



# **GRUPPO DE CARNE**

**An effective sales channel**

Bari , Italy .2009

Dear Sir,

We would like to introduce our Company to you: we are a **Representation Agency** ,working in Italy .

### **Our Company**

**De Carne Rappresentanze** was founded in 1996 by Onofrio De Carne, whose aim was to create an effective sales channel , for the catering industry and large scale retail trade.

**De Carne Rappresentanze** is now an organization able to offer Food Companies sales channels throughout Italy , directing clients to the most appropriate markets.

### **De Carne Rappresentanze**

Directly markets –without any intermediary – *products from all over Europe* (Dutch , German, Austrian etc.), thus offering significant economic benefits.

Our clients therefore invariably enjoy an exponential decrease in commercial costs and a range of additional services , such as the transport by qualified carriers (Kriotrans- Ospitaletto Brescia) and the logistics management (exclusive platform).

**De Carne Rappresentanze** is an associate agency which manages a large range of foreign products , such as cheeses : Emmentaler, Maasdam, l'Edamer, Gouda, etc.

### **Some of represented Brands :**



FrieslandCampina nl

FRIESLANDCAMPINA – HOLLAND



BERGADER PRIVATKASEREI-  
GERMANY

*Morgante*

MORGANTE - ITALY



L'INEDITO - ITALY

## **The Figures**

2008 sales volume : 25.000,00 tonnes

80% GDO market share

Turnover :€92.000.000,00

## **Mission**

To offer European food producers the best way into the Mediterranean markets.

## **Our services**

- A national sales network with 25 agents
- Offices in the South (Bari) and North (Brunico) with an expert team of 7 assistants.
- merchandising at sales outlets
- advertising at shelf and delicatessen counter sales point
- consultancy service on which products are best suited to different regions
- credit recovery



**ONOFRIO DE CARNE**

## **CONTACT**

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**Kind regards,**

**Resp. Onofrio De Carne**