

gluten free  
no msg added  
milk free  
  
PRODUCT OF ITALY

50°  
1964 - 2014

A family tradition  
for more  
than 50 years



Prosciuttificio San Michele s.r.l.  
Via Cavo, 16  
43037 Lesignano de' Bagni  
(Parma - Italy)  
Tel +39 0521 857640  
Fax +39 0521 857375  
web site: [www.terreducali.it/USA](http://www.terreducali.it/USA)  
e-mail: [info@terreducali.it](mailto:info@terreducali.it)  
[it-it.facebook.com/terre.ducali](https://www.facebook.com/terre.ducali)

CATALOGUE



[USA.TERREDUCALI.IT](http://USA.TERREDUCALI.IT)

## OUR KEY FACTS

Constant double-digit growth for past 7 years; from € 6 million in 2006 up to € 20.0 million in 2014 (more than \$ 25 million).

50 years of maturation (1964-2014): the Gherri family is celebrating its 50th anniversary in the premium Italian deli meat business.

Growing production capacity: our establishment is more than 118,400 square feet (11,000 square meters) located on a site of more than 193,750 square feet (18,000 square meters), in the heart of Parma, the Italian Food Valley. With an on-going expansion plan.

Full traceability: due to our closed production cycle. We own 6 breeding sites located in the province of Parma with consequent control and traceability from the feed to the packaging, ensuring maximum food and health safety standards.

Great variety of typical Italian charcuterie: we have a production of around 70,000 Prosciutto di Parma DOP each year and of the full range of typical deli meat from Parma and Italy (amongst which Felino Salami IGP and Coppa di Parma IGP) with more than 80 products to offer.

Quality certifications: our company holds 8 international quality standard certifications.



## OUR QUALITY CERTIFICATIONS

SGS UNI 10939 traceability certification

IFS International Food Standard

BRC British Retail Consortium

EMAS Eco Management and Audit Scheme

UNI ISO 14001 the environmental certification

UNI EN ISO 22000 Food safety management systems

BS OHSAS 18001 Occupational Health and Safety Assessment Series

IT CPB 8922 Organic certification issued by the Consortium for Control and production of Organic pork cured meat products



USA.TERREDUCALI.IT

## OUR ADDED VALUE

*Closed production cycle:* traceability from the animal feed to the package. We own 6 breeding sites where we make our own vegetable-based feed.

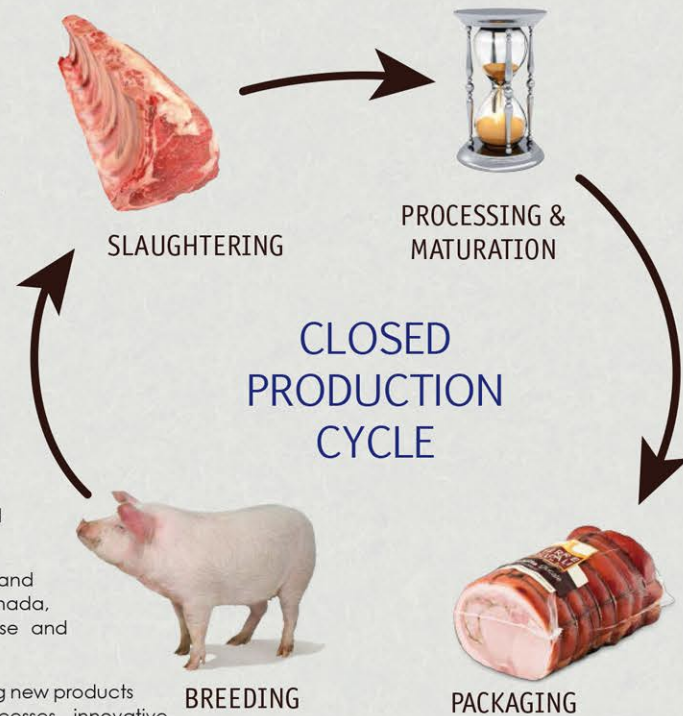
*Artisan-quality:* we have found a perfect balance between our heritage and our modern technology, a great handcraftsmanship is still a big part of our production cycle, the artisan-taste of our salamis are a perfect demonstration.

*The art of slicing:* we only do one type of slicing of our cured meats, the top quality kind which ensures best taste, rich aromas, and happy consumers.

*Winning business partnerships:* we have accelerated and multiplied revenue, working hand-by-hand with our partners, by ang and refining the product line to final consumers. We work with all major distribution channels: supermarkets, food service, etc.

*Exportation:* we have put a strong emphasis on export and work throughout the EU and extra-EU (i.e. Russia, Canada, USA, Hong Kong, Australia), thus providing expertise and support throughout the whole process.

R&D and Innovation, our steady commitment to finding new products (e.g. salamis with special flavors), production processes, innovative materials of packaging and the great regard given to the agricultural food chain has been recognized and rewarded through the award of grants from the EU and the Italian government, further proof of our company's great dynamism.



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY

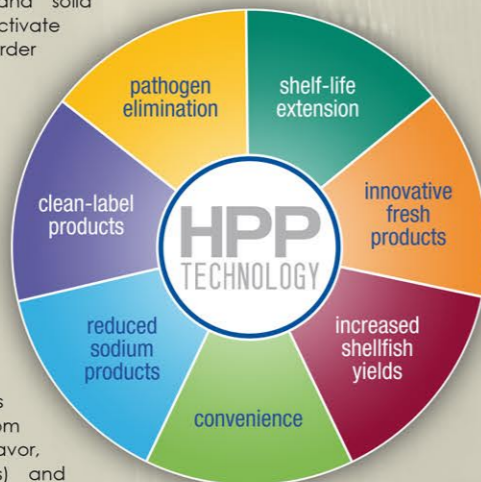


## OUR TECHNOLOGICAL DEVELOPMENTS

HPP Italia is the first Italian company to offer a specialized and dedicated tolling service for High Pressure Processing on Food and Beverage.

High Pressure Processing is an innovative technological treatment where products are subjected to very high pressure, up to 6.000 bars (or 87.000 psi): under these conditions it is possible to modify the cellular and macromolecular systems (at structural, activity and functional level) of liquid and solid products: the main aim is to inactivate microbes, bacteria and enzymes, in order to microbiologically stabilize foods.

HPP is a treatment which can be considered cold pasteurization, effective for eliminating common food pathogens such as Listeria, Salmonella, Escherichia Coli and reducing spoiling bacteria to extend (from 2 to 4-5 times) the shelf life of fresh products: this means greater convenience for the consumer and distribution advantages for the food industry. These benefits are achieved with no thermal effect on the products, thus preserving all their characteristics from an organoleptic (appearance, flavor, color, taste, texture and aromas) and nutritional (vitamins, proteins,...) point of view.



Hpp Italia has signed a technological partnership with the U.S. company AVURE Technologies Inc., which is the global leader in High Pressure Processing technology applied in the food sector with more than 300 plants all over the world; Avure Tech. also works in synergy with the FDA (Food & Drug Administration), the U.S federal agency, with the aim of ensuring maximum food safety.

[www.hppitalia.it](http://www.hppitalia.it)



HPP Italia is owned by Terre Ducali, so our meat products (raw, cooked and seasoned) can "naturally" have all the important benefits of HPP treatment.



USA.TERREDUCALI.IT

## BRIEF HISTORY

The company was founded fifty years ago by Gianni Gherri, whom together with his brother Giancarlo worked in the field of food machinery for deli meat processing. In **1964** the family became partner of the Salumificio San Martino, just outside the city of Parma, near the ancient abbey of St. Martin.

Year of  
foundation of  
the company

1964

Acquisition of  
"heavy pork"  
breeding sites

1970

The company specializes  
in pork meat processing  
and in providing excellent  
deli meats throughout the  
Italian retail distribution

1972

Acquisition of  
"Prosciuttificio  
San Michele" srl  
in Lesignano (Parma)

1995

Giulio, Giorgio  
and Giancarlo Gherri  
(sons of Gianni)  
take control  
and management  
of the company

1998

Main development of the business:  
products cover all the deli meat range  
and the production site expanded from  
4.000 to 11.000 square meters

2000

Introduction of  
"TERRE DUCALI"  
brand

2002

Introduction of "Zero" brand  
and top quality  
pre-sliced products

2010

Acquisition of  
"Tosini" brand,  
leader in  
export markets

2011

Terre Ducali is leader  
in the production  
and distribution  
of high quality salamis

2014

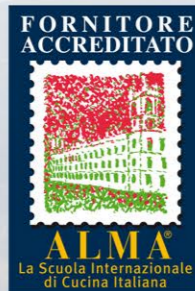


USA.TERREDUCALI.IT

## OUR RECOGNITIONS

We are the official and exclusive provider of Prosciutto di Parma DOP of ALMA, the most prestigious international school of Italian cuisine worldwide, which uses our Parma ham for all of its cooking courses, important initiatives and events in Italy and abroad.

We are market leaders and pioneers of the *Strolghino*, a salami made with at least 53% of Culatello meat (the leanest and most prestigious part of the pork leg); we introduced it nation-wide, making it from local to a wide-spread product with biodegradable packaging, which represented one of the most important innovations in our field for the past 5 years.



The authorities of the Emilia Romagna region and the banks of the territory which operate at international level often use our production site for guided tours, as it is considered by them an exemplary model of production and representative of excellence in our sector.



Thanks to our innovative packaging and to our forward-looking marketing research we have been given various prestigious international awards, such as: "Salumi & Consumi Awards 2011 - Best Sustainability Initiative", "Salumi & Consumi Awards 2011 - Best Pre-sliced Packaging", "Sial Innovation Awards 2012 & 2014", "Salumi & Consumi Awards 2012 - Promotional Kit Salamillos", "IFE London 2012 - International New Product Display".



USA.TERREDUCALI.IT



## Prosciutto di **Parma** BONELESS PRESSED

Prosciutto di Parma is undoubtedly the seasoned product which most represents the **heart of Italian delicatessen**. In fact it has always recorded high levels of development and quality, so to deserve the POD mark (Protected designation of origin) from the Italian Government that protects and safeguards the provenance and **origin of a product**, in such a way that its characteristics are essentially or exclusively traced back to a specific geographic zone of origin. It is produced with thighs of pork from **breeding and slaughterhouses strictly selected**. The salting particularly fine and the **slow seasoning** process in natural cellars produce a delicious product that tickle the palate. It is available in different size: entire bone-on, entire deboned "addobbo" (so ready for slicer) and deboned pressed (for whom needs a compact slice).

Item Ref. 2PPDSUSA



## Seasoned **Ham** BONELESS PRESSED

Produced from bone-in European pork legs and has the non-altered quality of the whole ham. The deboning is carried out by extracting the bone from the side whereas the trimming and cleaning from pork fat is done by hand with a knife, so the product is ready for cutting. The Prosciutto is then pressed in moulds and vacuum packed in sheer material so you can appreciate its outside appearance

Item Ref. 2PMDSU



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY





## Prosciutto Cotto Italiano

This Italian cooked ham as its name suggests "cotto italiano", is obtained from **Italian pork thighs**, does not contain gluten, lactose, milk proteins and added polyphosphates. It is a **top quality** product which follows the traditional meat processing applied by famous *Italian delicatessen*: a long time softening, low injection percentage, light churning, slow cooking in steam oven.

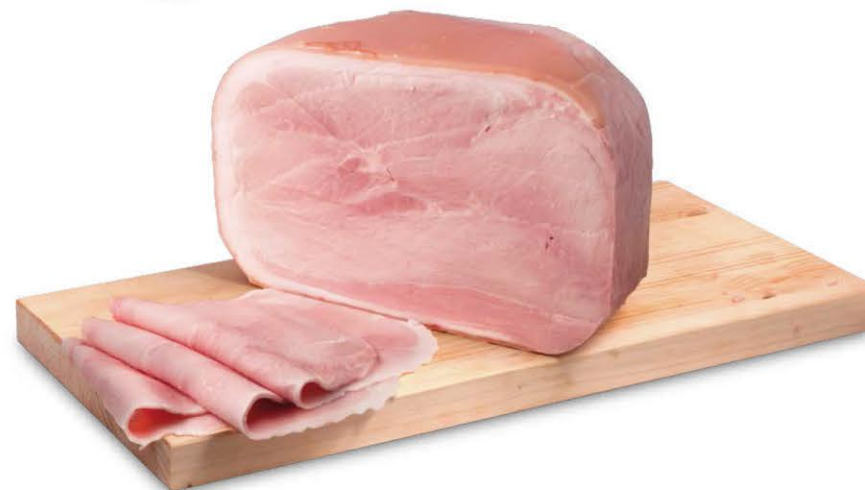
Item Ref. 3PCRUI



## Prosciutto Cotto

This product without added polyphosphates is obtained from selected pork thighs coming from countries of European community. The **exclusive and special methods of processing** give a light aroma and an intense flavour ensuring also that slides do not crumble when cut. Meat looks soft and juicy and moreover it has the practical "bauletto" size.

Item Ref. 3PCDBU



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY





## Roasted Cooked Ham

This special product, synonymous of **high gastronomy**, is obtained from a selection of the best pork thighs. After removing bones, the thigh is aromatised accurately both inside and outside with **our mixed herbs** creating **unique taste and flavour**. Slow cooking in steam oven confers a delicate and fragrant flavour and a distinct rosy colour.

*Item Ref. 3PCERU*



## Prosciutto Grilled Italian

The cooked ham "**Brace**" doesn't contain gluten, milk proteins and added polyphosphates and caseinates. With its marked characteristics and smoked taste, it is obtained from the "cut for uncooked" pork thighs processing. The thigh is salt and aromatised, **roasted in a dry oven** with a high temperature and only at the end braised on fire. This special process and the high quality of meat employed create an **excellent product for very special gastronomies**.

*Item Ref. 5PCBU*



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY





## Fiocco Roast

This is a top of the shelf product from the best fresh selected pork thighs. The **Parmesan traditional ingredients** and cooking process takes out the best aromas and delicate flavor. It is great to be eaten either slicing it directly or pre-heating it.

Item Ref. 3FIPARU



## Roasted Culatello

The meat is treated with traditional methods, using only the **prestigious part of italian legs pork**, in that way we obtain a roasted product that underlines meat's fragrance and aroma flavours. Cooked slowly in a steam oven just to give a roseate colour and an unmistakable soft taste. This product is collocated in the **élite of top gastronomy** but at the same time it could be a great substitute of traditional uncooked ham.

Item Ref. 3CUARU

gluten free  
no msg added  
milk free  
PRODUCT OF ITALY

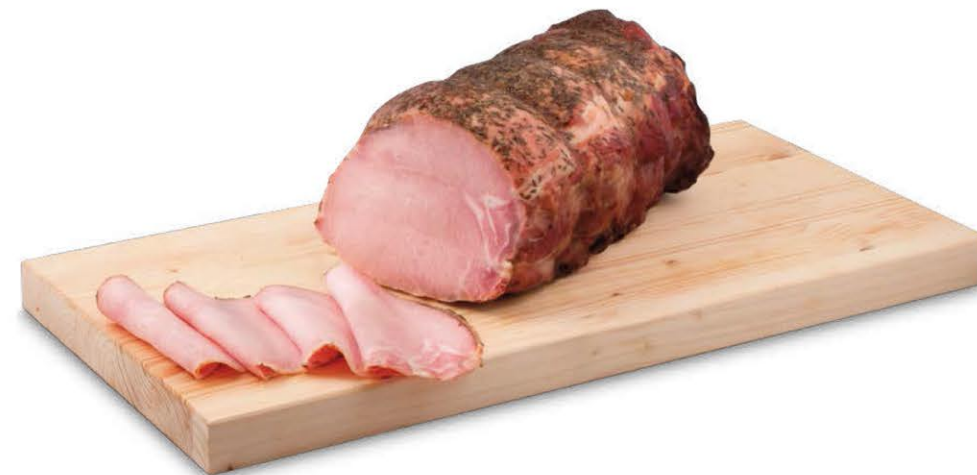




## Roasted Pork Loin

It is using the same anatomical cut of the traditional Loin, but this time we use our know-how to roast it and make it one-of-a-kind roasted pork meat. This is a **prestigious roasted product** to be used for antipasti.

*Item Ref. SLAU*



## Roasted Coppa

It is a **traditional Italian cold cut made** from heavy pork neck. It is cooked in a steam oven, and after slow browning the result is an **excellent product: soft and fragrant meat**. Great fragrances, flavors and aromas. It is ideally eaten cold, in thin slices, pan-browning. You can find it in delicatessen counter. Perfect for **luxury antipasti**.

*Item Ref. 3CARU*



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY





## Porchetta Ducale

The Porchetta Roasted is a product of **ancient tradition** obtained by the pork underbelly deboned and loin. It is **flavoured with rosemary and different aromas** and internally with garlic, sage, laurel, rosemary, fennel. It is cooked with steam, medium-temperature, and braised. Intense aroma and strong flavour of **Porchetta Toscana** make of it an exceptional product that could be eaten both cold and hot in any occasion. **It is a best-seller.**

*Item Ref. SPAEU*



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY



WITH PARMIGIANO  
REGGIANO® CHEESE

With Authorization of  
Parmigiano Reggiano  
Consortium

WITH PECORINO CHEESE

WITH RED CHILI

WITH ONION

# Allegro

## SALAME DI PARMA

These new small salamis are obtained with **Culatello meat**, the finest part of Prosciutto. There are 5 different types, each one with a particular taste that makes it unique: THE PARMIGIANO-REGGIANO® CHEESE typical Italian with a rich taste; THE PECORINO CHEESE with a delicate taste of Tuscany cheese; THE RED CHILI PEPPER with a strong and appetizing flavour; THE BLACK TRUFFLE with an intense and sophisticated taste; THE ONION with inviting and particular aroma. **For happy hour time**, with Taralli and a glass of wine, they will decorate the beginning of a nice evening.

Item Ref. 2SLMFOU  
Item Ref. 2SLMPCU  
Item Ref. 2SLMPEU  
Item Ref. 2SLMITU  
Item Ref. 2SLMCU



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY





## Strolghino Salami

We are the #1 producers in Italy. This salami is obtained with the Culatello trimmed of heavy Italian pork, the same used for Prosciutto di Parma. It is sacked into a thin gut (4cm) that accelerates the seasoning. The low-fat mixture, the **delicate taste** and the special sweetness whet your appetite. It should be eaten when soft with bread or crouton, **as a starter with a glass of wine**. It is better if you keep it refrigerated or in some other fresh places, avoiding places too much dry.

Item Ref. 2STRPU



## Strolghino Salami Small

...100 grams of the same authentic great flavor.

Item Ref. 2STRMU

## Strolghino Salami with Slice Board

In this packaging, it contains a very useful cutting board for easy slicing.

Item Ref. 2STRTU



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY



## Hot Sopressata

Sopressata is an Italian dry cured pork salami which blends coarsely chopped pork and **red pepper**. This Italian classic is slowly aged as tradition requires. Sopressata flavor is intense and complex with a **pleasantly spicy finish**.

Item Ref. 2SPEPU

## Salame Felino

The Salame Felino is a **product of old tradition**, never out of fashion. It is original from the province of Parma, a land full of forests where herds of pigs were raised in an ancient past and where this special aged sausage has been produced for centuries. Salame Felino is **made according to the ancient art of salame** using only carefully selected pork meat. The meat is mixed with salt, spices and natural aromas. After the meat is coarsely ground, salt, whole peppercorns, garlic and white wine are added. The salami is then stuffed by hand into a pork casing, which gives it its characteristic uneven width. It is then **aged slowly** and the final product should be soft, with a sweet taste and delicate aroma.

Item Ref. 2SFPU

Item Ref. 2SFPMU



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY





## Coppa Terre Ducali

This is our own Coppa Terre Ducali, it is one of **the most famous dry cured meats** of Emilia Romagna region. It is renowned for its fragrances and for the perfect percentage of fat. Its **special flavour** is the result of a correct seasoning process done in natural cellars, the main phase to ensure quality by bestowing its typical aroma. Every Coppa is **salty manually** and tying is made traditionally with strings.

*Item Ref. 2CPTDU*

## Fiocco di Culatello

The Fiocco di Parma comes from the same thigh pork used for Culatello and Culatta. Salting is handmade only with salt and black pepper. Tying handmade gives to it an oval-shaped, follows the **seasoning for about six months** in natural cellars where the right moisture helps to characterize its aroma. Fiocco di culatello is a **precious product** with a decisive traditional taste for the most fine gourmet stores or restaurants.

*Item Ref. 2FIPU*



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY





## Guanciale Italiano

This product is prepared with pig's jowl or cheeks. Its name is derived from guancia, the Italian for cheek. Guanciale is similar to the jowl bacons. Pork cheek is rubbed with salt and cured for one month. The meat is then washed, dried, it goes to our cellars for the seasoning, left there **for 6 months**. Its flavor is stronger than other pork products, such as pancetta, and its texture is more delicate. You can eat it simple cut or heated up with bread but Guanciale is traditionally used in dishes like **pasta alla matriciana and spaghetti alla carbonara**.

*Item Ref. 4GSU*



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY





## Pancetta Italiana

A **typical Italian product** and one of the most popular cured meat. It is salted (salt and spices) in different steps alternate with some breaking time according to the old recipients. Intense, **unbeatable fragrance** in line with the product itself. The extraordinary scent of the pork meat and spices makes the Terre Ducali's Pancetta a product of **very high and prominent gastronomy**. Pancetta is **delicious with a thin slice of bread**, but it gets along beautifully also with small rocket, kiwi, melon.

*Item Ref. 4PSCU*



## Pancetta Italiana coated WITH BLACK PEPPER

Obtained from selected Italian pork for weight and quality. Once trimmed, they pass to the dry salting process with **salt and spices manually** made in different steps, alternate with some breaking time for 14 days, according to the old and traditional recipients. Eliminated the pork rind, pancetta is rolled, tied and covered by black pepper in the external parts, **assuming an unique aspect**, smart and well appreciated. It is a best-seller and **extremely successful outside of Italy**.

*Item Ref. 4PPNU*



gluten free  
no msg added  
milk free  
PRODUCT OF ITALY

