

COMPANY PROFILE



agritalia
agrilogistica
agrusa

*leave no stone
unturned*



AGRITALIA STRENGTHS



AGRITALIA.COM

► MISSION

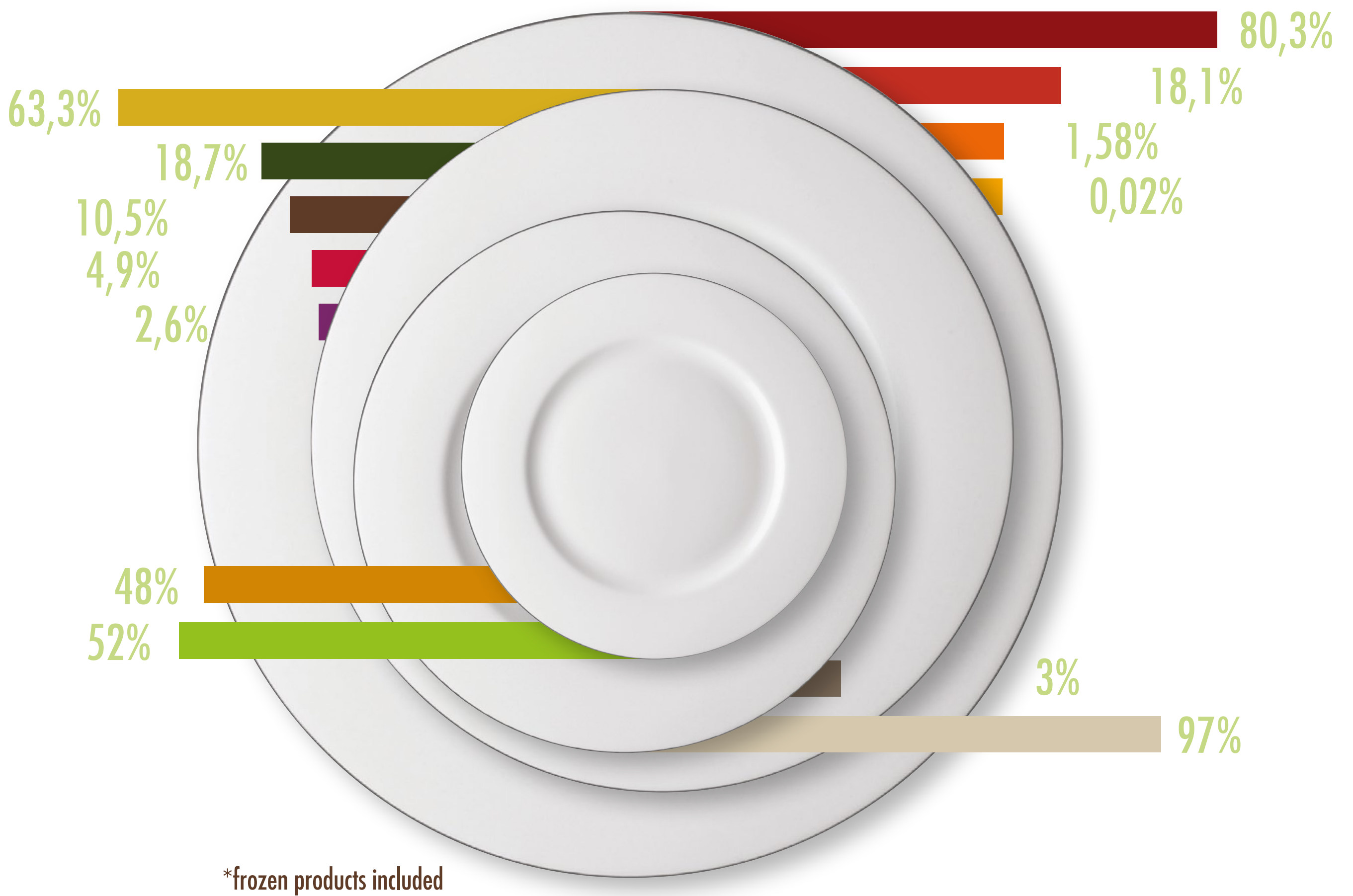
- Being a country partner for sourcing products from Italy and Europe.
- Safe and secure products on shelf.
- Working in an ethic and professional environment.

► VISION

- Discovering treasures among Italian producers and let them be available on shelf.
- Offering to our customers added value and new standards of excellence in the industry.

► SERVICES

- Research & development of innovative items.
- Selection of raw materials and supervision of production processes.
- Suppliers' qualification by internal audits.
- Integrated logistics services.
- Marketing support, artwork & printing assistance.
- Customized web tools.
- Quality Assurance customized programs.
- Financial services and currency management.



5,000+
CONTAINERS
SHIPPED TO U.S. IN 2022

DEPARTMENTS & PEOPLE

► OUR TEAM

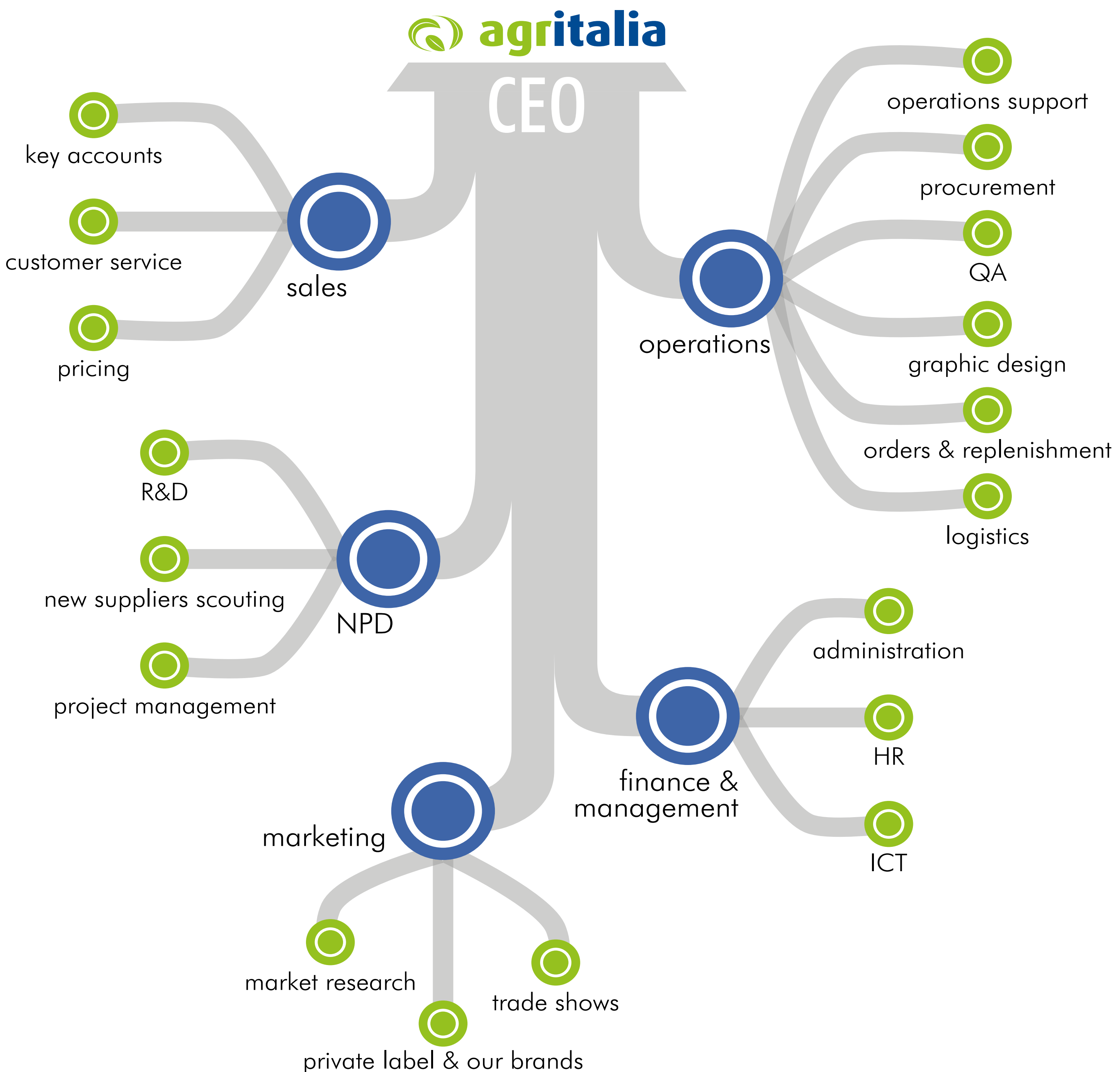


54% MALE
46% FEMALE

AVERAGE AGE
43 Y/O



INCREASE TEAM
+42,8%
LAST 5 YEARS



○ DEPARTMENTS

● DIVISIONS

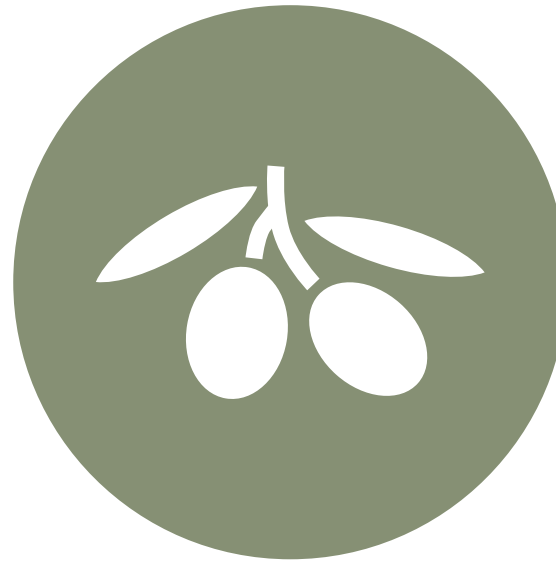
OUR PRODUCTS

Agritalia offers authentic products made according to Italian tradition.

All natural, organic and gluten free.



PASTA



OLIVE OIL



BALSAMIC
VINEGAR



PASTA SAUCE
& TOMATO PASTE



COUS COUS



VEGETABLE OIL
& DRESSING



FROZEN
PRODUCTS



BREAKFAST
CEREAL



DRIED FRUIT



BODY CARE

700+
PRODUCTS
OFFERED

CORE SUPPLIERS

Basket of products that help competitiveness across categories as well as consolidation program.



► CORE CATEGORIES:



PASTA



BALSAMIC VINEGAR



OLIVE OIL



PASTA SAUCE & TOMATO PASTE

14 WEEKS TIMELINE

1. final artworks receipt

🕒 1 WEEK

2. chromalin preparation and shipment

🕒 1 WEEK

3. chromalin check for final approval and start up order

🕒 1 WEEK

4. printing equipment creation

🕒 2 WEEKS

5. packaging printing

🕒 1 WEEK

6. packaging shipment for customer approval

🕒 1 WEEK

7. packaging approval and delivery to the packer

🕒 1 WEEK

8. shipment of pre-production sample

🕒 1 WEEK

9. pre-production sample approval

🕒 1 WEEK

10. production

🕒 3 WEEKS

11. container loading and shipment

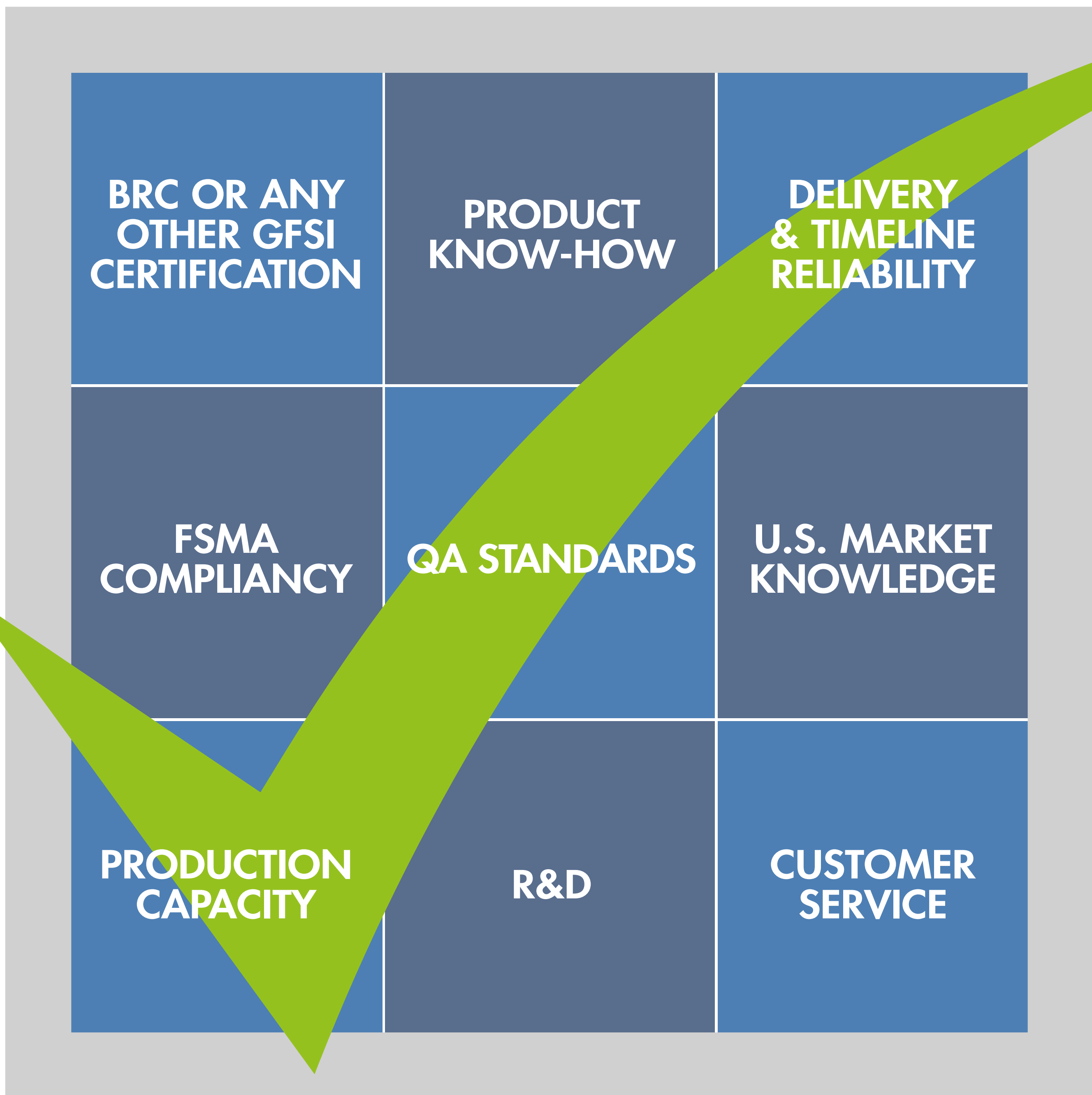
🕒 1 WEEK

All new programs start with sharing a timeline to keep track of all the activities involved.

11 phases, 14 weeks from artwork to shipment.

SUPPLIERS SELECTION

All Agritalia packers meet specific criteria.



9
PARAMETERS



WHAT'S ASCS (AGRITALIA SENSORY CHEMICAL SYSTEM)



▶ WHAT MAKES A QUALITY EVOO:

- 1. BEST OIL SELECTION**
FROM CERTIFIED SUPPLIERS
- 2. CORRECT OLIVES' HANDLING**
IN PICKING, STORING AND CRUSHING
- 3. FLAVOR PROFILE TAILOR-MADE**
TO PROVIDE THE BEST CHEMICAL AND SENSORY PERFORMANCE
- 4. LIMIT OIL ENEMIES**
HEAT, OXYGEN, LIGHT, AGE

EVOO shelf-life guaranteed



18
MONTHS



Our goal is to provide an innovative QA procedure to ensure olive oil quality through its entire shelf life.



From 2014, Agritalia QA Team is running an on going study aiming to approve EVOOs with more stable sensory profiles and improve the overall quality of the product.



4 KEYPOINTS

Appropriate sensory parameters

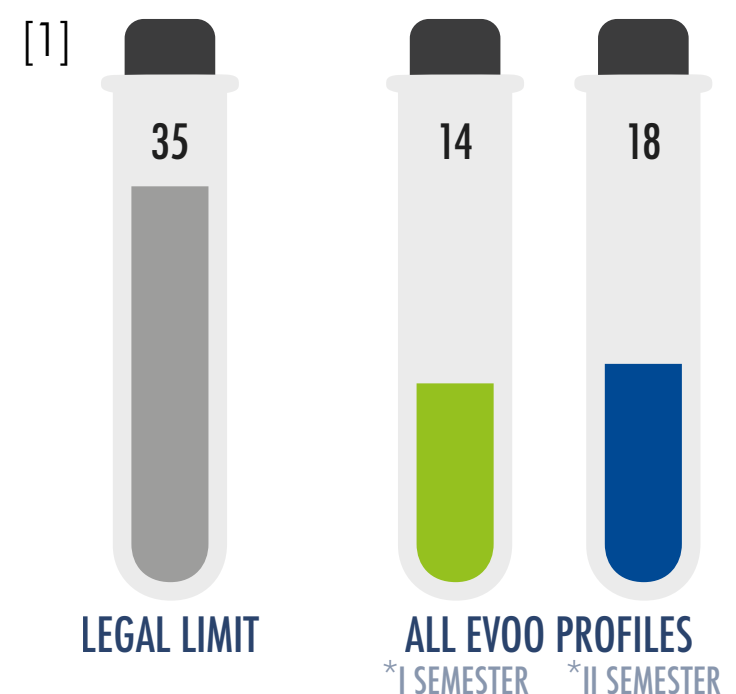
fruity, green fruity, bitter, pungent, balance, picual, almond, tomato, herbaceous, no defects

NEW ASCS
PARAMETERS

IOC
PARAMETERS

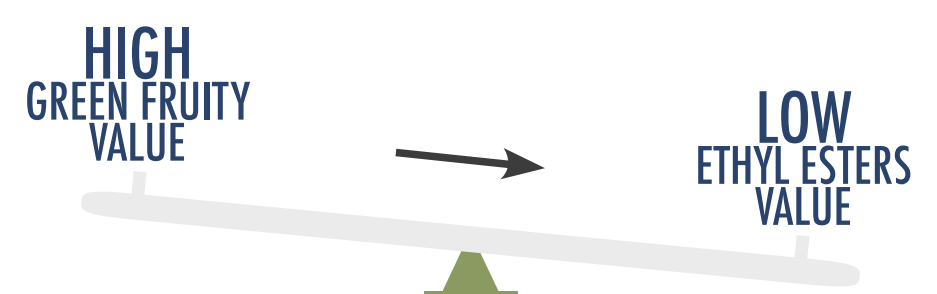
bitter, fruity, pungent, no defects

Stricter chemical parameters
free fatty acids, peroxides, ^[1] ethyl esters



Different chemical parameters
between 1st or 2nd semester* of the year

Linked chemical-sensory parameters



AGRILOGISTICA REVOLUTION



AGRILOGISTICA.COM

▶ INNOVATE YOUR SUPPLY CHAIN STRATEGY:

- Intelligence and know-how to optimize current importing model
- Each PO delivered directly to your DC's
- Containers become your moving warehouse
- No warehousing and LTL deliveries
- Easy supply chain management with information available on web 24/7

SAVINGS:

- ON HEAVY ITEMS: **5%**
- ON HIGH VOLUME ITEMS: **UP TO 10%**
- ON NICHE ITEMS: **15%**

35+ YEARS OF EXPERIENCE
IN THE U.S. MARKET

OUR PROPOSAL:

1. FREIGHT CONSOLIDATION PROGRAM

OR

2. FREIGHT CONSOLIDATION PROGRAM

+



FREIGHT CONSOLIDATION & ARP INCLUDES:

VENDOR QUALIFICATION	ITALIAN & EUROPEAN SUPPLIERS MANAGEMENT	EASY ORDERING MANAGEMENT	CUSTOMIZED PLANNING SOFTWARE
EDI FRIENDLY	FREIGHT CONSOLIDATION IN ITALY	ITALY AND U.S. CUSTOMS CLEARANCES	DOOR DELIVERY TO DC's

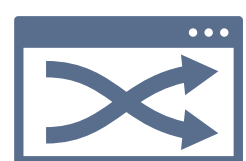
The Automated Replenishment Program (ARP) is an advanced logistics solution which allows to optimize freight consolidation and deliver even a single pallet directly to the regional distribution centers (DC's), granting maximum flexibility even for small private label projects.



Less paperwork, less complexity
PO proposal once a month, 12 times a year



Great tool for buyer friendly-user customer area to track PO's



More flexibility
no longer ordering in advance or limitations due to production shutdown



Fresher products
better stock optimization
avoiding out of code products



More efficiency
PO proposal perfectly optimized without back and forth for changes

8  **BENEFITS**



Costs saving
thanks to a streamlined integrated supply chain



No out-of-stock, no over-stock
better inventory management



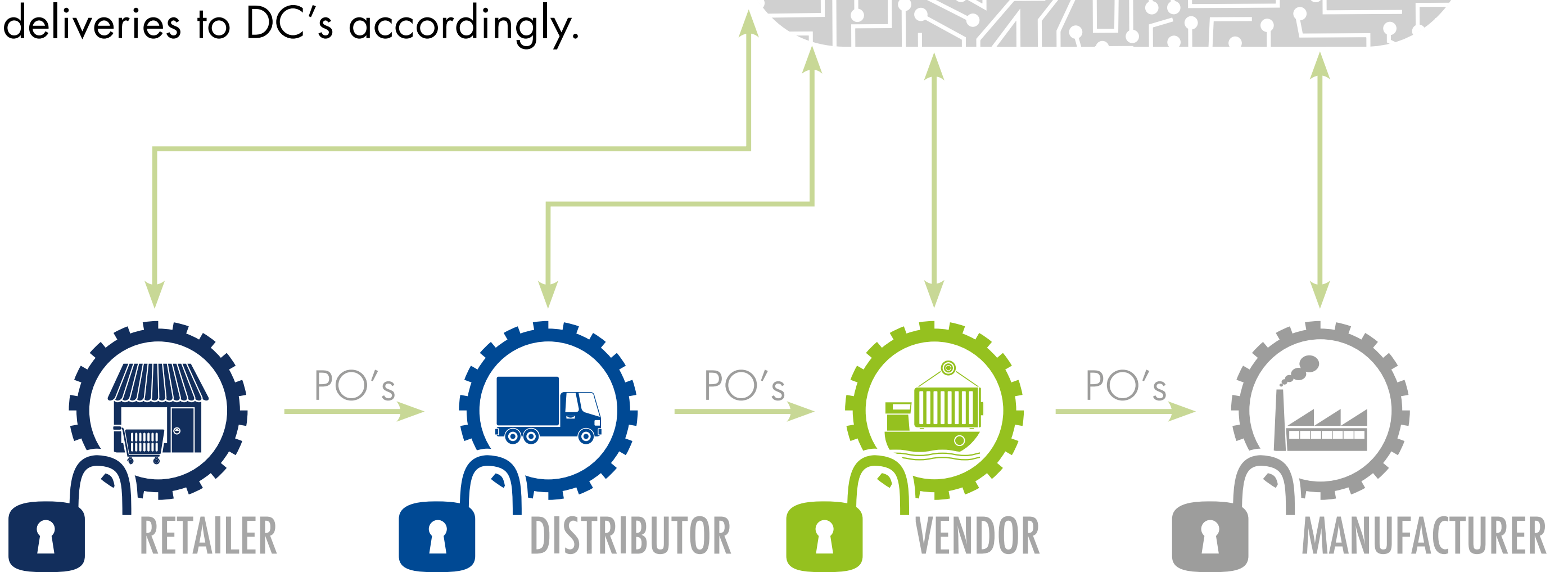
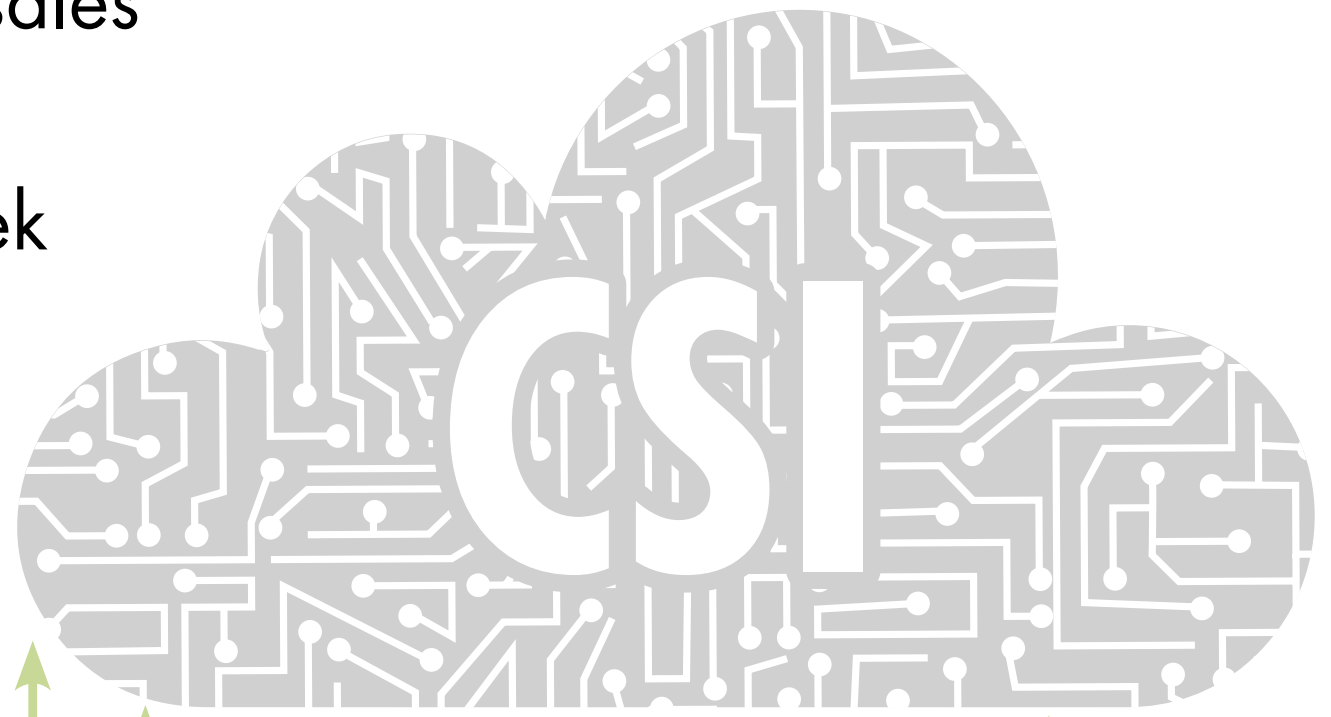
Technology at your service
with customized and innovative software,
managing the entire supply chain

CLOUD SOURCING INTELLIGENCE



[CLICK TO WATCH THE VIDEO!](#)

The Cloud Sourcing Intelligence (**CSI**) is a proprietary software able to analyze sales data from shelf to estimate the exact assortment needed from a retailer week by week to meet customers' demand, helping managing production timeline, freight consolidation and deliveries to DC's accordingly.



► SMART DATA SHARING:



RETAILER

CSI analyzes scan data, promotions, new openings, peak of sales, eliminating out-of-stock.



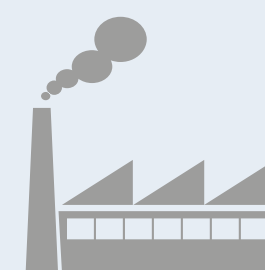
DISTRIBUTOR

CSI manages safety stocks, planning the replenishment from Italy and Europe to significantly reduce over-stock risk.



VENDOR

CSI helps deal with minimum order quantity, freight consolidation, coordinating productions from different producers, reducing all the import complexity.



MANUFACTURER

CSI supports the planning of raw materials and packaging purchase, productions schedule, and freight consolidation for delivering on time and free of risks.

AGRUSA

IDENTITY



▶ MISSION

- Europe as a domestic sourcing country

▶ VISION

- Delivering our promises

▶ SERVICES

- Customs/FDA/USDA clearances
- Port and rail drayage with door delivery
- Marine and product liability insurance
- Inventory management
- EDI capabilities
- Administrative support
- Customer service

 agrusa@agrusainc.com

30+
YEARS
OF EXPERIENCE

 **agrusa**

ITALIAN PROMO

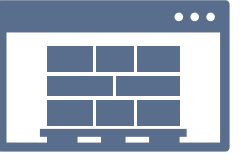


[CLICK TO WATCH THE VIDEO!](#)

Agritalia proudly supports *Made in Italy* abroad playing a key role in offering fully provided logistics and procurement services for the launching of the Italian promotions periodically hosted by U.S. major retailers.

4 BENEFITS

Mixed palbox door-delivered to each store in 14 weeks



Intelligence and logistics services



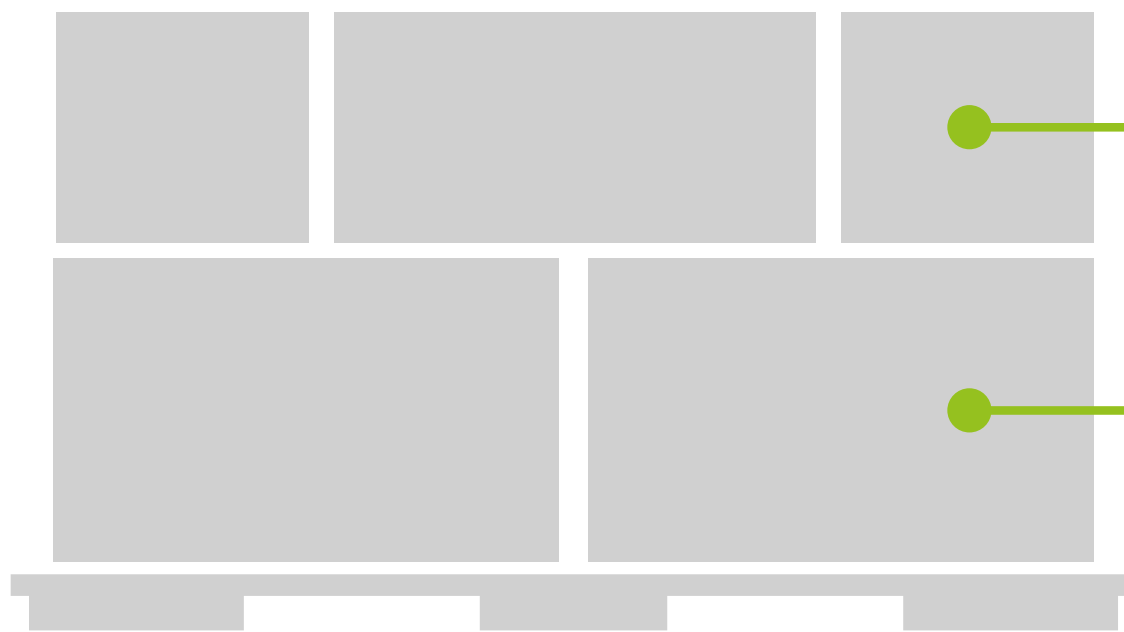
Competitive prices through smart management of the supply chain



Warehouse efficiency for vendor/distributor



MIXED PALBOX WITH THE EXACT ASSORTMENT NEEDED PER STORE



Light items

Heavy items

15+ CATEGORIES

20 ITALIAN REGIONS

700+ ITEMS

100+ CERTIFIED SUPPLIERS

In the past years we achieved a great outcome handling 15+ categories with over 700 items, involving more than 100 Italian suppliers from all over the Country.



* UPON CONTAINERS ARRIVAL



STORE



TRUCK



CROSSDOCKING



DC's



AGRILOGISTICA HUB



SUPPLIER

BELLA ITALIA REGIONALI

Bella Italia Regionali is a unique line of artisan products representing the ancient culinary traditions of Italy's 20 regions. Regionali Pasta is made by slow-drying process enhancing the natural flavor, as well as the essence and taste, of pasta.

Regionali Pasta Sauces and Pesto are made with 100% fresh ingredients coming from local farmers, to bring an authentic Italian experience to your table.

Regionali Infused Extra Virgin Olive Oil offers a fine selection of scented EVOOs infused with natural seasoning for a boost of flavor to your recipes.



20 REGIONS TO DISCOVER



TOSCANA
Gigli Toscani Pasta
Artisan Pasta



EMILIA ROMAGNA
Organic Tagliatelle
Artisan Nasted Pasta
Organic Pappardelle
Artisan Nasted Pasta



UMBRIA
Black Truffle Infused
Extra Virgin Olive Oil



MOLISE
Cicatelli Molisani
Artisan Pasta
Sugo alla Campagnola
Pasta Sauces



CAMPANIA
Organic Lumache Giganti
Artisan Giant Pasta
Organic Paccheri Giganti
Artisan Giant Pasta
Organic Fusilli Giganti
Artisan Giant Pasta

PUGLIA
Sugo alle Cime di Rapa
Pasta Sauces
Strascinati Pugliesi
Artisan Pasta



SICILIA
Garlic Infused
Extra Virgin Olive Oil
Sugo alla Norma
Pasta Sauces
Busiati Trapanesi
Artisan Pasta



CALABRIA
Fileja Calabresi
Artisan Pasta
Chilli Pepper Infused
Extra Virgin Olive Oil

CONTROLLED BRANDS



Celio offers a complete range of oils and vinegars created according to the richest tradition of high quality Italian food. The ideal choice for those who want to combine the taste of a high quality product with the convenience of an affordable price.

AVAILABLE CATEGORY:
olive oil, vinegar.



Also, Celio is a brand specializing in natural and environmentally friendly food products. It is known

for its high-quality ingredients and efforts toward sustainable sourcing. Celio offers a range of pasta that is both delicious and attentive to the quality and benefits of the ingredients.

AVAILABLE CATEGORY:
gluten-free pasta, veggie pasta.



Don Pepe provides a full range of authentic Italian pasta made from selected durum wheat semolina according to the ancient tradition of south of Italy. It embraces the NON-GMO Project vision.

AVAILABLE CATEGORY:
organic pasta,
conventional pasta.