

“A bridge for agrifood trade” is an initiative of the Italian Ministry of agricultural, food and forestry policies with Borsa Merci Telematica Italiana S.c.p.A. The initiative aims to present to the institutions of African and Mediterranean Countries the instruments implemented by BMTI S.c.p.A. for the development and transparency of agrifood markets

The International Online Market – IOM

In order to prevent disputes between the parties, it is a good practice to define in detail and in advance the conditions that will govern a contract. This is particularly true for business relations between companies from different countries. Since there is not an international law for trade, problems and misunderstandings may easily occur. This because companies are naturally accustomed to operating according to their national law and local practices.

In order to facilitate the matching of demand and supply of agrifood products between companies from different countries, BMTI S.c.p.A. created a regulated online platform to trade agricultural and agrifood products: the International Online Market-IOM. It is based on the rules and practices of the international trade. Among the advantages of the IOM we can find: easier access to foreign markets for SMEs, clarity and standardization of the negotiations, improvement of market transparency.

Capacity building

Developing commodities exchange, analyzing and monitoring markets, providing standard contracts are only some of the competences that BMTI S.c.p.A. has developed over the years and that can be shared with the institutions of other Countries.

BMTI S.c.p.A., the management company of the Italian Online Commodities Exchange, is a non-profit company of public interest owned by the Italian Chambers of commerce. It was established by the decree of the Italian Minister of Agricultural Policies n.174/2006 with the aim of introducing innovation among the already existing commodity exchange system, in order to support the Chambers of commerce in their tasks connected to market regulation, market monitoring and enhancement of transparency.

Activities of BMTI S.c.p.A.

- Organization, development and management of the online trading platform of the Italian Online Commodities Exchange
- Drafting of analysis and studies to disseminate, understand and monitor price trends and market dynamics, using the rich information asset deriving from: the wholesale price database of the Chambers of commerce, BMTI’s negotiations, the data daily collected by in the Italian wholesale markets and the significant network of contacts with the operators of the various markets
- Support to the Italian Ministry of agricultural, food and forestry policies and the Ministry of economic development in their activities for the improvement of trade transparency
- Support to the Italian Chambers of commerce in their activities of monitoring, regulation and transparency of markets
- Implementation of training session and capacity building for institutional partners and operators in the field of market development and transparency