

# Italian confectionary company is looking for a commercial, distribution or manufacturing agreement and a joint venture

## Summary

Profile type	Company's country	POD reference
<b>Business Offer</b>	<b>Italy</b>	<b>BOIT20220802007</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#">Antonella Benigno</a>	<b>2/8/2022</b> <b>2/8/2023</b>	<b>08/02/2022</b>

## General Information

### Short summary

A Sicilian sweets products company, whose leading articles as best sellers are those that derive from almond and pistachio, seeks to establish a commercial, distribution or manufacturing agreement. The firm is also open to a joint venture possibility.

### Full description

The Sicilian company, established in 1940 in Salemi, starts from the selection of raw materials (dried fruit, fresh fruit, oils, fats, sugars, etc.) and, from the processing of these, creates pure processed products (e.g. dried fruit pastes), compounds (e.g. nougats), semi-finished products (e.g. balanced bases for gelato) and finished products (sweet spreads in jars). A good representation of these products is also available in an organic version. About half of the productions are exported abroad, under private label agreements. The export concerns all product lines, with greater intensity for spreadable creams and preparations for coffee shops (bases for soft ice cream, toppings, fillings). The leading products, international best sellers, are those that derive from almond and pistachio: pure pastes (100%), compounds and fillings. Over time, the company specialized in the production of ingredients, this process makes it today a reliable partner for all those projects that require an unconventional knowledge of raw materials and their processing methods (e.g. balancing, processing machinery, packaging machinery). Below is a list of the main product lines:

Dried fruit creams;  
Fresh fruit concentrates;  
Balanced bases for making gelato;

Preparations for drinks;  
Pastry products;  
Products for gelato shop;  
Dried fruit decorations;  
Topping;  
Spreadable creams.

The company is interested in collaborations for market expansion. These may be more or less binding, depending on the type of partner, the nature of the collaboration and the reference market. So any details depend on the elements mentioned above and many others. The company usually works on the case-by-case idea.

#### Advantages and innovations

The company offers a long entrepreneurial history, seriousness, extraordinary competence and experience in international markets. The quality of the products is recognizable and recognized throughout the world.

#### Stage of development

#### Sustainable Development goals

- **Goal 3: Good Health and Well-being**

#### IPR Status

**No IPR applied**

## Partner Sought

#### Expected role of the partner

The company, regardless of size, expects a serious partner; a partner who wants to collaborate, talk and create a long lasting win-win relationship.

#### Type of partnership

**Commercial agreement**

#### Type and size of the partner

- **SME 50 - 249**
- **Big company**
- **SME 11-49**
- **SME <=10**

## Dissemination

#### Technology keywords

#### Market keywords

- **007003005 - General food products**

Targeted countries

- **World**

Sector groups involved

## Media

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### Images



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