



# alivini

*Importers & Distributors  
of Wines and Provisions*

October 2010

## **BACKGROUND AND GENERAL INFORMATION**

Alivini was formed in 1975 with the aim of supplying the best quality wines and food from all regions of Italy. Today, 35 years later, the company is regarded as the leading wholly Italian specialist in the U.K.

Italy is one of the most exciting European wine producing countries at this time, and Alivini selects its wines for their excellence and good value.

Alivini's extensive portfolio includes some of Italy's foremost premium brands: **Santa Margherita** with the elegant varietal wines from north east Italy including the leading brand Pinot Grigio, **Col d'Orcia** with its range of world class Tuscan wines and their award winning Brunello di Montalcino Poggio al Vento. **Bellavista** the super-premium producer of sparkling and still wines from Franciacorta; **Negrar Domini Veneti** famous for their classic Veronese wines including the renown and much acclaimed **Amarone**. **Giorgio Pelissero** from the heart of the Barbaresco production area – his selection of high quality wines include Dolcetto d'Alba, Barbera d'Alba, Grignolino, Nebbiolo, Favorita and some superb and extraordinary Barbaresco wines. **Luigi Oddero and Cascina Castle't** recognised as top growers for Barolo, Barbera and Barbaresco. From Sardinia we have two new additions **Cantina di Gallura** with its range of excellent wines focusing on dominant varieties in Gallura the Vermentino and **Sardus Pater** from the Isle of Sant'Antioco where their vines are grown on a very fertile land using the "latin sapling" method and produce some top Carignano del Sulcis and the Kanai Riserva 2005. **Colli di Catone** with the famous 100% Malvasia "Satin Bottle" Frascati Superiore. Alivini's other exclusive agencies include **Averna** with their world renown "Amaro", **Vinosia** from Campania with Greco di Tufo, Fiano and Falanghina, **Bersano**, **Bucci**, **Le Meridiane**, **Cavicchioli**, **Tollo**, **Colonnara**, **Vallarom**, **Giusti e Zanza**, **Podere Guado al Melo**, **Costaripa**, **Colonnara**, **Nera**, **Gregoletto**, **Leone de Castris**, **d'Angelo**, **Antonelli San Marco**, **Alberto Longo**, **Librandi**, **Ruffino** and **Rallo** from Marsala in Sicily with the Nero d'Avola, Gruali Bianco, Grillo and their delicious Passito di Pantelleria.

These, and many other excellent wines, are carefully chosen to compliment the wide selection of fine foods: Parma Ham and Salami products from best producers in the north of Italy such as **Villani**, **Rigamonti**, **Bernardini Gastone**, **Salumificio Gerini**, **F.lli Galloni**, **Renzini**. Cheeses from **Caseificio Manciano**, **Solp Argiolas**, **Mario Costa** and **Auricchio**. We are also able to offer fresh Mozzarella and Buffalo Milk Mozzarella, flown to London from Campania every Monday afternoon - produced by and **Merlo**, **Sabelli** and **Campania Felix**. Olive oil from **Farchioni** based in Umbria, **Olio Crudo** from Puglia and **Frantoio Pasquini** from Tuscany.

**Cavalli Ferdinando** with their Special Selection of Riserva Balsamic Vinegars. Pesto Sauce (Basil Sauce) from **Tigullio**; fish products from **Sud Pesca** and **Dino-Marinara**; mushrooms from **Bruschi** based in Borgotaro, the most well known area for this particular product; **Ponti** for an unrivalled range of vegetable products in jars and tins. **Riso Scotti** for rice, **Molino Spadoni** specialists in flour for pizza, cakes and fresh pasta. **Pastificio Cocco**, **Voiello**, **Cipriani** and **Barilla** for dry pasta and sauces. A mouthwatering selection of fresh pasta is also available including fresh hand made ravioli and tortelloni with ricotta and spinach, cannelloni with ricotta and spinach, parmigiana and vegetarian lasagne, fresh hand made gnocchi and many more. **Star** for ready to cook rice, pizzas, tomatoes, tuna fish and many catering products. A selection of coffee blends from **Caffe' Mokambo** in Chieti. Cakes, Panettone, Pandoro and biscuits from **La Torinese** and **Scarpato**. Chocolates, torrone and confectionery come from the reputable **Pernigotti** and panforte, cantucci, ricciarelli from **Fiore** in Siena.

This is just a small sample of the extensive range of Italian products Alivini provides.

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Alivini specialises in the more unusual types of foods those perhaps not immediately associated with Italy, and many lesser-known regional specialities. The company is not content with just catering for the conventional Italian cuisine, but takes pride in searching out new delicacies - those currently popular in Italy, and those especially suited to the British market. It tries to provide up to date products for the newer restaurants, run by young and innovative chefs, with the aim not only of promoting Italian cuisine in England, but also creating a new image for it.

The Board of Alivini is dedicated to supplying the best of Italian wines and food and to this end they are constantly conducting research outside the U.K. seeking to keep abreast of current trends and demand.

Wines now represent 41% of the Group's turnover and Food products 59%.

The restaurant trade has always been the main body of Alivini's customers, along with the independent grocery sector. Other developments are now underway aiming primarily at the specialist and independent Off Licence trade.

Alivini's Garforth depot near Leeds, trading since February 1994, has substantially increased the Company's distribution in the north of England. Alivini offers a genuine National distribution service using our own fleet of specialist refrigerated vehicles.

**Head Office and Warehouse:**

**ALIVINI COMPANY LIMITED**

**Units 2 & 3 - 199 Eade Road, London N4 1DN  
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**Subsidiary Company:**

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Tel. 0844 556557 - Fax 0844 556558**

**Directors:**

- Antonio Pirozzi** (Managing Director)
- Stephen Bridgeman** (Administration Director)
- José Pires** (Distribution and Warehousing Director)
- Custodio J. Santos** (Operation Director)
- Gianni Segatta** (Sales & Marketing Director)

