



Italian company specialized in the production and trading high quality olive oil and other vegetable oils, is looking for distributors and commercial agreements

POD Reference BOIT20200619001

SUMMARY

The Italian company specializes in the production and sale of high quality extra virgin olive oil and other vegetable oils such as sunflower oil, grape seed oil, pomace oil, soybean oil.

It offers a wide range of products, ranging from award-winning olive oils with their own brand to the most competitive oils in terms of price on the market. The company, able to combine the old traditional production techniques with the new technologies, is looking for distributors and commercial agreement

DESCRIPTION

The company is located in the South of Italy and has been on the market for over 50 years, exports to various countries, both in the EU (Germany, the Netherlands, Poland, France etc.) and outside the EU, (Canada, Hong Kong, Japan etc.).

The company specializes in the production and sale of high quality extra virgin olive oil and other vegetable oils such as sunflower oil, grape seed oil, pomace oil, soybean oil.

The value proposition that the company offers guarantees the best quality of products at the best price accompanied by attentive customer service.

L'azienda has a wide range of high quality oils and packaging solutions to choose from based on the target price and personalization needs of the potential partner.

the entire production process is completely focused on innovation, starting from the olive oil fields (where the company is implementing IT technologies) to the bottling structures and logistics solutions. This creates value for customers and for the company.

The company is looking for distributors and counted on commercial agreements to expand the distribution of products abroad.

Its targets are preferably the Horeca channel, high-quality large-scale distribution and excellent restaurants, therefore a niche market

The company is part of a consortium of companies in the sector whose product has been given the Recognition of D.O.P. (Protected Designation of Origin); the recognition process began in 1992 thanks to a law passed by the European Union.

The product is certified with AIAB CERTIFICATION; KASHER CERTIFICATION OF QUALITY ACCORDING TO UNI EN ISO 9001; STANDARD CERTIFICATION NOP-USDA

ADVANTAGES AND INNOVATIONS

The company can offer great reliability and competitive prices.

It offers high quality products and a valuable combination of craft traditional techniques and modern technologies.

The company is very careful about each stage of production process: from the search of raw materials to the final products.

The company already supplies with its products many important Italian and foreign restaurants.

TYPE AND ROLE OF PARTNER SOUGHT

The company is looking for distributors of high quality and niche food products, in particular extra virgin olive oil and the like, which sell to specialized shops, excellent restaurants and also to the HORECA channel and to the large-scale quality distribution.

Si richiede reliability, knowledge of the business, aware of distribution channels, interested in high quality products.

Type and Size of Partner Sought SME <10

SME 11-50

SME 51-250

Type of Partnership Considered Commercial agency agreement

Distribution services agreement

CLIENT

Type and Size of Client Industry SME 11-49

Year Established 1923

NACE Keywords C.10.4.1 Manufacture of oils and fats

Turnover (euro) 10 - 20M

Already Engaged in Trans-National Cooperation Yes

Certification Standards ISO 1000

Languages Spoken Chinese

English

Italian

Client Country Italy

DISSEMINATION

Restrict dissemination to specific countries

China

India

Indonesia

Japan

Taiwan

USA

Vietnam