

## Business Offer

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# Manufacturing of sweet confectionery

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## Summary

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*A company from Western Poland specialised in manufacturing of sweet confectionery is looking for trade intermediaries (mainly distributors) and would like to become outsourcer or partner in joint projects.*

**Reference** BOPL20140903001

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## Details

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### Description

A company from Western Poland is specialised in manufacturing of sweet confectionery. The company is one of the biggest sweet confectionery manufacturers in the region (also well recognised in Poland). The company has also been the leader in almond paste (marzipan mass) processing in the Polish market for 12 years (it processes over 40 tonnes of almond paste monthly). Currently the company's offer comprises 27 products. Main assortment groups are:

- chocolate boxes,
- pralines,
- marzipan products,
- cakes.

What differs the company from others in the branch is that the company operates under its own brand but acting on special demand of the clients it is possible to manufacture sweets to be sold under the clients' brands. These two types of co-operation are very convenient for both the company and its co-operation partner.

The company is looking for trade intermediaries, mostly distributors of the products. The ideal partner should be experienced in dealing with and handling this type of products. The desired potential partners could be individual distributors but also retailer chains and wholesalers. The company would also like to be an outsourcer of their products in joint projects such as promotion campaigns, where one of the promotion action (or product) would be sweet confectionery.

### Advantages and Innovations

The company's wide range of products is based only on the highest-quality natural ingredients (national and imported). For chocolate products the company uses three types of high quality chocolate made by a well-known Belgian manufacturer. These are: dark chocolate, milk chocolate and white chocolate. The company ensures high quality of the products which is certified by European nutrition standards according to HACCP, IFS, BRC (Leaders in quality policy and quality certificates in the food branch) and other EU standards concerning food industry. What is more, the company was awarded with Superior Taste Award in 2011, an award granted by the International Institute of Taste and Quality in Brussels. Another advantage is that

the company is still developing by e.g. making the products of higher and higher quality and by constantly making the range of products wider.

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**Open for EOI :**    **Yes**

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## Client

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### Languages Spoken

English  
German  
Polish

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## Partner Sought

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### Type and Role of Partner Sought

The company expects from potential partner interest in the offered (company's) products and willingness to establish long-term cooperation

### Type of Partnership Considered

Distribution services agreement  
Outsourcing agreement