



## Company Mission to Estonia 2017

### Bilateral Meetings with Estonian companies

Tallinn, 25<sup>th</sup>-26<sup>th</sup> October 2017

### Pre-Registration Form

(da compilare in inglese e restituire a [internazionalizzazione@pn.camcom.it](mailto:internazionalizzazione@pn.camcom.it) entro il 28 luglio 2017)

#### Company Info

<b>Company: PIERA MARTELLOZZO S.p.A. P.M.</b>
<b>Street: via Pordenone, 33</b>
<b>ZIP Code: 33080</b>
<b>Town: San Quirino (PN)</b>
<b>Country: Italy</b>
<b>Website: <a href="http://www.pieramartellozzo.com">www.pieramartellozzo.com</a></b>
<b>Sector of activity: Wine production</b>
<b>Company Description:</b> <b>Bottles Turnover per Year:</b> average of five and half (5.5) millions bottles. <b>Market shares:</b>  <b>Italy/ Export:</b> 50%/ 50%. <ul style="list-style-type: none"><li>➤ 30% America.</li><li>➤ 20% Europe.</li><li>➤ 8% Asia.</li><li>➤ 2% Africa.</li></ul> <b>Total Employers and Workers:</b> 24.  <b>Winemakers:</b> Gianpiero Poveglian (Mr); Andrea Morlin (Mr). <b>Certificate of quality management:</b> UNI EN ISO 9001  <b>Certificate of adherence to the Quality Management System:</b> <ul style="list-style-type: none"><li>➤ Ifs/ international food standard.</li><li>➤ Bio Agri Cert/ organic wines.</li><li>➤ NOP, National Organic Program for USA.</li><li>➤ BRC, British Retail Consortium Global Standards.</li></ul>

## Contact Person

<b>Title:</b> Mr
<b>First Name:</b> Massimiliano
<b>Last Name:</b> Masi
<b>Position:</b> Member of BoD
<b>Personal company e-mail:</b> <a href="mailto:masi@martellozzo.com">masi@martellozzo.com</a>
<b>Mobile phone during the mission:</b> +39 3408599477
<b>Telephone:</b> +39 0434963100

## Collaboration Profile

### International experience

<b>Exportation to other countries</b>	Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>
<b>If YES which countries?</b>	Countries in Asia, CIS, EU, USA and Canada, South America.
<b>%</b>	EXPORT 50% of annual company income.
<b>Are you present in the Estonian market? Where?</b>	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>

### Your products

<b>Annual capacity of production</b>	10.000.000 bottles / year
<b>Range of products</b>	High <input checked="" type="checkbox"/> Medium <input checked="" type="checkbox"/> Low <input type="checkbox"/> Distributor trade mark <input checked="" type="checkbox"/>

### What we offer:

Our winery is offering a wide range of International and Indigenous wines. Our portfolio includes Conventional and Organic wines, both still and sparkling (soft-sparkling included).

Typically from North Eastern Italy (Veneto and Friuli), we are able to offer wines on our own brand and/or customize the bottles, based on the request of the customer.

Bottle format we are able to perform: 375ml, 750ml and 1500ml.

Bag in Box and bulk wine, available.

### What are we looking for:

We are looking for the following kind of cooperations:

- Sales and representation of our wines.



- Joint Venture with distributors/Importers.
- Research of Agents that can officially represent our brand.
- Introduction to exhibitions and public events.

#### Cooperation Interests

Research & Development

Know-How exchange

Sales

Sales and Service Partner

Manufacturing service

Partnership for international development projects

Purchase

Joint Venture

**Date September, 6<sup>th</sup> – 2017.**

**Signature: Massimiliano Masi**