

1896

**RODOLFI**

POMODORO A PARMA



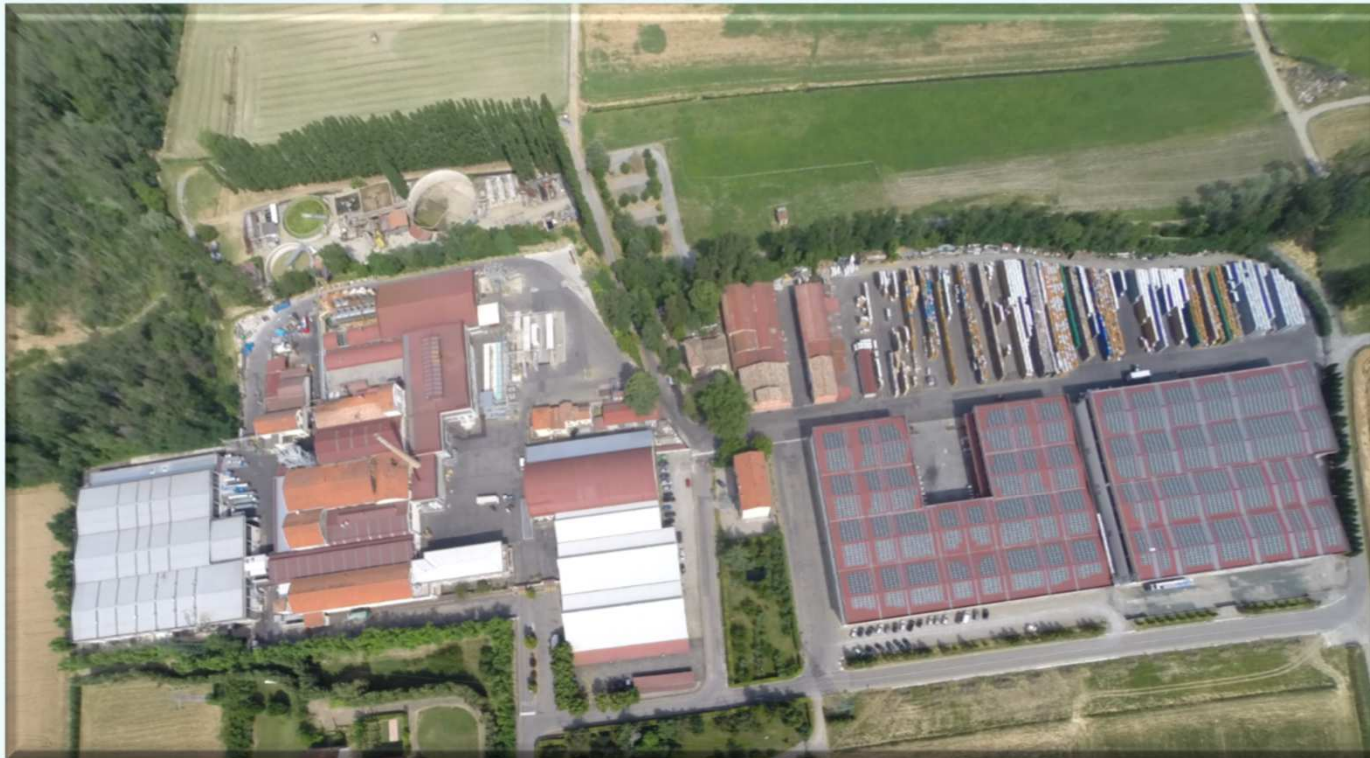
***Company Presentation***



# About us



Rodolfi Mansueto is a leading processors of **tomatoes** and its by-products.



Founded in 1896, it successfully operate in the tomato industry for **120 years**.





# 120 years of Italian passion for tomatoes...





## ... a history of successes



- 1896** First small factory run by Remigio Rodolfi
- 1906** Foundation of the company Rodolfi Mansueto by Mr. Rodolfi Mansueto
- 1930's** Establishment of the plant in Castelguelfo
- 1950's** Chopper machinery with stainless steel  
First plant for the production of Tomato Powder
- 1970's** Start of the industrial production of tomato sauces – also under private labels
- 1980's** Becoming society **Rodolfi Mansueto S.p.A.**
- 1997** Installation of the Spray-Dry Filtermat system, unique in Europe for the production of the Tomato powder
- 2000** **Ortolina Brand** for the Retail business
- 2011** New Photovoltaic energy plant
- 2013** The Rodolfi Group grows with the acquisition of Von Felten
- 2015** New product: Sugo Piccante Ortolina 130g (Ready Sauce Ortolina with Chili 130g)
- 2016** New product: Sugo for Kids in three different flavours
- 2018** **NEW BRAND: RODOLFI**





**Where we are...**





# Our production plants



Located in Northern Italy, in the province of **Parma**,  
the so-called "**Food Valley**", we have 3 production plants:

- 1) **Ozzano Taro**: specialized in the production of chopped and crushed tomatoes, tomato based sauces, tomato paste and tomato powder
- 2) **Castelguelfo**: specialized in the industrial production of pizza sauces and tomato paste in aseptic bags (it has brand new facilities for aseptic drums)
- 3) **Fontanini**: which produces chopped and crushed tomatoes, tomato paste, dried vegetables, wine powder and confectionery products.

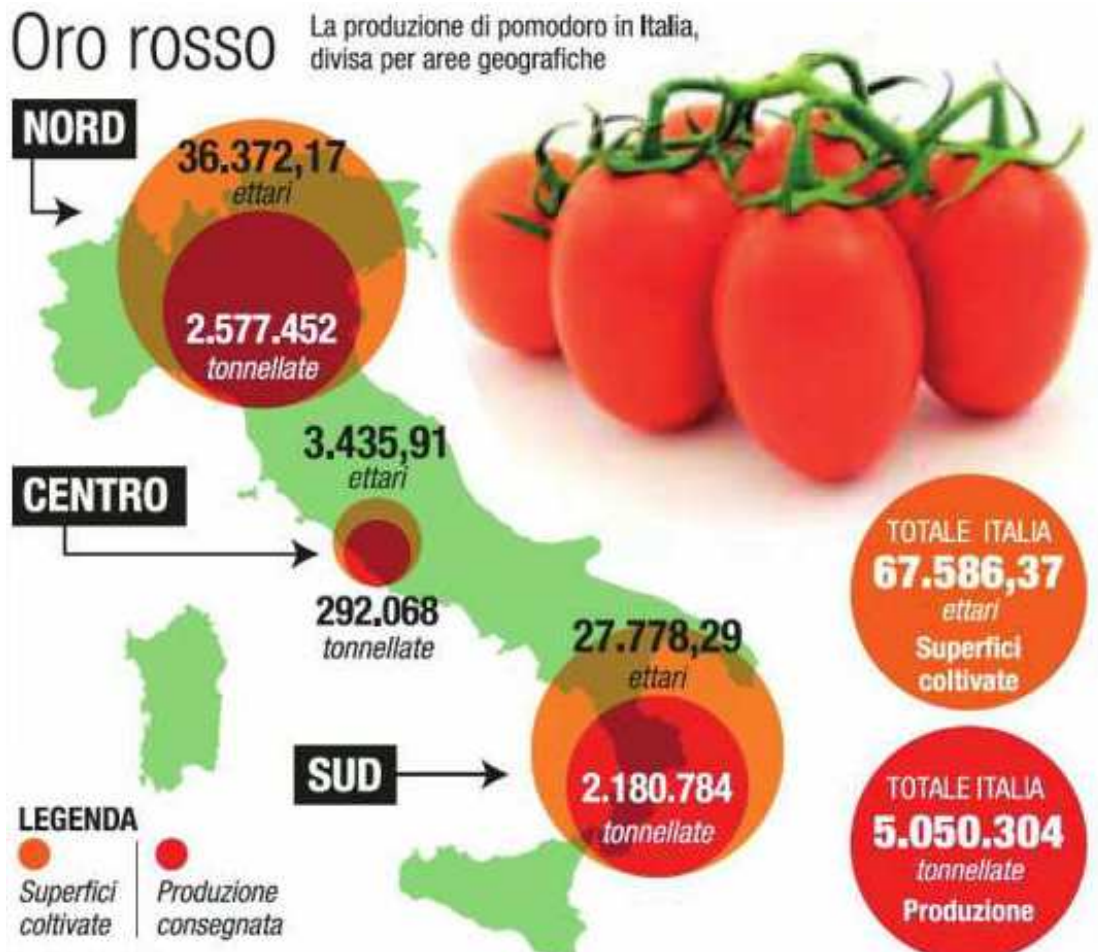




# Red gold



## production of processing tomatoes in Italy





# Rodolfi: 100% Italian



Rodolfi Mansueto is proud to process only **100% Italian tomatoes** and to have a **very short supply chain**.

**80% of the tomatoes processed are harvested less than 60 km from the processing plants.**





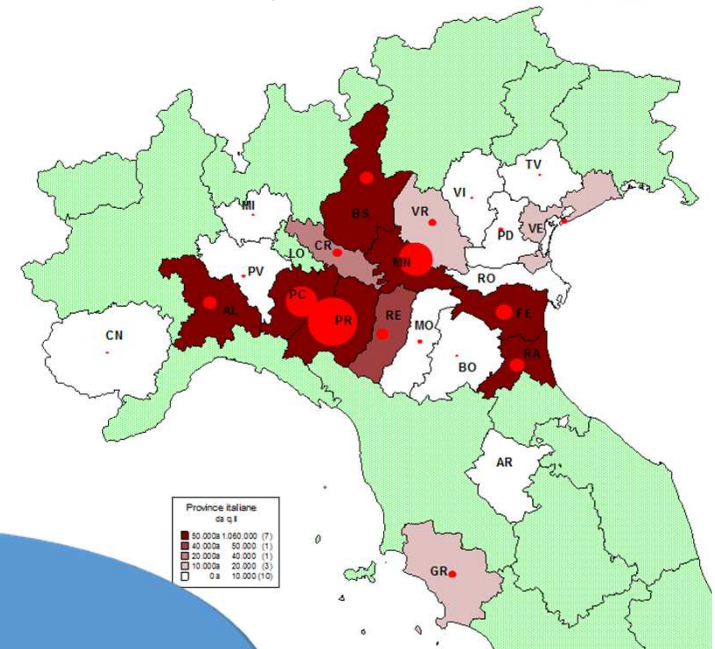
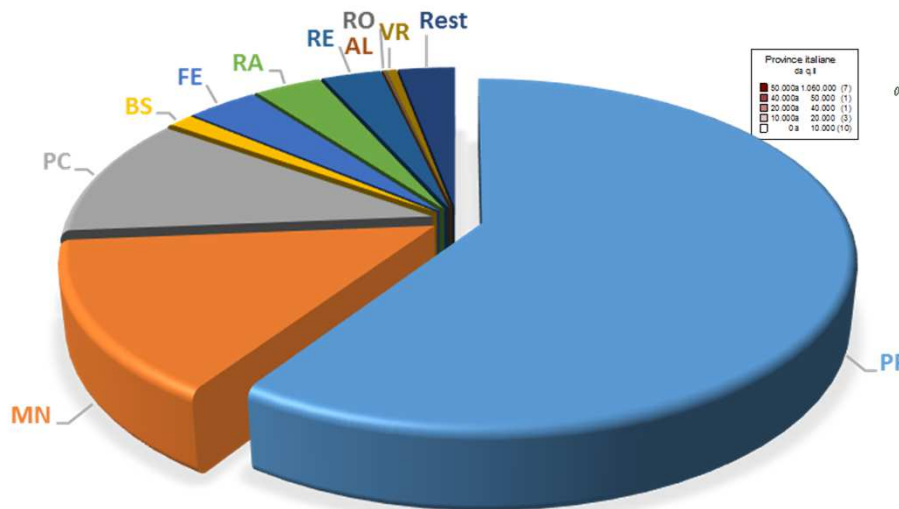


# Rodolfi: 100% Italian



In total, more than 240.000 tons of fresh tomatoes per year are processed (7.500 full truck).

	totale	%
PR	1.382.224	59,36%
MN	333.530	14,32%
PC	260.479	11,19%
BS	29.559	1,27%
FE	85.920	3,69%
RA	81.117	3,48%
RE	71.592	3,07%
AL	800	0,03%
RO	2.824	0,12%
VR	12.158	0,52%
VE	3.451	0,15%
PV	250	0,01%
CR	47.895	2,06%
MO	5.828	0,25%
BO	1.776	0,08%
PD	859	0,04%
VI	283	0,01%
LO	760	0,03%
MI	3.984	0,17%
FC	3.332	0,14%
tot.	2.328.619	100,00%





# Facts and Figures

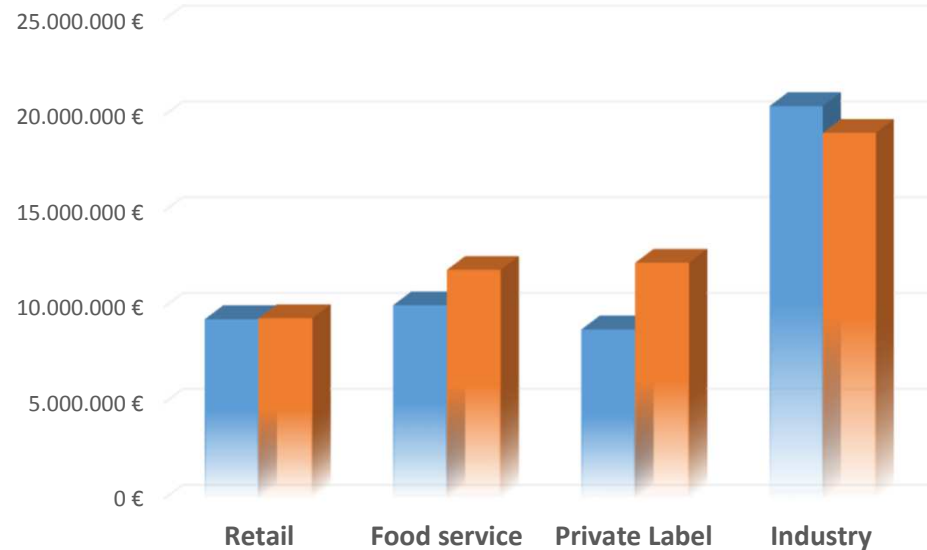
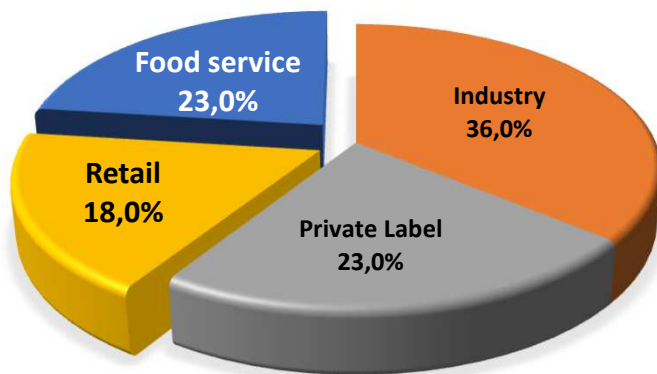
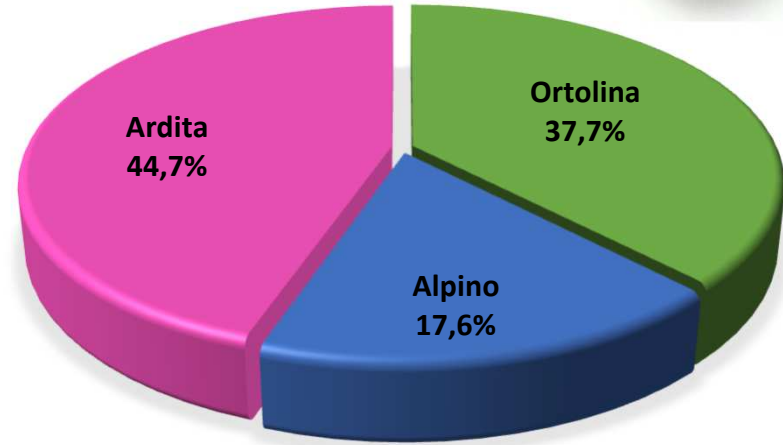




# Rodolfi: a company on the move



- € 68 mio turnover in 2017
- About 110 full time workers up to 400 seasonal workers during the crop
- **Food service, retail & private label markets are growing**





# + € 2 mio/year invested in R&D



We constantly update our production technologies and we dedicate time and resources for researching and developing new products.



*That's why we are one of the leading tomato processing companies in the world!*





# Internationalization



We export towards more than 70 countries  
all around the world





# Our products





## Four brands – Same quality



Rodolfi is able to offer a complete range of products, including **tomato paste**, **chopped and crushed tomatoes**, **tomato based sauces**, **tomato powder**, basic for **pesto**, **dried vegetables**, **wine powder** and **confectionary products**





# Ortolina

*... where it began*



**Ortolina: the taste of freshly-plucked vegetables, from the garden to your kitchen!**

In 1936 an old homemade recipe gives birth to the idea of Ortolina. Virginia, Mansueto's wife, was given a recipe by a friend of hers, for cooking a sauce with tomatoes and vegetables. Ida used to serve it at dinners on Sunday and festive occasions, to flavour boiled meat. Mansueto came up with the idea of manufacturing this tasty sauce.

**Ortolina was the first ready sauce on the market.** In the slogan "l'orto in cucina" was conveyed at the same time the idea of a home made and genuine product.

Since then almost nothing has changed.

Old people still refer to "Ortolina" as one of the oldest and most successful products on the market.





*l'Orto in Cucina*



# ORTOLINA







# ARDITA

PARMA - ITALIA





**NEW**

1896

**RODOLFI**

PARMA





# Tomato products in Bag in Box, Drums and Combo



Chopped Tomatoes  
Crushed Tomatoes  
Tomato Purée  
Tomato Paste

*Organic*

Organic Chopped Tomatoes  
Organic Crushed Tomatoes  
Organic Tomato Purée  
Organic Tomato Paste





**Pesto: we are back!**





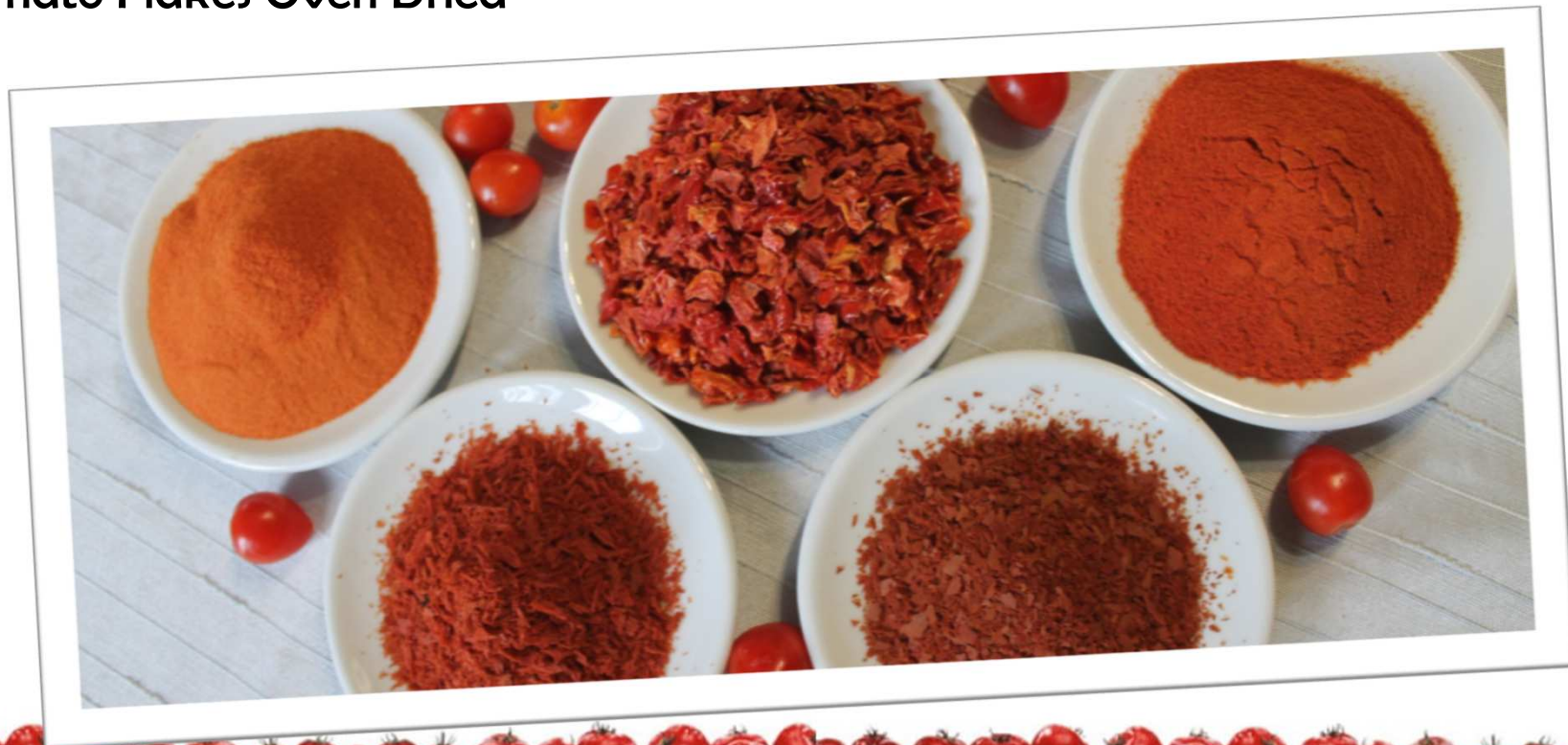
# Air and Spry dried tomatoes



Tomato Powder Spry Dried Cold Break  
Tomato Powder Spry Dried Hot Break  
Tomato Flakes Roller Dried  
Tomato Flakes Oven Dried

*Organic*

Organic Tomato Powder  
Organic Tomato Flakes





# Air dried vegetables



**Air dried pumpkin**  
**Air dried courgette**



**Air dried broccoli**  
**Air dried cauliflower**







## Air dried wine extract



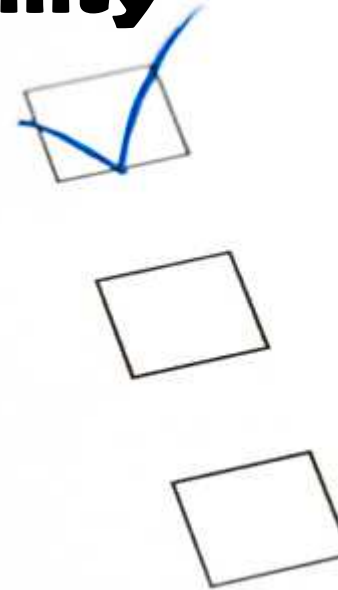
Spry dried **white wine** extract 5%  
Spry dried **white wine** extract 10%  
Spry dried **white wine** extract 25%

Spry dried **red wine** extract 5%  
Spry dried **red wine** extract 10%





# Quality Certificates & Corporate Sustainability





# Certified quality: Rodolfi leader in the industry



**CERTIFICATO DI CONFORMITA'**  
Attestato di Conformità conforme alla Norma UNI EN ISO 16074:2007  
Prodotto BIOLOGICO

**CONFORMITY CERTIFICATE**  
Attesto to Documentary evidence according to Article 17 §1 of EC Reg. No. 1831/07  
ORGANIC Product

Nome dell'operatore - Name of the operator  
**RODOLFI MANSUETO S.P.A.**  
Codice Cdo / CB Code  
IT BIO 006 H1753

STRAZA QUALITICO, 14 - OZZANO TARO  
43046 COLLECCHIO (PR) IT  
Partita IVA 0159930346

Numero Identificativo documento giustificativo  
N° reference of Documentary evidence  
2013/00624

Numero Identificativo  
N° Reference  
00458 del 24/07/2013

**E' CONFORME AI REQUISITI DEL  
PRODOTTO BIOLOGICO**  
Reg. CE 854/07 e CE 859/08

**MEETS THE REQUIREMENTS OF  
ORGANIC PRODUCT**  
Reg. EC 854/07 AND EC 859/08

**LISTA DELLE SEDI OPERATIVE**  
LIST OF PRODUCTION UNIT

Descrizione / Indirizzo Description/Address	
RODOLFI MANSUETO S.P.A.	
STRAZA QUALITICO, 14 - OZZANO TARO COLLECCHIO (PR) ITALY	
RODOLFI MANSUETO S.P.A.	
STRAZA RONCHI, 36 FONTEVIVO (PR) ITALY	

Il presente documento è valido solo se allegato al documento giustificativo e sottoscritto l'operatore ed utilizzato nell'etichettatura, nella pubblicità o nei documenti commerciali dei prodotti in esso indicati, i termini riservati al metodo di produzione biologico. Il presente documento è di proprietà di ICEA ed è valido solo se richiesto, non può essere ristampato o ristampato in qualsiasi momento da ICEA nel caso di accettazione, inadempienza dell'organizzazione certificata. Il certificato è rilasciato nell'originale dallo schema accreditato EN 45011 (ISO 9001) da ACCREDIA (www.accredia.it) e costituisce la procedura revisione sito certificata. Nel caso di vendita di prodotto sfuso, il cliente deve essere un operatore controllato. Per verificare la validità del certificato vai sul sito www.icea.info o chiama +39-051-272986. This present document is valid only as annex to the documentary evidence, and without the operator to use on labels, publicity or trading documents of the label products, the specific terms related to the organic production method. This document belongs to ICEA and shall be returned or withdrawn by ICEA at any time in case of non fulfillment or inadempienza. It is issued under the certification scheme, accredited EN 45011 (ISO 9001) by ACCREDIA (www.accredia.it) and it replaces the previous version of the present conformity certificate issued. In the case of selling product in bulk, the buyer must be a controlled operator. You can check the validity of this certificate on the website www.icea.info or call +39-051-272986.

**CERTIFICATO DI CONFORMITA'**  
Disciplinare JAS

**PRODUCT CERTIFICATE**  
JAS Standard

Nome dell'operatore - Name of the operator  
**RODOLFI MANSUETO S.P.A.**  
43046 COLLECCHIO (PR) - ITALY

Registrazione n°  
Registration n°  
J558

Revisione  
Revision  
03

N° Protocollo  
N° Reference  
210

**E' CONFORME AI REQUISITI DEL  
DISCIPLINARE JAS**  
Japanese Agricultural Standard

**MEETS THE REQUIREMENTS OF  
JAS STANDARD**  
Japanese Agricultural Standard

Relativamente all'attività di - With regards to the following activities  
Produzioni Trasformate/Processing Production  
Organic Process Manager

Ufficio di emissione - Authorized office:  
**ICEA - Ufficio Export**

Data di 1° emissione  
Date of the first issue  
2010/12/08

Data ultima emissione  
Date of the last issue  
23/07/2014

Il Responsabile della certificazione  
The Responsible for certification  
ICEA SPANIA

Il Presidente ICEA o suo delegato  
ICEA Legal Representative  
[Signature]

Il presente documento è di proprietà di ICEA al quale deve essere restituito su richiesta, esso può essere ristampato o ristampato in qualsiasi momento da ICEA nel caso di accettazione, inadempienza dell'organizzazione certificata. Il certificato è rilasciato nell'originale dallo schema accreditato EN 45011 (ISO 9001) da ACCREDIA (www.accredia.it) e costituisce la procedura revisione sito certificata. Nel caso di vendita di prodotto sfuso, il cliente deve essere un operatore controllato. Per verificare la validità del certificato vai sul sito www.icea.info o chiama +39-051-272986. This document belongs to ICEA and shall be returned on request; it can be reprinted or withdrawn by ICEA at anytime in case of non fulfillment or inadempienza. The certificate authorized the company to issue declaration of conformity only for the products mentioned in the scope. ICEA, in releasing this certification, guarantees the positive status of the operator and of the origin of the documents of the certificate and declares that the products indicated on the certificate are obtained according to the method of biological production in accordance with the JAS regulation and related standards. ICEA, in granting this certification, guarantees the positive status of the operator and of the documentary evidence related to the certified company, and determines that the above mentioned products are organically grown and/or processed in accordance with the JAS regulation and related standards. The certificate is only, accepting that certificate, guarantees the maintenance of the total conformity to the JAS regulation and related standards.

Certificato N. IT05/0593  
Il sistema di gestione ambientale di

**RODOLFI MANSUETO S.p.A.**  
Sede e Stabilimento:  
Strada Qualitico, 14 - 43046 OZZANO TARO (PR) - Italia  
Stabilimento:  
Strada Ronchi, 36 - 43010 CASTELGUELFO DI FONTEVIVO (PR) - Italia  
è stato verificato ed è risultato conforme ai requisiti di

**ISO 14001 / UNI EN ISO 14001:2004**

Scopo della certificazione:  
Produzione e vendita di conserve vegetali a base di pomodoro e suoi derivati attraverso le fasi di ricevimento pomodori, lavaggio, carnicità, scottatura, pelatura, preriscaldamento polpa, concentrazione, riempimento, trattamento termico, raffreddamento, stoccaggio. Produzione di sughi a base di pomodoro e di pesto attraverso le fasi di ricevimento ingredienti, stoccaggio ingredienti, lavaggio e pulizia ingredienti, cottura, miscelazione ingredienti, riempimento, trattamento termico, raffreddamento, stoccaggio.

Settori EA: 03

Questo certificato è valido dal 20/05/2014 fino al 09/05/2017. La validità è subordinata all'ispezione soddisfacente dell'attività di sorveglianza periodica. Riconfermazione da eseguirsi entro il 09/05/2017. Rev. 4. Certificata dal 08/05/2005.

Certificazione rilasciata in conformità al regolamento Tecnico ACCREDIA RT-09

Autorezzato da  
Paolo Santarelli

SGS ITALIA S.p.A. - Sistemi & Servizi Certification  
Via G. Galilei, 146 - 20126 MILANO - Italy  
t +39 02 73 62 1 f +39 02 70 10 94 85 www.sgs.com

Pagina 1 di 1

Organic product

JAS

ISO 14001





# Certified quality: Rodolfi leader in the industry



CERTIFICATO DI CONFORMITÀ N° 11045P

Si certifica che il prodotto sotto riportato è risultato conforme all'oggetto di certificazione:

**RICHIEDENTE:**  
RODOLFI MANSUETO SPA  
Strada Qualitica 14  
43044 OZZANO TARO (PR)

**OGGETTO DELLA CERTIFICAZIONE:**  
Sistema di Riferibilità di Filiera Agroalimentare in accordo alla Norma UNI EN ISO 22000:2008 Dalla fase di semina, coltivazione e raccolta, alla fase di confezionamento e trasformazione.

**PRODOTTO IN CERTIFICAZIONE:**  
Pomodoro Industriale

**SGS**  
**ACCREDITIA**

11 MG.0121  
UNI EN ISO 22000:2008

12 Settembre 2011

12 Settembre 2011

Valida fino al 11 Settembre 2014 - rinnovo effetti certificate dalla data di scadenza  
Numero totale di pagine di certificato: 2

FOOD

**CERTIFICATE OF REGISTRATION**

2014

**Rodolfi Mansueto S.p.a.**  
Strada Qualitica, 14  
Ozzano Taro (Collecchio), PR I-43044  
Italy

is registered with the U.S. Food and Drug Administration pursuant to the Federal Food Drug and Cosmetic Act, as amended by the Biomonitoring Act of 2002 and the FDA Food Safety Modernization Act, such registration having been verified as currently effective on the date listed by Registrar Corp.

U.S. FDA Registration No.: 1844195508  
U.S. Agent for FDA Communications: Registrar Corp.  
184 Research Drive, Hampton, Virginia, 23666, USA  
Telephone: +1-757-224-0177 • Fax: +1-757-224-0179

**Registrar Corp.**  
184 Research Drive, Hampton, Virginia, 23666, USA  
Telephone: +1-757-224-0177 • Fax: +1-757-224-0179  
info@registrarcorp.com • www.registrarcorp.com

FDA

Certificate IT10354

**RODOLFI MANSUETO S.p.A.**  
Strada Qualitica, 14 - 43044 OZZANO TARO (PR) - Italy  
BRC Site Code 004055

has been evaluated by SGS Italia S.p.A. (INCDSDA) according to Certification Body N° 0105 and has been found to be conformant with the requirements of the standard:

**GLOBAL STANDARD for FOOD SAFETY**  
Issue 6 July 2010  
Addressed Group A  
Audit Programme: Announced

**SGS**  
**BRC**  
**ACCREDITIA**

184 Research Drive, Hampton, Virginia, 23666, USA  
Telephone: +1-757-224-0177 • Fax: +1-757-224-0179

BRC – Level «A»

Certificate 05LM11541312

**Rodolfi Mansueto SpA**  
CO ID 1648  
Strada Qualitica 14  
43044 OZZANO TARO (PR)  
Italy

**IFS Food**  
Version 6, January 2012

Produced in compliance with the requirements of the IFS Food standard, version 6, January 2012, covering the production of:

**Product scope:** 1, 10: Fruit and vegetables; Dry Products, other ingredients and supplements

Technology scope: A,B,C,E,F

on Higher Level with a score of 93,20%

Date of the audit: 04-09-2010  
Date of the next audit: 04-09-2011  
Next audit to be performed after the next: 04-09-2012

Certificate issued on: 07-02-2011  
Certificate valid until: 07-02-2014

**SGS**  
**IFS**  
**ACCREDITIA**

IFS "Higher Level"

CERTIFICATO DI CONFORMITÀ  
PEOPLE NATURE  
CERTIFICATE OF CONFORMITY

RODOLFI MANSUETO S.P.A.  
STRADA QUALITICA 14 - OZZANO TARO  
43044 OZZANO TARO (PR) - ITALY

MEETS THE REQUIREMENTS OF  
USDA/NOP STANDARD  
(National Organic Program)

U.S. Department of Agriculture  
National Organic Program

12 Settembre 2011

USDA/NOP

CERTIFICAZIONE DI LIBERA VENDITA

Si certifica che la Ditta Rodolfi Mansueto S.p.a. con sede legale in Strada Qualitica 14, 43044 Ozzano Taro, PR e stabilimento in Strada Qualitica 14, 43044 Ozzano Taro, PR - ITALIA, è autorizzata con atto n. 10 del 08/08/1988 - rescisso con quovis S.S.L. a produrre e/o commercializzare conserve alimentari che è sottoposta ai normali controlli igienico-sanitari previsti dalla normativa comunitaria per la filiera alimentare.

**FSC**

184 Research Drive, Hampton, Virginia, 23666, USA  
Telephone: +1-757-224-0177 • Fax: +1-757-224-0179  
info@registrarcorp.com • www.registrarcorp.com

FSC

**IK Kosher**  
KOSHER CERTIFICATE

The following products manufactured by Rodolfi Mansueto are certified Kosher with the listed restrictions:

Name	KCF	Notes	Restrictions	Date
Tomato Paste	100-0000	Parveh	None	12/09/2010
Pasta	430-0249	Parveh	None	12/09/2010
Pasta	430-0250	Parveh	None	12/09/2010
Pasta	430-0251	Parveh	None	12/09/2010
Pasta	430-0252	Parveh	None	12/09/2010
Pasta	430-0253	Parveh	None	12/09/2010
Pasta	430-0254	Parveh	None	12/09/2010
Pasta	430-0255	Parveh	None	12/09/2010
Pasta	430-0256	Parveh	None	12/09/2010
Pasta	430-0257	Parveh	None	12/09/2010
Pasta	430-0258	Parveh	None	12/09/2010
Pasta	430-0259	Parveh	None	12/09/2010
Pasta	430-0260	Parveh	None	12/09/2010
Pasta	430-0261	Parveh	None	12/09/2010
Pasta	430-0262	Parveh	None	12/09/2010
Pasta	430-0263	Parveh	None	12/09/2010
Pasta	430-0264	Parveh	None	12/09/2010
Pasta	430-0265	Parveh	None	12/09/2010
Pasta	430-0266	Parveh	None	12/09/2010
Pasta	430-0267	Parveh	None	12/09/2010
Pasta	430-0268	Parveh	None	12/09/2010
Pasta	430-0269	Parveh	None	12/09/2010
Pasta	430-0270	Parveh	None	12/09/2010
Pasta	430-0271	Parveh	None	12/09/2010
Pasta	430-0272	Parveh	None	12/09/2010
Pasta	430-0273	Parveh	None	12/09/2010
Pasta	430-0274	Parveh	None	12/09/2010
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Pasta	430-0276	Parveh	None	12/09/2010
Pasta	430-0277	Parveh	None	12/09/2010
Pasta	430-0278	Parveh	None	12/09/2010
Pasta	430-0279	Parveh	None	12/09/2010
Pasta	430-0280	Parveh	None	12/09/2010
Pasta	430-0281	Parveh	None	12/09/2010
Pasta	430-0282	Parveh	None	12/09/2010
Pasta	430-0283	Parveh	None	12/09/2010
Pasta	430-0284	Parveh	None	12/09/2010
Pasta	430-0285	Parveh	None	12/09/2010
Pasta	430-0286	Parveh	None	12/09/2010
Pasta	430-0287	Parveh	None	12/09/2010
Pasta	430-0288	Parveh	None	12/09/2010
Pasta	430-0289	Parveh	None	12/09/2010
Pasta	430-0290	Parveh	None	12/09/2010
Pasta	430-0291	Parveh	None	12/09/2010
Pasta	430-0292	Parveh	None	12/09/2010
Pasta	430-0293	Parveh	None	12/09/2010
Pasta	430-0294	Parveh	None	12/09/2010
Pasta	430-0295	Parveh	None	12/09/2010
Pasta	430-0296	Parveh	None	12/09/2010
Pasta	430-0297	Parveh	None	12/09/2010
Pasta	430-0298	Parveh	None	12/09/2010
Pasta	430-0299	Parveh	None	12/09/2010
Pasta	430-0300	Parveh	None	12/09/2010

**KID**

Kosher

Certificate IT10379

**RODOLFI MANSUETO S.p.A.**  
Strada Qualitica, 14 - 43044 OZZANO TARO (PR) - Italy  
BRC Site Code 004055

**SA 8000:2008**

Produced in compliance with the requirements of the SA 8000:2008 standard, covering the production of:

**Product scope:** 1, 10: Fruit and vegetables; Dry Products, other ingredients and supplements

Technology scope: A,B,C,E,F

on Higher Level with a score of 93,20%

Date of the audit: 04-09-2010  
Date of the next audit: 04-09-2011  
Next audit to be performed after the next: 04-09-2012

Certificate issued on: 07-02-2011  
Certificate valid until: 07-02-2014

**SGS**  
**SA 8000**  
**ACCREDITIA**

SA 8000





## Energy sustainability

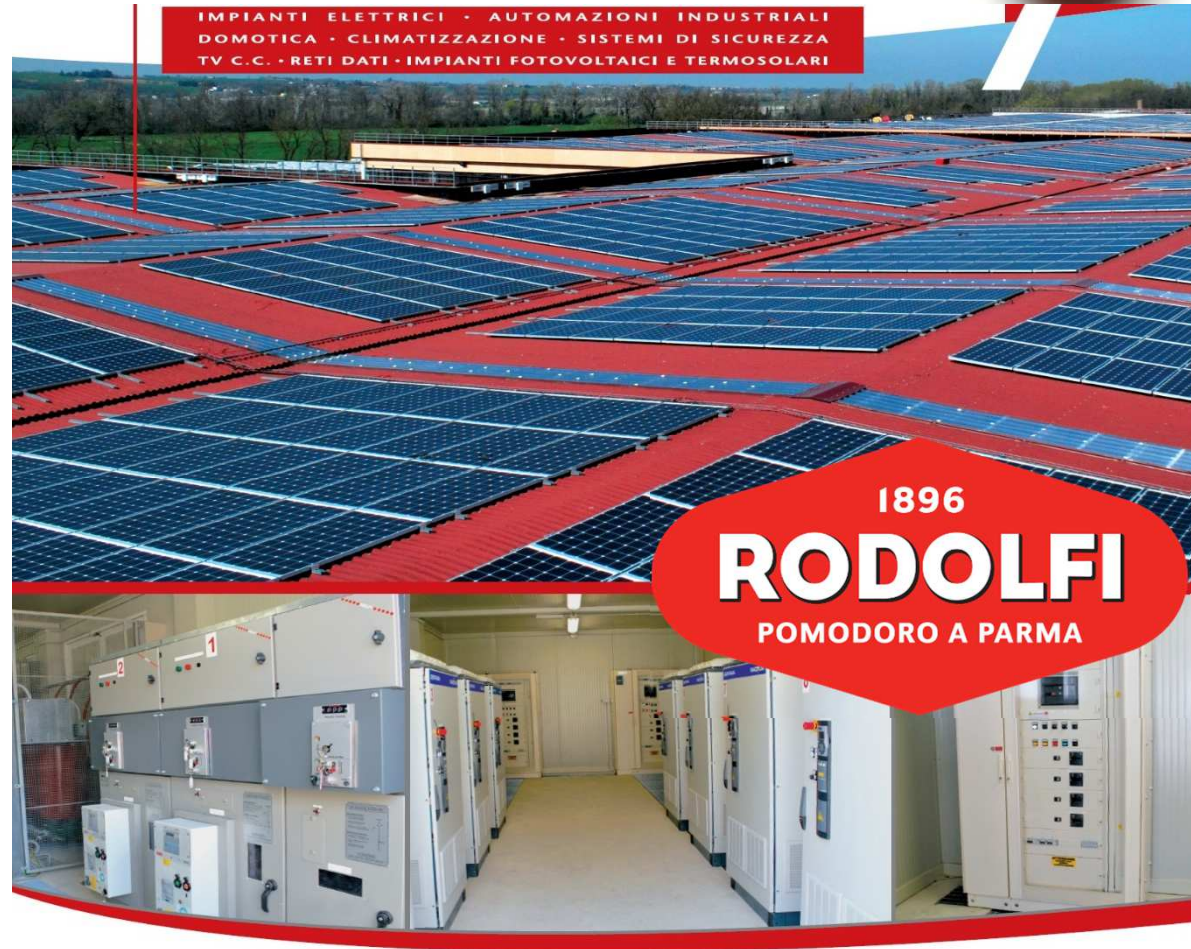


### PHOTOVOLTAIC SYSTEM

A **8.000 m<sup>2</sup>** photovoltaic energy system has been installed in 2011 on the rooftop of our warehouses.

The features of this system are the followings:

- 929,28 kWp total power
- 3.872 modules installed
- **1.000.000 kWh produced per year**, such as **13% of Rodolfi total consumption** of electricity.



**This photovoltaic energy plant allows to reduce the carbon emission of 520.000 kg/year**





# Water sustainability



## WATER RECYCLING SYSTEM

An advanced **system of filtration and purification** allows to recycle the water used for preliminary processing activities, such as unloading and transportation of tomatoes.



Thanks to this system:

- Approx. **70% of total water consumption comes from recycled sources**
- **Water consumption is reduced by 300.000/400.000 CBM/year**

**Rodolfi continuously monitors the quantity and the quality of filtrated and purified water!**



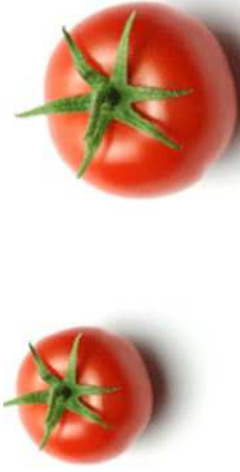


# The future

- New Products:
  - Flavored Pizza Sauce
  - Sugo Rodolfi
  - Pesto
  - Squeezer
- New Markets:
  - Now 70 countries
  - Future: more than 100 in the next 2 years

**NEW**





A hand holding a black marker is shown writing the words 'THANK YOU' in a large, bold, red, serif font across the center of the page. The background is a dense word cloud of various expressions for 'thank you' in many different languages, including Italian (Grazie, Grazie, Grazie), Spanish (Gracias, Gracias), French (Merci, Merci), German (Danke, Danke), Japanese (Arigato, Arigato), Chinese (谢谢, 谢谢), and others. The word cloud is rendered in various shades of gray and black, with some words appearing in white. The overall composition is a visual pun on the brand's name, 'Rodolfi Pomodoro A Parma', which translates to 'Thank You'.

