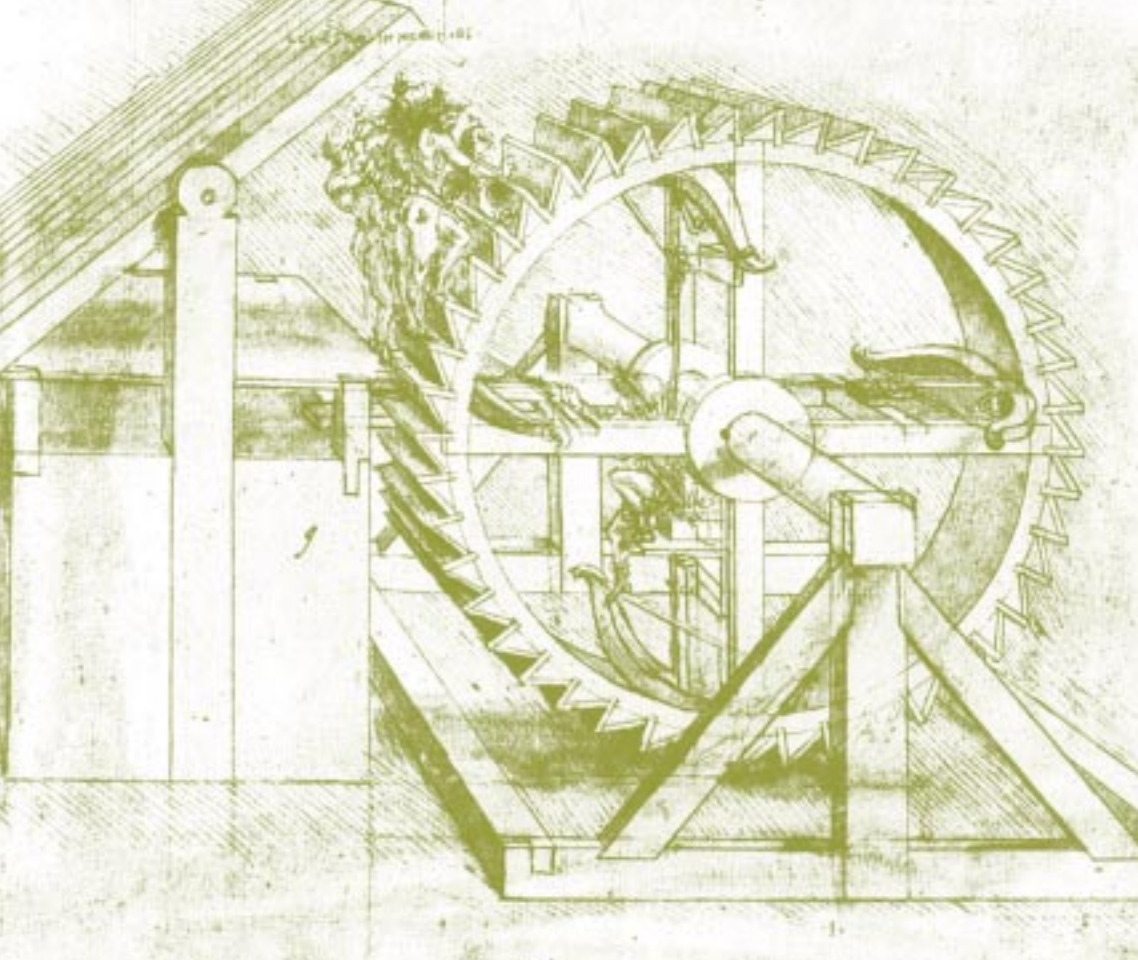


FEBRUARY
1999
n.1

Newsletter



Italian Trade
Commission-ICE



Italian

food

processing

technology

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ITALIAN INSTITUTE FOR FOREIGN TRADE (I.C.E.)

THE ITALIAN INSTITUTE FOR FOREIGN TRADE IS THE PUBLIC AGENCY TO WHICH THE ITALIAN GOVERNMENT ASSIGNS THE PROMOTION OF EXCHANGES BETWEEN ITALY AND FOREIGN COUNTRIES. THE INSTITUTE ALSO OFFERS SERVICES AND TECHNICAL ASSISTANCE TO PUBLIC AND PRIVATE CUSTOMERS. SERVICES OFFERED BY THE ITALIAN INSTITUTE FOR FOREIGN TRADE COVER FIVE AREAS: TRAINING, INFORMATION AND ASSISTANCE TO THE ENTERPRISES, PROMOTION AND DEVELOPMENT OF THE EXCHANGES, TECHNICAL SERVICES FOR THE AGRO-FOOD SECTOR.

TRAINING IS OFFERED THROUGH COURSES THAT THE INSTITUTE ORGANIZES ON THE TECHNIQUES OF FOREIGN TRADE. THIS ACTIVITY IS INTENDED BOTH FOR ITALIAN AND FOREIGN FIRMS.

INFORMATION IS OF VITAL IMPORTANCE TO THE ENTERPRISES: THE ITALIAN INSTITUTE FOR FOREIGN TRADE OFFERS PUBLICATIONS WHICH ILLUSTRATES THE CHANNELS THROUGH WHICH ITALIAN PRODUCTS MAY BE SOLD ABROAD, THE CURRENTS OF INTERNATIONAL FLOWS AS WELL AS THE LEGISLATION THAT DISCIPLINES FOREIGN EXCHANGES.

THE COUNTRY GUIDES OFFER INFORMATION ON INDUSTRIAL AND COMMERCIAL STRUCTURES, DISTRIBUTION CHANNELS, CONDITIONS FOR IMPORTS, INVESTMENTS AND CURRENT LEGISLATION.

THE INSTITUTE ALSO PROVIDES STATISTICS AND CONDUCTS SURVEYS ON MARKETS AND COMMODITIES, EVEN BY ASSIGNMENT, AND SUPPLIES INFOR-

MATION CONCERNING REGISTRATION AT NATIONAL AND INTERNATIONAL FAIRS AND SPECIALIZED EXHIBITIONS.

TECHNICAL AND COMMERCIAL ASSISTANCE IS CARRIED OUT FOR THE MOST PART, BECAUSE OF THEIR KNOWLEDGE OF THE MARKET AND THE LEGISLATION OF THE COUNTRY, BY THE INSTITUTE'S 70 OFFICES ABROAD.

PARTICULARLY, THESE OFFICES MAY FIND PARTNERS OR LOCAL AGENTS INTERESTED IN THE DISTRIBUTION OF ITALIAN PRODUCTS, MAY ORGANIZE MEETINGS WITH FOREIGN ENTREPRENEURS, MAY REPORT ON OFFERS BY ITALIAN FIRMS TO FOREIGN PARTIES, AND MAY GIVE ALL NECESSARY INFORMATION ON PARTICIPATION TO TENDERS FOR CONTRACTS. IN THE COUNTRIES WHERE THEY OPERATE, THESE OFFICES ASSIST LOCAL FIRMS IN ESTABLISHING TRADE LINKS WITH ITALIAN COMPANIES. FURTHERMORE, THEY CAN SELECT LOCAL PROFESSIONALS FOR TECHNICAL CONSULTING.

AS FOR PROMOTIONS, THE INSTITUTE ORGANIZES PUBLICITY CAMPAIGNS FOR SINGLE LINES OF PRODUCTS AND PERFORMS DIRECT MARKETING AT POINT OF SALE.

FURTHERMORE, IT SELECTS THE BUSINESSPEOPLE TO BE INVITED ON THE OCCASION OF FAIRS IN WHICH ITALIAN PRODUCTS ARE REPRESENTED, AND SUPPLIES TO THE PARTICIPANTS, TECHNICAL AND MARKETING ASSISTANCE BEFORE, DURING AND AFTER SUCH SHOWS.

INTRODUCTION

"GIVEN THE INCREASED INTEREST BY ITALIAN FIRMS IN THE CANADIAN MARKET, THE ITALIAN INSTITUTE FOR FOREIGN TRADE (I.C.E.) HAS DECIDED TO PRODUCE THIS SPECIAL EDITION NEWSLETTER.

THE MAIN GOAL OF THIS PUBLICATION IS TO PRESENT THE CANADIAN BUYER OF FOOD PROCESSING MACHINERY WITH A USEFUL AND EASY TO FOLLOW GUIDE TO THE "MADE IN ITALY" TECHNOLOGY.

THE 13 PARTICIPATING FIRMS HAVE TAKEN THE OPPORTUNITY PRESENTED BY THIS NEWSLETTER TO INTRODUCE THEMSELVES TO POTENTIAL CANADIAN COUNTERPARTS OR TO REAFFIRM THEIR COMMITMENT TO THIS IMPORTANT MARKET."

PROFILE OF THE ITALIAN FOOD MACHINERY INDUSTRY

1998 resulted in a positive year for the Italian food processing industry. The production of machines for food processing and of other equipment for the food industry, such as espresso coffe machines, food slicers, industrial and commercial refrigerating equipment and components, totalled, in 1998, 5,550 billion liras (5.1 billion dollars).

Export reached 66% of the total production value.

The table published shows the production trend in the past two years and a forecast for 1999 for food processing machinery.

FOOD PROCESSING EQUIPMENT PRODUCTION TREND

-Millions of Canadian dollars

-Source: Anima Economic Department

	1997	1998	1999*
TOTAL	2,204	2,212	2,264
Machinery and plant For flour mills, foddermills, silos	370	388	388
Ovens, machinery for bread, biscuits, pastries and pizza	720	757	795
Machinery and plant for spaghetti maccaroni, snacks etc.	340	351	351
Machinery for confectionary, sweets, cocoa, chocolate etc.	181	126	126
Machinery for fruits and vegetables processing	276	282	296
Machinery for meat processing	305	305	305
*Forecast			

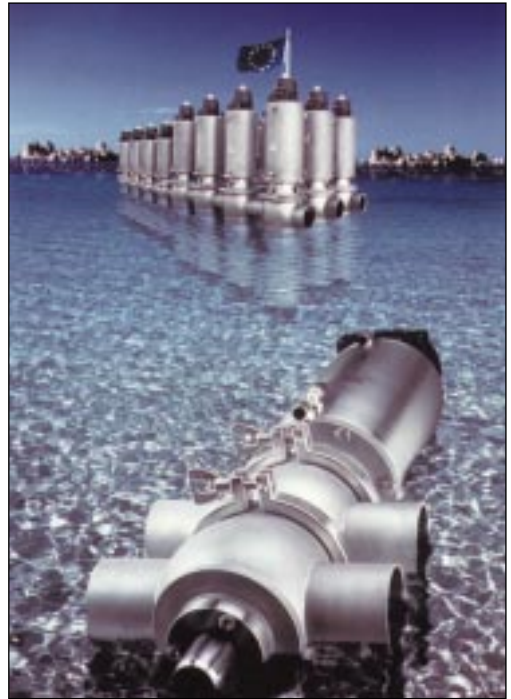


BARDIANI VALVOLE S.P.A.

Via G. di Vittorio 30/b
43045 Fornovo di Taro (Pr)
Tel: 0525/400044
Fax: 0525/3408
e-mail: bardiani@bardiani.com
Internet: www.bardiani.com
Contact: Mr. Roberto Ferrari

Quality, research, flexibility and service.

Following these principles and taking great care even in the smallest of details, **Bardiani Valvole** offers a very large range of valves known worldwide for their high quality. As a market leader, we offer unique alternatives to our competitors' products. Food, food technology, including wine, beer and other beverages, pharmaceutical and chemicals are our fields.



BARONCINI EDMONDO SNC

Via Bentivoglio n. 21/1
48028 Voltana (Ra)
Tel: 0545/72642
Fax: 0545/72677
e-mail: baroncini@baroncini.com
Internet: www.baroncini.com
Contact: Mr. Giancarlo Pezzoni

Baroncini has been manufacturing and installing plants for slaughtering and meat preparation since 1847. **Baroncini offers** a reliable and skilled service, which can be summarized in the processes of Planning (technical on-the-spot investigations, preliminary projects and estimates), Manufacturing (equipment is manufactured and preassembled at Baroncini factory and then installed by skilled engineers) and Assistance (assistance during plant's starting up and personnel training, warranty and maintenance contracts, assistance everywhere upon call).

Baroncini produces slaughtering lines for cattle, swine, sheep and ostrich.





Braibanti Golfetto s.p.a.

BRAIBANTI GOLFETTO SPA

Via Temanza 1
35134 Padova (Pd)
Tel: 049/8656411
Fax: 049/604185
e-mail: info@braibantigolfetto.it
Contact: Mr. Riccardo Giambelli

Braibanti Golfetto Spa. Three historical trademarks in food plant engineering: **Golfetto**, suppliers to the flour milling industry from restructuring and upgrading of existing installation to the supply of entirely new turnkey plants; **Braibanti**, plants and machinery for the dry, fresh, filled and precooked pasta industry, but also for snacks, breakfast cereals and baby food; **Simer**, plants and machinery for the bakery, confectionery and industrial pizza industries.



CiMEC S.R.L.

CIMEC SRL

Via Saviabona, 102/B
36010 Cavazzale di Monticello Conte Otto (VI)
Tel: 0444/597099
Fax: 0444/597796
Internet: www.cimec.it
e-mail: cimec@protec.it
Contact: Mr. Beppino Castagna

Cimec Srl is a leader in the manufacturing of machines for processing meat and other food. **Cimec**, thanks to its production, stands on the market with interesting innovations, high quality and low prices.

The range of production includes automatic and manual meat choppers, mixers of any size with frontal or bottom turnover discharge, the possibility of processing vacuum-canned and refrigerated food, sacking machines and bone choppers.

The firm is in a position to combine various machines in order to obtain a perfect balance between space and manpower.

Two important factors for **Cimec** are to manufacture equipment that offers customized design and that are built in respect of every international sanitary standards.



**COLUSSI
ERMES srl**



COLUSSI ERMES SRL

Via Valcunat 9
33072 Casarsa della Delizia (Pn)
Tel: 0434/86309
Fax: 0434/870451
e-mail: colussie@tin.it
Contact: Mr. Giovanni Battista Colussi

Colussi Ermes Srl has been present on the market of washers for the food industries since 1980. We moved progressively from machines for washing food products such as hams, cured meats, sausages and so on, to a wider range of washing, drying and sanitizing machines for all kind of equipment used in the food industry.

The washers are completely automatic and designed to wash all products and equipment, by pressure water and by particular systems.

All models are built of stainless steel, applying up-to-date technology and complying with the most recent rules for hygiene and safety. Output, dimensions and specifications of the machines depend on the customers' needs.



um

INOX MECCANICA

VIA QUARANTORE, 20/B
46040 SOLAROLO DI GOITO
(MANTOVA) ITALY
TEL. +39-0376.608282
FAX +39-0376.608180
E-MAIL: inoxmec@tin.it

Our firm INOX MECCANICA srl, has produced machinery and plants for food processing industries since twenty years. Our specialization consists in planning and constructing:

- automatic machines for packing products in netting or casing;
- automatic binding machines for sausages;
- automatic tumblers;
- plants for washing and disinfecting equipment and containers.



LA MINERVA DI CHIODINI MARIO SRL

Via Massarenti, 221/5
40138 Bologna (Bo)
Tel: 051/530174
Fax: 051/535327
e-mail: laminerva@laminerva.it
Internet: www.laminerva.it
Contact: Mrs. E. Salati Chiodini

La Minerva: Reliable & Affordable

Since 1945, **La Minerva** has been developing and manufacturing machines for meat processing and the catering industry and has traditionally offered a high quality range of products on competitive terms in the world's markets.

Our range includes mincers, refrigerated and not, bones saws, hamburger compactors, potato peelers, graters, meat slicers, coffee grinders, orange squeezers, bar equipment, cutter and vegetable processors. All our products meet CE standards and specific product standards.

Our aim is always to meet our customer's requirements and expand in all markets through the development of real partnerships with our dealers.



MACH SRL

Via Maggior Piovesana 152
31015 Conegliano (Tv)
Tel: 0438/23377
Fax: 0438/33882
e-mail: mach@tmn.it
Contact: Mr. Renzo Possamai

Mach Srl is specialized in the production of machines and equipment for the catering and confectionery's industries and pizzerias.

The production range includes: dishwashers and utensils washers, refrigerated pizza tables, fryers, refrigerated tables, and stainless steel cabinets. All equipment is made of stainless steel 18/10 and they are built according to European safety and hygienic standards.

The range of washers includes: glasswashers, dishwashers with front opening, pass-through machines, and a complete series of rack conveyor machines and utensils washers.

The Pizzamach range, besides the modular tables for preparation with a granite worktop, is completed by a wide series of GN refrigerated display cabinets with a curved glass shelf.





The company was founded in 1960 and from the very beginning, it specialized in the manufacturing of machines and equipment for the dairy industry and other equipment for the food processing industry. The range of our production includes cream batch pasteurizers, plate heat exchangers, butter churns, semi-automatic butter moulding machines, automatic butter moulding and wrapping machines.

MICHELANGELO PIETRIBIASI & C. SNC

Via del Progresso 12
36035 Marano Vicentino (Vi)
Tel: 0445/621088
Fax: 0445/621631
e-mail: pietribiasi@pietribiasi.it
internet: www.pietribiasi.it
Mr. Mario Pietribiasi

We also design and manufacture plate heat exchangers for different kind of liquid products, mini dairy plants and automatic packaging machines. Complete installation on "turn key" basis.



MECHANICAL CONSTRUCTIONS
NAVATTA
of NAVATTA GIUSEPPE

NAVATTA GIUSEPPE

Via U. La Malfa 6/a
43010 Pilaastro (Pr)
Tel: 0521/639093
Fax: 0521/639093
Mr. Giuseppe Navatta

Navatta is a dynamic company with several years of experience in the food processing industry. We are, therefore, reliable, flexible and able to offer competitive prices for up-to-date technology, thus ensuring total customer satisfaction.

We specialize in manufacturing a complete range of machinery for processing tomatoes, vegetables and fruit.

Our range of equipment include: rotary washing machines, skin eliminators, dicing machines, scalders, conveyors, bucket elevators, preheaters, pasteurizers, sorting tables, receiving tanks, distribution belts, plate elevators, pre-washing tanks, circular fillers, vibrating seed eliminators and pre-extractors.

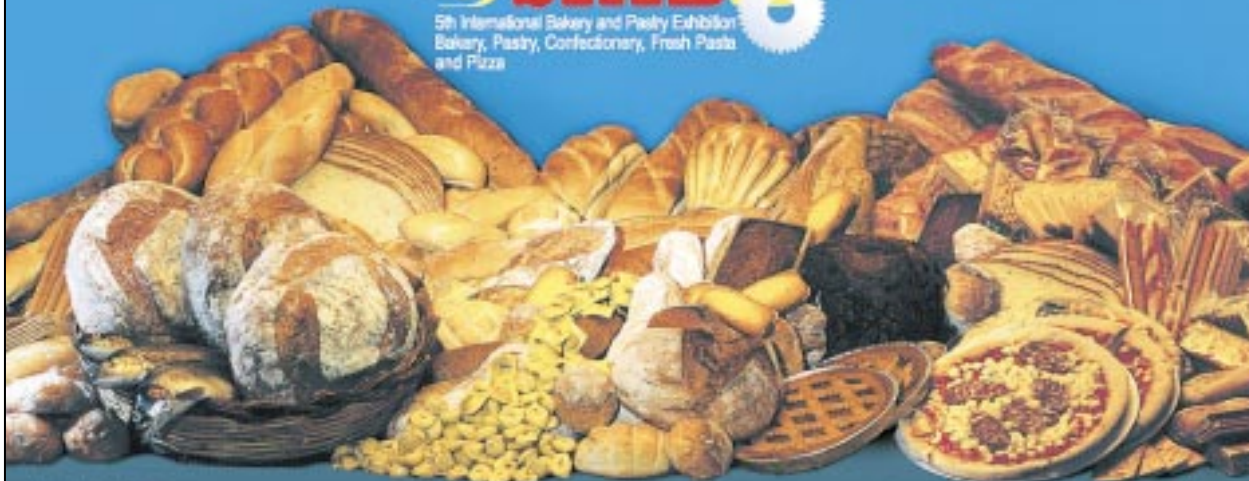
We can also supply any second-hand machinery, equipment and plants, thoroughly tested, revised and guaranteed by our technicians.



SIAB. Where technology looks like a miracle.
What specific technology mass production needs, SIAB has it too.



5th International Bakery and Pastry Exhibition
Bakery, Pastry, Confectionery, Fresh Pasta
and Pizza



Organizing Secretariat:

PROMEXPO

Via L. Soderini, 25 - 20146 Milano (Italy)
Tel. +39/02.48.95.54.00 - Fax +39/02.42.36.819
<http://www.fiermostra.it/siab>

15th - 19th May, 1999
Verona (Italy)

Patronized by
PROMEXPO

Manufacturers' association of ovens,
machinery, equipment and furnishings
for bakery, pastry and confectionery



**TREZZAFORNI DI
GIUSEPPE TREZZA**

Via G. Galilei 25
37050 Vago (Vr)
Tel: 045/982008
Fax: 045/983409
Contact: Giuseppe Trezza

Trezzaforni produces ovens and machines for the bakery and the confectionery industry.

The range of the Trezzaforni production also includes: flour sifters, table model mixers, automatic spiral mixers with fixed bowl, automatic hydraulic dividers, volumetric dividers, long loaf moulders and automatic stamping machines.

Trezzaforni is known in the sector for the quality, the technology and the safety of their equipment.





VERICORP GROUP

Via Paolo Bembo, 70
37069 Villafranca (Vr)
Tel: 045/8619161
Fax: 045/8619192
e-mail: vericorp@vericorp-group.it
Internet: www.vericorp-group.it
Contact: Mr. Fernando Fattore



Vericorp is a group comprising of a number of independent companies, Verinox, Veripack, Madefrigor, Ecor and Algorab, that work in the sector of the agro-industrial machinery.

Please find below a brief description of our activity:

Verinox manufactures ovens for dry and steam cooking and smoking for the treatment of the meats, cheese and fish, sawdust and liquid smoke producers and smoke purifiers; pastorizers and drying chambers for vegetables.

Madefrigor manufactures refrigeration plants including units for conditioning and defrosting and for drying, smoking and seasoning salami (pepperoni) and prosciutto;

Veripack produces thermoforming machines and vacuum and/or modified atmosphere packing systems.

Ecor produces milk processing machinery and cheese, yogurts, butter production systems.

Algorab manufactures process control systems and computerized management.



TRADE SHOWS IN ITALY

*Italy, in 1999, will feature several international trade shows in the food processing sector.
The most relevant are the following:*

MACFRUT

May 6/9. Cesena. Equipment, machinery and cold storage for fruit and vegetables.
Contact: Agri Cesena. Tel: 0547/317435. Fax: 0547/318431.

SIAB

May 15/19. Verona. Bakery and pastry equipment. Equipment also for breadmaking, pastry making, confectionery, fresh pasta and pizza.
Contact: Consorzio Promopan. Tel: 045/8002978. Fax: 045/592942.

TECNOCONSERVE

October 19/23. Parma. Vegetable processing equipment and machinery.
Contact: E.A. Fiere di Parma. Tel: 0521/9961. Fax: 0521/996270.

MILC

October 19/23. Parma. Plants and equipment for the dairy industry.
Contact: E.A. Fiere di Parma. Tel: 0521/9961. Fax: 0521/996270.

SIMEI

November 25/29. Milan. Wine making and bottling technology.
Contact: EME. Tel: 02/801595. Fax: 02/866226.

Should you plan to attend, please confirm dates with organizers, prior to making travel arrangements.

BUYER'S GUIDE

AUTOMATIC TUMBLERS

Inox Meccanica

BAKERY EQUIPMENT

Trezzaforni

Braibanti Golfetto

CATERING EQUIPMENT

La Minerva

Mach Srl

CHEESE PROCESSING EQUIPMENT

Vericorp-Verinox

Vericorp-Ecor

CONFECTIONERY EQUIPMENT

Braibanti Golfetto

Trezzaforni

Mach Srl

DAIRY INDUSTRY MACHINES AND EQUIPMENT

Pietribiasi

Vericorp-Ecor

DISHWASHERS

Mach Srl

DRY CHAMBERS FOR VEGETABLES

Vericorp-Verinox

FLOUR MILLING EQUIPMENT

Braibanti Golfetto

FRUIT PROCESSING EQUIPMENT

Navatta Giuseppe

MEAT PROCESSING EQUIPMENT

Cimec Srl

La Minerva

Vericorp-Verinox

Inox Meccanica

MILK PROCESSING EQUIPMENT

Vericorp-Ecor

OVENS

Trezzaforni

PACKING MACHINERY

Vericorp-Veripack

Inox Meccanica

PASTA, SNACKS, BREAKFAST CEREALS AND BABY FOOD EQUIPMENT

Braibanti Golfetto

PASTEURIZERS

Navatta Giuseppe

Michelangelo Pietribiasi & C. Snc

PIZZA EQUIPMENT

Simer-Braibanti Golfetto

Mach Srl

PROCESS CONTROL SYSTEMS

Vericorp-Algorab

REFRIGERATION PLANTS

Vericorp-Madefrigor

SLAUGHTERING EQUIPMENT

Baroncini

TOMATOES PROCESSING EQUIPMENT

Navatta Giuseppe

VALVES

Bardiani Valvole Spa

VEGETABLES PROCESSING EQUIPMENT

Navatta Giuseppe

WASHING AND DISINFECTING PLANTS FOR EQUIPMENT AND CONTAINERS

Inox Meccanica

Colussi Ermes



**ISTITUTO NAZIONALE PER IL COMMERCIO ESTERO – ICE
ITALIAN TRADE COMMISSION – TORONTO**

438 University Avenue
Suite 1818, Box 112
Toronto, Ontario M5G 2K8
Tel: 416/598-1566 – Fax: 416/598-1610
Internet address: www.italcomm.com
e-mail: ice@italcomm.com

If you are interested in receiving more information on the Italian companies featured in this newsletter, please fill out this reply card and fax it back to the Italian Trade Commission in Toronto (fax: 416/598-1610)

Name _____

Title _____

Company/Organization _____

Address _____

City _____ Province _____ Postal Code _____

Telephone _____ Fax _____

1 Business Activity

- Distributor
- Importer
- Food Producer
- University/Research Centres
- Other (please specify) _____

2 Total Sales Volume per Year

- Less than \$5 million
- \$5 million to \$ 25 million
- \$25 million to \$ 100 million
- Over \$100 million

3 Approximate Number of Employees

- Fewer than 50
- 50 to 100
- 100 to 500
- More than 500

4 Italian Companies of your Interest

- Bardianni Valvole Spa
- Baroncini Edmondo Snc
- Braibanti Golfetto Spa
- Cimec Srl
- Colussi Ermes Srl
- Inox Meccanica
- La Minerva di Chiodini Mario Srl
- Mach Srl
- Michelangelo Pietribiasi & C. Snc
- Navatta Giuseppe
- Siab - Promexpo
- Trezzaforini
- Vericorp Group

ITALIAN TRADE COMMISSION – TORONTO

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