agreement in Croatia, Peru, Russia, Albania and Malta.

Advantages and Innovation:

The company has over 30 years of activity in the plant engineering sector, which let it be able to provide tailor-made solutions according to client's needs. The portfolio offered will save costs and increase, at the same time, the energy efficiency as much as possible. Installations are delivered at short notice.

Partner Sought:

The company is looking for partners willing to reduce their costs without giving up on the performance efficiency.

Type of Partnership Considered: Services agreement

Client:

Type and Size of Client Industry SME ≤ 10

Year Established: 2003

Turnover (euro) 1 - 10M

Already Engaged in Trans-National Cooperation

Certification Standards EN 303-5

Dissemination:

Restrict dissemination to specific countries: Albania, Croatia, Malta, Peru, and Russia.

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