

Ιούνιος 2020

Νέες επιχειρηματικές προτάσεις συνεργασίας από Ιταλία



Σας πληροφορούμε ότι νέες επιχειρηματικές προτάσεις έχουν δημοσιευθεί στην βάση δεδομένων του [Δικτύου Enterprise Europe Network \(EEN\)](#).

Στόχος μας είναι να σας βοηθήσουμε να βρείτε αξιόπιστους συνεργάτες και να αξιοποιήσετε τις καλύτερες ευκαιρίες που προσφέρονται στο εξωτερικό.

Οι ενδιαφερόμενοι καλούνται να επικοινωνήσουν με το ΚΕΒΕ, ως μέλος του Δικτύου EEN, στα τηλέφωνα 22889752/49 ή μέσω e-mail stalo@ccci.org.cy, maria@ccci.org.cy.

Παραμένοντας στη διάθεσή σας.

Με εκτίμηση

Στάλω Δημοσθένους
Ανώτερη Λειτουργός
Τμήμα Εκπαίδευσης & Ευρωπαϊκών Προγραμμάτων
Enterprise Europe Network Κύπρου

Σε αυτό το τεύχος:

- Σκληρό σιτάρι και αλεύρι
- Νυφικά και επίσημα ενδύματα
- Τουρισμός
- Βιολογικό ελαιόλαδο και pesto
- Ημι-αποξηραμένες ντομάτες
- Βιολογικά είδη αρτοποιίας χωρίς γλουτένη
- Προϊόντα καπνιστού ψαριού



An Italian organic producer of durum wheats, based in Ragusa (Sicily), seeks distributors and/or agents

Business Offer n 6
POD reference: BOIT20180322001

Summary

An Italian company, located in Ragusa, is involved in the production of a variety of organic durum wheat and flours. The company is interested in expanding its distribution chain and is looking for new partners and companies to establish commercial agency and/or distribution agreements. The partners should be engaged in the HoReCa channel (hotels, restaurants and Café/Catering) and/or large-scale distribution.

Description

The Sicilian organic producer of different kinds of durum wheat and flours was established in 1947. Located in one of the most strategic places of the province of Ragusa, in touch with some wheat producers, has always been committed to find the best qualities of durum wheat paying attention to the traditional production methods. The products are already very appreciated abroad. The mill is equipped with 13 silos for the wheat storage. They are provided with ventilation system and automatic temperature adjustment, by guaranteeing constantly the organoleptic qualities of the wheat. This storage equipment allows to obtain the wheat directly by producers. The wheat is selected and carefully mixed. When the wheat is entered into the mill, it is immediately tested. Afterwards, all the production phases are monitored according to HACCP (Hazard Analysis and Critical Control Points) certificate. At the end of the production process, the product is analyzed at regular intervals by an analytical laboratory which assists and is accredited to the company. After the approval by the quality control, the product is packaged and delivered. The variety of production include:

- organic durum wheat obtained by a fine selection of Sicilian grain from organic farming. It has a very special and valuable gluten characteristics and is particularly suitable for domestic use. The company offers this kind of durum wheat in different sizes and in different ways of manufacturing (whole durum, stone-milled whole durum, re-milled);
- organic re-milled durum wheat obtained by Sicilian ancient grain. The Sicilian ancient grains structurally contain different proteins compared with variety of modern durum wheat. In particular, gluten turns out to be qualitatively weaker when compared with that of the other wheats;
- traditional stone-milled and re-milled durum wheat (strong, medium and light) which are obtained by a mix of protein grains and gluten index. These different mixtures give the product different features which are suitable for any use of the products;
- in addition, with reference to the foreign markets, the company produces also durum wheat both for pasta and bread, and for pizza.

The company is looking for agents and/or distributors engaged in large scale distribution and/or HoReCa chains to expand its distribution channels and to enter in new markets.

Advantages and Innovations

The main advantages of this organic wheat producer come from the use of local and ancient grains. This guarantees the "zero-mile" production and enhances the economic productivity of the Sicilian territory. In addition, given that all phases, inherent to cleaning and milling of the Sicilian durum wheat, are subjected to specific quality controls, this represents the accordance with high quality standards.

Partner Sought

The ideal partners shall be agents and/or distributors already engaged in the promotion and distribution of wheats and flours in the food sector. The partners engaged in the HoReCa channel (hotels, restaurants and Catering) and/or in large scale distribution have an added value. Type of Partnership Considered: Commercial agency agreement, Distribution services agreement.

Client

Type and Size of Client: Industry SME <= 10

Year Established: 1947

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Cooperation: yes

Language spoken: English



An Italian company manufacturing wedding dresses, ceremony dresses and suits is looking for agents and distributors

Business Offer 8

POD reference BOIT20180521001

Summary

An Italian company, based in the heart of Sicily, manufactures wedding dresses and ceremony dresses and suits for the most important events in people's life such as weddings, baptisms, birthday parties, first holy communion and for any event. The company seeks for commercial agency agreements and distribution agreements to promote the whole catalogue abroad.

Description

The company has been operating in the fashion industry since 1964. Over the years, they have specialized both in the fashion and prêt-à-porter sectors, as well as in the manufacture of wedding and ceremony dresses, achieving great results and consolidating business relationships with the best companies in the sector. The company manufactures dresses both for women and girls, and suits for men. With its in-house line, the company aims at offering to brides with a strong personality the opportunity to dress in an elegant and refined way with a unique and cool tone.. One of company's strengths is the internal sartorial department staffed by highly specialized personnel in the manufacture of wedding dresses and ceremony for changes and customizations required from their customers. In addition, the company offers also the image consulting service as it is important for the company taking care of their customers and completing their look. Company's creations come out from the work of skilled labor. Thanks to the participation at several international fairs and exhibitions for brides, the company has been able to have an approach to the international trade and for this reason looks for agents and distributors able to place the production in the best foreign locations

Advantages and Innovation

High quality material used such us pure silk, chiffon, organza, lace, macramé, tulle and pleated fabrics. Flexible and personalized services, tailor made production. Attention to environment.

Client

Type and size of client: Industry SME <=10M

Year of establishment: 1964

Turnover (euro): <1M

Already engaged in Transnational Cooperation

Certification Standards: ISO 14001 ISO 9000



Partner Sought

Future partners are agents and distributors involved in the field of fashion and haute couture with solid business networks.

A Sicilian incoming tour operator is looking for partners and/or travel agents to establish commercial agency agreements

Business offer 11

POD reference: BOIT20180514001

Summary

A Sicilian incoming tour operator, specialized in the creation of tailor-made tourism-related experiences, is looking for partners, such as travel agents and/or tour operators, to promote and sell its tour packages in USA, Canada, Germany, Czech Republic, Sweden, Latvia, Belarus and Lithuania under agency agreements.

Description

The Incoming Sicilian Tour Operator, established in 2011, is an innovative Destinations Management Company (DMC), which offers several logistics services in their destinations sit-in the creation of tailor-made vacation: meet and greet, transfers/transportation, hotel accommodation, restaurants, activities, excursions, themed events, and so on. In particular, the company is constantly working for let people knowing hidden beauties of Sicily, rich in culture, history, art, food, wines and nature. The company is staffed by a team of Sicilian personal travellers, which deeply know Sicily and are able to plan the right itinerary, including events, in order to find the best solution to live intensely unusual places out of conventional tourism routes. The company has also an events organization division in Sicily, for business trips, meetings and seminars, team building activities, cultural or folk events, gala dinners or any event to make an unforgettable stay in Sicily. The company is specialised in several kinds of itineraries, both for groups and individual travellers, according to customers's personal interests and wishes. These include:

- Gourmet experiences, to enrich travellers awareness on Sicilian food excellence;
- Bike tours, as cycle tourism is a new way to discover Sicilian territory and landscapes, for a sustainable holiday. The company created several routes for every type of rider: easy, medium and difficult. Some itineraries are designed to be done in groups with an experienced guide, while others can be carried out independently with the organization of luggage transfers between riders accomodations;
- Wine tours, to let travellers knowing vineyards, cellars and Sicilian typical wines;
- Trekking tours with experienced guides, along itineraries to be lived by walking slowly in touch with nature. The tours are organised within natural reserves, maritime and mountain zones, minor islands, volcanoes, canyons and caves;
- UNESCO sites tours, as the passage in Sicily of different cultures such as
- Phoenicians, Romans, Arabs, Byzantines and many others, contributed to
- enrich the Sicilian land with monuments, temples, archaeological sites deriving
- from all of these cultures. As a result, Sicily has a large number of sites classified
- by UNESCO as World Human Heritage: the Archaeological Park at Agrigento,
- Mount Etna, Aeolian Islands, as well as UNESCO's intangible assets such as
- the "Opera dei Pupi";
- Film tours, the beauty and variety of the Sicilian territory allowed to
- choose Sicily as the set of several movies and television productions, both
- national and international. The company has created some routes reaching the
- locations used to shoot the scenes to discover Sicily from a film director or
- a designer points of view;
- Sicilian walking, in particular, Magna Via Francigena is the first Sicilian path
- traced from North to South. This is an ancient Roman military and commercial
- road, then Byzantine, Arab, and finally Norman. This trip is provided for those

travellers willing to visit less known Sicilian villages and to know authentic and hospitable people in an unusual itinerary of the largest Mediterranean island;

- Religious tours, the company has created itineraries linked to places and traditions of the three major monotheistic religions of the Mediterranean area: Christian, Arab and Jewish, as well as signs of religions like those of Greeks, Romans and Sicanians.

The company is looking for partners such as travel agents and tour operators, able to promote and sell tour packages in USA, Canada, Germany, Czech Republic, Sweden.

Advantages and Innovations

Company's main advantage is the ability to create tailor made, but also unique, tourism experiences, aimed to customers' wishes satisfaction. Company's deep knowledge of the Sicilian territory is a guarantee for those willing to explore all the hidden beauties of the island. In building the itineraries, the company is highly driven by local producers and services provider to reach the highest custom satisfaction as possible.

Partner Sought

The company is looking for partners such as tour operators and/or travel agents to establish commercial agency agreements. The ideal partner shall be well involved in the outgoing tour operator sector, with reference to the Mediterranean area, and shall be interested in promoting and selling the tours packages provided by the company. Type of Partnership Considered: Commercial agency agreement.

Client

Type and Size of Client: Industry SME <= 10

Year Established: 2011

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Dissemination

Restrict dissemination to specific countries;

Belarus, Canada, Czechia, Germany, Latvia, Lithuania, Sweden, USA.



An Italian producer of organic extra virgin olive oil, based in Sicily, is looking for distributors, importers and/or commercial agents

Business Offer 12

POD Reference: BOIT20180423003

Summary

A Sicilian producer of organic and high-quality extra virgin olive oil is looking for distributors, importers and/or commercial agents in all EU countries to penetrate into new markets. The company is particular interested in partners already well-introduced in the HoReCa chains (Hotels, Restaurants, Catering/Cafè), in large- scale distribution system, as well as in gourmet boutiques.

Description

The company, established in 2015, enhances the absolute quality of the Sicilian territory using modern production techniques, without mistreating the olives, such as the cold extraction adopted for the production of extra virgin olive oil. Company's production is based on the still persisting family-run cultivation, the most advanced extraction technologies, and the scrupulous attention put during the whole milling and bottling stages. All this, let the oil mill to obtain fruity and balanced oils. The olive oil production takes place in the south of Sicily, in the area of the Platani river valley, in the province of Agrigento: an uncontaminated territory quite far from sources of pollution, which allows to obtain an Italian oil of 100% guaranteed origin from the Protected Designation of Origin (PDO). With their products, the company chooses to offer absolute quality standards and it addresses directly to demanding consumers, which pay attention to life quality and essential goods they need to purchase. In addition to pleasure, quality, authenticity, health prevention and well-being are peculiar features of the organic olive oil produced.

The variety of organic virgin oil produced include:

- 100% Italian extra virgin olive oil;
- Organic extra virgin olive oil;
- Protected geographical indication (PGI) extra virgin olive oil;
- PDO (protected designation of origin) Val di Mazara extra virgin olive oil;
- Sicilian extra virgin oil.

According to the company, harvesting timing is fundamental to obtain the best results. Fall is the season par excellence, especially in the period from mid-October to late December, even if the factors determining the right time are many: the type of olives (whether fruits ripen early or late), the harvest purpose, and weather conditions. Company's olive oil, respecting the best rural traditions, is obtained by pressing the olives harvested at the beginning of the ripening, namely when the color of the fruit from a homogeneous green takes on a violet and then black nuance, so when it reaches 50- 60% of its maturation. It is during this transition phase that there is the greatest quantitative concentration of juice and phenolic substances responsible for maintaining the main organoleptic and nutritional properties. The olives are harvested by hand and then undergo a soft and cold pressing, during the same day. The mill acts mechanically, like the old grinding wheels, and at temperatures not above 27 ° C, thus guaranteeing the best quality of extracted oil. Thanks to this grinding phase, the company obtains the intermediate product destined to be kneaded, and separated in two parts: the solid one that is discarded, and the liquid one, which is centrifuged again to remove the water from the olive oil, which will eventually be suitable to be classified as extra virgin. The entire process, from manual harvesting to mechanical pressing, developed to be concluded in the same day, reproduces, even if with modern technologies, natural methods of olives cultivation and processing, bringing all the authentic taste of organic olive oil. All processing operations are carried out with dedicated attention, starting from the placing of the initial product to processing, its storage in steel silos, up to the

packaging. The cold extraction technique, respecting the grinding times, allows the company to guarantee all the organoleptic and healthy features that a high-quality extra virgin oil must have, thus obtaining an oil with unique, unaltered and absolutely unmistakable sensory characteristics. The company is looking for distributors, importers and/or agents in all EU countries to penetrate into new markets. The company is particular interested in partners already well-introduced in the HoReCa chain (Hotels, Restaurants, Catering/Cafè), in the organised large-scale distribution system.

Advantages and Innovation

The strength of the company is the absolute quality and genuineness of the extra virgin olive oil. In particular, the high quality standards are due to the specific cold extraction technique used to process olives. The company has the EU Organic and the Sicilian PDO certifications. All processing operations are carried out with scrupulous attention, starting from the placement of the product to processing, storage in steel silos, up to its packaging. Their products are optimal for conscious consumers.

Partner Sought

Ideal partners shall be reliable and well introduced in the HoReCa chains, in the large-scale distribution system as well as in gourmet boutiques. The company wants to stress its will to cooperate with partners which are suitable to the products offered. The company would like to differentiate its products with reference to the specific markets or chains where it will operate (e.g. the organic and PDO extra virgin oil will be more suitable for gourmet boutiques, while the 100% Italian and/or Sicilian extra virgin oil will be more adequate for the organised large-scale distribution systems). However, the specific kind of oil being sold/distributed will be chosen on a case-by-case basis with the potential partner.

Client

Type and Size of Client; Industry SME <= 10

Year Established: 2015

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation: No



An Italian-Australian organic semi-dried tomatoes producer, based in Sicily, is looking for agents, distributors and companies in the Northern Europe to establish commercial agency and distribution service agreements

Business Offer 14
POD reference BOIT20180315001

Summary

An Italian-Australian company, based in Sicily, produces organic semi-dried tomatoes (already exported to Ireland, France, Belgium, England, Poland and Germany) and looks for new agents and distributors to enter in new markets. The company is interested in establishing commercial agency and distribution service agreements in Northern European countries.

Description

The organic semi-dried tomatoes producer was established in 1996 in Tunisia by an Italian-Australian team of entrepreneurs. Since the semi-dried tomato is considered a niche product, their aim was to introduce a new typology of processing of a typical soil product in markets, which were open to innovation. This is the reason why the company moved in 2001 in Sicily, which is well-known for the fertility of its fields, the craftsmanship of the production and the genuineness of its fruits. The basic idea of producing semi-dried tomatoes radically revolutionized the idea of the traditional dried tomato dehydrated by the sun and enhanced the naturalness of raw material preserving its color and flavor to keep unchanged the organoleptic properties of the product. The company has decided to buy tomatoes from local sellers both to favor the "zero-mile" production and to increase the development of Sicilian territory. The local farmers follow company's indications meticulously in order to obtain products, which are uniform in flavor, color, maturation and dimension. In this way the company is able to guarantee high quality and traceability of the raw material. Passion and dedication are the values that during the years have been transmitted from one generation to another. The latter generation actually manages the company in a very innovative way respecting the assimilated values. Transparency, innovation, quality and the ability to understand customer's needs and those of the different targeted markets are considered the company's strengths. During the years, there have been several changes and improvements. In particular, the productive process has been improved thanks to a series of investments related to equipment's as well as to labor force. Today, a young and harmonious team staffs the company, which is conscious of the value that it has in order to create a unique product. The company operates both in the Italian market, that constantly shows the expected results; and it has been exporting to Ireland, France, Belgium, England, Poland and Germany for two years. Company's next goal is reaching the HoReCa channels (Hotels, Restaurants and Catering) to enhance its presence into markets where it already operates and to enter in new ones. Simultaneously, the company wants to export also the value of the Sicilian culinary tradition through the semi-dried tomatoes production. This is the reason why the company has always been participating in trade shows, events and workshops in order to promote its product as well as to find new opportunities to grow the company. Sicilian tradition, genuineness of the raw material and careful and technically advanced processes are the details that allow the company to differ from other competitors in the market. The processing of semi-dried tomatoes begins with the selection of local and qualified vendors of "zero-mile" raw material, and it is divided in 4 phases:

- selection and washing: in the first phase, the product, after being stocked and subject to quality controls, is selected according to the organoleptic properties. After the selection, the product is washed and disinfected for the next phase;
- cutting and salting: in the second phase, tomatoes are sliced and then salted.

- kiln firing: in the third phase, there are not interventions on the raw material, but only the semi-dehydration process of tomatoes.

- seasoning and packaging: the last phase of processing is the seasoning of tomatoes with the addition of oregano, garlic and oil; at a later stage the product is packaged by heat-sealing.

The company is seeking for agents, distributors and companies based in the Northern European countries in order to establish commercial agency and distribution service agreements.

Advantages and Innovations

The company gained the Superior Taste Award recognition for the second-year consecutive for food excellence and an award for Winning Made in Italy Excellence, at Bellavita Expo 2015 in London. The production is completely trackable and "zero-mile". No additives are included in the products. The company produces a unique product, which is hardly to find elsewhere. Potential partners will benefit significantly from this kind of eco-friendly production and will be able to differentiate from competitors in the market.

Partner Sought

The ideal partner for cooperation would be a network of wholesalers and importers involved in the agro- food sector, especially in fine stores distribution and Ho.Re. Ca channel for long terms cooperation; but the company is open to any proposal of cooperation. The company is looking for partners with a positive financial status to ensure a long successful partnership.

Client

Type and Size of Client: Industry SME 11-49

Year Established: 1996

Turnover (euro): <1M

Already Engaged in Trans-National Cooperation

Italian company seeks distributors for its gluten free organic bakery products and flours

Business Offer 27

POD Reference: BOIT20190726001

Summary

An Italian company, based in Sicily, is specialised in the production of artisanal gluten-free bakery products and flours, including a wide variety of local specialities. The company is looking for distributors to develop a new network abroad.

Description

The Sicilian company, born in 2008 as a family company and factory, is located in Palermo and is involved in the production of artisan gluten-free bakery products and flour mix. During the years it has been able to merge the Sicilian food excellence and the gluten-free products giving to consumers the possibility to bake at home gluten-free bread, pizza and Sicilian typical gastronomy. Recently, the company added a new organic production line with 4 flours blends. From the beginning, the company received the approval of the Italian Ministry of Health for its lines of products. The aim of the company is to provide a wide range of proposals based on nutritional and caloric content, this is why the staff is always dedicated to research and testing a huge variety of cereals and a large number of recipes. Few years ago, the company started to produce and ship frozen food to take advantage from low temperature maintaining freshness and flavors. The production includes bread, italian "focaccia", breadsticks, pizza, sicilian deli like rice balls, gluten free sandwiches, organic bread mix flour, fresh pasta mix, bread loaf mix, pizza mix flour, cakes mix flour, fresh pasta mix, puffy pastry mix, breadsticks mix, eggs free cake mix. As regard frozen food, the company produces different types of sweet and salty snacks like pizza, sicilian puff pastries, croissants, cannoli, rice balls, brioches, Christmas and Easter sweets, biscuits. All the production is gluten free. The company is looking for distributors interested in gluten-free products able to distribute fresh and dry products to small supermarkets and fine stores.

Advantages and Innovations

The company is certified by the Ministry of Health with the implementation of company control plan according to the european regulation 852/2000 on food hygiene. Company's staff follows strict procedures for the managing of gluten free production and raw materials warehousing. Supplier certifications are constantly supervised and updated for all checks in raw materials. Laboratory analysis in each productive lotto to avoid any presence of gluten.

Partner Sought

Future distributors have to be prepared on the gluten free world and in particular on the number of companies already present on the gluten free market of that country, as well as their production quality and prices.

Client

Type and size of the client: industry SME <=10

Year established: 2008

Turnover (euro): 1-10M

Already engaged in transnational cooperation: yes

Language spoken: English, Italian

Italian company, specialized in the production of smoked fish products, seeks distributors and partners for manufacturing agreements

Business Offer 30

POD Reference: BOIT20190718005

Summary

An Italian producer of smoked fish products including salmon, tuna swordfish and seasoned fish products seeks distributors and partners for manufacturing agreements. The production is packaged in several shapes and sizes in order to be employed both in gourmet stores and little supermarkets or in the ho.re.ca. channel.

Description

An Italian company, based in Sicily, is specialized in the production of smoked fish products (in particular in the processing of swordfish, tuna yellow and salmon) and always committed to the development and research of new products.

The company produces:

- Smoked salmon;
- Smoked tuna;
- Smoked swordfish;
- Seasoned trio.

It produces exclusively according to the traditional method: dry salting and traditional cold smoking by hanging, without the employment chemical product. The only ingredients used are fish, salt, cane sugar, beech wood smoke and spices. In order to guarantee high quality, all stages of the production process, from procurement to delivery, are tracked and subjected to sanitary and laboratory checks. It offers customized packaging service, thanks to consolidated collaboration with several packaging companies. The company is looking for distributors and partners for manufacturing agreements with private labels.

Advantages and innovations

The Sicilian company ensures high quality products thanks to a traditional production method without the employment of any chemical product and paying particular attention to microbiological, chemical and organoleptic control of the production chain. The company is also able to offer a tailor made packaging service, boasting consolidated collaborations with several packaging companies.

Partner Sought

The company is looking for reliable distributors with a good customer base and able to work independently regarding the consequent shipment. It is preferable that partners are involved in large-scale retail trade in order to share price policies that are convenient for both the parties. Furthermore, partners for manufacturing agreements in private labels are required.

Client

Type and size of the client: industry SME 11-49

Year established: 1996

Turnover (euro): 1-10M

Already engaged in transnational cooperation: no

Language	spoken:	English,	Italian,	Spanish
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An Italian company, organic olive oil and pesto producer, seeks distributors and companies for manufacturing agreements

Business Offer 31

POD Reference: BOIT20190716001

Summary

An Italian based company, located in Sicily, produces organic extra virgin olive oil, green olive pâté, pestos and sun-dried tomatoes. The company already exports its olive oil in the USA and is looking for new distributors to expand its business. Furthermore the company looks for partners for manufacturing agreements with private label.

Description

The company, located 80 km from Palermo, has an area of 18 hectares. The main product is an organic extra virgin olive oil coming from 100% hand harvested Sicilian olives (80% Cerasuola, 20% Biancolilla qualities). The olives are cold pressed and stocked in a steel silo in dark and dry atmosphere.

The oil produced has a medium intensity fruity flavour, the colour is a strong green and satisfies every taste.

Among the other products the company can count:

- green olive pâté;
- basil pesto;
- tomato pesto;
- oil sun-dried tomatoes;
- sun-dried tomatoes stuffed with breadcrumbs, garlic, salt, pepper and lightly fried.

The company is interested in finding new distributors of fine stores and ho.re.ca. channels for a long term cooperation. The interest is directed also to manufacturing agreements for private label requests. The company is not interested in exclusive rights.

Advantages and Innovations

The company is certified as organic producer in Europe and is provided with equivalent certification in the USA, where it exports. The production is completely trackable and additives are not included in the products.

Partner Sought

Company's new partners should be distributors involved in the agri-food sector, preferably in fine stores distribution and ho.re.ca. channels for long term cooperation. The company seeks companies interested in private label procedure for manufacturing agreements. It does not offer exclusive rights.

Client

Type and size of the client: industry SME <=10

Year established: 2015

Turnover (euro): <1M

Already engaged in transnational cooperation: no

Language	spoken:	English,	Italian.
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