

ATLANTE
FOOD OF THE WORLD

**GUIDE TO:
ITALIAN
CHEESE**



CONTENTS

Page 3: Introduction to Italian Cheese

Page 4: Why work with Atlante?

Page 5: A few of the cheeses we supply.

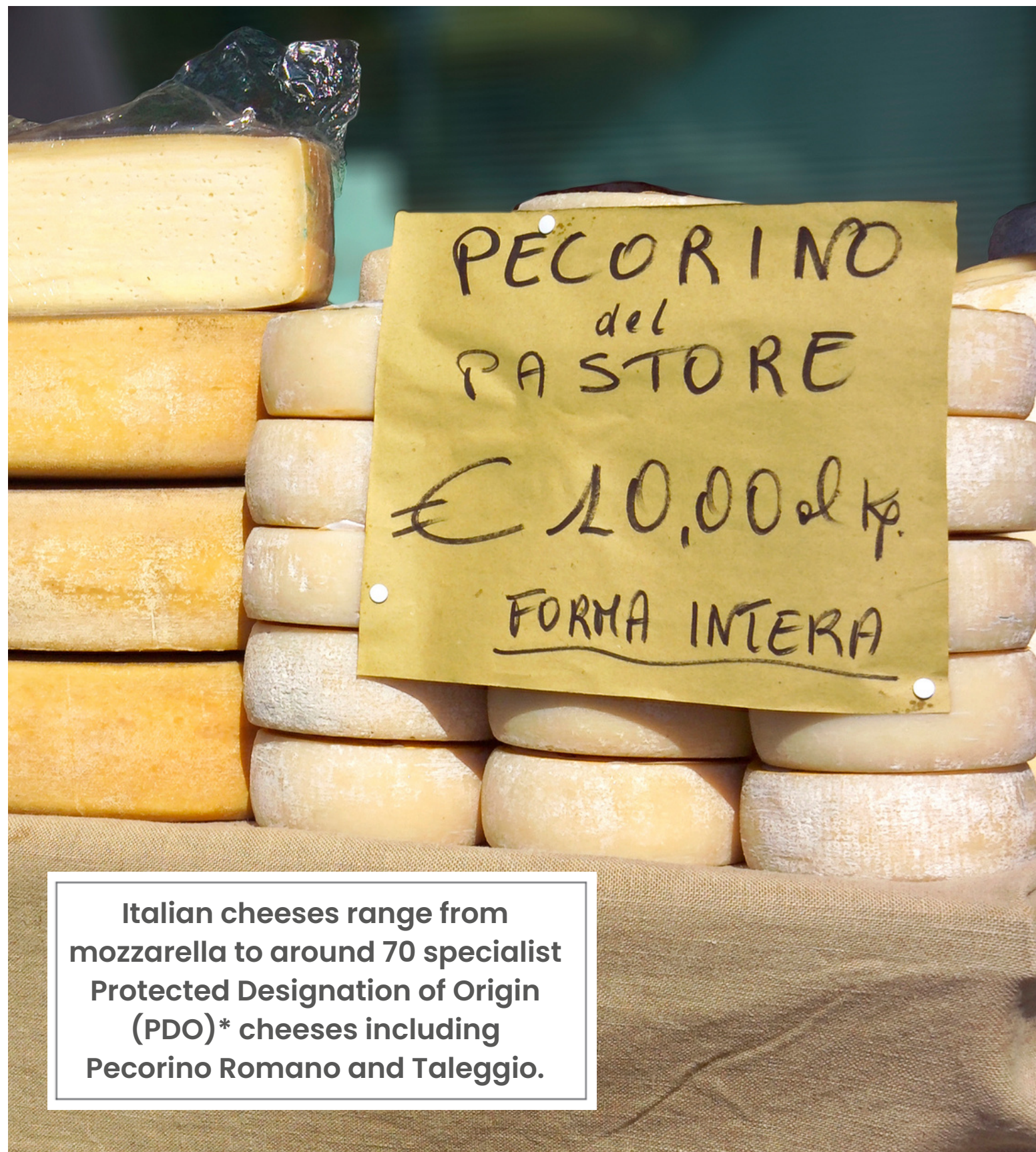
Page 8: Becoming a supplier

Page 9: The cheese supply chain

Page 10: Ensuring quality and safety.

Page 11: An opportunity to expand the UK market





INTRODUCTION

Of Italy's many culinary exports, few offer such wide variety as the country's cheeses.

The Italian cheese market is huge, with hundreds of producers across the country. For this reason, **finding the right products and suppliers** can be a difficult and bewildering process for a UK-based buyer.

That's where Atlante steps in.

Our team of specialist buyers and technologists will work to help you find the right cheeses for the UK market in terms of **style, quality** and **cost**.

Atlante experts visit cheese makers across Italy to find those best suited to meeting UK expectations. With a great understanding the nuances of the Italian market, they can work with you to define targets and identify the most suitable supplier for your needs.

They also explore opportunities around formats such as grated or shaved cheeses, and the potential of varieties at different aging levels.



WHY WORK WITH ATLANTE?

We're motivated by passion for our work and the ability to innovate, brainstorming side by side with our **partners to create winning products that interpret market trends and satisfy customer needs.**

Atlante is unique as we are neither an agent nor broker. We see ourselves as a value-adding link between retailers and producers. We do not represent producers and, being totally independent, use our expertise to identify the producers best suited to meet a customer's standards, requirements and expectations.

Our customers receive a **tailor-made, timesaving and cost-efficient package of products and supporting services.** The experience we have gained from working with highly professional, structured and demanding organizations, such as a leading UK supermarket chain, is an invaluable asset when it comes to assessing the strengths and weaknesses of producers.



SOME OF THE CHEESES WE SUPPLY



PECORINO ROMANO

This hard cheese is made with fresh whole sheep's milk and comes with a thin crust the colour of pale ivory or straw. It has a dense consistency with a limited number of holes and can vary in colour from white to a shade of straw. The taste of the table cheese is aromatic, lightly spicy and tangy, whilst the grated cheese is intensely spicy



GRANA PADANO

This best-selling PDO cheese is made in northern Italy. It has a delicate aroma and three ripening stages: creamy Grana Padano oltre 16 mesi (over 16 months) with a crumblier texture and pronounced taste, Grana Padano Riserva (over 20 months) which is crumbly and full flavoured.



SOME OF THE CHEESES WE SUPPLY



MOZZARELLA PDO

Delicately flavoured, Mozzarella di Bufala Campana is the only mozzarella with PDO designation. It's produced using fresh whole buffalo milk from dairies that pass a strict certification process to obtain the PDO mark. The term 'mozzarella' comes from the Italian verb 'mozzare', which describes detaching the single mozzarella balls by hand.



RICOTTA ROMANA

Ricotta Romana PDO is white and lumpy with a characteristic sweet milky taste. It is produced from the whey in the milk of the most common sheep breeds in Lazio: Sarda, Comisana, Sopravissana, Massese and related cross-breeds. The whey is heated to produce flakes that are separated from the liquid and further drained in straw molds.



SOME OF THE CHEESES WE SUPPLY



A soft cheese from raw or pasteurised whole cow's milk, Taleggio has an aromatic flavour, sometimes with a truffle after taste. Its light colour ranges from white to pale yellow, and it has a soft, thin rind with a slightly pink colour. Produced in northern Italy, PDO Taleggio cheese must be aged for at least 35 days.



7 Guide to: Italian Cheese



This straw-white, creamy soft cheese with greenish mold streaks is produced through a process called "erborinatura" in Italian. It is sold in two styles: the slightly spicy Soft Gorgonzola (matured for 50 to 150 days); and more crumbly Spicy Gorgonzola (80 to 270 days). Both types of Gorgonzola are produced with pasturised cows' milk.



ATLANTE
FOOD OF THE WORLD

ATLANTE'S GUIDANCE FROM ITALY TO THE UK

1

Understand

We work with customers to develop a brief incorporating product quality, volumes, supply chain and ethical considerations.

2

Find

We look at our existing producers and consider all of the potential producers who could meet the brief.

3

Assess

We study the capabilities, strengths and weaknesses of the producers for achieving the objectives in the brief.

4

Develop

We work with the producer to develop products to the sample stage, or develop projects to the business case stage.



10

Review

We complete a post-implementation review to identify issues and future improvements.

5

Select

We benchmark producer capability and then select suitable producers or projects to propose to the customer.

9

Launch

We provide dedicated resources to support a successful product launch at point of change.

8

Forecast

We collaborate with the customer to identify a joint forecast and order profile.

7

Manage

We manage the project at all stages, from processing to packaging through to launch.

6

Cost

We work with the customer and the producer to submit carefully considered and delivered costs.

THE CHEESE SUPPLY CHAIN



Atlante works with many producers to **source a full cheese selection** including Mozzarella, Pecorino Romano, Grana Padano, Tagellio, Ricotta, Mascarpone, Buffalo Mozzarella and Burrata.



Many of our producers get milk **through contributing members of cooperatives or consortia** that are part of the company, even in summer when there is a shortage of raw milk.



A quarterly update enables us to **follow dairy market price trends** and always offer our customer the more competitive cost prices, aligned with the existing market conditions.



Many of our cheeses are Protected Designation of Origin (PDO) so need to be **produced according to the relative requirements**. All our other cheeses are produced to the agreed specifications.



Our product technologists regularly **audit the producers' sites** to conduct panel tests and analyses to guarantee product quality consistency.



All Italian cheeses need to be **transported and kept refrigerated** at a constant temperature between 0 and 4°C to be enjoyed by consumers.



ENSURING QUALITY AND SAFETY

Italian cheeses offer an amazing selection of flavour profiles and Atlante will help you find the ones most suitable to your customers.

And our role goes far beyond that.

While Italian producers already have **high safety standards and procedures**, our experts will help to ensure they meet the demands of overseas markets.

For example, most PDO Italian cheeses are made with unpasteurised milk and Atlante will work with the cheese maker to ensure they and their products meet UK safety standards and the requirements of their business.

Atlante will also ensure quality and consistency is maintained by collecting samples and testing for attributes including **taste, appearance and aroma**.

Rather than use an external lab, these tests are undertaken by our in-house team of highly skilled technicians. This enables us to ensure the process remains consistent and is carried out only by those with experience of the products being tested.

AN OPPORTUNITY TO EXPAND THE UK MARKET



FONTINA

Fontina is traditionally made from unpasturised cow's milk, with a texture and flavour dependent on aging time. The texture can vary from semi-soft to firm and the flavours from mild to intense. During the first month of ripening, Fontina is tuned daily to develop the characteristic thin rind, alternating between one day of salting and one day of brushing.



MONTASIO

As semi-soft cheese with a creamy texture, Montasion is made from unpasturised cow's milk from the Friuli Venezia Giulia and Veneto provinces of Italy. During production the cheese is placed in moulds that imprint the mark of origin and date of production on the product. The flavour of Mantasio can vary from delicate when fresh to stronger and aromatic when more mature.



AN OPPORTUNITY TO EXPAND THE UK MARKET



Caselmagno PDO is a semi-hard cheese produced using raw whole cow's milk with a small amount of sheep or goat's milk. Castelmagno is very crumbly and ranges in colour from ivory white to yellow-ochre. It has a delicate flavour if the cheese is slightly ripened, while the mature variety has a fuller flavour.



Made with cow's milk, Asiago PDO is produced in two types: Pressato and d'Allevo. Pressato is made with whole milk and is pressed with manual or hydraulic presses, while d'Allevo is made with skimmed milk. Pressato is white or straw coloured and has a soft, sweet and delicate flavour. Asiago d'Allevo ranges from yellow to amber and has a savory flavour with a characteristic aroma.





We believe in excellence, from the idea to the distribution.

Atlante provides complete project management and logistics solutions tailored to each client's unique needs. To see how we can support you, visit atlanteuk.co.uk or contact us at uksales@atlantesrl.it.

THANK YOU

ATLANTE
— FOOD OF THE WORLD —