



**GRISSIN BON**  
Guido Spinelli



2014 closed with a stunning 73 million euro turnover for Grissin Bon, definitely rising over 2013. Results achieved also thanks to commercial strategies strongly focused on foreign markets. Scheduled for September the opening of a new plant in Canada. While business is flourishing on the other side of the Pacific Ocean, according to Guido Spinelli, export manager for the company: "Here people are used to spend a lot of money. And in Bangkok more and more Italian restaurants are opening doors. This is how we are going to make our products known in Thailand. Where there is huge potential for a company structured like Grissin Bon".

**WAL-COR**  
Marlies De Koning



"This is the first time we come to THAIFEX," said Marlies De Koning (in the picture on the left). "Our goal is to enter new markets, starting from Hong Kong". Exports, indeed, account for about 30% of the company's total turnover, that in 2014 amounted to over 60 million euro. Today, Wal-Cor is mostly present in European markets such as United Kingdom, Germany and France.

**IF&B INALCA FOOD & BEVERAGE**  
AUGUSTO CREMONINI AND MARCO LUCIANI



*In the picture from the left: Augusto Cremonini and Marco Luciani.*

"The gateway for real Italian food". This was the IF&B slogan at THAIFEX. The company, part of the Cremonini Group, developed some sort of 'key-in-hand' service to help Italian small and medium enterprises exporting their products. "Our goal is to improve efficiency and transparency in the whole supply chains," underlined Augusto Cremonini, President and Ceo at IF&B. "Which means: products selection, partnership with suppliers, quality controls, logistics, integrated solutions for transports, certificates and documents handling, financing and credit ma-

agement, technical and commercial advice, cross trading, marketing services, commercial and partnership opportunities". In simple words: the company presents itself as a strategic partner for made in Italy. A project that has fast developed and that already counts on the participation of several companies. "The first test was made in the Cape Verde Island," said Marco Luciani, board member & partner purchasing director. "On the next January we will open two news logistic centers in China. Afterwards, we are heading to the US and Latin America".

**DOLFIN**  
Luca Turchet



"South East Asia still offers great opportunities: this is the reason why we decided to come to THAIFEX for the first time," explained Luca Turchet (in the picture on the right). At the show, Dolfin brought one of its core products: Polaretti. Available in a surprising dual version: the traditional ice lollies and the new Jelly tubes. "An innovative product, that sets us free from the seasonality factor. And for the moment conceived for international markets only," he underlined. In 2014 the company posted a 30 million euro turnover, with exports accounting for about 20% of sales.