

Business Offer

An Estonian leading manufacturer of frozen organic bakery products is looking for partners.

Summary

An Estonian manufacturer providing frozen high quality bakery products to retailers, wholesalers, HoReCa sector and to its own café chain is looking for agents and distributors (wholesalers and retailers) in Europe (Finland, Sweden, Germany) and Asia (Japan and China). Also subcontracting opportunity is envisaged.

Creation Date	17 June 2015
Last Update	18 March 2016
Expiration Date	04 August 2016
Reference	BOEE20150617001

Details

Description

The Estonian bakery company was founded in 1995. They are today one of the biggest bakeries in Estonia, producing pastries (Estonian style pies with different vegetable fillings, Scandinavian sweet buns and semi-finished products such as puff pastry) for domestic and international retailers and wholesalers. The production range is up to 10 different pastries.

They are looking for agents and distributors (wholesalers and retailers) and also offering their subcontracting opportunities in Europe, but mainly in Finland and Sweden. They are planning to start export to Germany, Japan and China as well in the near future. Although other European and Asian countries could be under consideration.

They have been the frontrunner of bringing new pastries to Estonia ever since the establishing of the company and been active in developing new products with traditional ingredients but new forms. In recent years they have been focusing to develop sour dough products.

The products range is divided into two categories: bake-off and doughs. Assortment includes classical European pastries such as rolls, but also Estonian specialities such as cabbage pie, also doughs i.e. puff pastries, gingerbread dough.

In the past two year, they have significantly increased exports to Scandinavian countries. They hold certificates ISO 22000:2005 (Food safety management systems); Awarded many times with high quality product prizes, also they are Member of Estonian Chamber of Commerce and Industry and Estonian Food Union, Estonian Bakers Union and Bread Union.

They hold rights to produce products under label Lotte, which is a character from the same name animation movie.

Advantages and Innovations

The company uses modern high technology equipment for bakery production, short delivery (due to their flexibility), and proved Scandinavian level of quality with ISO 22000 certificate. They are capable of providing special and individual solutions based on client needs. All

products are under quality control.

In recent years the company have been focusing on developing sour dough product. Currently they have 10 products in the list; some are doughs, some pasties and buns.

They take environmental impact of their work very seriously and take utmost care to preserve their natural environment by recycling, minimising the effects of waste and refuse and minimising using substances that pollute the environment. They operate in compliance with the strict requirements of ISO 22 000 standards (Food safety management systems). They employs specialists in the fields of production, quality and production control.

Technical Specification or Expertise Sought

They are looking for agents and distributors (wholesalers and retailers) and offer subcontracting opportunities.

Stage of Development

Already on the market

IPR Status

Patents granted, Trade Marks, Exclusive Rights

Comment Regarding IPR status

The company has rights to produce products with locally well-known character from an animation movie Lotte.

Keywords

Market

07003002

Health food

07006

Other Consumer Related (not elsewhere classified)

NACE

C.10.7.1

Manufacture of bread; manufacture of fresh pastry goods and cakes

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Agrofood

Restrict Dissemination to Specific Countries

China, Finland, Germany, Japan, Sweden,

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1995

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ISO 22000:2005

Languages Spoken

English

Client Country

Estonia

Partner Sought

Type and Role of Partner Sought

Company is planning to expand to foreign countries is looking for reliable partners in HoReCa sector with large contact network. They are looking for agents, who will find customers and negotiate sales on company behalf. Agent is expected to have good contacts with local networks and willingness to act as a local key contact for the company. The distributors (wholesalers and retailers) could arrange the distribution of company's products abroad. Potential distributor is expected to introduce and promote production into the market having full marketing materials. They offering subcontracting opportunities for frozen bakery products.

Type and Size of Partner Sought

SME 11-50, SME <10,251-500, SME 51-250

Type of Partnership Considered

Distribution services agreement

Subcontracting

Commercial agency agreement