



SICINDUSTRIA

27 INTERNATIONAL BUSINESS OFFERS

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A Sicilian company offers technical and official assistance for the organization of conventions and conferences all over the world through service agreements

Business Offer 1

POD Reference: BOIT20181128003

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, hostesses 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 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 beyond national borders.

Advantages and innovations

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.

Client

Type and Size of Client:

Industry: SME <= 10 Year

Established: 1997 Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Language spoken: English, French, German, Russian.

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

Business Offer 2

POD Reference: BOIT20181128005

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 characterized 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.

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;
- food 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 and it 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.

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.

Italian company, leader in the distribution of aluminium profiles, offer subcontracting activities and joint venture

Business Offer 3

POD Reference: BOIT20180924002

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.

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 and 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.

Client

Type and Size of Client: Industry SME11-49

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, Switzerland.

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.

Business Offer n 4
POD Reference: BOIT20181128001

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 customers 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.

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.

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

Business Offer 5

POD Reference: BOIT20180423001

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.

Client

Type and Size of Client Industry SME <= 10

Year Established 2003

Turnover (euro) 1 - 10M

Already Engaged in Trans-National Cooperation Yes Certification Standards EN 303-5

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

Dissemination

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

An Italian organic producer of durum wheats, based in Ragusa (Sicily), seeks distributors and/or agents

Business Offer n 6

POD reference: BOIT20180322001

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 most 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 very 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 to obtain 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: yes

Language spoken: English



An Italian producer of organic and traditional wines is looking for distributors and/or agents to establish cooperation agreements

Business Offer 7

POD Reference: BOIT20180330001

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

Language spoken: English

Already Engaged in Trans-National Cooperation: yes



An Italian company manufacturing wedding dresses, ceremony dresses and suits is looking for agents and distributors

Business Offer 8

POD reference BOIT20180521001

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 catalogue abroad.

Description

The company has been operating in the fashion industry since 1964. Over the years, they have specialized both in the fashion and prêt-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.. 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

Advantages and Innovation

High quality material used such us pure silk, chiffon, organza, lace, macramé, tulle and pleated fabrics. Flexible and personalized services, tailor made production. Attention to environment.

Client

Type and size of client: Industry SME <=10M

Year of establishment: 1964

Turnover (euro): <1M

Already engaged in Transnational 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 networks.



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

Business Offer 9

POD Reference: BOIT20180521002

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.

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..

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 are 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

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



Italian winery, based in Sicily, is looking for agents and/or distributors to expand its distribution chain in European

Business Offer 10

POD Reference: BOIT20180321001

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.

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

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

Business offer 11

POD reference: BOIT20180514001

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 Destinations Management Company (DMC), which offers several logistics services in their destinations sit-in 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 travellers, 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 travellers 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 organised 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 Sicanians. 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' 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, Czechia, Germany, Latvia, Lithuania, Sweden, USA.



An Italian producer of organic extra virgin olive oil, based in Sicily, is looking for distributors, importers and/or commercial agents

Business Offer 12

POD Reference: BOIT20180423003

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 particularly interested in partners already well-introduced in the HoReCa chains (Hotels, Restaurants, Catering/Cafè), in large-scale distribution systems, 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 particular 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



Italian winery, based in Palermo (Sicily), is looking for agents and/or distributors to establish cooperation agreements

Business Offer 13

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, Cafè/Catering) and large-scale distribution chains

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

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 are: 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



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

Business Offer 14

POD reference BOIT20180315001

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

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.

Business Offer 15

POD Reference: BOIT20180315002

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 Larsen, 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.

Italian company dedicated to the production of fish preserves and semi-preserves is looking for distributors in European and non-European countries

Business Offer 16

POD reference BOIT20180314001

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 pastes 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 pastes 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 "cajonata" 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 cajonata 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 the 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 company based in Palermo (Sicily), specialized in the development of software, is looking for trade agents and activities in outsourcing in Northern and Southern America and Southern Europe

Business Offer 17

POD reference BOIT20200515001

Summary

An Italian company, has developed wireless and broadband access services (ADSL, HDSL, fiber optic) throughout the country and housing of servers. The company is not only a 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 to create fiduciary relationships and outsourcing activities in Northern and Southern America and in Southern Europe.

Description

The young company was established at 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.Lgls. 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.

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.

The company is also a member of Assoprovider (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 agents to promote its product under a commercial agency in Northern and Southern America and Southern Europe and activities in outsourcing.

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

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 (activities in outsourcing)

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

Furthermore the company aims at promote its services so agents will be welcomed.

Type of Partnership Considered

Commercial agency agreement Distribution services agreement, Services agreement.

Client

Type and size of the client: Industry SME <= 10M

Year established: 2010

Turnover (euro): <1M

Already engaged in transnational cooperation

An Italian construction company, based in Sicily, offers subcontracting services to companies located in Spain, Greece, France, Germany, Austria and Latvia

Business Offer 18

POD Reference: BOIT20200520003

Summary

Italian construction company based in Sicily is looking for partners in Spain, Greece, France, Germany, Austria and Latvia to establish subcontracting agreements. The company is able to offer a wide range of professional construction services at affordable prices and using new technologies.

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 company's primary goal. 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.

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

Client

Type and size of the client: Industry SME 11-49

Year established: 2010

Turnover (euro): 1-10 M

Already engaged in Transnational Cooperation

Certification standards: ISO 9001:2008

Language spoken: English, French, Spanish.

Dissemination

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

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

Business Offer 19

POD Reference: BOIT20200515002

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 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 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.

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

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

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 agreements

Business Offer 20

POD Reference: BOIT20200518002

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.

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

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

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 subcontracting agreements

Business Offer 21

POD Reference: BOIT20200521004

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 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.

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

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

Business Offer 22

POD Reference: BOIT20200515003

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 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 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 seeks distributors for its gluten free organic bakery products and flours

Business Offer 27

POD Reference: BOIT20190726001

Summary

An Italian company, based in Sicily, is specialised in the production of artisanal gluten-free bakery products and flours, including a wide variety of local specialities. The company is looking for distributors to develop a new network abroad.

Description

The Sicilian company, born in 2008 as a family company and factory, is located in Palermo and is involved in the production of artisan gluten-free bakery products and flour mix. During the years it has been able to merge the Sicilian food excellence and the gluten-free products giving to consumers the possibility to bake at home gluten-free bread, pizza and Sicilian typical gastronomy. Recently, the company added a new organic production line with 4 flours blends. From the beginning, the company received the approval of the Italian Ministry of Health for its lines of products. The aim of the company is to provide a wide range of proposals based on nutritional and caloric content, this is why the staff is always dedicated to research and testing a huge variety of cereals and a large number of recipes. Few years ago, the company started to produce and ship frozen food to take advantage from low temperature maintaining freshness and flavors. The production includes bread, italian "focaccia", breadsticks, pizza, sicilian deli like rice balls, gluten free sandwiches, organic bread mix flour, fresh pasta mix, bread loaf mix, pizza mix flour, cakes mix flour, fresh pasta mix, puffy pastry mix, breadsticks mix, eggs free cake mix. As regard frozen food, the company produces different types of sweet and salty snacks like pizza, sicilian puff pastries, croissants, cannoli, rice balls, brioches, Christmas and Easter sweets, biscuits. All the production is gluten free. The company is looking for distributors interested in gluten-free products able to distribute fresh and dry products to small supermarkets and fine stores.

Advantages and Innovations

The company is certified by the Ministry of Health with the implementation of company control plan according to the european regulation 852/2000 on food hygiene. Company's staff follows strict procedures 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 in each productive lotto to avoid any presence of gluten.

Partner Sought

Future distributors have to be prepared on the gluten free world and in particular on the number of companies already present on the gluten free market of that country, as well as their production quality and prices.

Client

Type and size of the client: industry SME <=10

Year established: 2008

Turnover (euro): 1-10M

Already engaged in transnational cooperation: yes

Language

spoken:

English,

Italian

Italian company, specialized in the production of smoked fish products, seeks distributors and partners for manufacturing agreements

Business Offer 30

POD Reference: BOIT20190718005

Summary

An Italian producer of smoked fish products including salmon, tuna swordfish and seasoned fish products seeks distributors and partners for manufacturing agreements. The production is packaged in several shapes and sizes in order to be employed both in gourmet stores and little supermarkets or in the ho.re.ca. channel.

Description

An Italian company, based in Sicily, is specialized in the production of smoked fish products (in particular in the processing of swordfish, tuna yellow and salmon) and always committed to the development and research of new products.

The company produces:

- Smoked salmon;
- Smoked tuna;
- Smoked swordfish;
- Seasoned trio.

It produces exclusively according to the traditional method: dry salting and traditional cold smoking by hanging, without the employment chemical product. The only ingredients used are fish, salt, cane sugar, beech wood smoke and spices. In order to guarantee high quality, all stages of the production process, from procurement to delivery, are tracked and subjected to sanitary and laboratory checks. It offers customized packaging service, thanks to consolidated collaboration with several packaging companies. The company is looking for distributors and partners for manufacturing agreements with private labels.

Advantages and innovations

The Sicilian company ensures high quality products thanks to a traditional production method without the employment of any chemical product and paying particular attention to microbiological, chemical and organoleptic control of the production chain. The company is also able to offer a tailor made packaging service, boasting consolidated collaborations with several packaging companies.

Partner Sought

The company is looking for reliable distributors with a good customer base and able to work independently regarding the consequent shipment. It is preferable that partners are involved in large-scale retail trade in order to share price policies that are convenient for both the parties. Furthermore, partners for manufacturing agreements in private labels are required.

Client

Type and size of the client: industry SME 11-49

Year established: 1996

Turnover (euro): 1-10M

Already engaged in transnational cooperation: no

Language spoken: English, Italian, Spanish

An Italian company, organic olive oil and pesto producer, seeks distributors and companies for manufacturing agreements

Business Offer 31

POD Reference: BOIT20190716001

Summary

An Italian based company, located in Sicily, produces organic extra virgin olive oil, green olive pâté, pestos and sun-dried tomatoes. The company already exports its olive oil in the USA and is looking for new distributors to expand its business. Furthermore the company looks for partners for manufacturing agreements with private label.

Description

The company, located 80 km from Palermo, has an area of 18 hectares. The main product is an organic extra virgin olive oil coming from 100% hand harvested Sicilian olives (80% Cerasuola, 20% Biancolilla qualities). The olives are cold pressed and stocked in a steel silo in dark and dry atmosphere.

The oil produced has a medium intensity fruity flavour, the colour is a strong green and satisfies every taste.

Among the other products the company can count:

- green olive pâté;
- basil pesto;
- tomato pesto;
- oil sun-dried tomatoes;
- sun-dried tomatoes stuffed with breadcrumbs, garlic, salt, pepper and lightly fried.

The company is interested in finding new distributors of fine stores and ho.re.ca. channels for a long term cooperation. The interest is directed also to manufacturing agreements for private label requests. The company is not interested in exclusive rights.

Advantages and Innovations

The company is certified as organic producer in Europe and is provided with equivalent certification in the USA, where it exports. The production is completely trackable and additives are not included in the products.

Partner Sought

Company's new partners should be distributors involved in the agri-food sector, preferably in fine stores distribution and ho.re.ca. channels for long term cooperation. The company seeks companies interested in private label procedure for manufacturing agreements. It does not offer exclusive rights.

Client

Type and size of the client: industry SME <=10

Year established: 2015

Turnover (euro): <1M

Already engaged in transnational cooperation: no

Language spoken: English, Italian.

Italian company from Sicily cultivating aromatic herbs used for producing digestive liqueurs seeks distributors

Business Offer 32

POD Reference: BOIT20190408003

Summary

An Italian company cultivates and produces blends of aromatic herbs and uses them for the production of natural digestive liqueurs, infusion products without additives and colourings. The company obtained several awards for its special products made with Goji Berries and Ginseng. The company is looking for distribution agreements in Europe.

Description

Italian company, based in Cefalù, 80 km far from Palermo, in Sicily, cultivates aromatic and officinal herbs which are transformed into blends employed for the production of aperitifs, bitters and liqueurs. The company produces the liqueurs itself for the national and the international markets in two factories, one in Palermo for the national market, and the second one in Trieste for the international one. The company has already had spot negotiations with Austria, Germany and with some East Europe countries. Now it's interested in new long term distribution channels. The company aims at selling the bitters and the liqueurs made with Goji Berries or the Mannolu, made with the Manna from Madonie park (Manna is a natural product which comes out from an incision made to ash trunks and is rich of qualities, like the facilitation of the digestion) and products made with the combination between aromatic and officinal herbs and ginseng roots through distributors. The Mannolu, which is a new product, is an excellent and genuine elixir with high beneficial organoleptic properties. It is a totally natural liqueur and does not contain additives and dyes and it is produced strictly with exclusive products which are made in sicily. The company is open to exclusive contracts.

Advantages and Innovations

The production is totally homemade following old recipes, so that it is possible to taste the real and old sicilian flavors with a touch of class and novelty. In 2008 the liqueur made with Goji Berries won the gold medal at the World Spirit Award in Austria. In 2017 and 2018 the products made with Manna won a "Silver Medal 3 Stars" during the Konradin Selection in Germany.

Partner Sought

Future partners should be distributors for little supermarket chains and/or fine stores. The company aims at placing its products in gourmet boutiques. The company is interested also in exclusive contracts for those distributors that want to make this proposal.

Client

Type and size of the client: industry SME <=10

Year established: 2005

Turnover (euro): <1M

Already engaged in transnational cooperation: no

Language spoken: English, Italian, German.

An Italian winery, located in Sicily and producing high quality products, looks for distribution service agreements

Business Offer 33

POD Reference: BOIT20190408002

Summary

Italian winery located in Marsala, in the province of Trapani, Sicily, has its own vineyards and produces organic and conventional high quality red, white and rosé wine.

Description

The Italian winery, built in 1904 in the heart of the traditional Marsala's wine-cellar area, owns more than 120 hectares of vineyards located on a group of hills on the east of Marsala (Sicily) and has been producing high quality wine since 2004. The company is involved in the production of conventional and organic white, red, rosé, sparkling, liquors and a little production of olive oil from olives coming from the Belice Valley.

Among the red:

- Cabernet Sauvignon,
- Nero d'Avola,
- Sirah,
- Merlot,
- Frappato,
- Perricone.

Among the white:

- Chardonnay,
- Catarratto,
- Grillo,
- Inzolia,
- Grecanico

The company produces also a line of Marsala. The company combines the best union between activities for wine lovers and the ones related to the enjoyment of Sicily nature, as matter of the facts the business foresees also open days to wine lovers with the organization of guided tours that allow both experts and the less experienced visitors to enjoy a unique and refreshing experience. The company is interested in distribution agreements in Albania, Germany, Spain, France and United Kingdom to increase the business abroad.

Advantages and Innovations

What distinguishes the company is the combination of tradition and competence, with a look into the future. The mission statement is indisputable: pass down to every bottle the values of the tradition creating modern expression of Sicilian wines with devotion to details and emphasis to quality. The company actually exports in more than 30 foreign countries. The grapes are cultivated exclusively with counter-espalier with guyot type of pruning. The establishments are run completely dry and have a planting density ranging from 2500 to 5000 plants per hectare. The yield per hectare is between 5000 and 10000 kilograms. Furthermore the company open the doors of the winery to all wine lovers offering several kind of wine taste moments, for a perfect combination between wine and sicilian typical food.

Some numbers of the winery:

Surface - 7000 square meters (3500 indoor);

Bottling capacity - 3000bts/h;

Total capacity - 18.000 HI in temperature controlled stainless steel basins;

In wood refining capacity - 200 barriques, 150 tonneaux.

Partner Sought

The company looks for distribution service agreement. In particular, the company looks for an importer. It hopes to find a partner who can represent the wine in his country. Future partners should be provided with equipments for wine storage. The company looks for distribution service agreements in Albania, France, Germany, Spain and United Kingdom.

Client

Type and size of the client: industry SME 11-49

Year established: 2004

Turnover (euro): 1-10M

Already engaged in transnational cooperation: yes

Language spoken: English, Italian.

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