



LATROVALIS

DEDICATED TO THE CRAFT
OF CURING OLIVES

COMPANY PROFILE

**“As you embark
on your travel to Ithaca
-your desired destination-
pray that the journey be long,
full of adventure,
full of knowledge...”**

K. P. Kavafis (1863 - 1933) eminent Greek poet

**OUR OLIVES
HAVE A
THREE-GENERATION
STORY TO TELL.**



THE PIONEER

Dimitris Latrovalis laid the foundations of the family business in 1983 by curing small amounts of olives in his home workshop and selling them at the farmer's market of his hometown, Serres. He used traditional curing methods passed down to him through the generations of a family whose name and history was closely connected with the olive's fruit. That and his passion for quality made his olives a sought-after delicacy that sold out at every farmers' market he could practically reach. His duty was to pass on the legacy to his son.

THE TRAILBLAZER

Vassilis Latrovalis quickly realized that he had to escape the limitations of the workshop in order to satisfy the demand for their olives. He started planning a modern factory and imported machinery that would guarantee the same quality and stringent standards as those they were accustomed to in their immaculate workshop. In October 1996, he personally drove the first truck-load of carefully selected olives through the factory gates. In just 14 years, they had managed to transform the home workshop catering to the local farmer's markets to a state-of-the-art curing facility that started exporting olives to a continuously growing number of countries. His children streamlined their studies in order to take up the challenge of improving such a legacy.

THE TRENDSETTERS

Dimitris Latrovalis – Factory Operations, Evi Latrovali – International Marketing, Theodora Latrovali – Food Technology – and Chrysa Latrovali – Business Administration ushered the company into the new millennium. Undaunted by hard work and armed with the devotion passed on to them by their grandfather and father, they are orchestrating a sustainable growth model guided by social corporate responsibility and have already managed to pin their company onto the world map. They refuse to rest on their laurels and adhere firmly to the company's philosophy to pass it on to the next generation.



**OUR COMPANY'S
PHILOSOPHY
IS CARVED IN STONE.**



QUALITY IS OUR PASSION

Our prime concern is the observation of quality throughout the production cycle. From the painstaking selection of the best raw olives our country produces to stringent quality controls throughout the curing process, we take pride in producing end products that we first bring to our own table.

RELIABILITY IS OUR SECOND NAME

We strive to do business with companies that can rely on us to deliver what we promise with the professionalism they deserve. It is reliability that has helped our company to operate for three generations, and we look forward to passing this legacy on to our family's next generations.



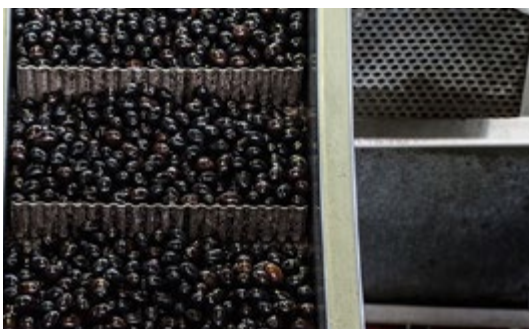
YOUR CUSTOMERS' SATISFACTION IS OUR PRIORITY

We are fully aware that the end consumers of our products are your customers, and so it is your customers we have in mind during the whole production process. The only way our business cooperation can be successful is for us to work together towards our common goal: to put a smile on your customers' faces.

STATE-OF-THE-ART FACILITIES



Our premises cover an area spanning 22,500m². Production activities are housed in a recently expanded 3,400m² building, holding the most advanced equipment in olive-curing and packaging. Both the equipment and our well-trained employees guarantee the production of an immaculate product.



Our purpose-built, 1,800m² storehouse provides the ideal environment for our packaged products, guaranteeing continuous availability to cover all our customers' needs.

In accordance with our strict Corporate Social Responsibility policy, we operate our own Industrial Waste Treatment facility, rendering our waste environmentally-safe before sending it to the local sewage treatment plant.



We operate our own on site weighbridge in order to reliably monitor all incoming and outgoing raw materials and products.

All our premises are completely secured in order to closely monitor any entry or exit of staff, providers, clients, and vehicles and guarantee the safety of all.



**WE CURE
ALL GREEK VARIETIES
OF OLIVES.**



KALAMON

The king of Greek table olives, otherwise known as Kalamatas, are deep purple with tight, shiny skin and an almond shape. Their juicy flesh gives a fruity taste.



AMFISSA

Amfissa olives are oval with a fine supple skin and a mild fruity flavor. This variety has the distinct characteristic of giving table olives that range in color from leafy green to midnight black and every possible hue in between achieved by varying the time of harvesting.



THASSOS

Produced only on the island of Thassos in Northern Greece and therefore of limited production, Thassos olives, otherwise known as Throumba olives, are small, black, with a very thin skin and an exceptionally mellow flavor.



CHALKIDIKI

Grown and harvested on the Chalkidiki Peninsula of Northern Greece, these olives range in color from straw gold to golden green. Chalkidiki olives are invariably plump and meaty and offer a fruity, buttery and pleasantly sour flavor.



NAFPLION

Nafplion olives, otherwise known as Megaritikiki, are of a limited yearly production. Small to medium sized, this variety of olives has a firm texture, a slightly piquant taste, and a natural fresh aroma.



DAMASKINOELIA

Translated as “plum-olive” because of its big size often exceeding 20 gr. per piece, damaskinoelia is a golden blonde variety grown only in the valley of Argos. Known also as “donkey olives” or “hero olives” because of their extra-large size, they are remarkably meaty with a sweet taste.

**CURING METHODS
TO PLEASE
EVERY PALATE.**

In an effort to cater to the varied tastes of consumers around the world, we offer every possible curing method that every variety of olive can undergo. No matter which curing method is selected, the end products are table olives of a delectable taste.

NATURAL OLIVES

The least invasive curing method with the use of salt. Kalamon, Thassos, Chalkidiki, Amfissa, and Damaskinoelia olives can all be cured naturally with salt.

NATURAL CRACKED OLIVES

Cured naturally with salt after they have been cracked, Megaritiki olives acquire their best taste.

FERMENTED OLIVES

Treated in a diluted lye solution, Chalkidiki and Amfissa olives acquire a characteristic green-gold color.

OXIDISED OLIVES

First cured naturally with salt and then darkened through oxidation, Chalkidiki and Amfissa olives have an acquired dark black color.

PASTEURIZED OLIVES

For customers used to a less salted product, Green Chalkidiki, Black or Green Amfissa, and Kalamon olives can be cured with less salt and then packed in varnished cans and pasteurized at 70-90°C.

DRIED OLIVES

First cured naturally with salt and then dried in an oven, Chalkidiki, Amfissa and Kalamon olives acquire an intensified taste.

**A GREAT
VARIETY OF FORM
TO COVER
EVERY CONSUMER NEED.**

Whether used at home, in a bar, at a restaurant or in a catering establishment, Latrovalis Olives are ready to use since they can be found in every imaginable form.



WHOLE

Cured naturally with salt after they have been cracked, Megaritiki olives acquire their best taste.



PITTED

With the pits carefully extracted and ready to eat effortlessly or use in food preparation where olives play a leading role.



SLICED

Ready sliced for pizza toppings and recipes where olives play a more discreet role.



STUFFED

Pitted and stuffed with pepper paste, natural red pepper, jalapenio, almond, garlic, lemon, orange, Latrovalis Olives are raised to a whole new level.



PASTE

Crushed carefully into a tapenade, Latrovalis Olives are ready to use by the most distinguished epicures.

**A GREAT VARIETY
OF PACKAGING
TO COVER
EVERY MARKET NEED.**

We realize that packaging needs vary as widely as the markets themselves, and therefore we are ready to cater to each and every one of them.

METAL TINS

With two varieties of 20lt and 9lt.

PLASTIC BARRELS

Cylindrical variety of 19lt, 8lt, 5lt, 3.3lt, and a square variety of 8lt.

PLASTIC TUBES

With varieties of 10.5lt and 5.1lt.

PET

Flexible varieties of 0.7lt, 1.5lt, 3lt, and 5lt.

VACUUM BAGS

Flexible varieties of 200g, 500g, 1Kg, and 3Kg.

PASTEURIZED TINS

Covering a range of gross weights including 455g, 900g, 2.07Kg, 4.65Kg, and 9Kg.

PASTEURIZED GLASS JARS

Our signature glass jars at 420ml.

PACKAGE	WHOLE OLIVES	PITTED / SLICED OLIVES	STUFFED OLIVES	PIECES	CARTONS / UNITS / SWP	CARTONS / UNITS / SWP
	WEIGHT in kg GROSS WEIGHT / DRAINED WEIGHT	WEIGHT in kg GROSS WEIGHT / DRAINED WEIGHT	WEIGHT in kg GROSS WEIGHT / DRAINED WEIGHT	PER CARTON OR PER SWP	PER PALLET (1000x1200 mm)	PER PALLET (1200x800 mm)
PET 5lt	5,46 / 3	5,46 / 3	5,46 / 3	2	75	54
PET 3lt	3,31 / 2	3,31 / 2	3,31 / 2	3	70	65
PET 1,5lt	1,7 / 1	1,7 / 0,9	1,7 / 1	6	72	70
PET 0,7lt	0,86 / 0,45	0,86 / 0,4	0,86 / 0,45	12	70	64
METAL TIN 20lt	20 / 13	20 / 10	20 / 12	-	60*	45*
METAL TIN 9lt	9 / 5	9 / 4	9 / 5	-	120*	100*
PLASTIC TUBE 10,5lt	11,63 / 7	11,63 / 6	11,63 / 7	-		65*
PLASTIC TUBE 5,1lt	5,55 / 3	5,55 / 3	5,55 / 3	2	72	54
PLASTIC BARREL 19lt	20 / 13	20 / 10	20 / 12	-	60*	45*
PLASTIC BARREL 8lt ROUND	8,8 / 5	8,8 / 5	8,8 / 5	2	40	40
PLASTIC BARREL 8lt SQUARE	8,8 / 5	8,8 / 5	8,8 / 5	2	60	40
PLASTIC BARREL 5lt	4,85 / 3	4,85 / 3	4,85 / 3	2	60	50
PLASTIC BARREL 3,3lt	3,72 / 2	3,72 / 2	3,72 / 2	3	56	52
VACUUM BAGS 3Kg	3	3	3	2	88	80
VACUUM BAGS 1Kg	1	1	1	4	56	90-105
VACUUM BAGS 500g	0,5	0,5	0,5	12	100	80
VACUUM BAGS 200g	0,2	0,2	0,2	15	120	70
θερμικά επεξεργασμένα προϊόντα						
CONSERVA	9 / 5	9 / 4	9 / 5	2 per SWP	120 SWP	100*
CONSERVA	4,65 / 2,5	4,65 / 2	4,65 / 2,5	2 per SWP	126 SWP	175*
CONSERVA	2,07 / 1	2,07 / 0,9	2,07 / 1	4 per SWP	126 SWP	350*
CONSERVA	0,9 / 0,4	0,9 / 0,36	0,9 / 0,4	6 per SWP	200 SWP	1008*
CONSERVA	0,455 / 0,2	0,455 / 0,18	0,455 / 0,2	20	99	96
GLASS JAR 420 ml	0,68 / 0,23	0,68 / 0,21	0,68 / 0,23	20	77	56

* UNITS / PALLET | ** SWP = SHRINK WRAP PACKAGING

**WE WORK TIRELESSLY
TO PROMOTE
THE LATROVALIS BRAND.**



When our retail partners put our products on their shelves, they need to know that the products will sell. This is why we do all we can to establish our brand as one whose end consumers can have an overall exemplary user experience.

Our internet site is consumer-friendly. Your customers will be able to learn everything there is to know about the company that produces the olive products they enjoy.

We support olive.life, an internet blog all about olives, where consumers can get interesting facts about the health benefits and history of this veritable superfood, not to mention inspiring recipes in which they can enjoy their favorite kind of olive.

Latrovalis has an active presence in social media, where your customers can discover the latest developments of our company and its products.

We work both with and for our retail partners, so our marketing efforts do not reach out only to them but also extend towards their customers. After all, it is the end consumers who shape our long-lasting and trusted partnerships.



**WE ARE SERIOUS
ABOUT FAIR TRADE
AND CORPORATE
SOCIAL RESPONSIBILITY.**



We believe that in order for our company to operate with a sustainable business model we need to respect both the environment and the society that support us.

We pay farmers a fair price for their olives, which also gives us priority to the best quality olives.

We help to sustain our immediate environment by treating all the liquid waste we produce before feeding it into the local sewer system and we practice recycling consciously.

We contribute to local charities that help people in need. Sharing some of your good fortune with those less fortunate is a highly fulfilling practice.

All this gives us a genuine sense of purpose, helping us to work harder to produce a better product for your customers.



**OUR COMPANY
PROUDLY HOLDS
AN IMPRESSIVE ARRAY
OF CERTIFICATIONS.**



A truly international company, Latrovalis is certified from the most reputable organizations around the world so that our new customers can rest assured that we are a reliable provider.

We always operate above and beyond the standards presented in our certifications so we are open to providing any particular certification a customer might need.



Certificate of Conformity

Audit Date
01 Nov 2018

Re-audit due date
from 04 Oct 2019
to 01 Nov 2019

Certificate Expiry Date
13 Dec 2019

Certificate Number
C0169763

BRC Site Code
1574355

BRC Auditor No
207064

Date of Issue
11 Dec 2018

Awarded to:
LATROVALIS & CO

3rd Km. Serres - Nigrita
Serres
62100
Greece

Standard:
Global Standard for Food Safety
Issue 7: January 2015

Scope of Certification:

Selection, Processing (including maturation) and sorting of table olives whole, pitted, sliced, stuffed packed a) in brine in tins, plastic containers, b) in vacuum bags, c) dried and packed in tins and vacuum bags. Selection, Processing (including maturation and oxidation) and sorting of table olives whole, pitted, sliced, stuffed a) pasteurised, packed in brine in cans, laminated films and HDPE films, b) sterilised, packed in brine in cans.

Exclusions: None.

Product Category Number:
6: Prepared fruit, vegetable and nuts
11: Low/high acid in cans and glass

Audit Programme: Announced

Certification Grade: A

If you would like to feedback comments on the BRC Global Standard or the audit process directly to BRC, please contact enquiries@brcglobalstandards.com or call the TELL BRC hotline +44 (0)20 7717 5959. Visit the BRC Directory to validate certificate authenticity.

Signed on behalf of NSF Certification UK Ltd

Elsabe Matthee
Certification Director, NSF Certification UK Ltd



This certificate is the property of NSF Certification UK Ltd and must be returned immediately on request. To check its validity write to NSF Certification UK Ltd, Hanborough Business Park, Long Hanborough, Oxon, OX29 8SJ, UK. E: certificationuk@nsf.org



Certificate of Conformity

being an ISO/IEC 17065 accredited certification body for IFS certification and having signed an agreement with the IFS owner, confirms that the processing activities of

Assessment Date:
02 Nov 2018

Next Assessment Due:
From 07 Sep 2019
to 16 Nov 2019

Certificate Number:
C0169763

Date of Issue:
20 Dec 2018

Expiry Date:
27 Dec 2019

COID Number:
65383

Date and Place:
20 Dec 2018
Long Hanborough, UK

Certified Site:
LATROVALIS & CO

3rd Km. Serres - Nigrita
Serres
62100
Greece

Company Headquarters:
LATROVALIS & CO

3rd Km. Serres - Nigrita
Serres
62100
Greece

Product Scope:
5: Fruits and vegetables

Technology Scope:
D, A, B, C, E, F

Scope of Certification:

Selection, Processing (including maturation) and sorting of table olives whole, pitted, sliced, stuffed packed a) in brine in tins, plastic containers, b) in vacuum bags, c) dried and packed in tins and vacuum bags. Selection, Processing (including maturation and oxidation) and sorting of table olives whole, pitted, sliced, stuffed a) pasteurized, packed in brine in cans, laminated films and HDPE films, b) sterilized, packed in brine in cans.

Besides own production, the company has outsourced processes.

Exclusions: None.

meet the requirements set out in:

IFS Food Standard

Version 6.1, November 2017
and other associated normative documents

at Higher Level

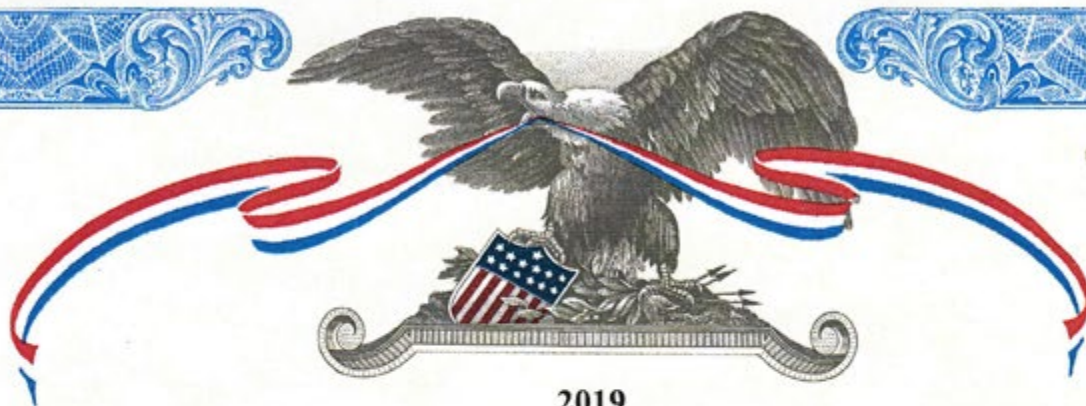
with a score of **97.94%**

Signed on behalf of NSF Certification UK Ltd

Elsabe Matthee
Certification Director, NSF Certification UK Ltd



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2019

CERTIFICATE OF REGISTRATION

This certifies that:

Latrovalis & Co
3rd km Serres-Nigrita
Serres, Serres. GR-621 24
Greece

is registered with the U.S. Food and Drug Administration pursuant to the Federal Food Drug and Cosmetic Act, as amended by the Bioterrorism Act of 2002 and the FDA Food Safety Modernization Act, such registration having been verified as currently effective on the date hereof by Registrar Corp:

U.S. FDA Registration No.:

13814535542

U.S. Agent for FDA
Communications:

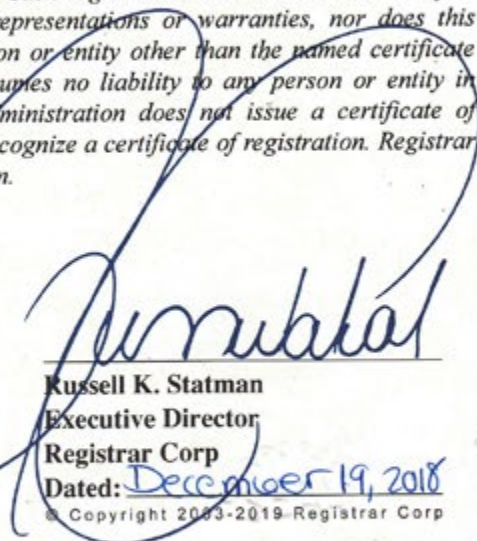
Registrar Corp

144 Research Drive, Hampton, Virginia, 23666, USA
Telephone: +1-757-224-0177 • Fax: +1-757-224-0179

This certificate affirms that the above stated facility is registered with the U.S. Food and Drug Administration pursuant to the Federal Food Drug and Cosmetic Act, as amended by the Bioterrorism Act of 2002 and the FDA Food Safety Modernization Act, such registration having been verified as effective by Registrar Corp as of the date hereof, and Registrar Corp will confirm that such registration remains effective upon request and presentation of this certificate until December 31, 2019, unless such registration has been terminated after issuance of this certificate. Registrar Corp makes no other representations or warranties, nor does this certificate make any representations or warranties to any person or entity other than the named certificate holder, for whose sole benefit it is issued. Registrar Corp assumes no liability to any person or entity in connection with the foregoing. The U.S. Food and Drug Administration does not issue a certificate of registration, nor does the U.S. Food and Drug Administration recognize a certificate of registration. Registrar Corp is not affiliated with the U.S. Food and Drug Administration.

Registrar Corp ★

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info@registrarcorp.com • www.registrarcorp.com


Russell K. Statman
Executive Director
Registrar Corp

Dated: December 19, 2018

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Q-CERT

ΠΙΣΤΟΠΟΙΗΤΙΚΟ/CERTIFICATE

QMSCERT, an accredited provider of third-party system certification organization for ISO 22000 food safety management systems and acting in accordance with the requirements of ISO 17021 for registrars attests that:

LATROVALIS & CO G.P.

**3RD KM. NAT. ROAD SERRES – NIGRITA
SERRES, GREECE**

with a scope of:

*Processing, Standardization, Packing, Canning
& Distribution of Table Olives*

has established a food safety management system that is in conformance with the principles of HACCP and the Food Management System Standard

EN ISO 22000:2005

July 24th, 2019

Certification Period Ending

July 25th, 2013

Initial Certification Date

July 25th, 2016

Certification Date

Category: E

For the QMSCERT Board

This certification is subject to Annual Surveillance Audits. The certification is valid (for three years) only if it is followed by the annual surveillance audits approval.

For information concerning the validity of the certificate, you can visit the site www.qmscert.com





Kosher Certificate תעודת כשרות

December 14, 2018

Balkan Kosher certifies that the following items produced by

Latrovalis Olives
in the facility located in Serres, Greece

are Kosher (except for Passover)
under the following conditions

- Bulk pack must be accompanied by the Balkan Kosher certificate.
- Retail packs are kosher even when not bearing the Balkan Kosher logo
- Kalamata olives must have a specific certificate with lot numbers issued by Balkan Kosher.

Black oxidized olives-Confites (Whole, Pitted, Sliced)
Kalamon/Kalamata olives (Whole, Pitted, Sliced, Quarters, Halves/Barchetta, Cut, Olive Pulp)
Green Olives (Whole, Pitted, Sliced, Stuffed, Cut, Cracked, Olive Pulp)
Black Olives Amfissis (Whole, Pitted, Sliced, Cut, Olive Pulp)
Blond Olives (Whole, Pitted, Sliced, Cut, Cracked)
Green olives cracked
Mixed olives/Olives Salad
Dried olives (Black Amfissis, Chalkidikis, Kalamon/Kalamata, Donkey olives/Damaskinoelia) with herbs
Dried olives (Black Amfissis, Chalkidikis, Kalamon/Kalamata, Donkey olives/Damaskinoelia) without herbs
Thassos olives
Green olives with oregano
Green olives with red pepper and red hot chilli flakes
Green and Kalamon olives mixed
Green olives stuffed with almond
Green olives stuffed with garlic
Green olives stuffed with natural red pepper
Green olives stuffed with green baby spicy peppers
Green olives stuffed with lemon
Green olives stuffed with orange
Green olives stuffed with jalapenio
Green olives stuffed with piri-piri

This certificate is in effect until 31 October, 2019

Rabbi Yoel Kaplan
Chief Rabbi in the Balkans





Kosher Certificate תעודת כשרות

December 14, 2018

Balkan Kosher certifies that the following items produced by

Latrovalis Olives

in the facility located in Serres, Greece

are Kosher for all year including Passover

under the following conditions

- Bulk pack must be accompanied by the Balkan Kosher certificate.
- Retail packs are kosher even when not bearing the Balkan Kosher logo
- Kalamata olives must have a specific certificate with lot numbers issued by Balkan Kosher.

(Conditions For Passover)

- The Balkan Kosher label (sticker) must state that the product is kosher for Passover on each container
- Rabbinical Supervision is required
- AND a Letter of Passover Certification for each production run must accompany each shipment.

Kalamata
Black Natural
Baked (dried)
Green
Blond

This certificate is in effect until 31 October, 2019

Rabbi Yoel Kaplan
Chief Rabbi in the Balkans



**LATROVALIS
HAS AN ACTIVE PRESENCE
IN THE MOST IMPORTANT
INTERNATIONAL
FOOD SHOWS.**

We travel the world to bring our products close to consumers of various markets. By participating in the largest international food exhibitions we keep close touch with our long-lasting partners and we have an opportunity to pursue partnerships with new companies around the world.



Foodexpo
Athens
16-18 March



MAY 2018
PLMA's WORLD OF
PRIVATE LABEL
AMSTERDAM
29-30/5/2018

PLMA
Amsterdam
21-22 May



Summer Fancy Food Show
New York
23-25 June



TASTE THE FUTURE
COLOGNE, 05.-09.10.2019



Anuga
Cologne
5-10 October



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www.latrovalis.eu