

# COMPANY PROFILE



# About Us

Established in 2008, with at least four Apulian companies as suppliers, DO&TO Ltd. started its journey, and kept high target over the years, importing and selling items as food, drinks, detergents and essentials. Thanks to our partners, we were able to supply some of the largest distributors operating in Zambia and Southern Africa, like: Shoprite, Pick 'n Pay, Game, Choppies, Lodges and Restaurants for the last 17 years.

During this time, items like Riscossa Pasta, red wine Grifo - Nero di Troia and sparkling wine Prosecco Fabiano, has become highly sought-after by Zambian consumers, and this is our biggest credit.

Most of our products are rigorously from Italy, with 80% being from the South region. Jac's wines are exceptions.

DO&TO philosophy is about supplying the best of Italian products available at a reasonable price, building reliable and effective relationships with our customers, as they are the reason we exist.

The way we gain competitive advantage is by studying consumers needs and wants everyday. Then trying to satisfy the demand finding out new quality products and to delivery them in the shortest time possible.





## **Vision**

Italian food becomes a « must to have » for Zambian people.

## **Mission**

DO&TO as reference supplier of Italian products for food retailers.

## **Value**

Provide the best Italian quality at the shortest time possible, with accuracy, fairness and courtesy towards the customer.



# Our Products

- Pasta
- Olive oil
- Cheese
- Tomato sauces, Pesto
- Pickles
- Pandoro, Panettone
- Balsamic vinegar
- Wine
- Liquors
- Water
- Soft drinks
- Coffee
- Detergents
- Essentials





## Procurement & Storage

All goods coming from Italy, now even from South Africa, are stored in the new building «CASA DO&TO».

After being offloaded in the bonded warehouse, all stock is inspected by ZRA and any other relevant agency like the Zambia Compulsory Standards Agency (ZCSA). Once inspection is done, the stock is then moved to the main warehouse for being processed and delivered.

# Delivery service

The delivery team ensure to provide the best service to our customers, both retailers and final consumers, meeting their delivery terms and conditions.

Drivers and sales operators work in close contact with the management. They gather information about customer behavior, later analyzed by the head office, in order to build monthly forecast for procurement.



# BEST SELLERS:

## WINE

GRIFO Red Wine  
**NERO DI TROIA**  
750 ml & 3Lt. - 12,5°



PROSECCO  
**FABIANO**  
750 ml - 11°



# BEST SELLERS: OLIVE OIL

## LUGLIO Extra Virgin Olive Oil 1L

Is obtained by the first cold pressing of mature olives cultivated from Bari Province.



## PIETRO CORICELLI Extra Virgin Olive Oil 1L

The well balanced and intense flavor makes this oil mostly used in the Italian household and in the world.





# BEST SELLERS: PASTA



RISCOSSA  
**LASAGNE  
ONDULATE**  
500g



RISCOSSA  
**SPIRALI**  
500g



RISCOSSA  
**SPAGHETTI**  
500g

Long pasta riscoffa made out of semolina and hard wheat. Good Italian pasta since 1902.



**ASTORIA**  
WINES



New DO&TO partner is **ASTORIA**. Founded in 1987, Astoria is well-known for its artistry in producing Prosecco, certified as DOCG. It has origin in 'Tenuta Val de Brun', nestled in the scenic Prosecco hills, a unique landscape recognized as a World Heritage by UNESCO in 2019. Official sponsor of Giro d'Italia (cycling) from 2012.





## Giving Back to the Community

Every year, DO&TO Ltd. gift food to multiple organizations, such as:

- “Mother Theresa” orphanage;
- S. Egidio Community;
- Institute Sister of Maria Bambina;
- Salesian Institute “City of Hope”;
- Chilanga compound; Cheshire’s Home.

Moreover, we are now involved in the restoration of **Lilay’s primary School**, as main project promoter.

This is our way of giving back to Zambian community for daily supporting DO&TO Ltd.

# ORGANISATION CHART



**Director**  
Donato Elicio



**Director**  
Antonino Sciarrino

▶ **HEAD OFFICE**



**Manager**  
Joe Chunga

▶ **OPERATIONS MANAGER**



**Administration Assistant**  
Namukale Nkonga



**Delivery Manager**  
Mwate Sinkala

▶ **COORDINATORS**



**Driver**  
Morris Chanda



**Driver**  
Bornwell Muzwakachana



**Merchandise Manager**  
Autry Nanga

▶ **OPERATORS**

# For the future...

- To set up new distribution points in different districts of Zambia
- To launch DO&TO's outlet in Zambia
- To provide the best service to all new customers entering the Zambian market
- To establish new DO&TO branches in other countries of Southern Africa



# CONTACT US

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