



translating your path

Index

Welcome to Elba Trade Solutions	page 04
About us	page 05
Our Expertise & Services	page 07
Our Core Expertise	page 08
Our Service Options	page 09
Sourcing for U.S. Companies	page 10
360 ° Consulting for Exporting to the U.S. Market	page 11
Single Subject Consulting	page 12
Single Services	page 13
Diploma Classes & Single Subject Training	page 14
Retainer Agreements	page 15
Contact	page 16



About Elba Trade Solutions



Welcome to Elba Trade Solutions

With over 30 years of expertise in importing and distributing premium packaged foods and fine wine to the U.S., we are your trusted partner in navigating this complex regulatory and commercial landscape.

Our expertise includes sourcing, negotiating, marketing, labeling, and compliance for products sold into the U.S. market.

Elba Trade Solutions offers end-to-end project support or assistance with single aspect of market entry. From developing and sourcing a product to ensuring compliance with labeling and packaging requirements, we help you navigate the commercial and regulatory challenges of the U.S. market.

We also assist with price structure, identifying target clientele and distribution model, enabling you to make informed decisions for your product placement. We walk you through the pitfalls of the U.S. food and beverage market, how to avoid them and how to be ready for the opportunities the U.S. market provides.

Whether you're a seasoned exporter, a U.S. merchant or new to this market, our team provides a clear path for bringing your products to market in a commercially viable and compliant manner. Explore our services by contacting us for a free 30 minute conversation to begin your journey with confidence.



About Us

In 1994 our journey began with a deep passion for food, which inspired us to bring an Italian staple, balsamic vinegar, to the United States market. This journey was not without its challenges; we encountered numerous pitfalls and obstacles to profitability as we gradually expanded our range of imported products. However, each obstacle provided valuable lessons that helped us navigate the complex landscape of the food import industry.

Building on our love for food and wine and our drive for success, we have now expanded our focus to helping others. Leveraging our extensive experience and the lessons learned from our own challenges, we aim to assist both exporters, importers and US merchants in navigating the intricate process of introducing new products and brands to the U.S. market.

Our expertise spans the entire food and beverage production and import process, including product sourcing and development, import compliance for both food service, and retail. We have successfully collaborated with foreign governments to bring suppliers to market, launched single product companies and helped industry leaders. Additionally, we have launched our own brands as well as launching new food trends.

We are committed to helping you understand the necessary steps and expectations to avoid common pitfalls in marketing, compliance, and commercial operations. With our guidance, you can confidently establish your products and brands in the U.S. market.

Our team has skills and experience from marketing, purchasing, project management, operations, compliance, design, sales and much more. We have backgrounds in law, sales, purchasing, consulting, teaching and management, giving every client assistance from a 360-degree view of creative thinking.



Our Expertise & Services

Our Expertise & Services

Elba Trade Solutions was established to support foreign suppliers in exporting to the U.S. and to provide U.S. merchants with access to quality foods and wines for the domestic market. Our mission is to help producers build a strong, sustainable presence in the U.S. while assisting retail and food service businesses in sourcing and preparing the products they need for success.

We help suppliers through the whole process from registration with DUNS and FDA to strategic planning to enter the market.

We serve as the sourcing extension for U.S. companies that lack the capacity or expertise to successfully execute a new sourcing project, develop a product, or establish a product line. By outsourcing your project to us, you gain access to a dedicated team with over 30 years of experience, ready to manage every aspect seamlessly.



Our Core Expertise

A – Sourcing, product development and import for U.S merchants

B – Strategic planning and market entry, 360° project management for foreign suppliers

C – Pricing strategy, distribution models and marketing

D – Import support, from customs clearance to logistics

E – Foreign supplier registrations & agent agreement

F – Food safety and compliance

G – Labeling compliance & packaging design



Our Service Options

01 – Full service product sourcing. We source and supply a fully compliant product, tailored to your specifications and ready for seamless import.

02 – Full service project deliverables. We register your Company and make a full plan for compliant entry of your products into the U.S. market.

03 – Single subject consulting. We provide clear, expert guidance on sourcing, exporting, and importing packaged foods and wine.

04 – Single service projects such as registrations and renewals, agent service, customs clearance and logistics.

05 – Diploma classes in export to the U.S. levels 1, 2 and 3. In-person or online and specialized group/individual classes.

06 – Retainer services. Let us be your extended export department or import / sourcing agents.

Sourcing for **U.S. Companies**

We serve as an extension of small and large U.S. companies seeking new food and wine products but lacking the experience or personnel to manage sourcing effectively.

Our team provides expert guidance in product development, specification building, and pricing structure while leveraging our global network of foreign suppliers to find the right products. For clients requiring large-scale sourcing, supply chain development, or trend-driven product innovation, we travel on their behalf to ensure successful outcomes.



360° Consulting for Exporting to the **U.S. Market**

Elba Trade Solutions was created to assist foreign suppliers export to and U.S. merchants to get access to foods and wine for the U.S. market. To help producers get established in a successful and sustainable way, selling products in the U.S. as well as helping U.S. retail and food service source and prepare products they need for their business.

We help suppliers through the entire process, from registration with DUNS and FDA to strategic planning to enter the market. We are also the sourcing extension for U.S. companies that do not have the capacity or the experience to effectively execute a new sourcing project or build a product or product line. Outsource the project with us and you will have a full team with 30+ years experience to handle it all for you.

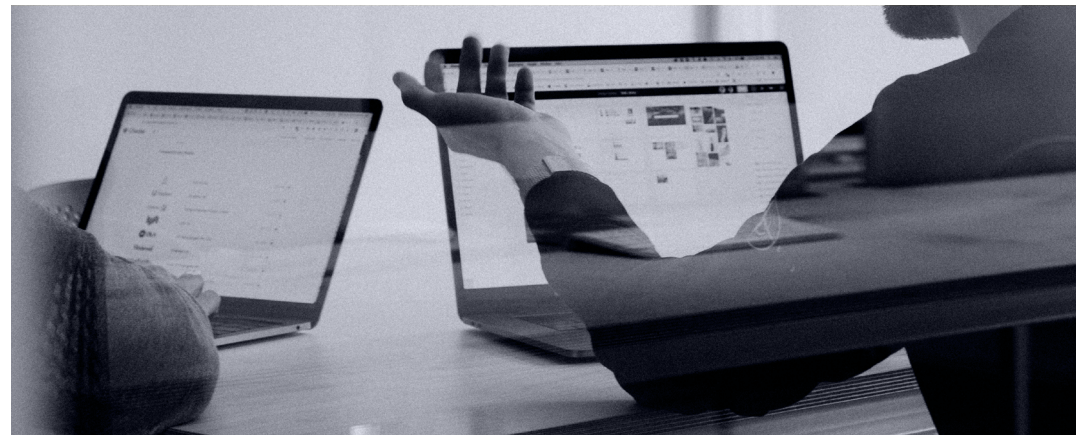




Single Subject Consulting

Our team has extensive experience and expertise in various areas, including sourcing, importing, marketing, planning, and design.

We offer consultations on any specific subject or detail you need assistance with. Whether you require a quick update on product pricing, advice on the best design, or a list of permissible label claims, we are here to help.



03



Single Services: Registrations, Freight Forwarding & Clearing, Compliance Review, Registered Agent & Renewals

Elba Trade Solutions provides comprehensive support for your entry into the U.S. market. We handle DUNS, FDA, and Qualified Facilities registrations, serving as your FDA-registered agent to ensure timely renewals and compliance with evolving regulations.

As your trusted partner, we keep you informed of industry changes and requirements. Additionally, we manage shipping, customs clearance, regulatory compliance, and the distribution of orders or sample shipments from our partner facilities-all with full compliance and temperature control.

04



Diploma Classes & Singles Subject Training

We offer a comprehensive 3-level training course on How to Export to the U.S. This course will guide you from the very beginning, helping you prepare your company to be compliant and ensuring your product meets legal requirements. You'll also learn how to make an offer and choose the right distribution methods for your business.

Each course level covers all the necessary steps to successfully export to the U.S. and maintain ongoing success in the market. At the end of each level, there is a final exam, and upon successful completion, you'll receive a diploma. These classes will provide you with a solid foundation to lead your company in exporting products to the U.S.

05



Retainer Agreements

For companies with smaller export and compliance departments or those seeking specialized expertise across multiple areas, we offer tailored retainer services.

Acting as an extension of your team, we provide support whenever needed—whether for a single inquiry, a special project, or assistance with a new client request.

With our experienced professionals at your disposal, there's no need to expand your staff—we seamlessly integrate to help you navigate challenges with ease.





translating your path

Contact Us

contactus@elbatradesolutions.com

ELBA TRADE SOLUTIONS INC.
USA Office:
57 Stirling Rd
Warren, NJ 07059, USA

Southern Europe Office:
Localita Le Caviere
S.P. di San Piero e Sant'Ilario
Comune di Campo nell'Elba
Isola D'Elba, (LI) 57034, ITALY

Northern Europe Office:
Gerlachs Gatan 6B
212 19 Malmo, SWEDEN