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Espresso coffee machines since 1920



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MARCO SpA

Changes the
café concept



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TEA FORTE

Quality, flexibility,
promptness and
great attention
to its clients

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CRAFT
BEER

Craft beer
Italy 2019



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since 1995

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LA SAN MARCO CHANGES THE CAFÉ CONCEPT

PRESENTING
V6, ALL-ROUND REVOLUTION

V6 is the jewel in La San Marco's crown. A professional lever model with a dual-side work area: a one-of-a-kind machine which shakes up the concept of a café, encouraging a new coffee-drinking experience, that is more social, interactive and personal. The exclusive design, developed together with Bonetto Design, takes its inspiration from the automotive world, shining the spotlight on elaborate internal components and the design of the bodywork. The end result is in itself a tribute to the Italian coffee industry and above all, to that of traditional lever machines.

Six levers for coffee extraction and six dispensing groups, four steam wands and two for dispensing hot water, a dual-sided work area for two baristas, one single machine. These are the figures behind the new V6, the latest lever machine by La San Marco, a historic Italian company located in Gradisca d'Isonzo (Gorizia). Since 1920, it has manufactured some of the best-known espresso coffee machines and professional equipment in the world.

The logo for La San Marco, featuring the letters 'SYM' in a stylized, red, cursive font.

Espresso coffee machines since 1920





V6

all-round revolution



V6 represents a true revolution for the world of Italian espresso coffee.

Its V-shaped structure (hence the name) forms a double-sided machine which shakes up the idea of a contemporary café and places the work of the barista, or in this case baristas, centre stage. *'With V6 we want to go one step further, towards the future of coffee machines, not just in terms of technology, design and safety, but also from the point of view of a genuine consumer experience'* - states Roberto Nocera, CEO of La San Marco - *'V6 puts the art of coffee-making back in the spotlight and is an invitation to rediscover the café as a place in which to socialise, meet with friends and exchange ideas.'*

The extraordinary, one-of-a-kind design is inspired by the lines of the motor sports world in the 1960s and 70s, designed by the prestigious Bonetto Design. *'Our work con-*



centrates on combining the concepts of elegance, purity and precision with mechanical and automotive tradition.' - tells Marco Bonetto - 'The lines are sculpted and dominant; but at the same time, they maintain a certain lightness thanks to the various transparent windows, in a perfect balance of weight'. Sculpted yet sturdy, V6 conveys all the power of its pulsing motor. The hydroformed steel bodywork with painted finish and tempered glass, highlights the depth of the technical expertise of La San Marco in working materials and focuses on the sophistication of the components and meticulous precision of the inner workings.

The model is available in the six-group version with three different finishes: pearl white Classic, black lava Avantgarde and Trieste pale blue Elegance. The boiler comes in two different versions, with a choice of mirror-finish stainless steel or gold-plated copper while the hydraulic components are made of polished brass and copper. On a technological level, V6 has an exclusive LEVA CLASS® (Controlled Lever Anti-Shock System) patent and PID system to control and electronically adjust the water temperature in the boiler.

With V6, La San Marco once again confirms its position as a leading innovator in the professional coffee machine industry and especially, the world of traditional lever machines. It has presented the world of coffee with a true gem, the result of a prestigious made in Italy manufacturing tradition, dating back almost a century.

www.lasanmarco.com





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The exceptional tea experience

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diverse, subtle flavors



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————— continue from pg. 12

Handcrafted luxury tea blends, design-driven accessories and exquisite packaging come together for an experience worth savoring every day. Steeped in over 35 countries, Tea Forté is proudly featured at leading hotels, restaurants, resorts and retailers – and is the exclusive tea purveyor for the James Beard Foundation.

Tea Infuser

Tea Forté's patented pyramid-shaped tea infuser is an elegant signature of our brand. Unwrap, steep and reveal the exquisite nature of the handpicked leaves, herbs, fruits and flowers within. Each handcrafted infuser is designed to allow the blends to luxuriantly unfurl, letting the delicate aromas come through in every sensorially satisfying cup.

Crafted with food safe, recyclable PET fibers, the pyramids are carefully folded into shape without the use of adhesives. It is also free of corn-derived PLA (polylactic acid) – meaning it does not contain any GMOs, and is gluten free.

www.teaforthe.it

CINO®

www.cino.cn



CINO COFFEE MACHINE MFG

Has been
founded
in 2006

For more than a decade, pioneer in capsule coffee machine research and development, CINO has now completed a full line of capsules coffee machines compatible with most customers' capsules utilized in the market, to meet all clients' requirements, for both home and commercial use.

Strategically located in Baoan, 20 minutes from Shenzhen Airport and 2 hours from Hong Kong, in Guangdong province, CINO keeps on developing innovative capsule coffee brewing solutions with personalized services.

The company has invested a lot in recent years, mainly by renewing





CINO®

CAPSULES COFFEE MACHINES
innovative products

the executive management system, with more skillful engineers and R&D team. This is going to allow CINO to face new challenges in the market with more ideas and innovative products.

As an ISO certified factory, CINO products are broadly listed in CB, GS, CE, ETL, CCC, KC, UL and AS/NZS certificates, and passed FDA and LFGB, capable to approach any market around the world.

Today CINO has four assembly lines with 500,000-unit production capacity per year, with products sold to more than 60 countries worldwide.

Today CINO coffee machines are widely distributed by coffee roasters and importers to specialized retailers, supermarkets, restaurants and hotels across the world.

CINO products are presented in more than 20 major coffee related exhibitions and events every year. We are well recognized as a leading OEM manufacturer in the coffee machine and appliance industry.

CINO, a leading manufacturer in the capsule coffee machines industry, pod for Vending and OCS, is proud to announce the establishment of CITALY: our Italian subsidiary (in the area of MALPENSA MILAN AIRPORT), headquarter for the Italian and European market. Another step closer to our client. Citaly has ready stock of capsule cof-





fee machines in its own warehouse of 1,500 m² and is capable to provide excellent service and immediate response to our European clients even for small orders. Citaly has a dedicated technical service support for any inquiry and assistance that our clients might require in the European market.

Hundreds of roasters and coffee lovers are going to CINO with their passion for coffee, to find solution for a perfect cup. Quality and results are driving the clients to go to CINO for more opportunities every year.

Very recently, in June 2017, Hi-P International Limited, a holding company with about 20,000 employees and more than 20 factories and offices worldwide, has decided to invest in CINO Coffee Machine, to create a technological pole to keep developing innovative products in coffee machine market.

Starting from October 2017 CINO will be renamed as CINO Technology (Shenzhen) Limited. With the support of Hi-P International Limited, CINO is now capable to attend clients with big volume orders.

In the spirit of "innovation", during HOST 2017, CINO will launch the latest DRINKSTATION water dispenser, with Alkaline, Sparkling, Hot and Pure Chilled Water.

www.cino.cn
www.citaly.eu



TORREFAZIONE PAGNINI

quality, flexibility,
promptness
and great
attention to its
clients

Torrefazione Pagnini is a coffee roaster and was founded in Monsummano Terme, in the province of Pistoia, in 1974. The founder, Cesare Pagnini, had over ten years' experience in the world of coffee: he first started working in the industry as a representative, then as an associate in a local coffee roasting company. At that time, before the arrival of supermarkets with the consequently highly competitive market, selling to bars, wholesalers and groceries was enough to flourish. However, later on, it became essential to have more clients and it became necessary starting to sell to other coffee roasters that would work their coffee with third parties.

Velvety, the good side of coffee
In the 80's Mr Pagnini had the idea



Pagnini
dal 1974 torrefazione

FILTRORZO®



NOT ONLY IN WORDS

freshness of the coffee



of creating a new variety of decaf coffee that was supposed to replace the traditional Hag teabag. He came up with a teabag containing 8.5 gr of coffee while the Hag teabag had only 5.5/6 gr of it. He chose a sweet, charming name for it: *Velvety*. At the beginning the company used the same Hag teabag in polythene paper, but soon after Mr Pagnini purchased some special machinery that was able to seal teabags in modified atmosphere (using nitrogen) in order to preserve the freshness of the coffee, the fragrance of the aroma and the quality of the flavour. That was a big step forward. The taste of *Velvety* was so much different from the other decafs to such an extent that it was often mistaken for real coffee, without having the negative effects that caffeine could have on someone. In the wake of a certain bad publicity that doctors in particular did to coffee and to its collateral damage, some roasting companies, including Pagnini, had the idea of creating an alternative product that could be drunk at any time of the day and at any age: a hot drink made from barley, the famous "caffè d'orzo". It was a great success. At the beginning only few companies used to produce it and the orders were huge. Then, as usual, the enthusiasm slowed down despite the fact that "caffè d'orzo" is a natural drink that does not require any kind of processing.

Coffee for generations

Currently Torrefazione Pagnini is a third generation family business, which deals with some special processing of coffee, barley and decaf, using precious internal and external partners. Their clients are represented by other roasting companies or wholesale traders. With the introduction of the sin-



gle-served coffee container (pods and capsules), the company upgraded its facilities to the packaging of ESE pods and Espresso Point capsules, being thus able to offer its clients any kind of flavour or combination: coffee, decaf, "orzo", flavoured "orzo", herbal tea and other instant drinks.

A wide range of products

Torrefazione Pagnini has established strong relationships with its partners through its brands "Pagnini Caffè", "Filtrorzo", "Vellutato decaffeinato", "Caffè Zazzeri. l'ottimo caffè". The peculiar characteristic of Pagnini is that on the one hand it can supply medium and large companies; on the other hand it stands out for its flexibility that allows the roaster to accept orders for small quantities even under the client's own brand: the company is really able to satisfy everybody's needs, from those clients who require multiple pallets to those who require just a single box. Pagnini is also able to customize the product in any possible way. Last but not least, the company also works on behalf of third parties, with the same care and attention that it gives to its products. Pagnini sells and processes organic coffee, decaf coffee and barley on behalf of third parties. Naturally - and the use of this word is not random - organic products couldn't be missing from a company that has focused its mission on quality.

Quality, know-how and flexibility

The profile that comes out from what it's been said so far is that of a strong, experienced and innovative company, but also flexible, able to respond quickly to the widest range of its clients' needs and capable to take good care of the production of its clients. In a world where everyone tries to push its own brand and vision, it's great to find a company that is able to offer such a flexible service, being focused only on the clients' needs. If we were in the USA, the slogan could be: "Don't worry, we'll take care of you", but we're in Italy and there's no slogan, just the awareness that someone takes care of someone else. For real. Not only in words.

www.torrefazionepagnini.it



SERMEO ESPRESSO

Sermeo Espresso is a company that founded its business in the production of coffee in all its different shades: from the selection of the finest quality and the roasting to the sale of the blends. Raising from the slopes of the Etna, in Nicolosi, where an historical family tradition was born in 1978.

Preserving the artisanal tradition without forgetting innovation is our main goal, nowadays the company provides: coffee pods and capsules, coffee beans or ground to restaurants and bars, equipment for private accommodations such as offices and homes, high-quality products that go through a selection and a





UNIQUE BLENDS

growth and customer satisfaction

packaging that gets the greatest care and attention.

The goal of Sermeo Espresso is crystal clear: growth and customer satisfaction.

Sermeo offers tasty and unique blends, secret roasting recipes, creating through the mix of different kind of coffee, aiming to create a recognizable and aromatic mixture. The company has three different mixtures: soave, bar and classic.

Local restaurants and bar can enjoy the perfect solution for coffee lovers, blends of several tastes and savor coffee in all its shades.

Soave blend has a delicate and sweet taste, made with 70% of Arabica coffee from Central America and 30% of Robusta coffee, coming mainly from Africa and India. High quality espresso, excellent blend, great aroma and with a unique velvety cream, capable to delight any palate.

Bar blend has a strong and intense aftertaste, unlike the Soave one is made with 30% Arabica and 70% Robusta coffee. Perfect for those who love a strong and chocolate-like taste, incredibly pleasant and persistent. Perfect when you want to take a break.

From the first sip you can tell the Robusta taste, that lives a clear cocoa sensation.





Classic blend has a deep and determined taste, made with 50% Arabica coffee and 50% Robusta coffee. Persistent aroma, full bodied and strong, characterized by a creaminess at its peak: the perfect example of passion to the true Italian Espresso.

Sermeo Espresso gives the chances to have the perfect bar-like espresso while sitting comfy in your office or home.

Coffee pods

The coffee pod is the perfect match for those who need a good coffee with simplicity and comfort. An amazing look, a surprising taste, a hazelnut colour, a preserved fragrance over time thanks to the sealing of its packaging. Creamy taste, intense and sweet at the same time.

Capsule

Made with a plastic material, the capsules have a low environmental impact. They have a full and enveloping taste, a persistent cream and intense aftertaste, are compatible with the most common machines.

Ground for Moka

Sermeo Espresso makes ground coffee, the ideal to make through the moka. The package is 250 gr, a must-have in every kitchen! Its aroma is full and enveloping, able to inebriate the environments, to brighten the palates, to make the atmosphere more tasty and unique.

www.sermeo.it



PASCAL

The new UHT liquid mixture is a real ice cream innovation. Easy. Quick. Top quality.

PASCAL srl is a company based in Trofarello, in the province of Turin, operating in the dairy industry. It has recently introduced a new dairy product that was developed by a renowned operator of milk processing, Mr Osvaldo Branciaroli, who has put his long experience at the service of this project. The Branciaroli family has been operating in the milk processing industry for three generations and Osvaldo Branciaroli's experience has been consolidated at Pascal, where he played a central role in the recruitment of new partners and in the acquisition of a specific know-how for the management and development of the company.

This entrepreneurial project has two main goals: on the one hand, it is aimed at the production of whipping and cooking UHT cream that is produced with a special process, patented by Pascal, in which no additives, emulsifiers or thickeners have to be added to the final product; on the other hand, it wants to create an innovative product for the production of an authentic Italian gelato - the aseptic liquid mixture.

The so-called "La Ricetta del Gelato di Pa" (meaning: dad's ice cream recipe) is a ready-to-use mixture that can be instantly transformed into ice cream and that preserves the organoleptic charac-





• LA RICETTA DEL •
*Gelato
di Pà*
UHT • PRONTO DA MANTECARE

ICE CREAM INNOVATION

unique product



teristics of the raw materials, being completely aseptic. It is available in many flavours: fior di pan-na (with fresh cream), chocolate, hazelnut, cof-fee, vanilla, strawberry and lemon. These last two flavours do not contain any animal prod-ucts and are suitable for vegans. Moreover, all the ingredients contained in the mixture com-ply with the HALAL certification requirements.

1. **Main features:** MADE IN ITALY - since all the ingredients (milk, cream, sugar, fruit, hazel-nuts, etc.) contained in the mixture are of Italian origin and since the whole production process takes place in Italy, according to the Italian tra-dition, the ice cream deriving from this mixture can boast the wording "Made in Italy" any-where in the world. EASY TRANSPORT AND STORAGE - UHT products have a shelf life of 12 months from the production date and can be stored at room temperature, without requiring cold store, neither during transport nor during storage. EASY PROCESSING - all UHT products produced by Pascal are very easy to prepare: in particular, the mixture requires just a few min-utes of blending and creaming, which makes you save time, energy and workload during the preparation process.

2. **Raw materials:** The high quality of Pascal



products is guaranteed by the use of first-choice raw materials, whose supply is based on the local short chain. Milk and cream come from Piedmont only and are produced a few miles away from the Pascal factory.

This choice allows the product to be processed just a few hours after its arrival at the Pascal facilities, thus ensuring high quality standards, preserving the freshness and the organoleptic characteristics of the raw materials, and providing traceability up to the cowshed where the milk was taken.

All the other ingredients contained in the mixture are carefully selected according to strict criteria of excellence and they all contribute to define its specific taste: Italian hazelnuts, Madagascar Bourbon vanilla, pure dark chocolate and cocoa powder.

3. The HORECA sector: "La Ricetta del Gelato di Pà" is particularly suitable for the HORECA sector, because the use of an aseptic, ready-to-use mixture can be processed by any operator, even the most inexperienced ones. In addition to the flavoured UHT blends, "La Ricetta del Gelato di Pà" is also available as a pure white cream base. This product has been specially developed for the operators in the ice cream sector. The base is already balanced and ready to be transformed into any flavour, whether cream or fruit - it only needs the addition of extra ingredients, and the creativity of the ice cream maker. Since the preparation takes a few minutes, you can always serve a fresh product, avoiding wastage.

4. The production process: This innovative production process, covered by patent, starts with a delicate mixing phase of the raw materials and follows with the UHT sterilization through a steam infusion system, whose innovative component is determined by the skilful calibration of processing time, temperature and pressure. Each element of the process, from the machinery to the settings, from the organoleptic characteristics and origin of the raw materials to the packaging - each element guarantees the technological characteristics of the product, its perfect sterilization and consequent long preservation, meeting the contemporary market needs in terms of shelf-life and freshness of the product.

www.pascalsrl.it



AMICI MIEI: QUALITY, HOSPITALITY AND EXPERTISE

A successful reality in the world of catering

Quality, cordiality and a welcoming atmosphere. The philosophy of Alessio Murolo is to satisfy the most demanding customers with his dishes that he prepares with the greatest care and expertise in his two restaurants in Lissone, Brianza. The two pizzeria restaurants have exponentially grown over the years and they both share the same idea of quality. Quality in the selection of the ingredients, and in the choice of the furniture and tableware - all Made in Italy.

Hundreds of companies in the Italian HORECA industry offer high level solutions and products to meet the needs of restaurants, bars and other public clubs with different budgets and targets.

"We like to have a chat with our customers, many of whom are regulars: a good talk and a couple of words at the restaurant make people feel comfortable and allow us to explain our dishes in detail. The two restaurants are very different one from another: Amici miei Cucina & Pizza, located in the heart of the city cen-





"Si cucina sempre pensando a qualcuno, altrimenti stai solo preparando da mangiare"

Branzino dello Chef

BRANZINO SLISCATO
PANURA DI
PAN GRATTATO
GRANA GRATTUGIATO
PREZZEMOLLO
AGLIO

AMICI MIEI CUCINA & PIZZA

quality in the selection of the ingredients

tre, has 40 seats and a fair amount of regular customers. It was founded in 2010 and since then it's been known for its friendly and cosy atmosphere, with pictures of old black and white classic films on the walls. The other restaurant is called Amici miei - Cucina & Pizza and is located in Santa Margherita. It opened two years ago and has 200 seats with a high turnover of customers. The restaurant has been completely renovated and has two floors: the first floor is made of wood and has big windows, which give the restaurant an open and bright atmosphere. The choice of cutlery and tableware also contributes to this modern environment: "We have long and narrow forks, and wide rim soup plates. We love quality and we love to offer it to our customers, that's why we choose our suppliers with great care. Our pizza is baked in beech wood fired ovens, and is quite bigger than the standard pizza: "it has a diameter of 40 cm and is thin, unlike the Neapolitan pizza".

What about the menu? "Our menu is very classic and consists of revisited dishes of the Mediterranean cuisine. We have specials every day and the menu changes every year, but we keep unaltered the most loved dishes of our regular customers". The wine list is also remarkable: "We have about thirty wines and cover most of the Italian regions".

Our ingredients in general come from Italy, however, since our number-one priority is quality we can choose raw materials coming from other countries: "At the moment the best octopus comes from Morocco and this is what we serve. We are always very honest with our customers and we like to describe the food they are about to eat. And this is very much appreciated".

www.amicimiellissone.it



YouWine s.r.l. is a company specialized in develop & production and distribution of Wine cellars. www.YouWine.it With Over 15 years of experience in professional refrigeration, through Nevada® and VINUMdesign® our own trademarks, we have developed an expertise conception for any spaces and achieved remarkable production capacity, delivering unique quality and characteristics to our products. Nevada® has been presenting and renewing the collection for over 15 years of wine cellars, from 20 to 1000 bottles and more, able to satisfy any need for preserving and storing wine.

Nevada® range is characterized by a strong technological development and all kinds installation.

VINUMdesign® offers a new range of High Tech Wine cellars, where it is possible to manage each Kind bottle. We are passionate about providing refrigerated cellars solutions for any style. We pay attention to design trends and innovations. Our objective is to be a valuable resource to our clients by providing exceptional customer service and value. Over the years, we developed strong and trusted partnerships with various suppliers considered as true references in their field.

THRILL™

THRILL™ is a company specialized in instantaneous freezing glasses and offers the ideal solution to sanitize the glasses instantly, keeping cooler drinks, removing annoying odor residues and extolling flavors for a truly unique experience. It also guarantees deep sanitization by eliminating up to 88% of bacterial charge in the glass.

This is real cultural change in the way of drinking. The collection sanitizing cleanses and significantly improves the tasting of drinks served, alcoholic or non-alcoholic. Keeps the drinks cool for a long time without watering them. It does not alter flavors and perfumes.

Professional Wine Cellar



selected product from
Class Editori and Gambero Rosso

800 177 552

www.vinumshop.it



THRILL™

Sanitizing & Cooling for 3 seconds!



THRILL

MADE IN ITALY

www.gelabichieri.it

BRASILRECCA

Real Espresso Siciliano Coffee

Brasilrecca is roasting real Espresso Siciliano Coffee since 1912 with passing on a long family tradition. An ancient and continuous passion that best expresses the tradition of the Recca family.

Quality, Passion and Tradition as the guiding thread of business activity.

A great success achieved by combining the constant improvement of the quality of coffee and processing, a capillary distribution strat-





Brasilrecca[®]
Caffè senza pecca



Brasilrecca



Caffè senza pecca.

QUALITY, PASSION
AND TRADITION

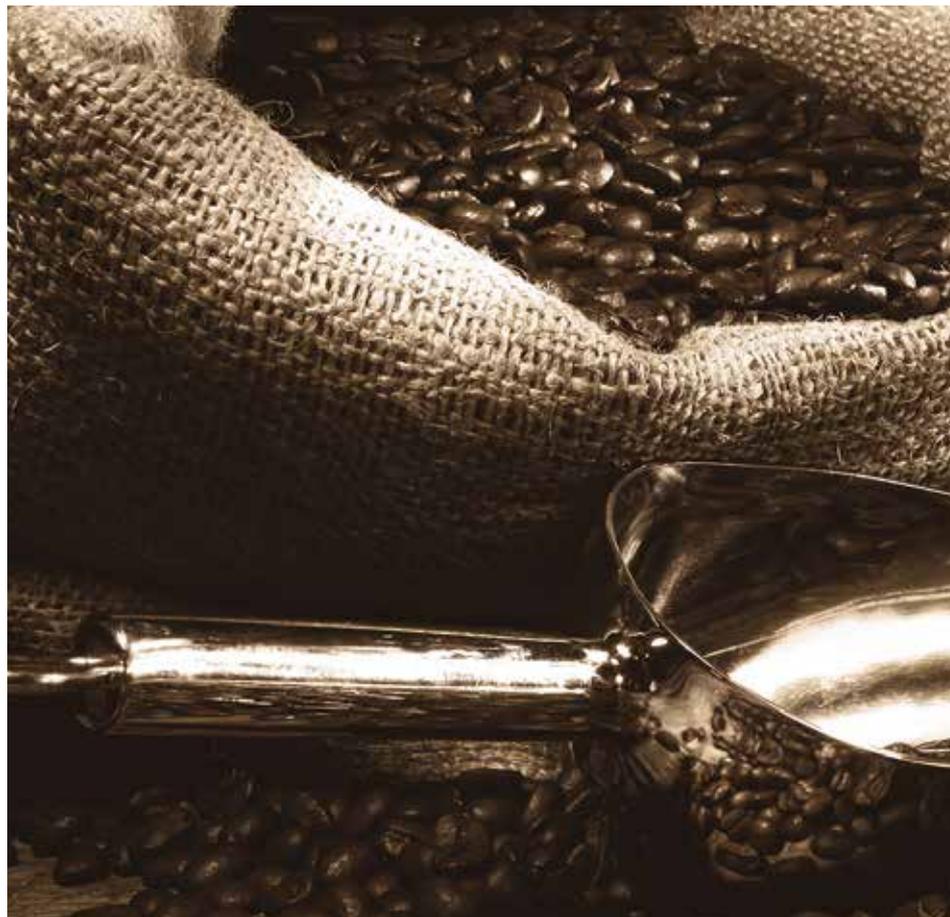
constant improvement of the quality of coffee and processing



egy in the HORE.CA. network as well as a constant evolution of the services related to espresso coffee.

Quality is sought and achieved in all phases of the production and roasting process, from the rigorous selection of coffee at the origin, to the careful roasting and careful composition of the blends, to the adoption of the most innovative packaging systems.

The use of the most modern and sophisticated systems allows the company to distinguish its activity from the competition, since its blending, the result of advanced industrial production processes that guarantee the highest quality





standards, maintains the flavor of the traditional recipe of the past.

The final result is always the result of a long and patient process that begins in the production areas and is perpetuated in the care and constant implementation of all the processing phases.

In order to pursue the company mission aimed at the quality of coffee from the producer to the consumer, we have set up a permanent training center at our headquarters to offer a course calendar to our customers.

With this passion Brasilrecca has committed itself to new challenges in the coffee business: looking for dealers and distributors to grow in new markets; satisfying the demand for more sectors through the innovative single-use coffee system in pods and capsules; reach new customer segments both in Italy and abroad, including through e-commerce.

Contact us and discover excellent quality and price!

www.brasilrecca.com



ASTORIA HYbrid

Top quality in the cup and user-friendly workability: a combination possible thanks to HYbrid, a professional coffee machine by Astoria, that introduces a new paradigm in the world of super-automatic machines.

#EverybodyEverywhere is the perfect claim for this machine, as in the new video campaign launched by the brand. "Everybody" stands for the user-friendliness that allows even the less experienced users to work efficiently with it, serving a genuine Italian espresso, with top quality in-the-cup. With Astoria's HYbrid, you can find the most authentic flavour "Everywhere", even in those situations with considerable staff turnover, and where consumption of coffee and milk-based beverages is very high.

For the first time pleasure and tradition combine in entering the automatic machine market: HYbrid is the ideal response to guarantee a quality offer in all operative contexts,





TOP QUALITY

a new paradigm in the world of super-automatic machines



Thanks to its user-friendly conception that merges manual practicality with automation in the simplest of ways. With HYbrid, a barman in attendance is not essential: emptying the filter holder and performing the daily washing cycles will suffice; all other settings are automatic. Even non-expert personnel can activate the intuitive digital controls, settings are transferrable via USB, simplified cleaning operations are made possible thanks to the straight extractable filter holder: these are features that guarantee constant quality.

Multi-boiler technology, heat adjustment of coffee boilers and of the sliders with separate settings for each boiler, a water pump for each individual brewing group: this then is Hybrid's traditional core, linked with unique designing, based on many elements. Among these, the integration of an on-demand grinder-doser inside a traditional machine, the feature of a front-insertion filter holder that gets automatically locked and is recognisable to the machine, automatic pressing of the ground coffee blend in the filter holder, on-display programming of the quantity of coffee and the automatic dispensing of foamed milk directly in the cup.

The "pleasure" offered by HYbrid is the visual gratification provided by the operator's gestural expressiveness while carrying out the manual actions inspired by the ritual of traditional baristas, thanks to the use of the characteristic filter and the presence of a steel dispenser unit, recalling the identity of a traditional machine.

www.hybridastoria.com



®
SCRIANI

AMARONE DELLA
VALPOLICELLA
IL VINO E LA SUA TERRA



Azienda Agricola "I Scriani" Via Ponte Scrivan, 7 - 37022 Fumane (VR) - Italia
Tel. + 39 045.6839251 - Fax. + 39 045.6801071 - info@scriani.it - www.scriani.it

AZIENDA AGRICOLA SCRIANI

Land and Landscape

The "Scriani" vineyards are in the heart of the area called Valpolicella Classica and the main, privately-owned ones are situated on a gorgeous hill called "Monte S. Urbano". The land, which is situated at an altitude ranging between 250 and 400 meters above sea level, partially consists of somewhat flat areas, and partially of dry-wall terracing, and is characterized by a lively torrential stream along its edge, called a "Vaio".

From the plateaus one admires beautiful and enchanting panoramic views over Valpolicella proper, and from certain points the eye reaches as far as the town of Verona on one side and Lake Garda on the other.

Agronomically speaking, the soil is composed of a clay mixture containing definite parts of Eocenic gray limestone and basaltic tufo, which is particularly favorable for grapevines intended for the production of very high quality wines.

Area and History

The area of production of "Valpolicella Classico" wine is comprised of a belt through the hills covering circa 200 sq. km. to the northwest of the fair town of Verona, Italy, halfway to Lake Garda as the crow flies.

Valpolicella has always been famous for its wines, which have been well-known and appreciated ever since the Roman period for their



SCRIANI





SCRIANI
winemaking tradition

fragrance and personality, and its name makes one think of the various nuances of its beautiful hilly landscape, with its soft and sumptuous lines. In the valleys and along the dry-wall terraced hills, one also sees cherry groves and olive trees, but what dominates are the proud vineyards, unmistakably pronouncing their priority, and made even more precious by the scattered characteristic dwellings: old stone farm houses, manor houses, villas belonging to the nobility, and those austere Romanesque churches that still today testify the depth and finesse of civilization in the area.

The Cellar

The wine-cellar sector of the "Scriani" vineyards is also very carefully tended to: experts control all the intricate winemaking phases on a 24-hour basis, according to family tradition which indeed demands finesse and very close attention. The cellar is equipped with different types and sizes of containers: ranging from stainless steel to fiberglass-lined cement, and from Slavonian oak to the most modern types of barrique. In this manner it is possible to manage the vinification and ageing of the different wines in their decisive phases of development. The prizes and recognition obtained at wine shows and contests, together with consideration given by authority publications on Italian wines, testify the distinguished quality of fine wines under the name of Scriani.

Vineyards

Cottini family, which has held the trademark SCRIANI for generations, continues to hand down the art wine-farming and vinification from father to son, always respecting traditional methods, but not alien to innovation and improvement.

The territories called "Ronchiet", "Mandolari", "Bosco", "Carpanè", "La costa", and "Tondin" as well as other smaller lots (all facing the south-east) have vines which are between 9 and 40 years old, aligning the plants in traditional rows and applying the pergola trentina (single or double) cultivation method, which permits a circa 3,000-plant-per-hectar density. The management of the fields of grapevines is in harmony with the balance of nature, without stressing the use of irrigation or fertilization and maintaining the wooded areas bordering them: as a matter of fact, the production hardly ever exceeds 8000-9000 kg of grapes per hectare. Even the cultural procedures, which range from pruning the vines to the harvesting of the fruit, are carried out by hand, according to the concepts of the best and most founded winemaking tradition.

www.scriani.it





LUMIERE'S BAR

When we think about the bar of a music club, generally the first thing that comes to our mind is a terrible mix of low-quality beverage and high prices. After all it's clear that a bunch of young party-goers and a good cocktail, served in the right glass, with the right topping on it, at a considerable price, are hard to mix. Hard, but not impossible, as the Lumiere's bar, in Pisa, demonstrates. Lumiere is a music club, know both for quality concerts and party nights, located in the space where once took place the most ancient cinema in Italy, one of the oldest in Europe.

The location is big and elegant, and every week thousand of people cross the door to go to a concert or to a party. Most of them are students, with few euros in their pocket, and they want to take the best advantage of them. The Lumiere offers them a standard cocktail list, with medium range products at an affordable price. Nevertheless a demanding drinker could find lot of surprises at Lumiere's bar.

In parallel with the standard cocktail list, the bar proposes a premium cocktail list, invented by the famous bartender Mauro Picchi,





CINEMA ●
LUMIERE ●

MUSIC CLUB

premium cocktail list



and based on a short number of local drink producers, such as Liquorificio Taccola - a small factory founded in 1895 near Pisa - , Levante Spirits, one of the first producer of organic dry gin in Tuscany, China Clementi, with its ancient typical bitter, and Podere Santa Bianca, a small factory that produces a large number of top quality essences sold all around the world. The list included some typical Italian and international cocktail such as negroni and gin tonic but revisited with locals product. But the innovative, mixed approach of Lumiere's bar does not end with cocktails. At the bar you can find a classical Italian draught beer, but also a small selection of organic beers, produced by ten different small breweries all around Italy. As a result, at Lumiere you can drink a simple fresh beer in a plastic glass, but you can also taste a bottle of a chestnut beer, or a smoked beer, a Polish Bitter or





an Indian pale ale (this is the complete list of the small brewery present at the Lumiere's bar: Monangi Brew Pub, Bruton, Microbirrificio San Bull, La Bireta, Crudebeer, La Mi' Birra, Green Dog Brewery, Birrificio Artigianale Curtense, Irias).

The achievement of this result, of the capacity to mix a standard, mass-consumption, with a high level drinking experience, has been possible by a complex work of networking, based on the attempt to create a link between production and consumption, together with a constant focus on every ring of the chain that from the producer goes to the consumer: the choose of the factory, of the products, the constitution of a cocktail list and a beer menü based on that products, the communication of them through an accurate graphic design work, up to the care of the process of production and service of the products.

The project of the Lumiere's bar, does not end during concerts and parties, as the management of the club propose also some event completely dedicated to good drinking, such as meeting with the producers that explain to the public their products and make them try them. There have been also a cocktail competition with different bartenders from all the bars of the city. They participated to a challenge in which a jury elected the best cocktail and then the public participated to an auction to buy it and experience the best cocktail of the city!

www.lumierepisa.com



RENGO REVOLUTION IN THE PASTRY MARKET

Now Lauretta thermostable fruit and cream fillings are available in a new, smaller packaging: Rengo ready-to-use pastry bag. It's a convenient 1 kg bag with a set of pastry tips both for professionals and amateurs

Rengo is easy to use, has a compact size and is available in various flavours. You can use it for decorating, filling, layering or portioning. It is perfect for buns, doughnuts, muffins, cookies, cupcakes and cakes. Due to its smaller weight, it's excellent both in small pastry shops, cafés, as well as restaurants and hotels. It can be used not only by professionals.

R is for revolution

Rengo is the first product of its kind on the market. Lauretta fillings contained in the pastry bag are a reliable product appreciated by customers both in Poland and abroad. They are available in three options: as cream fillings, fillings with pieces of fruit or smooth/mashed fruit fillings. The selection of flavours is vast with a dozen or so options to choose from, including vanilla, chocolate, apricot, strawberry, raspberry 60% and black currant 50%.

While creating the new packaging, we focused on the speed and comfort of work while using Rengo.





LAURETTA FILLINGS

Italian technology, Polish recipe and European quality

However, we mostly wanted to prove that Lauretta fillings can be used in all conditions.

E is for ergonomics

One of the major advantages of Rengo is convenience. The bag is really handy and easy to use. It has a nice, colourful packaging that can be stored on a shelf or in a cupboard. It has a compact size. If after using the bag there is still some filling left, just close it and put it into the fridge. You can store it there for the next 4 weeks.

N is for new

So far, Lauretta fillings were sold in 12 kg buckets. Such a packaging is perfect for large plants or pastry shops. Now, we want to reach all those who do not need as much filling, don't have a spacious kitchen and wish to use a high-quality product. We have designed Rengo especially for them. The innovative, 1 kg packaging allows them to quickly fill or decorate pastries without using any additional equipment.

G is for go

Rengo pastry bag is available with a set of pastry tips for filling and decorating. Just unscrew it, put on the right tip and the bag is ready to use. If you need to do things quickly without making a mess, using Rengo is very convenient.

The filling is fully thermostable which means that it retains its shape during baking. It is especially important not only due to its flavour but mostly to the final visual effect. Lauretta fillings can be baked at a temperature above 230 °C, frozen or used as-is.

O is for Oh, the savings

Using Rengo compared to a typical pastry bag saves a lot of time. First, you need to open the standard pastry bag, put it inside out, cut the corner and place the tip inside the bag. Then you need to bring the filling, spoon it into the bag and only then you can portion it.

Working with Rengo is much simpler; it saves time and money. Almost all employers are aware of the increase in labour costs and problems with employing the right staff. By introducing Rengo to the market, we have also considered those two issues, thus, with minimum work you can get the maximum effects. Just unscrew Rengo, put on the right tip and squeeze out the filling. Et voilà!

www.lauretta.eu/rengopastrybag



Sigep

Visit us
B5.190

Lauretta®



Tasty thermostable fillings

fruit and cream



vanilla, chocolate, crema pasticcera, raspberry 60%, blackcurrant 50%, sour cherry 50% and other

Kandy tel.: +48 600 283 829, e-mail: export@kandy.pl, www.kandy.pl

We are looking for distributors

www.lauretta.eu



ORMA SRL

Orma srl was established in 2008 from an intuition of Cassibba's and Vindigni's families. It distinguishes itself since the first time among the other companies, especially for its professionalism and timeliness in production and distribution of semi-finished products for pastry.

Thanks to a great customer loyalty technique and a better set-up, the company has had a continual increasing of clientele. This fast growing process pushes the new management to move the company in a new and bigger establishment, in C.da Serrauccelli (Modica).

Cutting-edge equipment and high throughput give us a higher variety of products with the best quality in order to satisfy our customers.

Due to the fruitful work of the senior management, Orma has seen a significant growth in volumes. This has all been possible thanks to





PROFESSIONALISM AND TIMELINESS

Semi-finished products for pastry



more of 30 employees devoted to the production of high standards products. The best quality raw material and the new automated system allow us to adopt competitive market prices and to fulfill big orders, from retail industry too.

Enthusiasm, professionalism and a thirty-year knowledge in pastries production of Cassibba's family combined with the recognised expertise in the management and financial field of the Vindigni's family. This joint venture is the perfect combination that allows Orma to enter the global market as a solidly built company that can compete with the bigger competitors and face all new challenges.

For more info: www.ormagroup.it
Instagram profile ormasrl
Sigep 2019: Pad B5 Stand 004

Nel 1970 ha inizio la nostra accurata ricerca di mercato nel mondo del caffè, quell'affascinante mondo che ci ha coinvolto e portato, oltre che in Africa, nell'America Centrale e nell'America Meridionale, completando così la varietà di miscele di caffè a nostra disposizione.

Giuseppe Arena fondatore e proprietario dell'azienda, intraprende sin d'allora la commercializzazione del caffè in grani in confezione da un chilo.

La conquista del mercato si rivela rapida in virtù degli standard di qualità.

Oggi "KILICAFFÈ" produce e commercializza in Sicilia e Calabria sia per proprio conto che per conto terzi. Il nostro obiettivo per il futuro è quello di approdare nei mercati nazionali ed internazionali, oggi la passione per il caffè rappresenta una realtà solida e in continuo sviluppo.

In 1970 begins the meticulous and accurate market research, in the fascinating world of coffee. This charming world brought us to the amazing Africa and the astonishing Central and southern America, where we had a chance to complete and create a variety of coffee blends. Giuseppe Arena, founder and owner of this innovative coffee factory, started this extraordinary business at the beginning of the 70's by producing and commercialize coffee beans in packs of one kilo, (2.205 lbs).

The remarkable high quality of the product climbed and reached rapidly the top of the market.

Today the production and distribution of Kili Caffè covers the entire island of Sicily and Calabria, both own and third parties.

The ultimate goal is to achieve and conquer the national and international markets. Our knowledge and passion for coffee represents a solid and constant growth, along with high quality and love for details.

Scegli il Colore della tua Giornata



Miscela di caffè pregiati in grani dal gusto unico e inconfondibile confezione da 1 kg



Capsule compatibili per macchine Lavazza Point*



Capsule compatibili per macchine Lavazza a Modo Mio*



Capsule compatibili per macchine Nespresso*



Cialde in carta filtro ESE44



Capsule compatibili per macchine Caffitaly*



Capsule compatibili per macchine Dolce Gusto*



Capsule compatibili per macchine Uno System*



direzioneopposta.com

ANY TIME KILI CAFFÈ

KILI CAFFÈ' s.r.l.

Contrada Cozzo Impiso - Bivio Misericordia
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e-mail: info@kilicaffe.it - web site: www.kilicaffe.it

LAVORAZIONE CONTO TERZI



KILI[®]
CAFFÈ'

KILI CAFFÈ

Italian Traditional Coffee

In 1970 begins the meticulous and accurate market research, in the fascinating world of coffee. This charming world brought us to the amazing Africa and the astonishing Central and southern America, where we had a chance to complete and create a variety of coffee blends.

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www.kilicaffe.it





PASSION FOR COFFEE

variety of coffee blends

DR. SCHÄR FOODSERVICE

Your all-round partner for gluten free solutions for HoReCa

Whether it be a family weekend away in a hotel, a romantic evening in a restaurant or simply a dinner with friends, there is one important aspect not to be neglected: a delicious meal. However, for a growing number of people, it is difficult to find an adequate selection of meals at the breakfast table, during lunch service, or on a dinner menu. This is a particular dilemma for individuals who suffer from coeliac disease and other gluten-related conditions. As a result of these conditions, bread, cereals, pastries and pasta are often off-limits when eating out. As the European leader* in gluten free food, we have dedicated our Dr. Schär Foodservice to HoReCa. We can now offer you a comprehensive range of innovative gluten free solutions for customers who follow a gluten free diet.

From breakfast through to supper, we have solutions for all your food business needs





YOUR FOOD BUSINESS

comprehensive range of innovative gluten free solutions

Recognising that a good start to the day begins with a hearty and filling breakfast, we offer a convenient Breakfast Box with six tasty products. This features our Fruit Muesli, "Crackers Pocket", "Fette Croccanti" toasts, "Petit" buttery biscuits, "Noccioli" wafer biscuits and "Pausa Ciok" (a sponge cake with milk-cream filling and chocolate coating). In addition to our convenient Breakfast Box, we also offer handy single portion sizes of Corn Flakes, Muffins "Choco" and Magdalena sponge cakes with apricot jam. An elegant wooden display stand and baskets are available for you to help display these tasty foods at your breakfast buffet.

Dr. Schär Foodservice also offers tasty solutions for snacks, lunch and dinner. We have our 1kg Ho-ReCa pack of Penne or Fusilli pasta to create delicious, Italian inspired dishes. Our sliced White Bread / Pane Bianco comes in convenient one-portion packs and we offer a range of products in handy single-size portions, wrapped in oven-proof paper, to guarantee a risk-free cross contamination cooking process even when cooked beside food containing gluten. Consumers love our gluten free frozen options





such Ciabatta, Ciabatta Rustica or our soft Hamburger Roll. Dr. Schär Foodservice can also recommend a ham and cheese Focaccia; frozen and ready to crisp up, as well as our delicious "Crème Noisette" croissants.

Hotels, restaurants and other outlets will now be able to offer everyone who follows a gluten free diet the pleasure of breakfast, lunch, dinner and everything in between for guests, suffering from gluten related disorders as for example coeliac disease. Coeliac disease is autoimmune condition that affects up to 1 in 100 people in Europe. As improvements are made to healthcare practices, diagnosis rate continue to increase. Following diagnosis, it is important to follow a strict non gluten containing diet. Dr. Schär Foodservice makes this easy with our range of tasty products, innovative serving solutions and professional support.

*Europe's no1 brand - Euromonitor data 2017.

For more information: www.drschær-foodservice.com

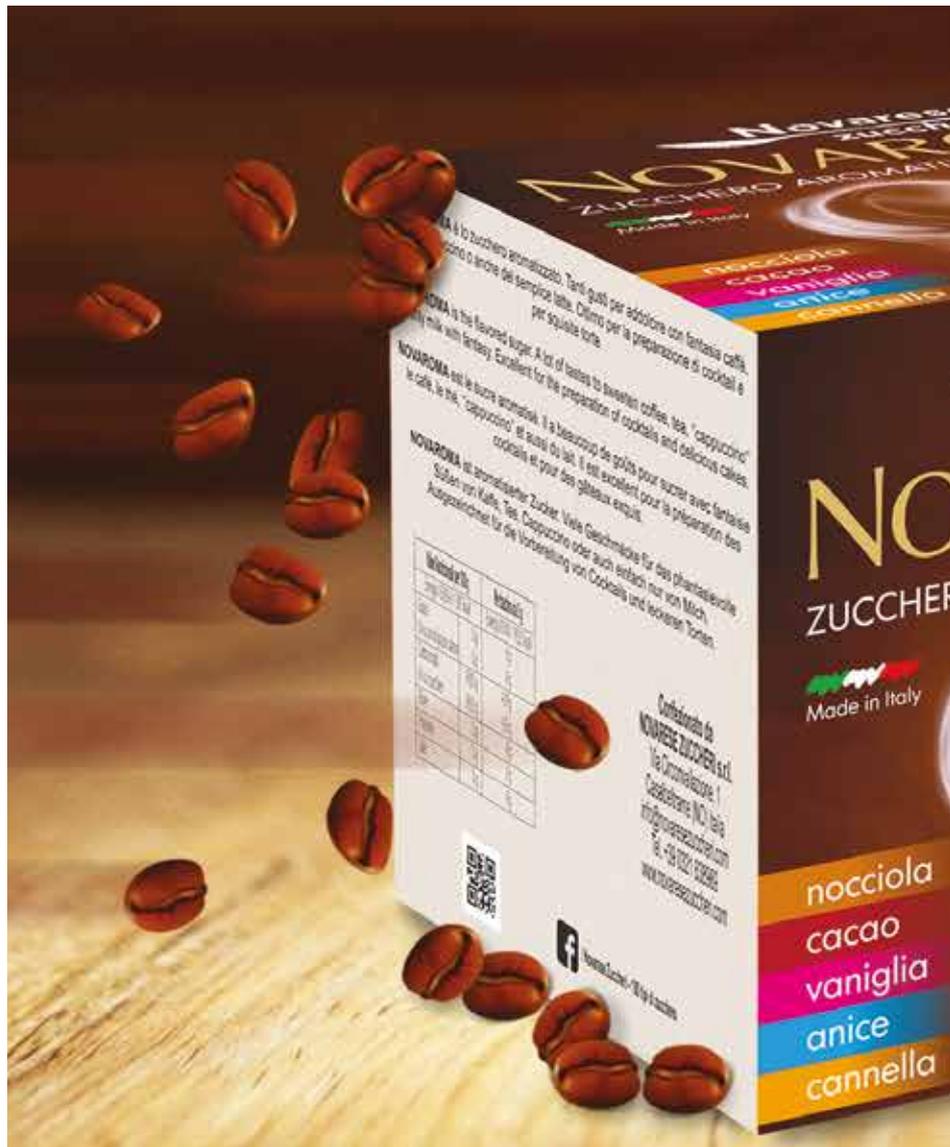


NOVARESE ZUCCHERI

We have
been
sweetening
Italy for more
than 60 years

Every day you can find us in cups, glasses and bakeries of millions of Italians and not only. Our recipe? Experience, quality and diligence. Our passion for sugar was born in the 50's, when we started transporting it through the north of Italy under the name of "Novarese Trasporti". In the 80's we learnt to process and package it and we finally changed the brand name in "Novarese Zuccheri".

During these decades we have been growing and now we are





NOVAROMA[®]

ZUCCHERO AROMATIZZATO

(...aroma irresistibile)

5 gusti assortiti:
nociola, cacao, vaniglia, anice e cannella



OUR PASSION FOR SUGAR

Wide variety of products always maintaining a high level of quality

considered one of the most reliable suppliers in the sugar sector.

In our plant located in Casalbeltrame, only 45 km far away from Milan, you can find more than 9.000 square metres of high-technology machineries and equipment, managed by people that, every day, transform an excellent raw material into a versatile product that everybody loves.

FLAVOURS, FORMATS AND COLOURS? WE HAVE A LOT OF ALL OF THIS.

Our strength is to succeed in offering a wide variety of products always maintaining a high level of quality.

That is the reason why customers choose us and decide to grow together with us.

From the large distribution channel to the bigger roasters, from the confectionary wholesalers to the leaders of the vending machines market: such diversified customers spur us to be creative and ambitious.

To surprise is our routine, to understand the needs of the market and try to move them up is the challenge we face every day.

THE SEARCH OF NEW CHALLENGE

Throughout these years we have found out very appetizing foreign markets where our products are available starting from 1991. Among all the markets, France, Germany, Russia, Canada and United States ones stick out.

The cake is big and it is known that appetite comes with eating!

www.novaresezuccheri.com



Le tue bustine aromatizzate...



LAURETANA

L'acqua piú leggera d'Europa

LAURETANA

On the table Lauretana: the excellence is served

The success of a business depends on the quality of the service and the products offered.

Taking care of the customer also means imagining his lifestyle and creating a product or providing a service that can meet his requirements. Even better if it can amaze him.

Lauretana has always been focusing on people's well-being, in everyday life, but on special occasions as well. It has got different packagings to satisfy all customers' requirements, since the consumer takes care of his hydration at home, in the office, during a workout or when he tastes a delicious dinner in a hotel or restaurant of excellence, both in Italy and all over the world. On these special occasions, Lauretana amazes the consumer with the bottle signed by Pininfarina, dedicated to the HoReCa sector in the glass packagings from 750 ml and 330 ml.

The design of the shapes and the material concretely expresses and translates the lightness of Lauretana water.





PURITY

a unique experience for the palate



Antonio Pola, CEO of Lauretana, describes the water with these words:

“A dining table is like a stage where the bottle can become the protagonist: if it is sumptuous it is eye-catching, it arouses curiosity and it is easily recognizable.”

Choosing the purity of Lauretana water for its customers means to offer a unique experience for the palate. Chosen by the best Chefs, as well as by the families, Lauretana is the perfect water to combine any dish because it respects its fullness, without altering its taste. The lightest water in Europe, with its unique characteristics, has got a fixed residue of only 14 mg/l that provides many benefits for the people who drink it, including favoring the digestion. It is a natural product, 100% made in Italy, without heavy metals, poisons and anthropic contaminants since it springs in an unpolluted territory at more than 1000 meters above sea level, a protected environment, without any industrial and agricultural settlement, and it flows deeply in an ancient granite bed which protects it from any contamination. The unique features of Lauretana and the light shapes of the Pininfarina bottle dress up the tables of the best restaurants: the excellence is served!

www.lauretana.com





Haute cuisine
doesn't leave anything
to chance.



The prestige at the dinner table
shows the quality of the offer.
Details, ingredients, people:
no choice is random,
no alternative is ordinary.
Haute cuisine's water is Lauretana,
guarantee of excellence in the glass.



Follow the lightness:
www.lauretana.com

LAURETANA[®]

The lightest water in Europe

EGERIA

Since 1948

EGERIA water since 1948 reaches the tables of consumers, maintaining freshness, harmony, effervescence and quality in both glass and plastic formats.

The establishment is located in the heart of the city, surrounded by the greenery of the Appia Antica park; a symbolic position that links the EGERIA brand to the history of Rome.

The goodness and the quality of our natural effervescent water were awarded by the Jury of the Superior Taste of the International Taste & Quality Institute (ITQI) in Brussels which awarded 3 golden stars (the highest) to reward its taste.

Classified as "medium mineral water" it presents an ideal balance of mineral salts essential to maintaining a healthy body: calcium for bones and muscular activity, magnesium to combat fatigue, irritability and loss of tone, potassium for muscle cells and the nervous system and fluorine for tooth enamel.

Purity, digestibility and unique taste make it the ideal water to drink any time of the day.

www.egeria.it



L'Acqua Santa di Roma



DIETRO IL TUO BENESSERE



www.egeria.it



[@acqua.egeria.official](https://www.facebook.com/acqua.egeria.official)



[acqua_egeria_official](https://www.instagram.com/acqua_egeria_official)

CRAFT BEER ITALY 2019

Conferenza e mostra per tecnologie,
materie prime e marketing

CRAFT BEER ITALY 2019

BIGGER LOCATION AND THE SAME SUCCESSFUL FORMAT MADE OF B2B MEETINGS AND A HIGH-LEVEL TRAINING PROGRAM AS WELL AS STRONG PARTNERS:

- New location MiCo Lab: bigger exhibition area and conference rooms
- Conference: focus on high-level technical and commercial contents
- Contest Best Craft Beer Label 2019 – when the label makes the difference
- Confirmed partnerships with VLB Berlin, Doemens and U ionbirrai
- Italian Championship of Beer Sommeliers Doemen
- Member of the Beviare Family

CRAFT BEER ITALY, conference and exhibition for raw materials, technologies, packaging and marketing for craft beer will be back on 27th and 28th March 2019.

CRAFT BEER ITALY 2019 reconfirms its successful format: a B2B event exclusively for professional operators,





**CRAFT
BEER
ITALY 2017**
Cheriscete e mixate per tecnologia,
innovazione e marketing

TASTE IT! AREA
non la solita birra (no ordinary beer)

B2B MEETINGS
high-level training program



where visiting brewers have the chance to see with their eyes all innovations regarding raw materials, technologies, packaging and marketing specific for craft beer production, offered by selected exhibitors, both Italian and international. CRAFT BEER ITALY is proudly the only Italian platform chosen by many international companies to showcase their products.

Together with the exhibition area at CRAFT BEER ITALY, you will find a rich conference program with famous international speakers. Compared to 2017, the technical level of the presentations will be even higher to provide more and more impulses for the branch, including well-developed and structured breweries.

The success of CRAFT BEER ITALY 2017 would not have been possible without the support of Doemens and VLB Berlin, two international partners who are already working on the next event, in order to pass on their know-how, the result of 150 years of research and training, to Italian brewers. Also Unionbirrai and its members will play a vital role, both for the tasting areas and for the conferences.

Further information and updates regarding the event can be found at <http://www.craft-beer-italy.it/en/>

CRAFT BEER ITALY 2019

Conferenza e mostra per tecnologie,
materie prime e marketing

MiCo LAB - Milano Congressi, 27-28 March

Member of the **Bevi**ale Family

**Sapere di birra:
formazione di qualità.**

craft-beer-italy.it



Doemens

NÜRNBERG MESSE

AIS LOMBARDY

Looking
for wine
education and
professionalism?
Ask the
sommeliers of
AIS Lombardy

More than 7000 members, a complete training offer with more than 4500 people - wine lovers and trade professionals - attending one of the 55 courses (level 1, 2 and 3) organized by one of the 11 provincial delegations only in 2018. And then a great number of events all the year round, including themed evenings with food and wine tastings, based in the dynamic and vital city of Milan, enriching a training offer that is rather unique in the Italian world of wine.

We are talking about the Italian Association of Sommeliers (AIS) of



Il libro guida alle produzioni vitivinicole di qualità in Lombardia

Viniplus 2019 di Lombardia

55 COURSES

train their staff in a professional and qualified way

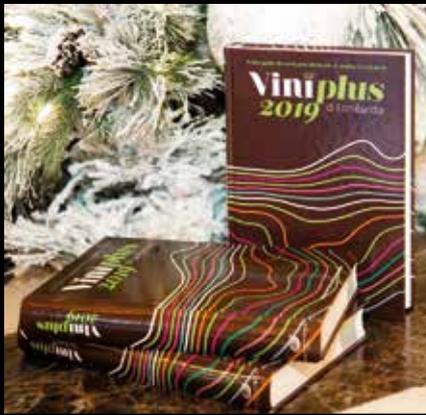


Lombardy, the biggest regional group among AIS. "These great numbers make us very much proud because they demonstrate the love this region has for wine and the good work we have been doing during these years", explains Hosam Eldin Abou Eleyoun, the new president of AIS Lombardy since July 2018, with his twenty-year career within AIS at the head of the largest Italian delegation, the Milanese delegation. "These are important numbers that encourage us to do better". The desire to become a sommelier, the final stage after attending a three-level course and taking the final exam - both written and oral, including a wine tasting - does it seem to be in crisis, on the contrary, it appears to get more popular every year.

«Undoubtedly, there is a great interest in wine. Our achievements are not fortuitous; they are the result of many little pieces we have put together day after day. The Expo in Milan in 2015, for example, where the sommeliers from Lombardy were the protagonists in the Lombardy pavilion, certainly brought us prestige and visibility. We were well prepared for it and that success made us even more enthusiastic for the future". Behind these results there is a lot of work, which is appreciated by many professionals who approach AIS in order to train their staff in a professional and qualified way. "Many organizations contact us to train their sommeliers to work in wine shops, hotels or restaurants - explains Hosam Eldin - in those places where wine, spirits, beers, oil, blends and even cigars, require a fully trained staff". Moreover, nowadays the AIS sommeliers can be found in supermarkets and in wineries as well. "Besides, who else would be able to welcome the wine tourists visiting our wineries better than one of our sommeliers?"

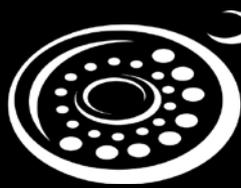
AIS Lombardy publishes a biannual magazine that is sent to all members, and a guide, *Viniplus di Lombardia*, with a lot of contributions from a large group of tasters: it is available both online (www.viniplus.wine) and in the printed edition, and it is distributed to 800 restaurants throughout Lombardy: "We are very fond of our job; we put a lot of passion, research and expertise into it", says Hosam Eldin. "The fact that many restaurants in Lombardy are now choosing to include our regional wines in their wine lists gives us a greater impulse to pursue our mission of spreading knowledge".

www.aislombardia.it



Quando
il vero artefice
della comunicazione
del vino
è il *sommelier*



 **AIS** ASSOCIAZIONE
ITALIANA SOMMELIER
Lombardia

Via Panfilo Castaldi, 4 - 20124 Milano (MI)
tel: +39.02.2901.0107
www.aislombardia.it - sede@aislombardia.it



NOT JUST DRINKS, BARMEN CHOOSE QUALITY

"The people of the night have weird jobs... said a famous Italian song from the '90s, depicting the peculiar nightlife in Milan at that time. In this context, Carlo Morandi, barman of the Milanese scene, takes his first steps behind the counters of the most important clubs in Milan, such as Hollywood, Blues House, Propaganda, Heaven and Sunset Garden. He began doing this job in the late '80s and never stopped.

"HORECA INTERNATIONAL" couldn't find a better interlocutor to discuss about what is the best formula to make and serve a good cocktail to a sophisticated clientele who is used to hanging out in famous and exclusive nightclubs, in a city where the competition and the offer in terms of nightlife is extremely fierce.

"Choosing the best ingredients is essential - says Carlo - for instance, if you mix a good gin or a good vodka together with a good tonic water, and you get the doses right and the alchemy right, be sure that the 90% of your drinks will be excellent. However, cocktail presentation shouldn't be overlooked - quality is important here too therefore decorations and glasses are all elements that a good barman can't ignore. For this reason, in the clubs where I have worked, whenever it was possible, I have personally selected the suppliers of spirits and soft drinks, and the suppliers of primary ingredients, such as fresh fruit, for great non-alcoholic cocktails as well as the suppliers of everything might be needed behind a counter, from the glasses to kitchen tools, from the beers to coffee. You can't just take on the role of barman, nor can you take on the role of nightclub manager. If you want to offer a high quality service you need to stay up to date, go to trade events and check out trade magazines, which are of great help for any professional in this field".



SOME ADVICE FROM
A LONG LASTING
EXPERIENCE BARMAN

AT THE BLUES HOUSE IT IS NOT "THE SAME OLD SONG"

MINIMALIST INTERIOR DESIGN,
EXCELLENT COCKTAILS AND GREAT
MUSIC - THIS IS THE WINNING
STRATEGY OF THIS NIGHTCLUB IN
MILAN

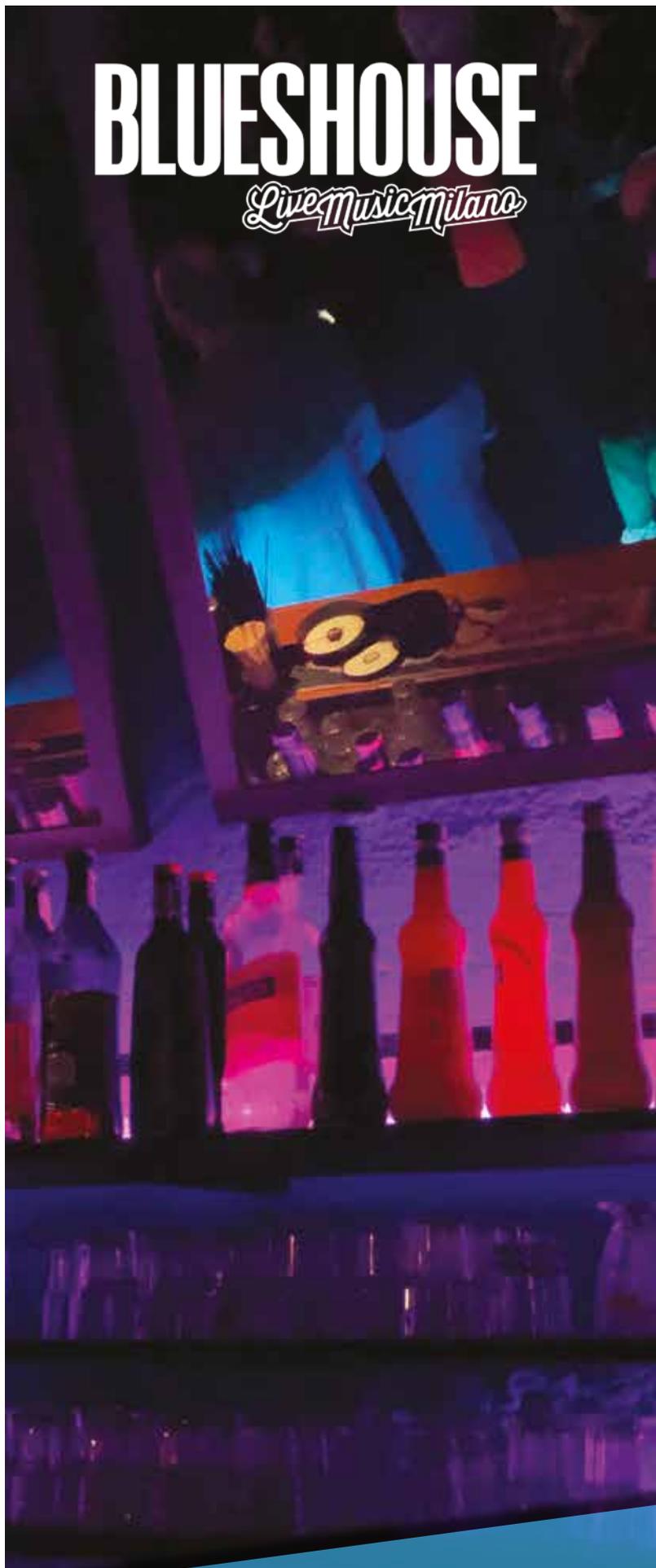
Great live music, minimalist interior design, high quality cocktails. At the Blues House the cosy and welcoming atmosphere attracts those customers who love live concerts and want to spend a pleasant evening drinking good beers or cocktails prepared by skilful bar-men with the finest ingredients. "The idea comes from the American blues bar", says the owner, Stefano Fierro. "We put great attention into details, from spotless bathrooms to top-quality drinks". Precisely on the latter, specific choices have been made: "This is a night club with a peaceful clientele aged between 35 and 45. Our prices are very competitive, around 10 euros for a drink. To keep our customers satisfied, we have decided to offer a limited number of beers, regardless of the hype of the moment for artisan beer, and preferring good quality instead: we always choose famous brands, we put great attention into detail to make a good cocktail, including the freshness of the mint and the quality of the ice". Another strong feature of the club is the furniture, essential and minimalist. "The counter is functional and has been designed to make the contact with the barman easier. 50% of our clientele are women and they often come alone: a positive indicator showing how relaxed and safe the environment is. The comfort of our guests is always guaranteed: our policy is to refuse service to anyone who appears drunk. This allows us to avoid troubles and keep the situation under control." However, the real strength of the evenings at the Blues House is the music. The club has a rich programme at week-ends and theme nights, with gigs and bands from Italy and abroad, ranging from blues to classic rock, from rock'n'roll to swing and rockabilly. "When the music starts, the lights go out at the counter and the attention is all on the stage and the artists. The bar is at the service of live music, and not vice versa."

www.blueshouse.it

HORECA INTERNATIONAL

BLUESHOUSE

Live Music Milano



LIVE MUSIC

clientele aged between 35 and 45

GRUPPO CIMBALI



GRUPPO CIMBALI

Gruppo Cimbali provides the market with the widest range of solutions for the HORECA (hotels and catering) sector, including traditional and superautomatic coffee machines, grinder/dispensers, and accessories, ensuring reliability, top performance ratings, user-friendliness, designer appeal and top quality coffee in the cup.

The Group includes LaCimbali, Faema, Cosadio and Hemerson brands. These are well-established brands (LaCimbali and Faema were founded in 1912 and 1945, respectively).

The Group's turnover in 2017 came to more than 180 million euro, 80% of the turnover was generated by sales abroad, with a total volume of around 48,000 units.

Gruppo Cimbali also has 10 operational branches: Milan and Rome in Italy, while abroad in the United Kingdom, France, Germany, Spain, Portugal, the USA and China, and a representation office in Singapore. Of the Group's 800 employees, 65% are employed in Italy and the remaining 35% abroad.

Gruppo Cimbali is based in Binasco, near Milan. Its operations are conducted at three production facilities in Italy, one in Binasco (Milan) itself, one in Chisalba (in the province of Bergamo) and another in Cappella Cantone (in the province of Cremona). The facilities produce on average over 220 coffee machines per day. The Group takes special pride in the MUMAC - Museo delle Macchine per Caffè Espresso. Inaugurated in 2012 to celebrate the contri-





SOLUTIONS FOR THE HORECA

top quality coffee in the cup

bution of this company to the sector (and also as a mark of the Group's gratitude to its customer base), MUMAC is a unique initiative (the largest exhibition of trade espresso coffee machines in the world), recounting a century of history, of technology, of design and of 'the Italian way'. All this and more! MUMAC is also a venue for the formation and diffusion of the culture of espresso among coffee lovers - as a training resource and point of reference for all who wish to learn about one of the most symbolic of Italian products



The group's focus on innovation is also reflected in the 55 currently valid patents, 15 of which have been filed in the last 3 years.

In 2017/2018, Gruppo Cimbali introduced:

- the LaCimbali S20, a superautomatic machine with a revolutionary 10.4" touchscreen display providing innovative man-machine interaction and an integrated dual-direction WIFI system making it possible to analyse consumption data and update software.
- the Faema E71E, a traditional machine designed by Giugiaro Design with innovative technological features, while at the same time conceived to satisfy the international community of baristas and coffee specialists.
- The LaCimbali Elective: the new LaCimbali Elective is a high-end professional coffee grinder-doser. An extraordinary combination of iconic design, innovative technology and traditional functions, in order to provide constant quality in grinding at any time.

Optimal management of the entire extraction process, from the extraction temperature to the infusion time, and enhancement of the sensory profile of every blend or single-origin coffee.

Intuitive and ergonomic interaction with the machine that simplifies the barista's work. Maximum customization, both in terms of settings, enabling perfect extraction, and of accessories.

These are the main advantages for coffee specialists offered by **Faema E71E**.

Thanks to its newly-designed independent groups, the machine can manage different coffee varieties while respecting the specific temperatures that they each of them requires. Additionally, the hydraulic circuit with a patented GTi control system guarantees perfect management of coffee infusion times: an ideal combination for simultaneously ensuring high thermal stability, and enhancement of each coffee's sensory profile.

The new, redesigned handles in the optional wooden version are designed to offer maximum ergonomics and comfort.



Faema E71E.

We know what is brewing in your mind.

For all those who seek a cup of happiness.

The ultimate blend between tech and tradition has found its shape. E71E, studied and designed for all those who seek great things in a tiny grain. And superior quality, and caffeine and a mug of Happiness.

 **FAEMA**
EXPRESS YOUR ART

 FaemaOfficial  faema_official

e71.faema.com

Additionally, the filter holders in the naked and double shot versions offer the ability to use larger filters for double espressos extracted with 18/20 g of coffee and make coffee extraction even more engaging for coffee specialists. New longer, more articulated steam wands to allow baristas to also work with large milk jugs and in the position that they prefer with maximum visibility. They are also equipped with cold touch technology to make the grip even more secure and to facilitate cleaning after use. One of Faema E7IE's distinctive characteristics is its externally adjustable pump pressure, which enables quick and independent manual calibration by the barista. It can be customized according to the type of coffee used.

Finally, Faema's new model offers numerous customization possibilities thanks to its wide range of accessories (rear panel, new group heads, steam tap covers and filter knobs) that will make the new E7IE unique.

The LaCimbali S20 is the new superautomatic by LaCimbali, a Gruppo Cimbali brand. LaCimbali S20 enhances the LaCimbali superautomatic range with a perfect solution for locations that produce around 200 cups a day. Thanks to its built-in soluble hot chocolate system, you can also offer a wide and varied drinks menu always with the highest quality.

The new S20 is a perfect tool for your daily work. Thanks to the innovative technical solutions that have always made LaCimbali machines cutting-edge products, making coffee and milk-based beverages will be simple and intuitive every day.

The S20's 7-inch touchscreen display allows you to see different options on the drinks menu (pre-selection and Group Model) and to customize images displayed by the machine. You can also assist the customer when choosing their drink with video clips and animations, all in a very simple way. Thanks to the integrated bidirectional Wi-Fi System you can remotely communicate with the S20. This machine can also be configured in Power Station Mode for simultaneous supply of milk-based beverages from two adjacent machines using only one fridge thus optimizing the work space.

gruppocimbali.com



THE HOTEL SHOW SAUDI ARABIA



Meet key buyers at the Kingdom's
premier event for the food and
hospitality industry

21 - 23 April 2019
Jeddah Centre for Forums & Events

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IMPRESS FOR SUCCESS

In february
hospitality is
back again
at Expo Riva
Hotel

The 43rd edition of Expo Riva Hotel- the hot-house of brand new trends, experiences and innovations related to the HORECA sector that will be held from 3rd to 6th February 2019 at the Riva del Garda Exhibition Center draws inspiration from its own intention to stand out.

After a successful 2018 edition with 521 companies, 27.358 visitors and 39.000 square meters of exhibition space, Expo Riva Hotel is back with a new goal to be achieved.



A close-up photograph of a man with a beard and a headset, wearing a light blue patterned shirt. He is focused on pouring a red liquid from a bottle into a glass through a funnel. The background is a bright, slightly blurred indoor setting.

EXPORIVA HOTEL
2019 FORTY-THIRD EDITION

PROFESSIONAL TRADE FAIR FOR THE HOSPITALITY AND CATERING INDUSTRY

THE 43RD EDITION
OF EXPO RIVA HOTEL

from 3rd to 6th February 2019



As its main challenge, the fair sets out to create intangible value through a careful analysis of the HORECA world and its latest trends. By turning such trends into strategies and high-level initiatives, the fair succeeds in offering its visiting operators the opportunity to stand out as truly different and unique. In a word: impressive.

Along with an increasingly more careful research and selection of exhibitors able to anticipate the customer needs by offering customized and cutting-edge solutions, Expo Riva Hotel affirms its status as the most comprehensive national marketplace in the sector. The products and services showcased within four theme areas (Coffee & Beverage, Indoor&Outdoor Contract,





Food&Equipment, Eco\wellness&Technology) range from product displays to areas for the dissemination of expertise and knowledge.

The 2019 edition witnesses the renewed alliance with the Trade Associations for a rich business to business appointments schedule.

The competitions and tastings set up during the 4 days of the fair will prove valuable opportunities to exchange and share information and practices.

The projects carried out by Expo Riva Hotel Academy, such as Hotel Management, Solobirra and RPM - Riva Pianeta Mixology remain a driving force for the dissemination of technical and specific know-how in the hospitality and catering sectors. More and more focused on an itinerant, utterly comprehensive and lifelong training dedicated to the management of hotel facilities, modern communication techniques, craft beers and mixology, the Expo Riva Hotel Academy "package" revolutionizes the old fair concept.

Expo Riva Hotel, sponsored by Federalberghi and Federturismo Confindustria awaits you with many ideas to find your personal hospitality style thus impressing your customers from 3rd to 6th February 2019, in Riva del Garda.

exporivahotel.it



FOODNOVA, THE NETWORK FOR THE NEW FOOD NEEDS IS BORN

At Rimini Business Space, the trends of future food have an international showcase Exmedia Srl, a part of IEC - Italian Exhibition Group, which organizes Gluten Free Expo and Lactose Free Expo, has launched Foodnova, the network dedicated to the new food needs that will debut from 16th to 19th November 2019. Foodnova will host inside four exhibitions: the well known Gluten Free Expo and Lactose Free Expo and the new entries Expo Veg and Ethnic Food Expo.

In the latest years, the eating habits of consumers and consequently of the market are changing and Foodnova is born to satisfy these requests and find all the market demand in a single hub.

Gluten Free Expo in recent years has been confirmed as the only international fair dedicated to gluten free products and market. It's an excellent appointment for national and international brands as well as an important training and information moment for this sector. Lactose Free Expo is the fair dedicated to dairy free and lactose free products. It is a meeting point for companies engaged in a constantly growing sector that involves a great number of consumers. Expo Veg will be the fair where the best food products suitable for vegetarian and vegan are launched to share wellbeing, sensations, choices and lifestyles. Ethnic Food Expo will be the showcase of culinary expressions linked to the identity, tradition and culture of countries and peoples that reflects the needs of an increasingly international and heterogeneous market, such as halal food and kosher cuisine. In a multi-ethnic and global markets context, new opportunities are opening up for companies that aim not only to export, but also to offer the quality of their services and products to national and international customers, thanks to tourism. Inside Foodnova, the four fairs will keep a distinct identity but they are



FOODNOVA

from 16th to 19th November 2019

GLUTEN FREE / LACTOSE FREE / VEGETARIAN / VEGAN / ETHNIC

FoodNova

IL NETWORK DELLE NUOVE ESIGENZE ALIMENTARI



16/19 Novembre 2019
Fiera di **RIMINI**



organizzato da:

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Providing the future

in collaborazione con:

 **ITA**
ITALIAN TRADE AGENCY
ICE - Agenzia per la promozione all'estero e
Internazionalizzazione delle imprese italiane

THE ART OF TRUFFLES IN NORCIA

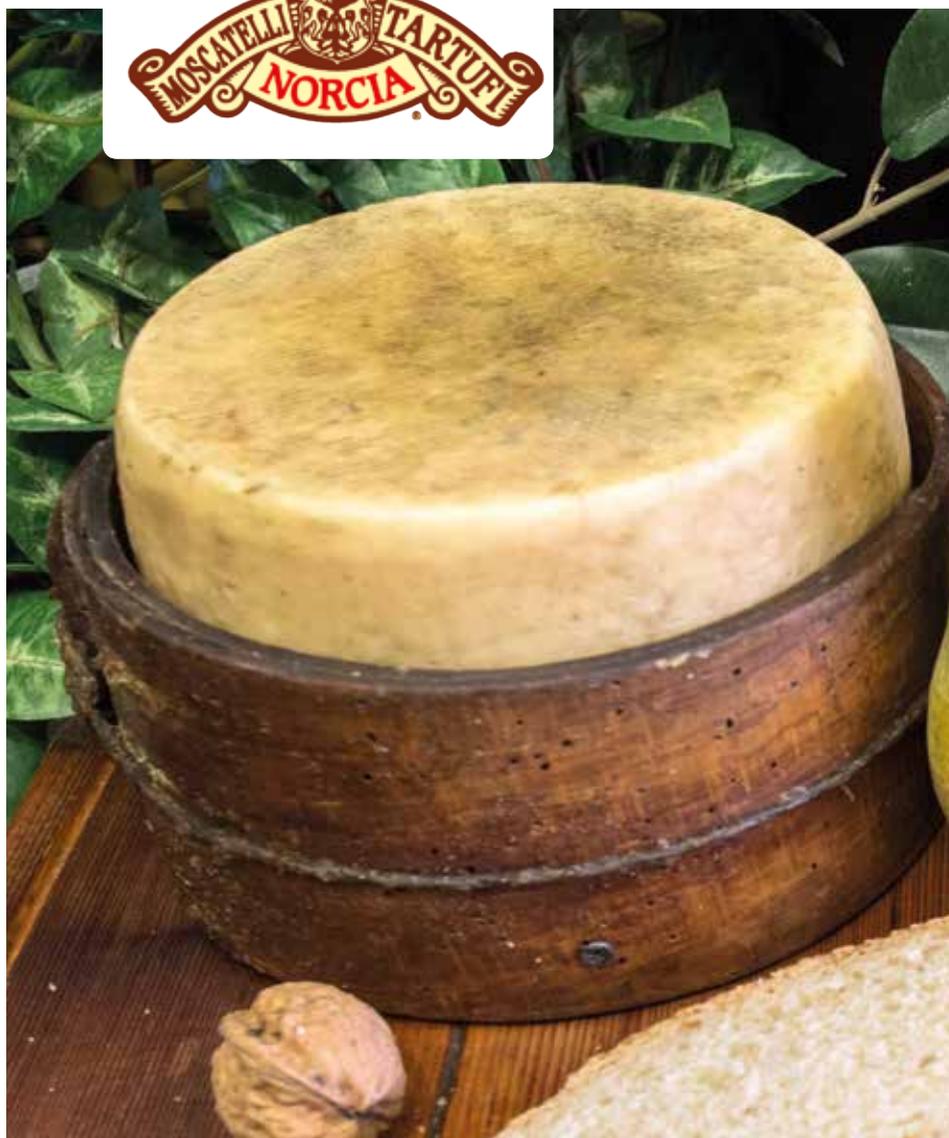
The Moscatelli Family company in Norcia and Serravalle di Norcia has ancient origins. Over 150 years ago, great great grandfather Marco Moscatelli built the characterist delicatesant (in 1850). The stone walls are still standing today and the shop has been run by several generations of the Moscatelli family.

The history begin with Marco Moscatelli, a pork butcher who opened the delicatesant (in Italian "Pizzicheria and Norcineria") which is now renown epicure.

Originally called "La posta", a place where carters stopped to eat and rest their animals. If you visit the shop, you will see on display a manuscript letter which dates back to 1861. Marco complained to a correspondent that an expected delivery had not arrived.

The letter demonstrates the company's commercial activity had been operating since that date.

After Marco, his son Benedetto continued and it was then passed on to his son and grandson Romeo, the





TRUFFLES IN NORCIA

The passion for good food



current owner. He continues the family tradition of processing of pork into fine foods salami and cured meats.

In 1969 Romeo transformed the business from "La posta" to an hotel and restaurant, where for twenty years traditional dishes of local black truffles of Norcia were served. Cured meats were sold in a small artisanal workshop, which is still used today.

The Moscatelli family maintains centuries-old tradition and passion for its produce. The Moscatelli Tartufi Norcia brand was born in 1990 and depicts the family crest, two lions prancing on an olive tree. The experience of passed generations will ensure the future of generations to come.

Currently, Moscatelli Tartufi is active in collecting and processing local precious truffles, carefully preserved in the truffle laboratory, following the traditional method.

Also on the premises-pecorino cheese are matured for up to 18 months, to guarantee the quality of project smaller, rather than greater quantities are produced.

The traditional processing offers customer fresh and preserved truffles, excellent pork, cold cuts and wildboar, cheeses in wooden casks, matured in natural cellars, respecting normal ripening times.

It is all done with passion for good food, as well as keeping centuries old family tradition alive, to offer highest quality produce.

We look forward to your visit, where you can rediscover the taste of simple but authentic flavours, to please any discerning gastronome.

www.moscatellitartufi.com



since 1850



*The art of
TRUFFLE
in Norcia*

www.moscatellitartufi.com

Via del Fiume Corno, 46 - 06046 Serravalle di Norcia (PG) - ITALY - +39 0743.822267

ORVED

“Excellence, innovation and customer care are the cornerstones of our company’s philosophy”

At Orved we believe innovation serves not only an idea but is the perfect combination of three key elements: our knowledge, determination to reach our goals and our drive towards success.

For this reason, Orved has been innovating the world for over 30 years by creating the best products dedicated to the vacuum packing and sous-vide cooking, our true passion!

Since 1984 we have conceived, designed and developed vacuum food-packing machines and also in ATM, thermos-sealing machines, bags, accessories, and Sous-Vide cooking solutions.





EXCELLENCE AND INNOVATION

All Orved's products are Made in Italy



We can proudly state today that we offer excellence in the world of vacuum techniques, in food preserving and cooking, innovation, in expertise, guidance and education. All Orved's products are Made in Italy.

For over 30 years we have been manufacturing vacuum food-packing machines which are designed to match the ever increasing market needs, in both homes and professional kitchens. That is why our line is composed of more than 40 different models.

We offer technologically advanced quality products, with time and cost-saving break through ideas which guarantee the utmost in performance.

For more than 10 years we have produced our own collection of Vacuum Bags,



ideal for long-time preserving and storing, keeping the natural hygiene and freshness in the products, as well as being a distinct guarantee of excellent quality performances.

Our Cooking Vacuum Bags have been specifically designed to achieve outstanding results in Sous-Vide cooking processes, in addition to being highly effective for food-preserving as well.

We have even conquered the space!

A joint project with the aerospace company Argotec led us to develop the Argovac, a tailor-made vacuum machine for packing the food for the "Futura Space Mission" in which the Italian astronaut, Samantha Cristoforetti was a key participant;

www.orved.it



A unique design for demanding chefs

X-OVEN was established in 2013 by entrepreneur Alfredo Mercurio and restaurateur and inventor Enrico Piazzi. The company produces and distributes its internationally patented charcoal ovens with lateral grill drawers around the world for the hotel, restaurant and catering sectors.

The X-Oven Group is comprised of: X-Oven International, the headquarter, based in Lugano, Switzerland, responsible for the Swiss and international markets and X-Oven Italia, located in Cremona and in charge of marketing in Italy.

Italian design and Swiss precision combine to produce the X-Oven, making it the perfect blend of functional excellence, tradition and innovation.

Enrico Piazzi is a restaurateur and inventor for both work and pleasure. After years of slaving over hot grills that were difficult to use, wasteful and unsafe, he developed a concept to replace the traditional front hatch of old-fashioned charcoal ovens with a system of one or more removable side grill drawers set at different heights, so that a variety of foods could be prepared at different temperatures.



X-OVEN



CHARCOAL OVENS

X-Oven is the only charcoal oven with lateral grill drawers



Designed for enclosed spaces in professional kitchens, X-OVEN is the only charcoal oven with lateral grill drawers available in three models: with one, two or three grill drawers.

The X-Oven.1 model is considered a specialized product, characterized by a high and uniform service temperature that can reach 380 °C and remain constant throughout a standard service. It is perfect for intense and aggressive cooking and is suitable for all meat cuts that are prepared to perfection in a very short time frame.

The X-Oven.2 model, with two grill drawers, is the ideal solution for combining the versatility of the X-Oven.3 with the ease of use of the X-Oven.1. The X-Oven.2 adopts a grill drawer with 15 cm of available height in the position closer to the brazier tray, offering the possibility of placing grills at three alternative heights. Additionally, on the upper level, it hosts a grill drawer with 10 cm of available height.

The X-Oven.3 model is a versatile product that offers chefs multiple cooking options.

The X-Oven.3 takes full advantage of its vertical height. The three grill drawers are set at different levels, allowing chefs to exploit lower or higher temperatures.

The product's distinctive features have been recognized for their uniqueness and are patented internationally.

The X-Oven is distributed globally. Through use of this innovative product, the world's most talented chefs and most exclusive restaurants have discovered a new and surprising cooking tool that enhances natural food flavors, encourages creativity, cuts energy costs and guarantees a safe working environment.

x-oven.com

X-OVEN

CHARCOAL CUISINE



EXCLUSIVE

SAFE

CONVENIENT

DYNAMIC

x-oven.com

TRAFILE TURCONI: PASTA DIES SINCE 1995

Turconi, beyond the standard

Paolo and Mauro Turconi Turconi established Trafile Turconi in 1995, combining the experience acquired in years of working in the sector to produce their own pasta dies and inserts. Since then, the company has become a point of reference throughout the world for machinery manufacturers, dealers and end users (pasta factories and food processing factories) that put quality at the heart of their business. To maintain the highest level of quality, the company has sustained balanced growth: indeed, our size means we can offer the highest level of customization for each project. This is also thanks to a team of passionate, well-trained and well-informed professionals who make it possible for us to achieve our mission of excellency and precision.

Turconi team works hard every day to improve standards and meet the needs of clients in a well-organized, safe and efficient workshop.





DESIGN AND EXPERTISE

highest level of customization for each project



Innovation is an everyday challenge.

Technological innovation is a constant process at Trafile Turconi, where design and expertise are considered of prime importance. Use of the latest generation machinery and purposely-designed equipment enables us to continue to offer technologically advanced products.

Quality that starts with control

Quality is Turconi's goal. The entire production chain is constantly controlled, from the procurement of raw materials through to the creation of a reliable, high quality product, ensuring visual and dimensional tests are performed at every stage in the process.

Prompt and reliable service

We believe that even high-quality products can lose value if they are not supported by reliable customer service. That is why we plan our work schedule very carefully to ensure we are always able to deliver on time and offer a prompt and reliable service.

Penne dies

The penne dies (smooth or ridged macaroni with an angled cut), historically produced only as dry pasta, has become quite popular as a fresh pasta product in recent years. It has therefore become necessary to adapt the vertical extrusion system typically used in dry pasta production to the horizontal extrusion method normally used in the fresh pasta industry. This need requires that various options be available, from the traditional cone-die cutting system used exclusively in vertical extrusion to the direct-cut method which can be used in both vertical and horizontal extrusion. Trafile Turconi can suggest the ideal solution according to the type of extruder being used as well as to the type of penne format desired. In addition, dies with air breathers and guide pins are also available.

www.trafileturconi.it

SINCE 1995
TRAFILE TURCONI[®]
PASTADIES

passion
BEYOND
THE STANDARD



NEW CATALOGUE 2019

BIBÒ: DESIGN AND WARMTH FOR ALL OUTDOOR ENVIRONMENTS

Bibò: the "mushroom heater" you were waiting for

Bibò is the outdoor heater which combines design with ecological and economic performances. Heat up your evenings with an innovative item that provides your customers with a pleasant feeling of warmth paired with a warm illumination. Bibò offers some important advantages that make it a truly versatile product. The current legislation provides strict rules for the storage of gas cylinders but with Bibò you can forget the constraints linked to the use of gas cylinders because it is not gas powered. Bibò is powered by pellets. Bibò utilizes the simplest, economical, environmentally friendly fuel and its operating cost is significantly lower than the one of similar products fueled by gas. Easy to use and clean, it does not require any technical assistance. It represents the ideal compromise between style and efficiency at a very low monthly cost!

Bibò offers a combination of design and warmth for all the exterior environments of restaurants, bars, hotels; it is also the ideal solution in ski runs, and in general where low temperatures prevent the use of gas. Perfect for catering companies and events of any kind, it is an elegant and comfortable solution in the gardens of the most exclusive houses. Watch the video on youtube and call us to order your Bibò. With a small extra charge you can also have a complete supply of pellets of the highest quality at a very competitive price. Bibò is offered by NB & Partners, an Italian company with over 15 years of experience in the heating and hotel, restaurants and communities supplies. Bibò is 100% Made in Italy and has a 2 years guarantee. Shipping available throughout Europe. Any information can be asked to a dedicated telephone number.

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INNOVATIVE ITEM

heat up your evenings

TECNOGRAFICA

Soundproof, the new acoustic wallpaper

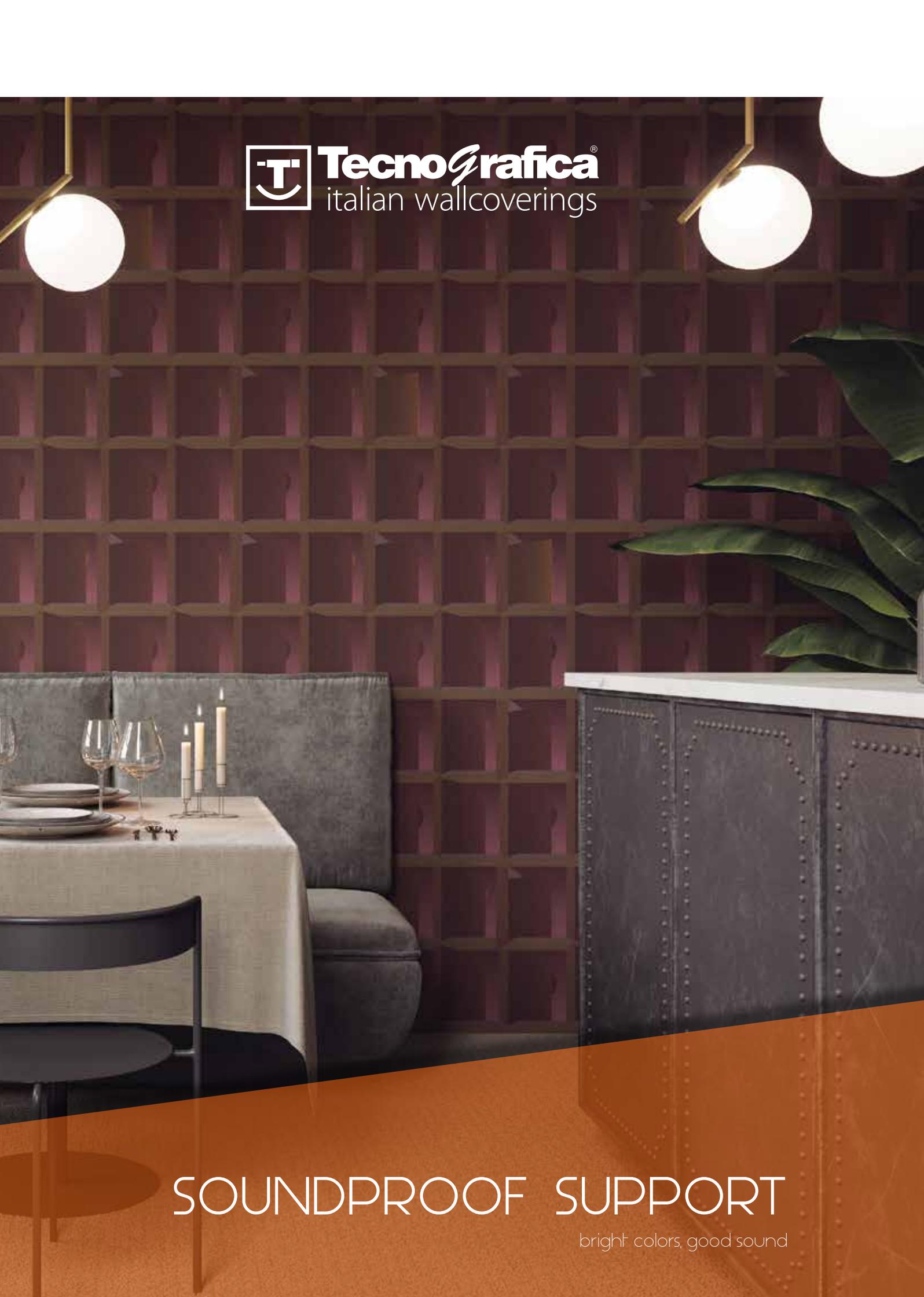
Whatever environment is featuring the project, a pleasant esthetic result is not the only focus around which design can move and experiment. In the field of wallcoverings, there are many aspects that have to be taken into account and the wallpaper is more and more able to represent a solution with great visual impact, but also effective with respect to precise environment's and client's needs.

This is the reason why Tecnografica Italian Wallcoverings presents its brand new Soundproof support. Our already wide range of products, including Natural (ecologic, made of cellulose fiber), H2O (glass fiber, for bathrooms and shower), Fabric (fabric texture), TNT (Stucco effect) and Skin (smooth surface), is thus completed by the soundproof finish.

The particular structure of Soundproof support obstructs the passage of sound waves and allows:

- The absorption of noises and sounds, which are softened both from the outside towards the inside of the environment and viceversa;





T **Tecnografica**[®]
italian wallcoverings

SOUNDPROOF SUPPORT

bright colors, good sound



- The decrease of the echo and reverberation effects into the room, making it easier to concentrate for the people who are working or studying inside;
- The acoustic isolation even in environments that are characterized by lack of space, as an efficient and thin support.

The set of those characteristics, together with a wide range of styles and designs printed with very high resolution, make this soundproof support perfectly suitable for not only offices and private residences, but also for every public place, like bars, restaurants, hospitals, doctors' surgeries, halls, waiting areas, and anywhere the noise reduction is needed.

An innovation that can bring into working environments and any public places not only the elegance of Tecnografica subjects, but also a considerable improvement of wellbeing for those who live there every day.

www.tecnografica.net



FREEDOM IN SOUND.

**SOUNDPROOF WALLPAPER
BY TECNOGRAFICA ITALIAN WALLCOVERINGS.**

?WHAT?

**YES!
THIS IS AN
ACOUSTIC
WALLPAPER**

 **Tecnografica**
italian wallcoverings

www.tecnografica.net



Made in Italy

GRANDSOLEIL

The Grandsoleil firm and facilities were established in the late '50. They are the leading brand in Italy for outdoor furniture, mainly manufactured out of polypropylene.

In 2005 - being acquired by IGAP (Pezzi Family) - the firm underwent a significant internal reorganization and modernization of facilities.

IGAP offers a complete line of chairs, tables and stools specifically designed for domestic or contract use, practical, resistant and contemporary.

"What makes a great restaurant or bar? How do you ensure that the customers will have a great experience and want to return and how can the design of the space help to achieve certain business goals? These were the questions that we wanted to answer.

With our products you can create spaces that really work, from hotels, bars and restaurants to public spaces and private homes. We look at trends and try to stay one-step ahead so our work has longevity."

IGAP's mission is the creation of high-quality products at reasonable prices using innovative materials for outdoor and indoor furniture. One of the developments is a range of high quality, transparent indoor fur-





POLYCARBONATE & MORE
innovative materials



niture made from polycarbonate (UPON brand). Polycarbonate is a tough, clear and dimensionally stable thermoplastic, ideally suited for the development of cost-efficient furniture.

Our range of chairs and tables made from polypropylene are becoming very popular for hospitality design, mostly because of the attractive range of colours which allows a creation of an impressive appearance at a low cost 100 % MADE IN ITALY.

100% Italian ecological evolution

Thanks to the new polymeric compound Greenpol - that is the green polypropylene derived compound, developed and patented worldwide, Igap produces all products belonging to the Green Boheme selection ; offering to its customers a complete range of green and environmentally oriented garden and porch items. Greenpol is a patented, innovative, 100% environmental friendly material, that respects the nature and at the same time, the strictest European Quality and Safety standards. It complies with the REACH Regulation and is 100% PAH free and is fully recyclable for endless times.

continued on pg. 126



IGAP^{Sp.A.}



100% Italian ecological evolution

46013 CANNETO S/OGGIO (Mn) - Italy - Via Garibaldi, 244
Tel.: +39 0376.7172200 - +39 0376.723705
Fax: +39 0376.7172290
e-mail: igap@igap.it
Website: www.grandsoleilspa.it





Buying one of our Set Rattan (which is 100% Made in Italy), you not only buy the strongest and the heaviest Set in the category (it weighs 55% more than some of similar models of our competitors), but you also buy an article, that for its structural characteristics is also CERTIFIED for PROFESSIONAL USE and it does not need a y maintenance for the entire of very long duration.

ALSO: while NOT spending more, than for the similar lighter models (and therefore much weaker), our Set Arenal is made with an INNOVATIVE 100% ecological material, Patent of our exclusive property, respects nature and allows the saving of :

- over 56 Kg of plastic that otherwise would go to the waste.
- over 56 kg of Co2 less released in to the atmosphere.
- over 50 liters less of oil.
- over 10,000 liters of water
- *over 73 Kw of electricity

For catalogues please visit our webpage:
www.grandsoleilspa.it





Source high-volume food, interiors and equipment buyers in one of the world's fastest growing food & hospitality markets

THE
FOOD &
HOSPITALITY
SHOW
EGYPT

24 - 26 JUNE 2019
Egypt International Exhibition Center

LOCAL FOOD
MANUFACTURING IS THRIVING

Over 7000 F&B manufacturers are now active in Egypt, sourcing high volumes of food ingredients, commodities, packaging and plant equipment

INTERNATIONAL TOURISM
IS FLOODING BACK

Revenues surged by 124% in 2017 and are projected to reach \$8bn this year

EGYPT IS
NOW NO.1.

Egypt leads in new hotel construction across Africa in 2018, with thousands of existing hotels now renovating and refurbishing to compete

— TO BOOK A STAND PLEASE CONTACT: —

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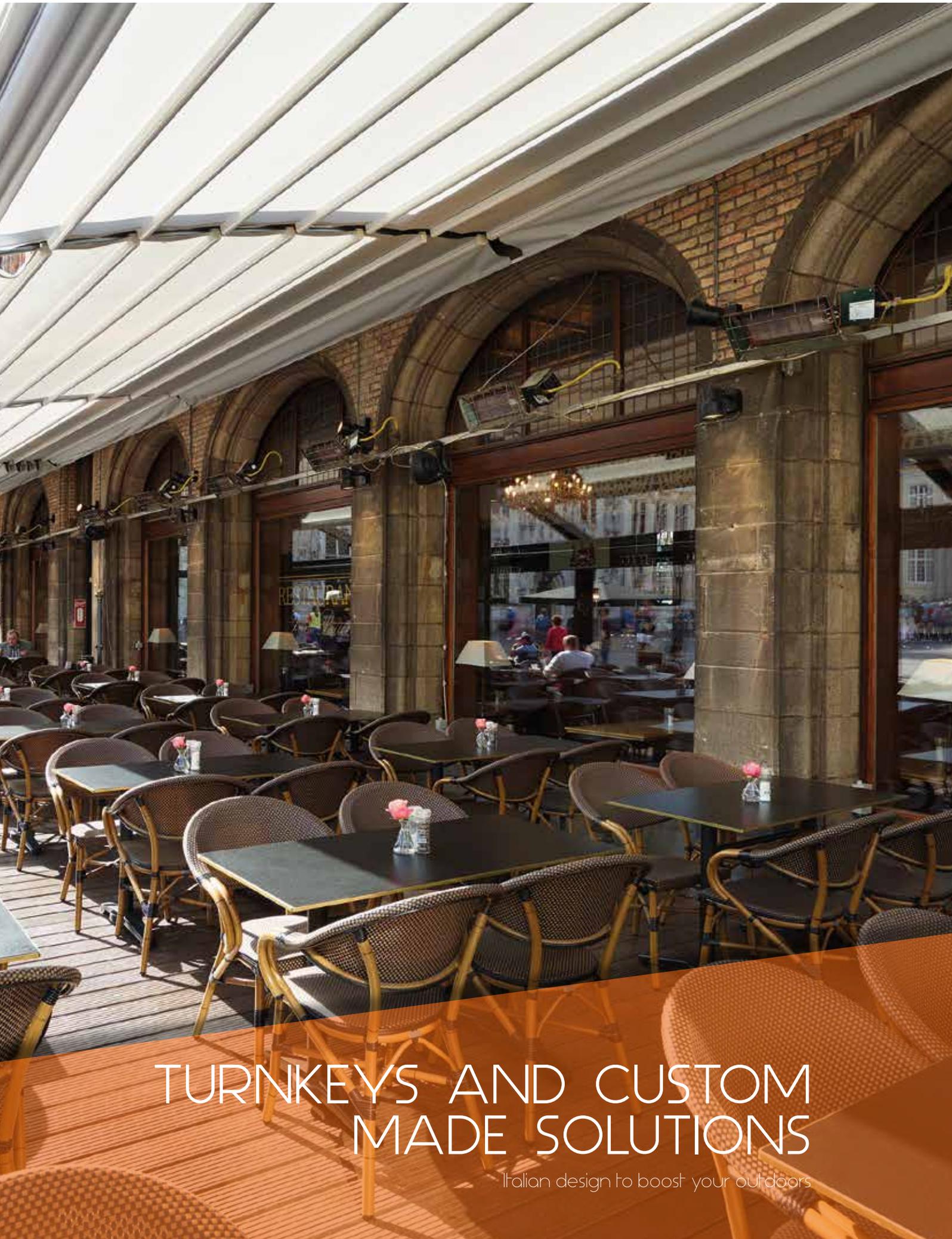
CORRADI

We add
value to your
business

Since 1978 Corradi offers to Contract market customized solutions to use the outdoor spaces at best. The outdoors of a restaurant, hotel poolside or wellness spaces, suite terraces or urban pedestrian areas: all have great potential, and with Corradi they can be used for many more months of the year, protecting customers from rain and other unpleasant weather conditions and giving the business a real boost.

Concepts designed in harmony with the surrounding architecture, executive plans and production of each solution are thoroughly followed step by step, also for special





TURNKEYS AND CUSTOM MADE SOLUTIONS

Italian design to boost your outdoors



projects, which have a dedicated department in the Company.

On site after-sales service is guaranteed through a network of professional Dealers all over the world, which have been selected and trained through the Corradi Accademia, in order to provide the best assistance.

The possibilities for covering external areas are infinite:

Pergotenda®, the sliding canvas covering system patented by Corradi creates a pleasant atmosphere. A click on the remote control is enough to open and close the upper cover and any vertical side screen. Ideal for cafés, restaurants and hotels, there are more than 10 different models which can be customized in all their parts.





Bioclimatic pergolas with rotating aluminum blades let you adjust both sunlight and ventilation so that your guests can enjoy maximum comfort.

Corradi sun sails adapt to any space, offering a unique atmosphere to your outdoors.

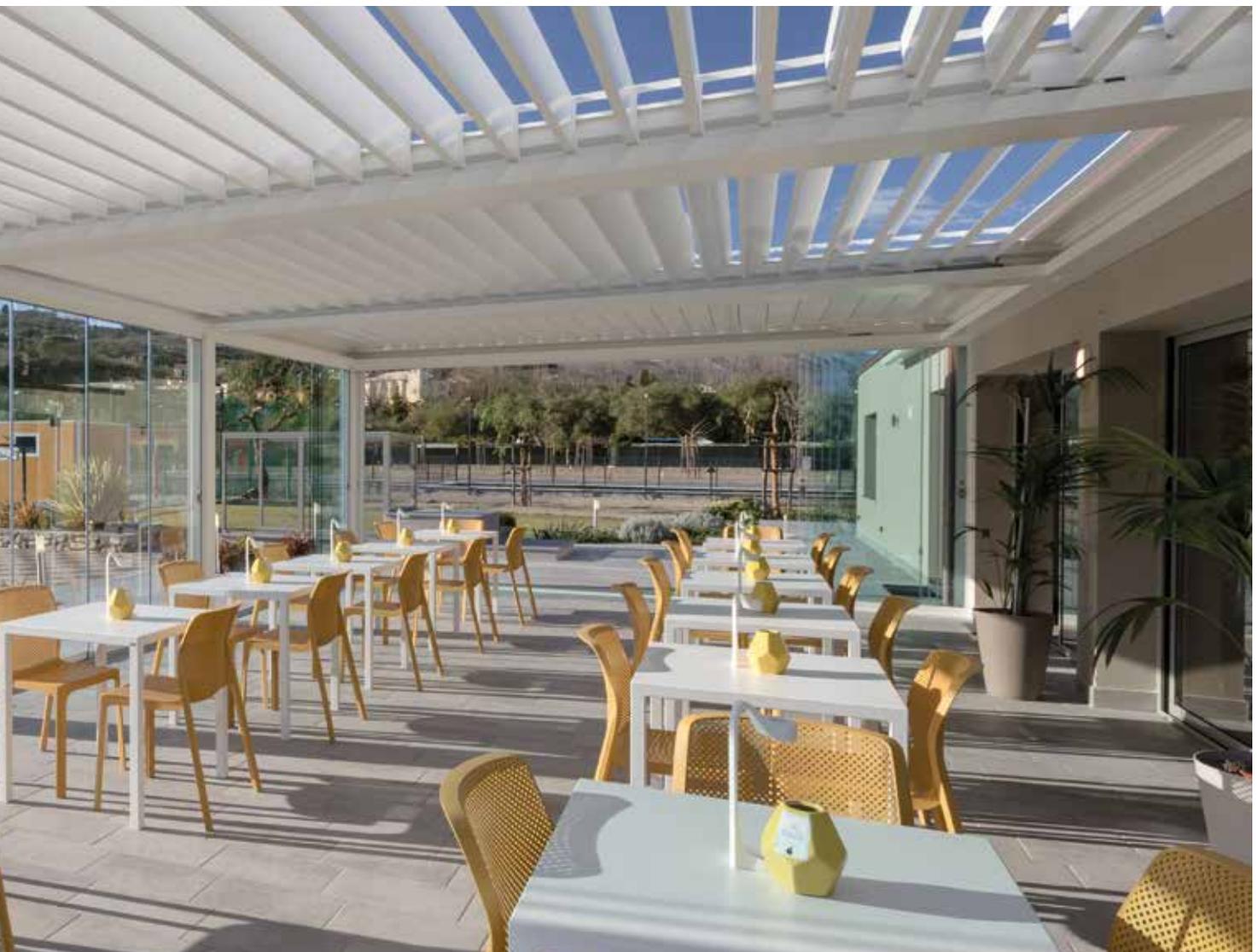
Corradi's mission is to offer turnkeys and custom made solutions that give an exclusive Made in Italy design to the outdoors, while increasing the business of Ho.Re.Ca. activities, exploiting and customizing spaces otherwise underestimated.

In fact, market data says that the average increase of turnover for Ho.Re.Ca. companies with an equipped outdoor space is nearly 30%. Furthermore, the investment is recovered in a few months.

Corradi is the right partner to find out the best solution for your needs: our experience is a guarantee for your success.

www.corradi.eu

Rebi Village / Imperia - Italy



FUNCTIONAL DESIGN

Plus is a brand that has a high added-value design vision to enrich and enhance the hotel, restaurant and catering industry.

It was named PLUST, the T of the logo is an intersection and a + sign at the same time, meaning the willing to add something more to spaces: the design and the top quality of made in Italy products.

Established in 2006, the brand investigates the potentiality of traditional shapes with a new





DESIGN VISION

enhance the hotel, restaurant and catering industry

vision on the concept of king-size complements, design furniture and lighting systems turning upside down all the current stereotypes.

The collections are free from trends of the moment and have a functional design conceived to inspire and suggests new ways to decorate and embellish terraces, patios, hotels, resorts, restaurants, coffee bars and gardens.

Plust boasts the collaborations of renowned designers and produces tables, armchairs, sofas, chairs, stools, modular desks and counters, modular benches, lighting systems, complements and pots. The materials used are resistant and made of the best quality to guarantee the use outdoor.

www.plust.it



plus+[®]
PLUSTCOLLECTION



planet
design Cédric Ragot

www.plust.com

CIBUS CONNECTS

The world with
italian food
companies and
their areas of
production

Cibus, the international exhibition of Made in Italy Food, has turned into a yearly event: already at its second edition, Cibus Connect 2019 has doubled the dedicated pavilions, almost reaching the number of Cibus' exhibitors. About 6 months before the opening of Cibus Connect 2019 (at Fiere di Parma from 10 to 11 April), Italian food companies are confirming their attendance, showing their appreciation for the exhibition's smart format: two days only, turnkey booths, lots of space for the cooking show station with tastings dedicated to professional visitors and a large Buyers' lounge for international operators to hold business meetings. Hundreds of new food products will be introduced at Cibus Connect, thanks to the ever-growing attention Italian company are paying to innovation.

Cibus Connect 2019 (held on odd years and organized by Fiere di Parma in collaboration with Federalimentare) is strategically scheduled at the same time as Vinitaly; this spectacular week dedicated to





EXHIBITION OF MADE IN ITALY FOOD

Cibus Connect 2019 has doubled the dedicated pavilions

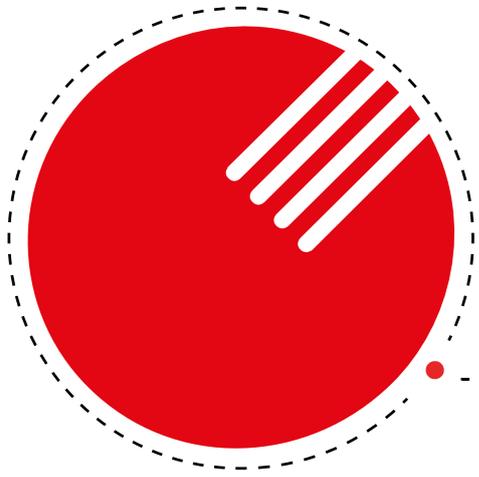
Italian Food and wine has created a buzz among international buyers. Thanks also to ICE's (the Italian Trade and Investment Agency) engagement, thousands of foreign buyers are confirming their attendance to Cibus Connect 2019 in combination with a special tour of Vinitaly and of the most important agri- industrial districts in Northern and Southern Italy.

The presence of the entire supply chain during the two days of Cibus Connect will also offer the opportunity to further discuss at conferences the most pressing matters of the Italian agri-food business. Most important among those are the results and perspectives of the bilateral trade agreements between Italy, Europe and other countries, which are modifying the growth of exports, thanks to the active contribution of our own entrepreneurs and the supply chain agreements that, due to new enabling digital technologies, are transforming the role and the awareness of all the players involved, from field to fork. Experts, researchers and representatives at all level of the institutions will take on these two deeply intertwined topics, and endeavour to bring perspective and shared vision to the sector.

Another subject of discussion during Cibus Connect will be the promotion of Italian Central Southern regions as development platform in

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CIBUS

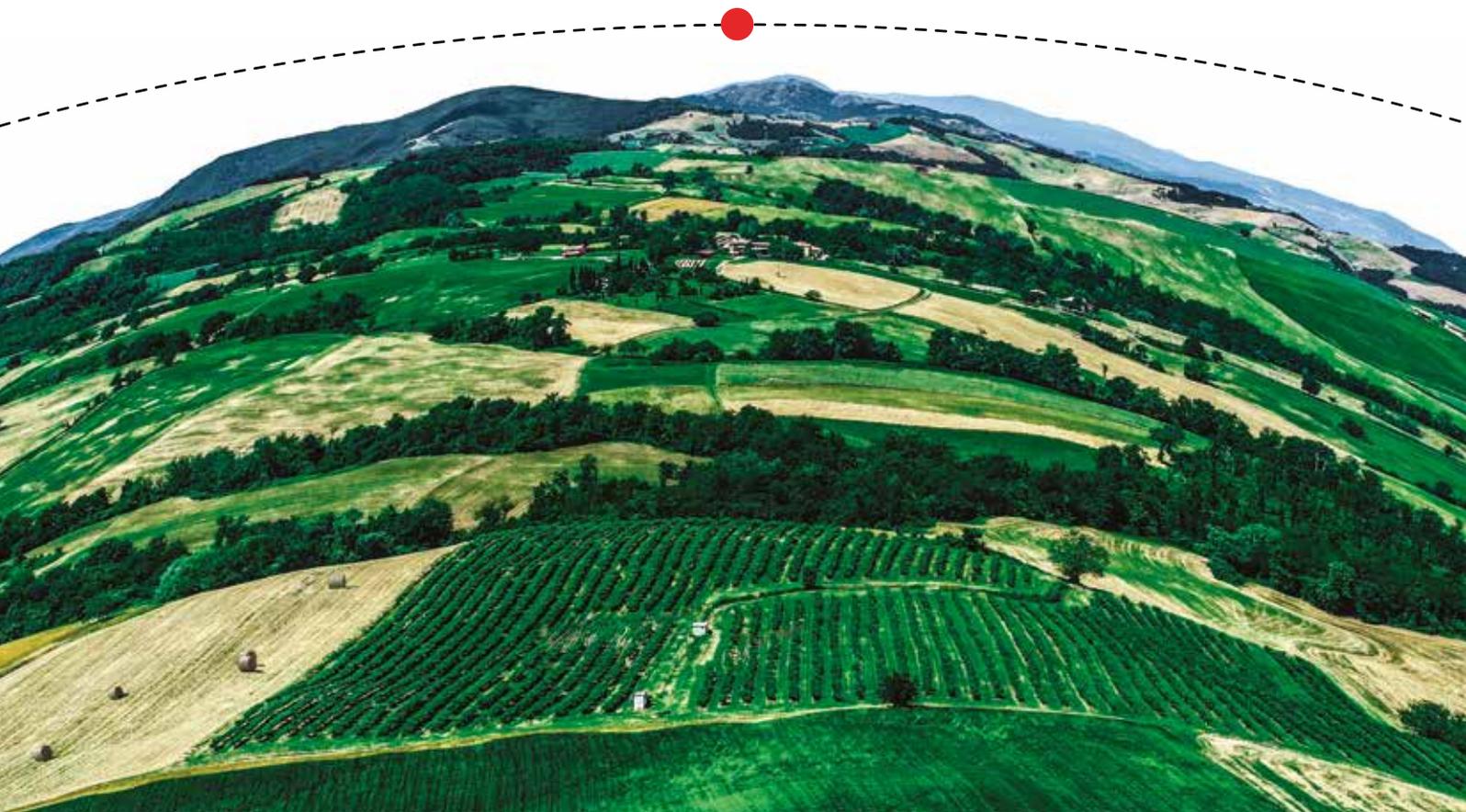
C O N N E C T

EXPO • SOURCING • CONFERENCE

International Food Exhibition

PARMA.10|11 APRIL.2019

WELCOME TO FOODLAND



www.cibus.it
cibus@fiereparma.it

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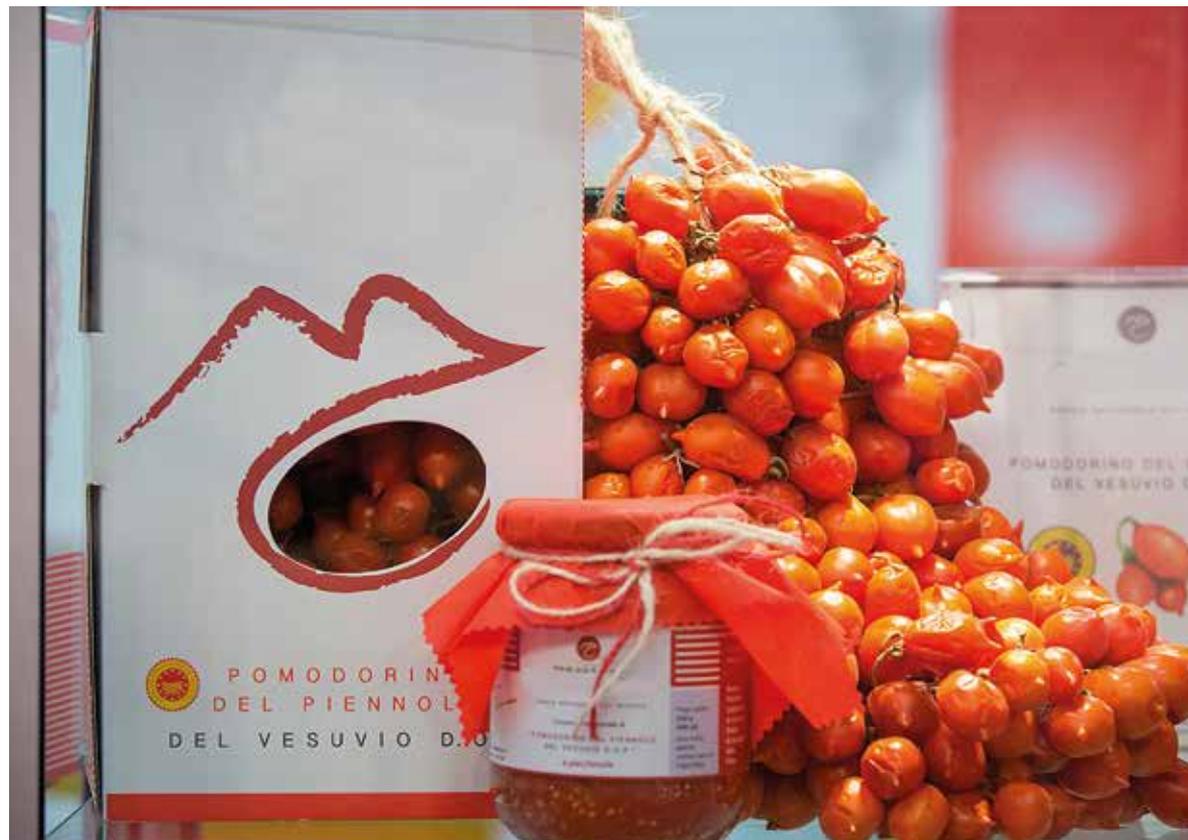
————— continue from pg. 138

terms of quality and quantity for the Italian Food&beverage sector: there will be comparisons on performances and key success factors obtained in this area that, in recent times, has been able to combine extraordinary growth with volumes and values.

As it's usually the case at Cibus, operators will find at the exhibition, besides thousands of Italian food companies, hundreds of small or semi-industrial food producers in attendance at the Slow Food exhibition area, provided with its own Talk & Show Cooking space.

The Cibus 2019 - 2020 programme will be introduced to buyers and the international press, together with the exhibitors of the various regions, on the occasion of the most important international shows. After New York's Fancy Food in July and Paris' Gourmet Selection in September, Cibus' missions shall be present at: SIAL International Food Exhibition in Paris from October 21 to 25; Food Hotel China in Shanghai from November 13 to 15; in London on November 19 on the occasion of the Week of Italian Cuisine; at the Sirha event in Lyon, Internorga in Hamburg and BioFach in Nuremberg between January and February 2019; Gulfood in Dubai, Fancy Food in San Francisco and Foodex in Tokyo between February and March 2019.

www.cibus.it



Le Nouveau Coq

*Divisione
Hotellerie*



Be different... Be Le Nouveau Coq



Le Nouveau Coq,

un marchio creato per esaudire i desideri di tutti coloro che cercano
unicità, classe e originalità per esaltare le vostre creazioni.

Articoli in **porcellana, melamina, vetro** e molto altro, studiati per creare una magia a tavola e
per soddisfare le esigenze di tutto il mondo del Professionale HoReCa.

Le Nouveau Coq, a brand created to fulfill the wishes of all users looking for
uniqueness, class and originality to enhance your creations.

Items in **porcelain, melamine, glass** and much more,
designed to create a magic atmosphere on the table and
thought for all HoReCa professional world-wide's needs.

FRESCURA
associato **casafarina** Distribuzione S.P.A.

Divisione Hotellerie
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ARETA

We make
your contract
furniture

Areta is an Italian company specialized in the production of high-quality resin furniture for outdoor and indoor use. It has been active since over thirty years in the field of furniture and now its brand is highly recognized all over the world.





COMFORT AND FUNCTIONALITY

High-quality resin furniture



Areta products are entirely made in Italy; the company takes care of all the production process from the selection of raw material to the final result and all the products comply with the strict European standard for resistance and quality.

Every product corresponds to a personal interpretation of design, combining comfort and functionality to be perfectly located in contract environments: hotel, resorts, restaurants, cafes.

The exclusivity of Areta Brand, compared to other competitors, consists of several points: first of all, the typical Italian quality which is evident in the attention of detail.

Then, the perfect combination between resistance and lightness, tradition and innovation.

For example, let's focus on MAIA, one of its latest model of chair. Its original punctured texture on the backrest and the



seat represents the new concept of Areta style, the spirit of research and the passion for technology.

Areta is now developing a new project focusing on a new re-interpretation of design.

The new current products line is conceived for the interior living and they are certified for contract use by CATAS laboratory in Italy.

The company aims to customize the interior spaces by offering innovative solutions.

For 2019 Areta will exhibit at Host for the second time, after the great success of 2017 edition, when the company gained the SMART LABEL on its model ARTEMIDE.

Exhibiting at international fairs is always a good opportunity to meet customers and knowing the latest trends in the furniture market.

www.aretacom



**WE MAKE YOUR
INDOOR OUTDOOR FURNITURE**



ARETA S.R.L.

Zona Industriale, Via per Grottaglie km 3
72021 Francavilla Fontana (Br) • ITALY

Tel. +39 0831 810838 • Fax +39 0831 841212 • aretacom@aretacom

www.aretacom



MONOLITH

MONOLITH srl personally designs and produces a wide range of faucets thanks to sophisticated equipment that allow the creation of innovative products present in facilities such as restaurants, hotels and hospitals where functionality and quality become an indispensable combination.

MONOLITH's aim is to guarantee a high level product and an excellent service to our clients thanks to a welcoming customer service ready to solve any need.

The production materials of MONOLITH taps are approved by various international certifications.

On our website you will find a wide selection of articles, including faucets for industrial kitchen systems and taps for public sector with low water consumption thanks to automated flow closing.

Monolith, in addition to quality faucets, is synonymous of design and custom design.

www.monolithsrl.com






MONOLITH
DESIGN AND TECHNOLOGICAL RESEARCH FOR WATER

**STILE, PROGETTAZIONE
E PRODUZIONE 100% ITALIANA!"**

"100% Italian styling, Italian Engineering, Italian production!"

www.monolithsrl.com

GUGLIELMI INTRODUCES TUTTUNO

Guglielmi Sp.A. introduces its flagship to the catering and HORECA world : the TUTTUNO kitchen mixer that - as the name suggests - integrates 5 functions in a single tap. It is an absolute brand new for the kitchen ambience that sees as main character an all-in-one mixer capable of providing FILTERED WATER from a single aerator, removing chlorine, limestone residues and unpleasant tastes and bad smells, generating pure water ready to drink. Furthermore, through the control simple rotation, you are immediately provided with chilled filtered water, chilled sparkling water and hot water (98°).

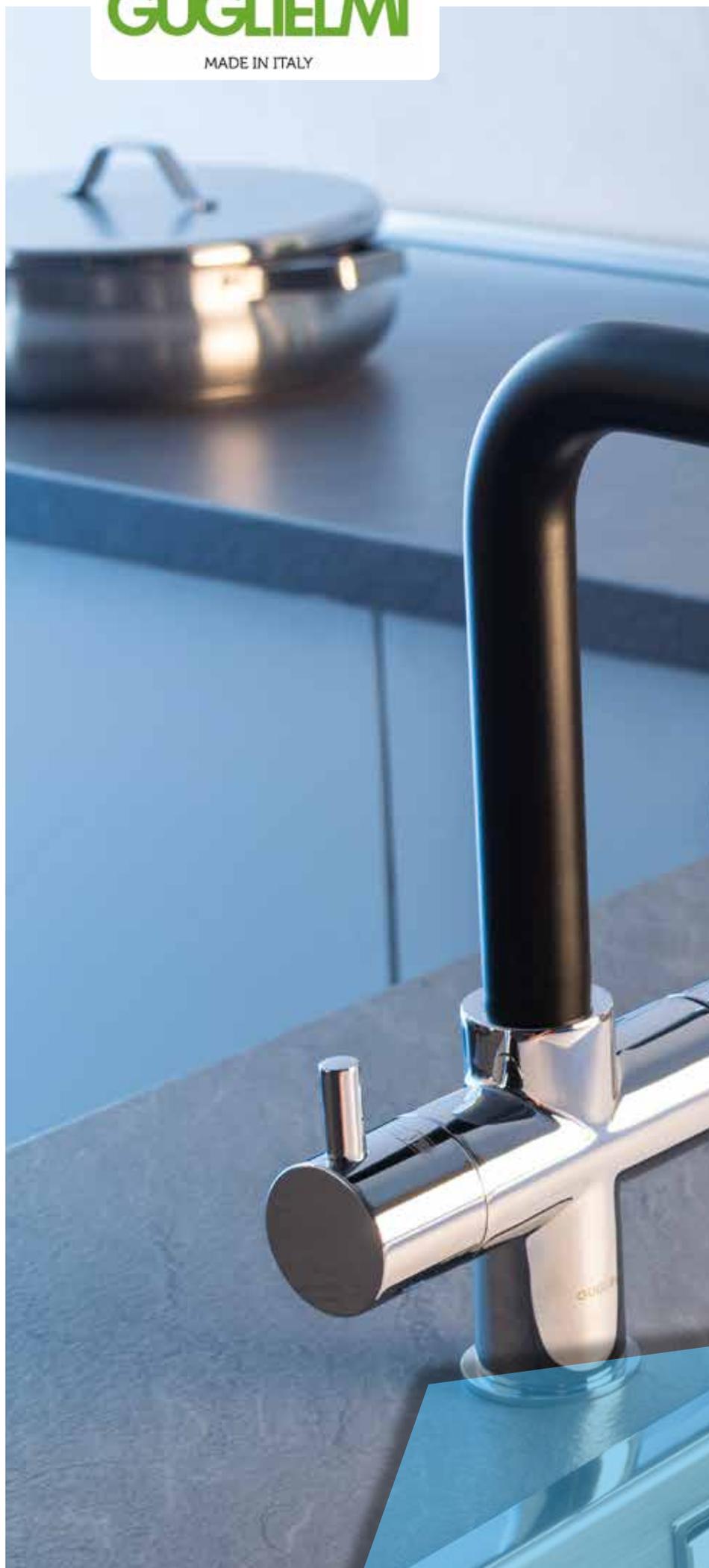
TUTTUNO belongs to PURA Collection - Spring water, a wide range of products entirely conceived and developed to zero the accretion of plastic bottles and reduce their pollution. Every year more than 22 BILLION plastic bottles are bought, brought home, emptied and finally thrown away. All PURA models remove these passages improving the quality of life, optimizing the kitchen spaces and saving both time and efforts.

TUTTUNO size is minimal. The filtration, carbonation, chiller and boiler system takes the space of a six-bottle water box. The Pura models stand for a considerable alternative to the traditional taps in the restaurant world, an ally for the best chefs, bars and clubs that may optimize both time and work, improving the flavor of drinks and best recipes.

www.guglielmi.com

GUGLIELMI

MADE IN ITALY





5 functions in a single tap



LIMITED COLLECTIONS

The invention and patent of the designer Lorenzo Corneli is a mix of technological solutions and elegance sought to make unique and exclusive pieces created objects.

Furnishing accessories and design for thermo-technical use, extremely refined, also equipped with accessories for aromatherapy and ionization with pink Himalayan salt, thus becoming absolutely limited collections.

Designed and created thanks to the multifaceted experience that, over time, the designer Lorenzo Corneli, creator and founder of the company, has matured in the Interior





BIOCAMINETTI

furnishing accessories and design for thermo-technical use

Design sector, the Biocaminetti represent absolutely functional models, of great aesthetic impact and also a little glamor.

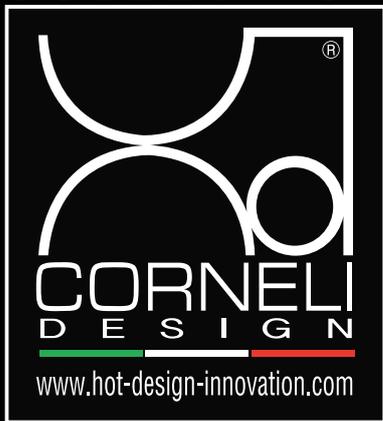
The biofireplace is made of high quality volcanic clays, completely by hand, which is why every item will never be the same as the next one.

This guarantees its uniqueness and originality, of course 100% made in Italy. Biofires have a low consumption and radiate heat evenly at low costs. The two firings, respectively at 1,100° and 900° for the glazes, allow you to insert, rightly, these products in the field of high-level artistic ceramics. Bioethanol (fuel) is a distillate of vegetables and cereals -natural, odorless, does not produce smoke and is non-toxic - furthermore the Biocaminetto can be used in outdoor spaces gardens, verandas, terraces to combat the annoying summer insects, a real novelty!

www.hot-design-innovation.com



COLLECTION



IL BIO CAMINO PER ECCELLENZA N° 1 IN EUROPA

It is a mix of technology solutions and sophisticated elegance to make unique and exclusive pieces created objects.

Technical heated furnitures, extremely refined, also come with accessories for aromatherapy, which become absolutely limited collections.

Designed and created thanks to the multifaceted experience that, over time, the designer Lorenzo Corneli, creator and founder of the company, has matured in



I Want You 73 © - Dinamica 73 ©



Sultano 60 ©



Dinamica Mignon e Magnum Luxury



Gemma 90 ©



Asso di Pik 72 ©



Touba 72 ©



Lorenzo Corneli
Designer

Interior Design sector, the bio-fireplaces are fully functional models, of great aesthetic impact and even a bit of glamor.

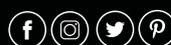
The bio-fireplace is made of high quality clay, created by hand, which is why each item will never be equal to the next. This fact is a guarantee of the uniqueness and originality, of course 100% made in Italy. The biofireplaces have a low consumption and radiate heat uniformly at a low cost.

The two planned firings respectively at 1,100 ° and 900 ° allow you to enter, with good reason, these products in the field of artistic ceramics of high level.

Bioethanol (fuel) is a distillation of vegetables and cereals - natural, odorless, it does not produce smoke and toxic - also does not expand because they bound the burner rockwool.

Hot Design Innovation s.r.l.s
Show Room : Via F.lli Bandiera, 4
Porto Recanati (MC) - Italia

Mobile +39.389.3185543
info@hotdesigninnovation.com



FAS ITALIA

Fas Italia is a company specialized in hotel supplies, based in Florence, Italy. We design and realize whole furnishings for the Breakfast Room. Breakfast at the hotel is surely one of the most significant and valuable moments of a guest's stay. Our daily goal is creating a welcoming, pleasant and functional ambience for both guests and staff. Fas Italia realizes customized furniture and displays for the breakfast buffet. Design and manufacture of our products are Made in Italy for an outcome with the wow effect to photograph!

We can provide buffet and furniture supplies, customizable in dimensions, colors and equipments, for a whole breakfast room with also counter, tables and chairs. An endless number of combinations to meet everybody's needs. Discover all the Fas Italia products and solutions of to set up the buffet in your breakfast room. Wide range of equipments for the buffet: refrigerated and heated displays, cold and hot drinks dispensers, yogurt and fruit salads displays, cereal and jam dispensers, cakes muffins and cupcakes stands, bread and jam baskets.

The breakfast in the hotel is an increasingly current subject, considering it has been always welcomed by guests every day with more and more interest in recent times. It is therefore necessary to rethink it from a managerial point of view; this means that the breakfast service can not be improvised but it has to be designed and organized according to a well thought out plan. As the data and research show us, breakfast can easily increase the amount of reservations and boost the guests retention.

If the hotel management wants to obtain the maximum result, it must pay attention constantly to the breakfast service and planning.

You can rely on Fas Italia buffet supplies!

www.fas-italia.it



FAS•ITALIA
WWW.CATERING-BUFFET.IT



HOTEL SUPPLIES

creating a welcoming, pleasant and functional ambience

VILLA D'ESTE HOME TIVOLI

leader in the
sector for over
twenty years

When it comes to tableware in Italy, Villa d'Este Home Tivoli is the master. Today it enters the world of Horeca, bringing its significant experience and unmistakable style. As the main brand of Galileo Sp.A. Group and a leader in the sector for over twenty years, Villa d'Este Home Tivoli has established a unique identity, breaking classical moulds and creating new rules that have become a reference point both inside Italy and abroad.

What does dinnerware mean to Villa d'Este Home Tivoli? Color, creativity, non-conventionality, and fashion. Back in the 90s, when the brand was taking its first steps and classic black and white porcelain reigned for large occasions, Villa d'Este Home Tivoli left mouths agape with its tables full of colour. Colour with a capital C. From bright colors to pastel shades, it has responded to the demand for a style revolution. It tells the general public that elegance can be achieved using even the most original combinations. First and foremost is the choice of materials that have written the history of tableware, like porcelain and precious bone china, often combined with other more functional and contemporary materials like stoneware and ceramics. This is how Villa d'Este Home Tivoli responds to its customers number-one need: practicality infused with style. The humble soup bowls establish the base monochrome colors of the table setting, while the main plo-





VCE.

VILLA D'ESTE HOME TIVOLI
1996

DYNAMIC
AND INNOVATIVE

color, creativity, non-conventionality, and fashion

te and fruit plate, with their lively decorations, become the protagonists of the mise en place Villa d'Este Home Tivoli. This is where the brand's world-class character shines, as it deconstructs the traditional table setting. First, the dishes establish the context, which is then expanded to the cutlery, glasses and placemats. Each individual place setting is different, despite coming from the same set, so that every diner joining the meal gets a personalized experience. Each piece of the service offers a unique spin on the central theme, without repeating and without sacrificing sophistication. The creativity, the leitmotif of the Villa d'Este Home Tivoli philosophy, is the result of strong creative teamwork between specialized graphic artists, experienced designers, and market experts. Each themed set is ready for the dinner table only after a specific and detailed study of contemporary market trends and demand, enhanced by novelties found on the catwalks of haute couture and in the major international design salons. All of this is organically blended into the heart of Villa d'Este Home Tivoli to drive the parallel themes that have made it recognizable: the acclaimed Coastal style; the Exotic style, gathering influence from all over the world; the Country Color style with distinctive handcrafted brushstrokes, a distinctive element of the entire brand as seen in the brand's logo. Building on their growing success and a customer base who increasingly chooses Villa d'Este Home Tivoli to personalize their dinner tables, the company has decided to stake a claim in Horeca. They will extend their revolution of unconventional "decomposed" character to haute cuisine and build on the brand's cult following, having already been chosen by professional chefs for the more important gastronomic events in the industry. Sumptuous white has given way to tropical, exotic and tribal motifs. These pioneering designs present themselves as the drivers for imaginative storytelling, ready to take on the restaurant world where dinnerware does more than just hold food: it serves the sensations that bring to life the peculiarities, history and origins of each dish. Each guest will take a leading role at the table, playing their part in the overall creativity of explosive synergy and complex color play.

For more info please contact:
www.villadestehometivoli.it
anna.witkowska@galileospa.com



VdE®

VILLA D'ESTE HOME TIVOLI
1996



www.villadestehometivoli.it

Catering to colour

the Horeca innovation by Villa d'Este Home Tivoli

Villa d'Este Home Tivoli breaks traditional Horeca rules by bringing fashion to the table with exclusive synergies and bold color play. Go to the Horeca section of the VdE website to discover the restaurants that have already chosen our brand to personalize their *mise en place*.

ESSEDUE & RHENINGHAUS: Slicers 100% Made in Italy

Essedue Srl has been high-quality deli-slicers manufacturer since 1986. Based in Cura Carpignano - Pavia - Italy, after thirty years of production, in 2016 it acquired Rheninghaus, founded in 1950 in Turin that thus became the **second factory**.

Essedue produces **professional and household slicers** made of **anodized or die-cast aluminium**, with blades of C45 and 100CR6 steel.

Essedue slicers are designed to guarantee **precision and reliability**, to be long-lasting products and to meet the national and international regulations regarding **safety and hygiene**.

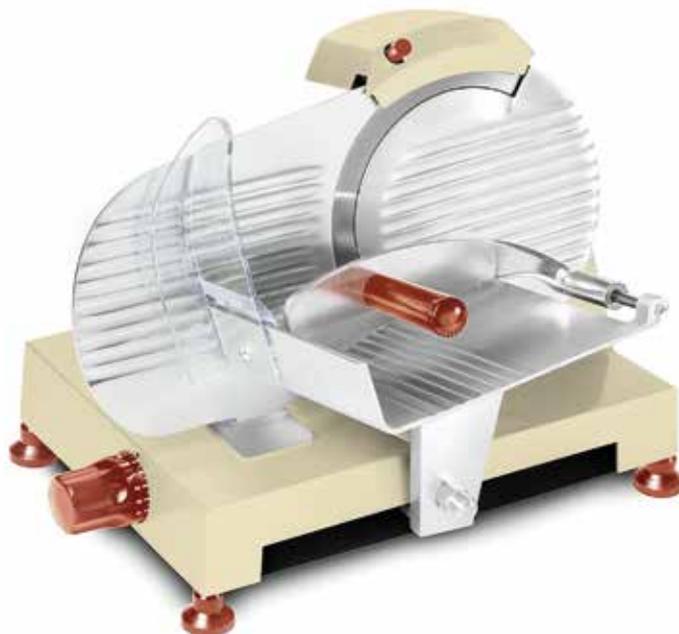
The **professional line** includes slicers with blades ranging from 22 to 37 cm of diameter. **Gravity slicers** are suitable for cutting cold cuts, cheese, vegetables and bread; **vertical slicers** are perfect for cutting big products and raw meat.

Most of the slicers are equipped with **belt drive** which guarantees excellent results.

Gear driven machines are also available and these ensure high performances also with very hard food, like Italian speck and coppa.

The professional line is completed by **Rheninghaus** slicers, made especially for supermarkets, catering companies, restaurants, hotels, cooking schools, laboratories, thanks to their **cutting precision and ease in use and cleaning**.

For a more resistant and non-stick surface the **Quantanium** configu-





ration is available for both EsseDue and Rheninghaus professional slicers, which is perfect for cutting cheese.

EsseDue produces also **household slicers**, with blades ranging from 19,5 to 35 cm of diameter. Sturdy and versatile, the base can be personalized in different colours following the trend of the moment: this year the colour proposed is ivory, as a return to the vintage mood.

EsseDue Srl with its two brands EsseDue and Rheninghaus has a **100% Made in Italy production**, very appreciated worldwide, where it exports also as an OEM (Original Equipment Manufacturer).

Looking ahead to the near future, the two factories in Pavia and Turin work together studying new solutions concerning technology and design.

AREA COOLING SOLUTIONS

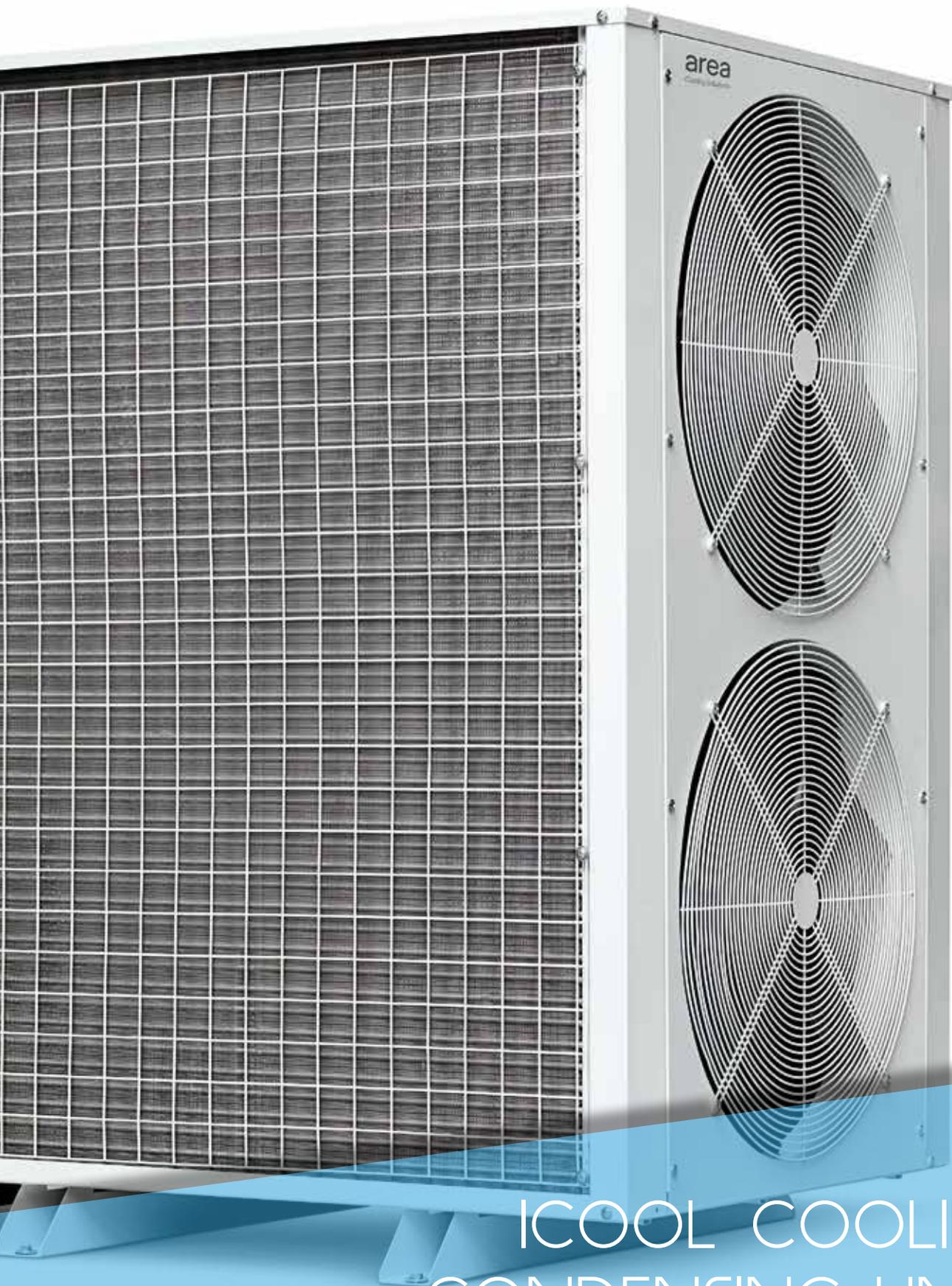
Area Cooling Solutions S.A. has been a producer and distributor of cooling and air conditioning components and systems since 1986. The company's headquarters is in Barcelona - Spain, in charge of Panasonic, GMCC and AVIC compressors distribution across Europe while the design and production branch is located in Wroclaw (Poland). To meet the expectations of the market, the company offers a selection of devices, equipment according to individual customer specifications, as well as technical support and advice. The multirefrigerant condensing units of the iCOOL series are produced in seven sizes for the evaporation temperature from $+10^{\circ}\text{C}$ to -15°C and two sizes for -15°C to -34°C , respectively from 5 up to 33 kW ($-5/32^{\circ}\text{C}$) and from 8,7 to 14 kW ($-30/+32^{\circ}\text{C}$). After 3 years of developing and field tests, Area presented during Chillventa fair, 2 innovative CO₂ condensing units with a capacity of 5 and 15 kW ($-10/+32^{\circ}\text{C}$). All components are placed in the housing made with the "silent" technology, so they are significantly silenced - max 44 dB (A). The compact unit combines the advantages of the SILENT solution with large adaptation possibilities in the range of cooling capacity that allows the use of variable speed compressors. iCOOL units are equipped with inverter compressors with AC frequency converters, as well as DC inverter compressors, where even higher energy efficiency of the system is obtained. Changing the frequency in the range from 30 to 90 Hz allows to change cooling capacity by approximately 230%. Savings in electricity consumption reach up to 28% compared to traditional solutions. As a result of using the inverter system, additionally a soft start, no mechanical strokes, high starting torque are obtained, which affects the durability and reliability of the device.

www.areacooling.it



area

Cooling Solutions



ICOOL COOLING CONDENSING UNITS

With inverter compressors produced by AREA Cooling Solutions Sp. z o.o.

Ghio

CUSHIONS AND SEATS FOR LIFE

The tradition and innovation

Founded originally in 1969 by Mr. Ghio Eugenio as a handcraft company dedicated to the manufacture of living room furniture and curtains later specialising in cushion production for garden decoration and various.

Today Ghio Eugenio snc is run by his 3 sons, who were born and raised in the company and are now managing it with passion and professionalism as well as the constant dedication to work and development of the company transmitted by their father.

Quality and convenience.

Our primary mission which is to satisfy in the best manner possible our customer's demands is accomplished by putting first: product quality, rapid delivery and obviously, the price. Among our customers are important designer garden furniture "made in Italy" manufacturers.

Important customers of the great Organized Distribution in Italy and France.

www.ghiocuscini.it





QUALITY AND CONVENIENCE

cushion production for garden decoration and various

MORE THAN 60 YEARS OF SHOWER EXPERTISE

Kaldewei is an innovative leader thanks to its pioneering spirit and system expertise - producing over 50,000 ways of designing the modern shower.

The first steel enamel Kaldewei shower was produced in 1956. Today Kaldewei offers a choice of well over 50,000 product versions - for floor-level shower design alone. With people becoming more discerning, with regard to modern bathroom design, shower design has also changed. Over the last sixty years, Kaldewei has not only helped to shape this development but has also been a driving force: with innovative and integrated shower systems that constantly set new standards in terms of design, functionality and ease of assembly.

The first Kaldewei shower was created over 60 years ago - Kaldewei has continuously developed its "original shower" made of steel enamel with new lines, features and system components. The focus of Kaldewei product developments, both in the past and present, has been for the benefit of the end user and the ease of assembly for plumbers. Today, the enamelled shower surface segment alone takes in ten model lines, five different surfaces, 34 colours and 57 different sizes across 50,000 exciting product versions made of superior Kaldewei steel enamel. From classic





KALDEWEI

SHOWER EXPERTISE

"original shower" made of steel enamel

shower tray to absolutely flat floor-level enamelled shower surfaces, rectangular, square or specially shaped – Kaldewei delivers the right model of shower for bathrooms of every size and style, and, of course, the right assembly solution for every position in a room be it for a new-build or a refurbishment.

Award-winning design and unique material quality

Kaldewei has won more than 150 prestigious international awards to date. 48 of these awards were solely given to the company for the excellent design of its shower surfaces. The incomparable quality of superior Kaldewei steel enamel has been accentuating the design of Kaldewei showers for 60 years. New colours such as the company's Coordinated Colours Collection, ensures that colours are perfectly coordinated with the bathroom floor.

Simple, flat, flexible: integrated system for every requirement

These days shower solutions must not only be persuasive in terms of design but, should also be able to respond flexibly to different installation situations. The trend for floor-level shower areas calls for systems that work well with minimal built heights. Kaldewei, not only meets the latest standards here, but actually sets them: with innovative combinations of shower surface, waste fitting and assembly systems that are easy and safe to install, allow extremely low built heights of just 61 millimetres and which, thanks to flexible variation options, can be integrated into every part of the room. The ESR II installation system and the KA 90 waste fitting, for instance, have demonstrated their practical benefits. Meticulously thought out down to the last detail and perfected over sixty years, complete solutions from Kaldewei offer flawless shower design.

www.kaldewei.com



100
YEARS
ICONIC
BATHROOM
SOLUTIONS

KALDEWEI



MEISTERSTÜCK EMERSON by Artik Levy

kaldewei.com

DONELLI GROUP

Your Professional Customs Agent

Donelli Group is a customs broker dealing with international shipments and customs clearance process, in the name of and on behalf of the owner of the goods, acting as an indirect or direct representative through third registered brokers.

The group was founded in 2014 from the merger of two renowned and experienced companies: Donelli srl, operating since 1982, and Donelli&Del Latte, active since 2000.

Today Donelli Group counts over 1.000 clients and manages more than 50.000 operations per year with more than 50 professionals. It is



DonelliGroup

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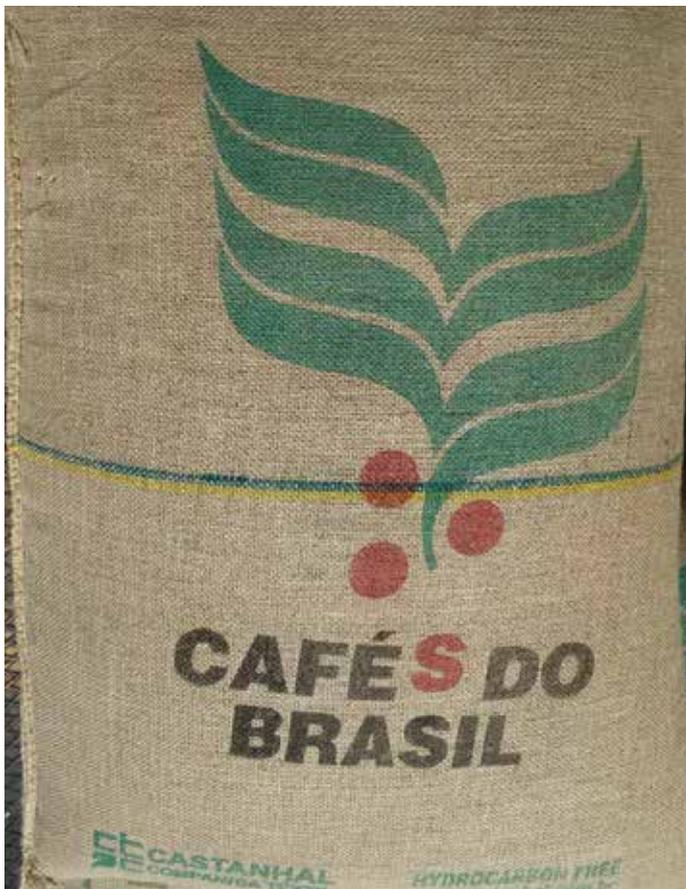
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INTERNATIONAL EXCHANGE

Attends in professional way to all the formalities in name and on behalf of the owner of the goods

a key partner for the companies that work in the import/export market.

The Group operates in Italy through 12 local branches and several subagents guaranteeing the pres-



ence in the most important Italian seaports, airports and interports.

The company is pursuing the status of AEO (Authorised Economic Operator) which guarantees a number of benefits for both direct and indirect customs clearance.

It is also a member of Fedespedi, ASPT-ASTRA. The company's team is strongly committed and tight-knit, and offers fast and precise consulting services related to any kind of goods shipped by sea, land or air.

Our services

The company offers a range of integrated servic-



es that can be configured in the following languages: English, Italian, German, Russian, Ukrainian, Turkish, Slovenian and Serbo-Croatian. Moreover, the clients can easily manage their operations both from the headquarters and the local branches.

CUSTOMS SERVICES

- Consulting and customs/ministerial authorizations
- Classification of the goods and issuance of customs certificates
- Assistance on specific sectors: fashion, steel, waste, etc.
- General customs operations
- Consulting for National and EU triangulations, sales to foreign countries
- Inward and outward processing
- Simplified customs proceedings
- AEO consulting and certification

www.donelligroup.com



RPE

An Italian story

RPE Srl is a worldwide reference in the solenoid valve industry, thanks in great part to our technology, our continuous product innovation and our constant advancement of food and electrical certifications.

Founded in 1972 by the vision of our founder Mr. Giuliano Ravazzani, who very early on began with the development of solenoid valves, establishing the foundation of a successful and quality driven company.

RPE currently designs and manufactures every component that goes inside each and every one of our solenoids valves and various other components. RPE products are distributed in Italy and around the world, with over 40 years of outstanding growth and quality recognition.

The Ravazzoni Family

We provide a constant effort to the Research & Development of new products and the continuous innovation and design of fresh and original solutions for a wide variety of applications and requirements.

We at RPE have been distinguished by the emphasis and flexibility in the customization of our products, creating very high quality Solenoid Valves with exceptional added value and recognized by our customers around the globe.

Our team of experienced engineers





SOLENOID VALVES

over 40 years of outstanding growth



is always at hand to provide design options for our solenoid valves or any of our other products, providing tailor-made services to our clients.

SOLUTIONS

RPE Solenoid Valves have been designed & developed for applications in Food equipment, Steam machines, Coffee & Tea brewers, Beverage & Filtration systems, Household Appliances, Hot Tubs and Spas and Irrigation.

RESEARCH & DEVELOPMENT

R&D has always been an important part at RPE, this is why we created a team of dedicated engineers that are focused in the innovation and continuous efficiency of our solenoid valves and the rest of our product line.

Achievements: Our accomplishments in Research & Development have been in great part a result from the mutual collaboration and participation with our customers, that have been an important part of our business.

Resources: Our company dedicates and invests a significant amount of time and resources on the Research & Development of new products, that have defined in the innovation of state-of-the-art methods and solutions of fluid-dynamic products.

Reliability: The time and resources invested in R&D have brought RPE the recognition and high quality reputation in many different industries and worldwide markets.

RPE by the numbers:

1,846 New Projects Completed

2,500 Clients around the world

124 Production Lines

64 Registered Certifications

Quality

Quality at RPE is always at the forefront: RPE is ISO 9001:2015 certified

Production

RPE products are 100% made in Italy.

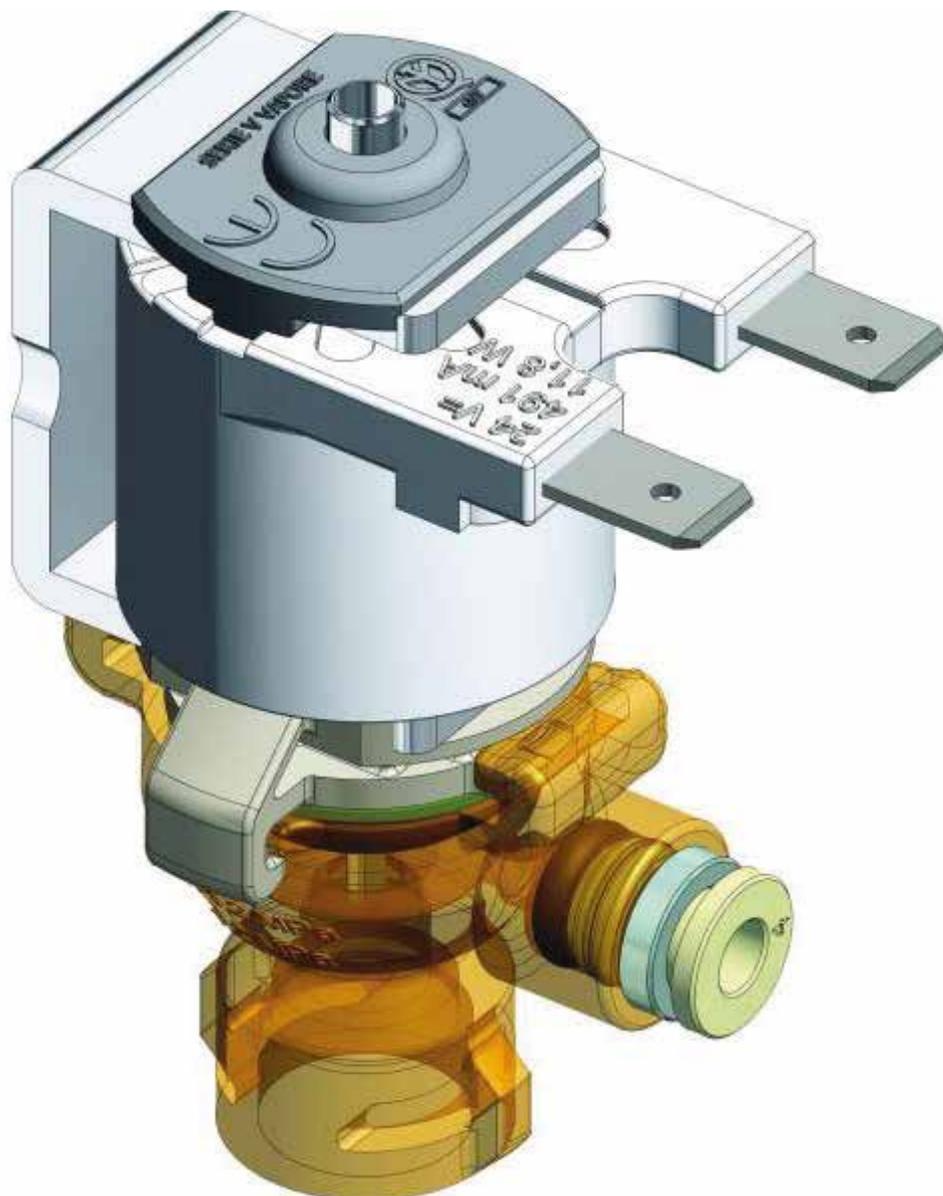
Certifications

Each product line is subject to food and electrical quality certifications. Such as: NSF, UL, EN60335, WRAS, ACS, NSF and KTW

Design

All of our Valves, Solenoids and every component is designed and manufactured in our modern facilities, located in Carbonate (Milan), Italy.

www.rpesrl.it





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SPACE
NOW**

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- ▶ Franchising
- ▶ Licensing
- ▶ Security & Insurance
- ▶ Catering Services
- ▶ Cleaning & Maintenance
- ▶ Professional Services
- ▶ Non-commercial Food Service

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- ▶ Furniture
- ▶ Decor, Art, Wall Designs
- ▶ Architecture
- ▶ Interior Design, Bar Design
- ▶ Outdoor Design and Furnishing
- ▶ Flooring, Kitchen Set-up
- ▶ Walls, Windows & Doors, Signage
- ▶ Food Trucks, Mobile Restaurants
- ▶ Structural Materials

TECHNOLOGY

- ▶ Lights & Sounds
- ▶ Information Technology
- ▶ POS Systems
- ▶ Mobile Applications
- ▶ Online Ordering
- ▶ Music, Video, Entertainment Programming

EQUIPMENT

- ▶ Ovens, Grills
- ▶ Coffee Machines, Smoothie Makers
- ▶ Bar & Beverage Equipment
- ▶ Refrigeration
- ▶ Restaurant Supplies
- ▶ Crockery, Cutlery, Place Setting
- ▶ Tableware
- ▶ Equipment for Bakery, Pastry & Confectionary
- ▶ Technologies & Ingredients for Gelato Supply Chain



ORGANISER



MEDIA PARTNERS



ASIA MEDIA
FOOD PACKAGE



FOOD JOURNAL

3

EASY WAYS TO CONTACT

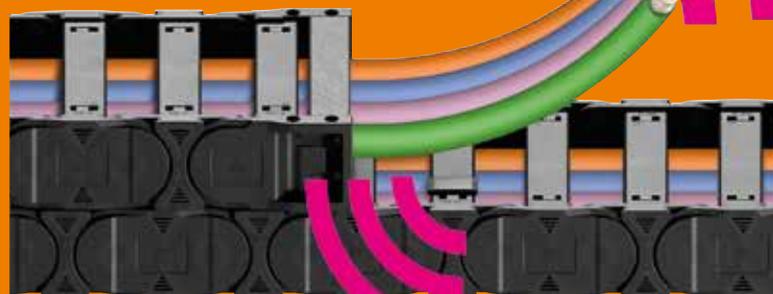
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[igus®.it](http://igus.it)

HORECA WORLD

“The International Hotel, Restaurants and Cafes Exhibition & Conference”

The Pakistani market is flourishing and changing for the better with each day passing by, be it any industry especially Food Industry HORECA. The market has seen sustainable growth in the food industry and many international franchises as well as are jumping in to get the opportunity. Now that food safety laws are being aggressively implemented which will help both the investor and customer to advance confidence in grasping the prospect.

In 2016, the hotel occupancy increased up to 80% as opposed to 35% in 2015. In the next 5 years, at least 10 new hotels are expected to be established by world's renowned hotel chains. These include renowned players such as Hashoo Group, Grand Hayatt, and Sheraton which have all planned expansion in the upcoming years. The Travel & Tourism investment in 2015 was USD 3272 mn. It is expected to rise by 7.6% pa over the next ten years. Business travel spending is expected to grow by 6.5% in 2016 to USD 1908 mn, and rise by 5.6% pa to USD 3277 mn in 2026. Leisure travel spending on the other hand is expected to grow





by 2.7% in 2016 to USD 10.3bn, and rise by 5.4% pa to USD 17.6 bn in 2026. Pakistanis spend close to \$1 billion a year on dining out.

The first edition of HORECA – Hotels, Restaurants & Cafe exhibition will take place on 22-24 October, 2019 at Lahore Expo Centre, Pakistan. HORECA will be a leading international exhibition for the provisioning and equipment of Hospitality and Foodservice companies. It will be organised yearly and will bring together Tourism professionals with the supply chain of Hospitality and Foodservice industry!

The first edition is being organized by FAKT Exhibitions. Professional exhibition organizers. Be it B2B or B2C, our events connect buyers and sellers in a vibrant business environment. As the value of exhibitions and have grown successfully with the demands of a developing economy. Now that events are more than a trade, it is the bringing together of minds to explore unspoken innovations that elevate human welfare. Because business is all about communication, Fakt believe in the power of the face to face experience to deliver business to our customers. Being strongly supported by, and with the participation of the sector's major institutional bodies, HORECA will be a great event of high prestige and importance, among the best of its kind in the world.

Thousands of professionals from hotels, restaurants, cafeterias and other Hospitality and Foodservice companies across Pakistan will be visiting the event and looking for new and innovative solutions of the supplying market in order to modernise, equip or renovate their businesses. They can gain insight about the opportunities that exist within the Pakistan market. The investors can seize the opportunity to meet with key figures from both industries and high-level decision makers from the public & private sector. Keep up-to-date with the latest developments in order to continue on the path of expansion and increase the volume of your products and services. Negotiate with local companies to establish a manufacturing base in Pakistan. Promote your brand among industry professionals and end users.



EXPO CENTRE LAHORE

22nd - 24th October 2019

CNR FOOD ISTANBUL 2019

CNR Food Istanbul 2019, the most comprehensive food exhibition of the Eurasia region, will launch at CNR EXPO, the center of exports, between 04-07 September 2019. CNR Food Istanbul 2019, which brings together food, beverage, and food processing and packaging industries under one roof, will be held concurrently with CNR Ambalaj Istanbul on the most conveniently located exhibition ground.

CNR Food Istanbul 2019 supported by the Ministry of Economy and Fe-





FROM 04
TO 07 SEPTEMBER 2019

Largest network of food and drink Industries in Eurasia

deration of Food & Drink Industry Associations of Turkey is organized comprehensively with the most extensive B2B bilateral business negotiations of the food industry, UR-GE (International Competitiveness Development Incentive) Projects, and Purchasing Delegations.

The very best selected products will be on display from 04 to 07 September 2019 with the aim of responding to the increasing demand for food & beverage products will complete the merchandise offer with a carefully selected range of convenient products from exhibitors from different countries. The exhibition filled with opportunities to learn about industry innovations, keep current on trends and exchange best practices will host 1,500 domestic exhibitors and 500 foreign exhibitors from 52 countries with the aim to attract more than 5,000 international and 65,000 local visitors.

CNR Food Istanbul 2019 will provide an unforgettable experience to the exhibitors and visitors at the heart of a market of 2.5 billion people accessible by a 4-hour-long flight in Istanbul between 04-07 September.

www.cnrexpo.com



FOOD SECTOR ONE PLATFORM



Food & Beverage Products Exhibition

cnrfoodistanbul.com



04-07 SEPTEMBER
2019

CNREXPO
YEŞİLKÖY-İSTANBUL



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istanbul

Food Processing,
Filling & Packaging Technologies
Special Section

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THIS FAIR IS ORGANIZED WITH THE AUDIT OF TOBB (THE UNION OF CHAMBERS AND COMMODITY EXCHANGES OF TURKEY) IN ACCORDANCE WITH THE LAW NO.5174

CNRHOLDING



MARCA

16-17/01/2019

BOLOGNA

European trade fairs for the private label industry and the International supermarket label exhibition.

SIGEP - AB TECH

19-23/01/2019

RIMINI

Fair for the artisan production of ice-cream, pastry, confectionery and bakery

SIRHA

26-30/01/2019

LION

Bakery, pastry, food service, hospitality and packaging industries.

GULFOOD

17-21/02/2019

DUBAI

Fair for food and hospitality.

HORECA

08-11/02/2019

ATHENS

Fair for the provisioning and equipment of hospitality and foodservice companies.

BEER ATTRACTION

16-19/02/2019

RIMINI

International fair dedicated to specialty beers, artisan beers, food and beverages for the Horeca channel.

INTERNORGA

15-19/03/2019

HAMBURG

Exhibition for the hotel, restaurant, catering, baking and confectionery industry.

CRAFT BEER ITALY

27-28/03/2019

MILAN

International network of B2B events for the beverage industry.

CIBUS CONNECT

09-11/04/2019

PARMA

International food exhibition.

THE RESTAURANT SHOW

13-14/04/2019

DUBAI MARINA

The Middle East's premier event for the restaurant industry.

TUTTOFOOD

06-09/05/2019

MILAN

International B2B show to Food&Beverage.

SIAL CHINA

14-16/05/2019

SHANGHAI

Asia's largest food international exhibition.

THE HOTEL SHOW

17-19/09/2019

DUBAI

Region's hospitality industries.

ANUGA

05-09/10/2019

COLOGNE

International exhibition of Food&Beverage, packing, bakery, pastry.

HOST

18-22/10/2019

MILAN

Show for bakery, fresh pasta,
pizza industry.

HOSPITALITY QATAR

12-14/11/2019

DOHA

Fair on hospitality, Food&Beverage.

SIAL INTERFOOD

13-16/11/2019

JAKARTA

Exhibition and conference
on technologies for Food&Beverage
and food products.

SIAL MIDDLE EAST

09-11/12/2019

ADNEC

Fair on technologies for Food&Beverage
and food products.

HOSTELCO

20-23/04/2020

BARCELONA

International meeting for the hospitality sector.

ALIMENTEC

2020

BOGOTÁ

international exhibition for the
beverage and HoReCa industry.

GULFHOST

2020

DUBAI

The complete hospitality equipment
sourcing expo.

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I COV-76-77

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00179 Roma
Italy

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82/85

Via Panfilo Castaldi, 4
20124 Milano
Italy

AREA COOLING SOLUTIONS SAU

I COV-162-163

C/ Valencia 17-19
nave 4- Pol. Ind. Can Oller
08130 Sta. Perpetua de
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Barcelona - Spain

ARETA SRL

142/145

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Via per Crottaglie Km. 3
72021 Francavilla Fontana - BR
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ASTORIA MC SRL

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CRC GROUP SRL

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Dubai - UAE

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141

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31015 Conegliano - TV - Italy

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I COV-61/63

C.da Cozzo Impiso
94100 Enna - Italy

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104/107

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PRPH KANDY

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22070 Carbonate - CO - Italy

SERMEO ESPRESSO

I COV-26/29

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95030 Nicolosi - CT - Italy

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I COV

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20084 Lacchiarella - MI - Italy

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42014 Castellarano - RE - Italy

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I COV-22/25

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PT - Italy

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112/115

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Loc. Parè - CO
Italy

VNE PRODUZIONE SRL

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55047 Querceta Seravezza
LU - Italy

WALLPEPPER

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Via Bonaventura Zumbini, 33
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Italy

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108/111

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