

Italian SME seeks trade partners for its fresh truffles and high-quality artisanal truffle products

Summary

Profile type	Company's country	POD reference
Business Offer	Italy	BOIT2022110010
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Commercial agreement	• World
Contact Person	Term of validity	Last update
Rita DEDOLA	17 Nov 2022 17 Nov 2023	17 Nov 2022

General Information

Short summary

An SME located in Umbria's famed truffle territory specializes in supplying fresh truffles and truffle products. The company seeks trade partners in other countries through an agency or distribution agreement. It also offers private label production through a supplier agreement.

Full description

The Apennine mountains of central Italy, where the SME operates, are famous for their abundant forests and water, and for the purity of air and soil. These conditions make it a heartland for high-quality fresh truffles, and recipes using truffles are a feature of traditional cuisine in this part of Italy.

The company uses artisanal methods to carefully harvest truffles, which are guaranteed to be genuine and of superior quality. It produces more than 40 types of truffle sauces, condiments, spreads, creams and other products, using fresh truffles. Its range of products and packaging sizes can satisfy retail or the food service channels.

In order to increase its international presence, the company wishes to enter into distribution and commercial agency agreements with partners outside Italy.

The company also offers its expertise, raw materials and production capacity to prepare private-label products, through a supplier agreement.

Advantages and innovations

The company regularly introduces new products to attract a wide range of consumers and satisfy both traditional and more epicurean tastes, and it employs innovative packaging and original combinations of ingredients. Latest new products include truffle coffee, truffle tea and single-serve truffle sauce.

The company is International Featured Standards (IFS), FDA (United States Food and Drug Administration) and Hazard Analysis Critical Control Point (HACCP) certified.

Most of the products are Vegan, Halal and Kosher certified.

Some products have a SID code (Submission Identifier, an FDA registration).

Company has the Chinese GACC registration (China Customs Registration For Overseas Food Manufacturer, Exporter) (CITA No)

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 15: Life on Land**
- **Goal 12: Responsible Consumption and Production**

Partner Sought

Expected role of the partner

Several kinds of partners are sought: commercial agents and distributors, to introduce the truffle products to new markets, and partners (restaurant chains, food wholesalers, gourmet shops, etc.) for production of truffle-based sauces, oils, creams, condiments and other products (also under private-label).

Type of partnership

Supplier agreement

Commercial agreement

Type and size of the partner

- **SME 11-49**

Dissemination

Technology keywords

- **08001003 - Food Packaging / Handling**
- **08001004 - Food Processing**

Targeted countries

- **World**

Market keywords

- **007003005 - General food products**

Sector groups involved