



COMPANY PROFILE

Terre di
Federica

Terre di 
Federico

WHO WE ARE

Our story



2008

THE BIRTH OF THE COOPERATIVE

The cooperative was established in Andria, in an area renowned for the quality of its agro-food production, initially focusing on the production of industrial tomatoes.

2013

ENTRY INTO IV RANGE PRODUCTION

The experience and knowledge acquired in the food industry allowed Terre di Federico to seize new business opportunities in the IV range sector with the production of spinach.

2017

THE NEW FACILITY AND AUTOMATION OF INDUSTRIAL PROCESSES

Significant business expansion with a new facility located in Lavello (PZ) and progressive automation of production processes thanks to the introduction of the optical selection system (Raytec).

2020

DEVELOPMENT OF FOREIGN MARKETS

Expansion of our reach through entry into foreign markets with the acquisition of clients in the industrial/processing sector in Northern and Eastern Europe.

OGGI

EXPANSION OF THE PRODUCT RANGE

Alongside the production of IV and V range products for the industry, the company has expanded its commercial offerings in recent years by marketing other vegetables, greens, and fruits for the fresh market (I range and I range evo).

THE FACILITIES

The company currently operates with its commercial office in Puglia, located in Andria, and in Lavello, Basilicata, where the production and operations activities are based.

The two factories located between Apulia and Basilicata guarantee proximity and direct control of the fields of all the main production areas in southern Italy.



Lavello (PZ) - Basilicata *Production plant*

- ▶ Harvesting machinery (5 vehicles)
- ▶ Optical selector (Raytec)
- ▶ Warehouse area (refrigerated cells)
- ▶ Quality system (product and process)

Andria - Puglia *Co-operative head office*

- ▶ Commercial office
- ▶ Administration and accounting department
- ▶ Human Resources Office

OUR ROLE



SHORTER SUPPLY CHAIN

with the production and the direct sale of raw materials, we ensure more stable commercial relationships and more competitive prices for all stakeholders.

PROXIMITY AND ATTENTION TO FIELD WORK

through direct monitoring by our agronomists and a deep understanding of production processes, we ensure that growers have adequate working conditions and receive technical and consultancy support.

CERTIFIED QUALITY

each batch is accompanied by a detailed product report, communicated to the customer.

BUILDING COMMERCIAL PARTNERSHIPS

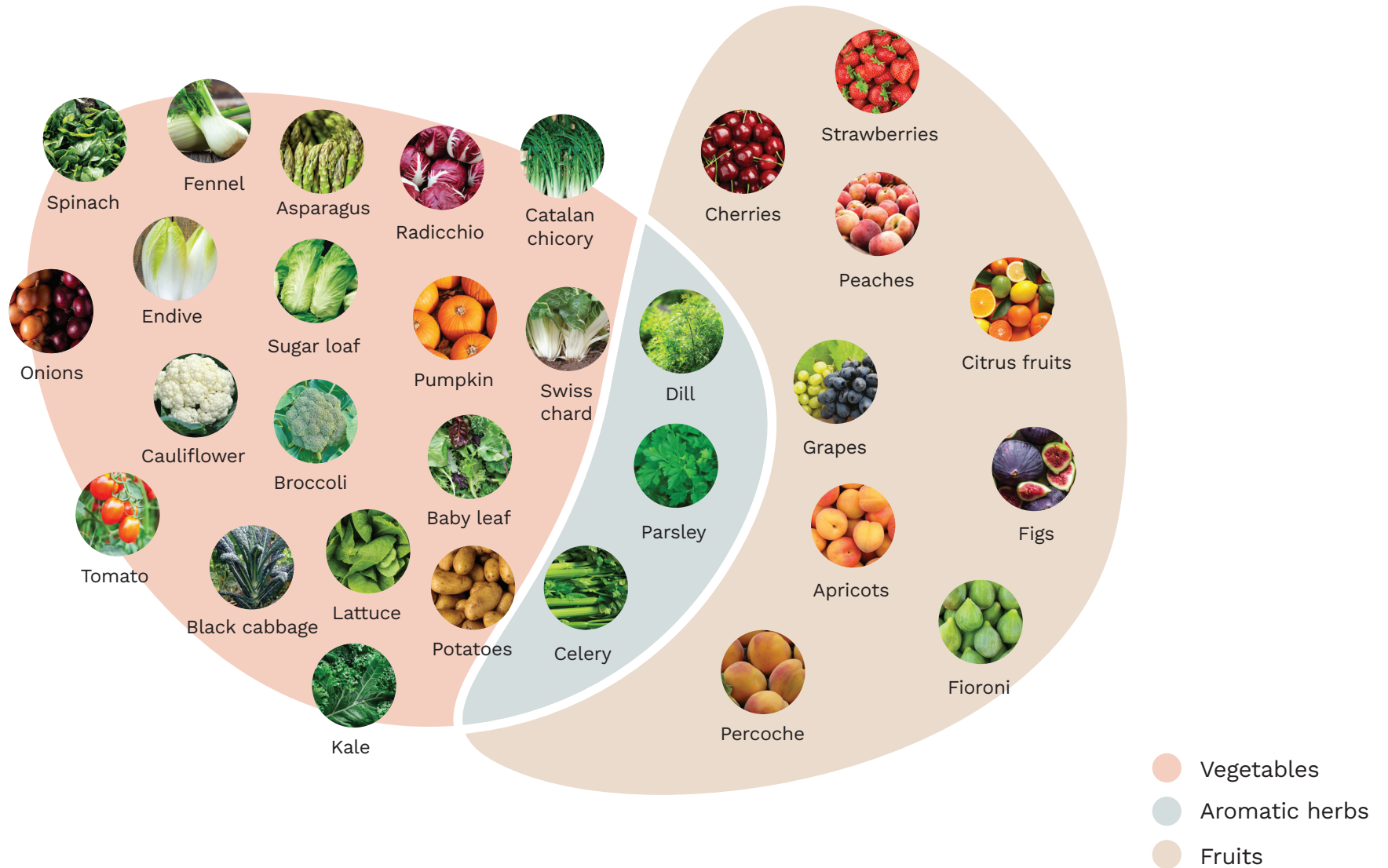
we create personalized commercial proposals based on the specific needs of our clients (in terms of references, quantitative requirements, prices, quality levels, etc.) with a medium-term approach.

SUSTAINABILITY, RESPECT AND PROTECTION OF THE ENVIRONMENT

by reducing the use of pesticides and chemical fertilizers and adopting agricultural practices aimed at minimizing environmental impact, we ensure fresh and healthy products for our customers.

THE PRODUCTS

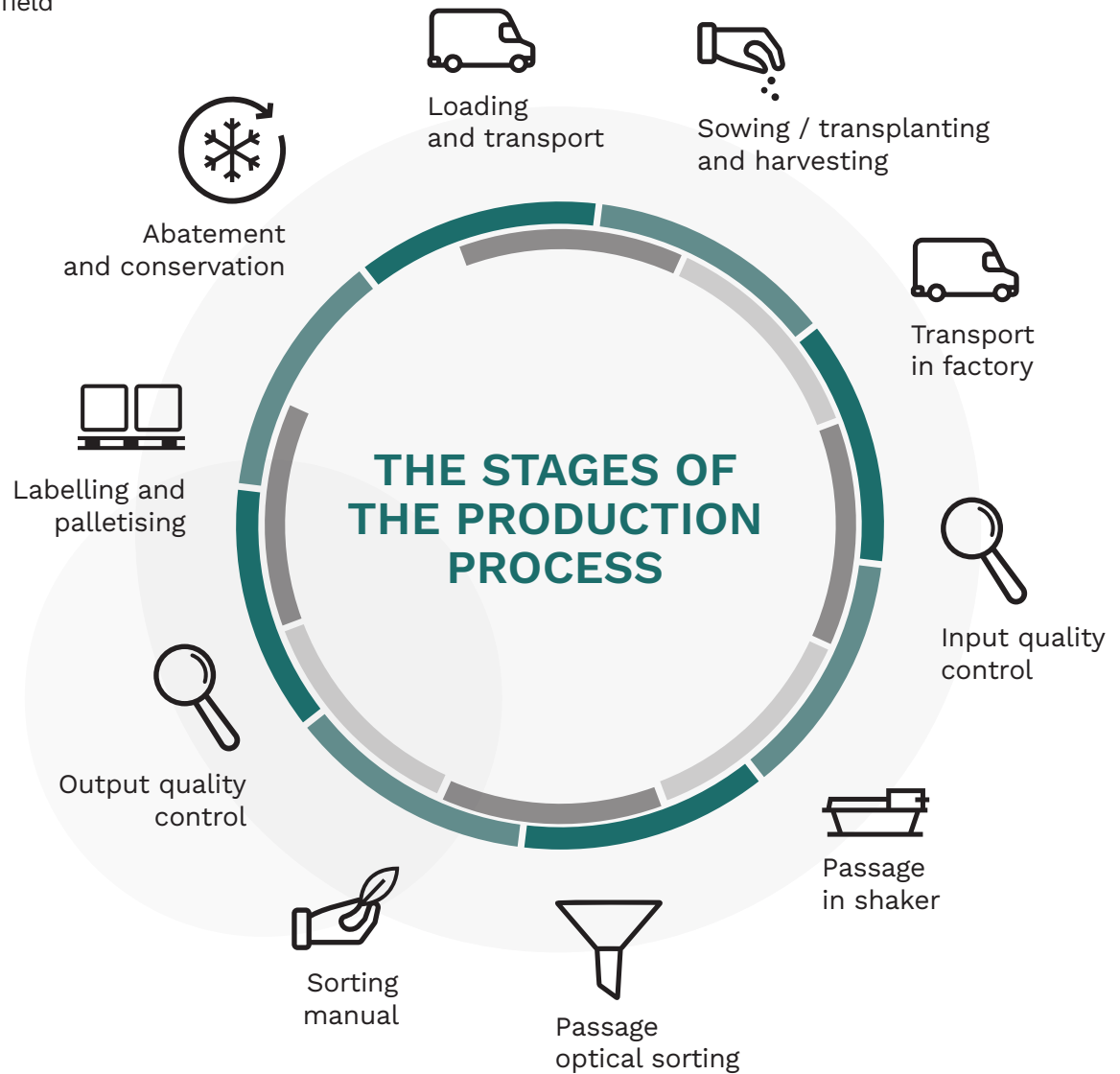
In terms of managed references, Terre di Federico offers a very wide and customizable range of products based on the specific needs of our clients and seasonal availability.



THE DIRECTLY CULTIVATED REFERENCES

For directly cultivated references, thanks to advanced and automated facilities and production processes, Terre di Federico is able to perform all stages of the production cycle, from sowing/transplanting in the field to transporting the product to our clients' facilities.

LEAFY VEGETABLES



THE OTHER COMMERCIALIZED REFERENCES

For other commercialized references, Terre di Federico's Operations are capable of managing all activities based on the specific needs of the client, from product sourcing/ selection to delivering the goods to their destination.

The activities managed for marketed reference



Scouting and selection of suppliers

Within the panel of Terre di Federico's partner suppliers, meticulously selected based on the requirements and standards requested by the client



Field crop monitoring

Through direct field cultivation control and the processing of product sheets/reports for quality verification to ensure consistency with customer requirements



Integrated management of procurement operations

Handling all back-office activities, organizing inbound logistics, and managing potential merchandise storage at Terre di Federico facilities



Organization and management of transportation on behalf of the client

With the support of qualified logistics partners and the capability to manage shipments throughout Europe

Terre di Federico's understanding of production processes and oversight of production territories enable it to ensure alignment between customer requirements and the activities performed by selected suppliers.

THE QUALITY SYSTEM

The company operates with an activity system compliant with ISO quality procedures and relies on a production process certified to Global Gap - Grasp standards.



Process and Product Quality and product quality - Certifications

Thanks to the agronomic assistance in the field from both internal and external technicians, and the meticulous selection process carried out within the production cycle, the company is able to produce according to the highest quality standards.

GLOBAL G.A.P.
The Global Partnership for Safe and Sustainable Agriculture



Terre di Federico also complies with HACCP (D.Lgs 155/97) system regulations, ensuring food safety and quality.

THE SERVED CHANNELS

The reputation acquired and adherence to product and process standards have allowed the company to become a supplier to some of the leading clients in the processing industry, Ho.re.Ca., and large-scale retail channels.

1

Processing and transformation industry



2

Ho.re.Ca.



3

GDO



MANAGEMENT TEAM



Riccardo Zagaria
CEO & Founder



Rosalba Mangini
Sales & Marketing Manager - Italia



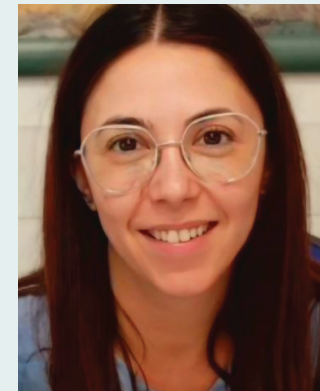
Liana Merra
Export Sales Manager



Raffaele Merra
Responsabile di Produzione e della Qualità



Natalia Scamarcio
Responsabile Amministrazione & Finanza



Viviana di Canio
Responsabile di Magazzino



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