

Italian coffee producer is looking for commercial, distribution or manufacturing agreement

Summary

Profile type	Company's country	POD reference
Business Offer	Italy	BOIT20220803005
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Antonella Benigno	3/8/2022 3/8/2023	08/03/2022

General Information

Short summary

Sicilian coffee roasting company, renowned for its high-quality standards not altering ancient craftsmanship, seeks firms to establish a long-lasting cooperation under a commercial, distribution or manufacturing agreement.

Full description

The roasting company, founded in 2017, was established in Belpasso, at the foot of Mount Etna, in Catania province. The firm was born from the need to build loyalty in the existing client base, acquired over the years in the previous family-owned business. The aim was providing the highest quality coffee to let the consumers rediscover forgotten flavours and traditions. The coffee is roasted in Italy and this is synonymous of excellence, respect for culture and tradition. The idea was to enter the ESE pods market, giving the coffee machines on free loan to private individuals and business premises with the relative supply of coffee pods. In addition, CAVIP's customer portfolio, outcome of its 30-year business, offered great opportunities for the sale of coffee. The firm started with ESE pods production and 2 blends. In 2017 the capsule market was still growing fast, that's why they began the production of capsules, compatible to the most popular formats. For the name of its main brand, they took inspiration from the history and culture of their beloved land, Sicily, and, in particular, to the Greek influence. The idea gave birth to the particular Greek gods-named trademark, the company selects the best beans from many corners of the world and scrupulously analyses them, perceiving the best degree of roast of every origin. The blends derive from studies and tests of many years' experience and are made from washed and certified coffees. Roasting small lots of coffee and each origin separately allows to guarantee a product with unique taste and aroma.

The company wanted to be unique in their sector, and since that moment they decided to raise more and more the quality of the coffee beans used in blends, throughout cooperation with international coffee taster experts and university courses specialized on roasting.

The Arabica coffee varieties used for the conventional blends come from Colombia, Brazil, India, Honduras. The Robusta varieties come from India and Cameroon.

The roasted coffee is available in different forms:

Beans in 1kg bags and 250g doypack

Ground for Moka in 250 g doypack

ESE pods in 150-pack

Compatible capsules in 100-pack

A line of Fairtrade organic coffee is also available in beans (1kg and 250g package), ground (200g) and ESE pods (25-pack), 2 single-origin available (Colombia supremo and Mexico Natural) and one blend (60% Colombia Supremo – 40% Mexico Natural).

A distinctive peculiarity of the company is that also for the conventional blends, the composition is clearly indicated in the package, mentioning the percentage of each variety used for the coffee blend. This is something very rare in the coffee industry and represents a guarantee for the consumers who know what they drink and a guarantee of quality for the coffee lovers.

The company is looking for a company or individual freelancer willing to include the Sicilian products in their portfolio, acting as an intermediary and getting sale commissions. The firm also seeks importers, distributors or retailers (both physical or online stores), i.e. company buying and reselling both with the Sicilian company label or under their own brand.

Advantages and innovations

The company can offer good commission rates, brand getting more and more awareness, export experience in 15 countries and many references of private label projects.

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 partner should possess some basic values as seriousness, professionalism, reliability and solvency with which the firm can collaborate, talk, create a long-lasting win-win relationship.

Type of partnership

Type and size of the partner

Commercial agreement

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

Dissemination

Technology keywords

Market keywords

- **07003003 - Soft drinks and bottling plants**
- **007003005 - General food products**

Targeted countries

- **World**

Sector groups involved

Media

Images



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