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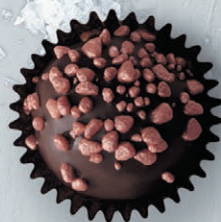
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INTERVIEW

Robert Okoński, Sales Director, Wawel	5
Ewa Kalembe, Export Director, Mieszko.....	12
Representative, Magnat	16
Teresa Mroczek-Krupa, Commercial Director, ARGO	18
Anna Bakun, Commercial Director, Pol-Foods	24
Joanna Gąsiorowska, President of the Management Board, Rarytas.....	25

POLISH FOREIGN TRADE

Polish foreign trade in sweets market.	28
--	----

INTERVIEW

Wojciech Rytteł, Marketing Director, PPH MAXPOL	42
--	----

POLISH FOOD COMPANIES 46

DISCOVER POLISH PRODUCTS 52

LIST OF POLISH EXHIBITORS 58



TOMASZ PAŃCZYK

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Information provides opportunities

According to Foreign Agricultural Markets Monitoring Team the export of Polish sweets noticeably grew by 10.2% to 369.2 thousand tons and import has increased even by 10.9% to 208.3 thousand tons in 2015. It shows constant development of sweets' market in Poland and flourishing intercontinental cooperation.

This issue is devoted to you as an essence and useful knowledge compendium of Polish confectionery market and its trends toward international trade. Here, you may also find information on the greatest confectionery companies from Poland.

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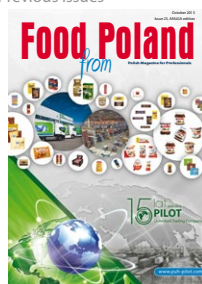
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Previous issues



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The wide range of Wawel products corresponds to the various needs of foreign clients. What do they expect from Polish sweets?

Our company's products delight our clients with an exceptional taste and innovative packaging – we are getting positive feedback not only from our clients in Poland, but also from those living abroad. I can proudly say that the interest of potential foreign clients in our products is permanent and it is growing all the time. We owe this to several factors on which we have bet on for years, namely paying attention to the quality, carefully creating recipes and using good ingredients for our products. These are our priorities and that's what makes the Wawel brand sweets recognized by connoisseurs from around the world.

Which products can be considered as the export hits of Wawel?

It depends on individual markets, because we have a very wide portfolio and we manage to meet the expectations of many different markets. Clients in the Arab countries love Tofflairs and Choco & Fruity, on the other hand Hungarians prefer sugar-free chocolates. In Great Britain the supreme Choco & Peanut reigns. Increasing popularity worldwide gain our Fresh & Fruity jellies – juicy, fruity, great during hot days thanks to individual on-the-go packaging. Thanks to a wide range of our products we can boldly say that we have an offer for each region in the world.

We should not forget about some commercial tools which have lately become very popular and have played a significant role in strengthening Wawel's position in the Polish market and abroad. I have in mind the Pick & Mix Project for bulk sales. It is a system of special display sets located in stores which enables customers to create their own favourite mix of candies, any taste and quantity. This innovative approach to bulk sales is very successful both in small shops and in big supermarkets and for this reason it is so popular. We are proud to have an opportunity to offer it to our distributors and clients.



Robert Okoński, Wawel SA Sales Director

What was 2016 like for the Wawel company in terms of foreign expansion?

Very good. Our participation in fairs in Cologne, Amsterdam and Dubai allowed us to win new customers. China, Korea, Serbia and Saudi Arabia – these are the examples of new markets where Wawel started its activities in 2016. Last year we were consistently expanding our distribution in the company's key markets, where the dynamics was above 30% YOY. We are constantly developing new projects which shall allow us to continue our dynamic development, also outside Poland.

Will 2017 be as intensive? What are the Company's goals for the nearest future?

We will not slow down the pace. In 2017 we will complete the investments in progress and shall open new production lines which will allow us to boost sales, thanks to both the increase of production capacity and the introduction of new brands and products to our offer. Maintaining a double-digit dynamics in export, acquiring new customers and opening new markets are our goals and priorities. We have faith and a good plan to close 2017 with a successful result and a big dynamics of growth.



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Colian

Colian is strong both in Poland and on foreign markets

Colian is one of the biggest Polish sweets producers. The company's brands are highly recognised and popular on the domestic market, and they are more and more often bought by foreign consumers, who value the great flavour, high quality, and original recipes of the products offered by the company in over 60 countries.

Colian successfully competes with big international conglomerates that dominated the Polish food market and other global markets. The company's portfolio includes such famous and popular Polish brands as: Goplana, Solidarność, Jutrzenka, Grzeński, Familijne, Jeżyki, Akuku!, Mella, Appetita, Hellena and Siesta. Consumers may choose from delicious chocolates, chocolate products, candies, pralines, impulse wafers, family wafers, cookies, chocolate covered dried fruits, jellies, jelly beans, spices, confectionery ingredients, carbonated and non-carbonated drinks and dried fruits. You can buy them on all continents.

The company has been manufacturing excellent sweets, drinks, and spices and delivering them to the most distant corners of the world for many years. It exports its products to over 60 different countries, which proves both its high production capacity and high quality and excellent flavour of its products. It also proves that its broad product portfolio is the answer to diversified consumer needs and preferences.

The company's export strategy is based on sales growth and continuous strengthening of its market position on the present markets as well as conquering new markets. Colian's priorities include high product availability in points of sale, higher distribution and diversification. The company's foreign expansion is based mostly on the export of its flagship products and brands, their foreign equivalents sold under global brands, and also brand new customised products, which take into account the preferences of consumers in particular countries. Products adjusted to the needs and expectations of export markets are for example spices dedicated to the Mongolian market or chocolates exported to Brazil, China, Mexico or the United States. Aware of both cultural and formal barriers, Colian adjusts its trade negotiations local standards. The company has been awarded Halal certificates and other certificates confirming high quality of its products and the high standards of its operation.

The biggest recipients of Colian's sweets are: United Kingdom, Germany, Spain, Israel, United States, Mongolia, Russia, Brazil. Dynamic sales growth has been recorded recently on Far Eastern markets, in Israel, Algeria, China and South Korea. Colian cooperates both with local distributors and directly with retail chains such as Asda, Auchan, Carrefour, Casino, Cencosud, CL, Hofer, Jeronimo Martins, Kaufland, Lidl, Makro, Maxima, MX, Norfa, Pao de Acucar, Relay, Rivona, Tesco and Walmart.

The company's products available abroad include among others: Family's – crispy wafers with eight different filling flavours; Alibi – a combination of a biscuit, caramel, hazelnuts, and puffed rice, Mella – delicate and refreshing jelly with fruit juice covered with milk chocolate or L'amour, Chocolate Creations – chocolates with velvet cream filling. Colian's products are more and more appreciated by consumers all over the world. For example, Śliwka Nałęczowska w czekoladzie is a best-seller in Hong Kong, different Chinese provinces and North America, and Family's wafers sell well in the UK.

In 2016 Colian acquired an English producer of premium sweets - Elizabeth Shaw Limited – whose brand portfolio includes Elizabeth Shaw and Famous Names chocolate product brands. Elizabeth Shaw offers excellent chocolate boxes and bars. Its flagship products are Mint Crisp, which is a combination of high quality chocolate and mint, Orange Crisp, with orange flavour, and Salted Caramel Crisp with sweet and salty caramel. The brand Famous Names is famous for its chocolates filled with popular liquors - Famous Names Signature Collection.

The purchase of Elizabeth Shaw Limited was the effect of consistently implemented strategy of Colian's growth on foreign markets. Acquisition of famous brands strengthened the company's potential and helped premium brands enter new markets. Colian's rich and diversified offer includes something exceptional for everyone.



MIESZKO

PRALINES

The world fell in love
with Mieszko sweets,



Ewa Kalembe,
*Export Director
at MIESZKO S.A.*

How do you perceive year 2016 for Mieszko? Could you please reveal the most important moments for the company for this year?

2016 was a year of changes for Mieszko. We decreased our products offer by 30%, focusing only on the key brands and simplifying the processes, which should allow us to launch new, innovative products in the nearest future. Additionally we are building a modern warehouse in Gliwice, which will improve our customer service both in Poland and abroad.

Despite many challenges we are reaching the sales increase of our branded products.

Which international markets are more open to polish sweets? Which products from Mieszko portfolio are most popular among foreign Consumers?

Thanks to the wide variety of chocolate pralines, candies and wafers, we are able to meet the expectations of all our Partners. The diversity of Mieszko products definitely strengthen our competitive position. Being the leader in the category of cherries in liqueur in Poland helps us to place our Cherrissimo brand on the shelves in the Central and Eastern part of Europe. Mieszko is an expert in chocolate presents, therefore our offer of chocolate boxes has strong brands on the markets.

Amoretta, Chokoladorro and Magnifique are our most popular brands, which found many enthusiasts in various parts of the world and keep the bestselling position for many years. We also pay special attention to our Polish Consumers living in Germany, Great Britain, Ireland, USA and Canada, who have been faithful to such brands as Michaszki, Marcepan, Truffle, Krówki and Eukaliptus for decades.

We pay special attention during the process of designing the products to comply with the standards applicable in a given country – we are convinced that the taste, quality of ingredients, attractiveness of the packaging, which helps to express emotions, have to go along with Consumer products safety assurance. The combination of those parameters guarantee complete success.

What are the goals the company plans to achieve in the next few years?

Mieszko products are reaching Consumers in over 60 countries – on all continents. We are proud that our recipes meet the consumers' expectations all over the world, although we are all aware that the taste of sweets differs depending on the location. What we share are the tendencies in the food market industry which aim at finding natural ingredients. We are constantly working on the improvement of the recipes by selecting the highest quality of the raw materials. A measure of success in not only a good quality in competitive price but also innovativeness, which is constantly developed by our Research and Development Department.

We have defined the strategies adjusted to a given region and we are entering the new markets consequently. What is important to us is not only the presence on the market but also the brand awareness. The process is complicated and requires considerable investments. We understand that despite there is a common denominator for quality and origin of ingredients almost everywhere in the world, the justification of purchasing and the purchasing power could differs considerably.

What we believe as our competitive advantage is over 20-years of experience in export, which enables us to offer complex and professional customers service all over the world. Long lasting cooperation with international chain stores based also on private label projects encourages us to apply for bigger and more complicated projects.

What are the new products developments plans for 2017?

Consequently we will continue our strategy in 2017 and our offer will be developed towards "bringing Mieszko to everyday consumption". We will definitely not forget about special occasions, which are the key moments for our business. Being assured that life is worth tasting, we hope our Consumers will be delighted by what Mieszko is planning to offer in 2017.



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What is the awareness of FPH Magnat brands in foreign markets?

The Magnat company, present in the market for over twenty years, belongs to the segment of small and medium enterprises. For over 10 years it has been regularly developing exports with very satisfactory effects. It is hard to talk about the awareness and recognizability of the Magnat brand or brands of any other Polish company of a similar size in foreign markets because branding is not only about products' sale and distribution. This process is spread over time and strictly connected with the broadly understood marketing and advertising (media, promotions, sponsoring, etc.).

Surely, we cannot compare ourselves with the leaders of the Polish market in the sweets' branch whose brands, because of their production potential and marketing budgets, are strongly anchored in the consumers' awareness, but I think that compared to companies with a similar potential we are doing well. At present, we sell our production to over thirty countries on every continent, having almost fifty foreign business partners. So, it is safe to say that together with them, in small steps, we increase the recognizability of the Magnat brand.

What are the main directions of export sales?

The aforementioned information on the cooperation with almost the entire world has yet to be specified because among our business partners there are both companies with a large sales potential, and small companies which, hopefully, will grow together with us. Our biggest turnover is with the European Union, the United States and Russia. There are also some surprising countries, as it would seem, due to the temperatures people have there, such as Mexico, Singapore, Iran, Georgia, Armenia or Thailand. It has to be noted that our products do not like 'high temperatures'. We have some important partners in South Africa and Australia. Also, South America knows the taste of our chocolates.

The Magnat's flagship product are chocolates with cherries in liqueur. What are the sweet export hits?

Apart from our most recognizable product, cherries in liqueur, which are our main sales hit, it is hard to name another taste which would be equally accepted everywhere. The differences in taste in different markets are so different that it is hard to name an equally convincing favourite. It also depends on the legislation regarding e.g. alcohol content in chocolates, and on the traditions and culture in any given region of the world.

It is much easier to indicate our hits, taking into account forms and aesthetics of the packaging. For instance, Western Europeans and North Americans - above all prefer simple packaging with so-

phisticated aesthetics, made of paper. A small and subtle accent in presentation is well received. The 'Dream' series products are the leading products here: Cherry, Nut, Caramel, Vanilla and Advocat – a small, modest, sweet 'little something'.

In Eastern Europe and Asia – it is rather typical to gift pack with a richer graphic layout. The main sales hits in these directions are the following boxes of chocolates: My Sweet Cherry, Cherry Charm or Exclusive Collection and in metal packaging: Princess of Cherries, or with a 3D effect – Cherry Evening, Purple Magic, Magic Moments.

How will the export value change in the nearest future, compared to the whole revenue from sweets' sale in the company?

The current export share is significant, it is over 50%. This was possible thanks to our commitment in export development and the financial support we received from European Programs and from the Lower Silesian Marshall's Office. Obviously, we are still putting much effort to increase export in the following years. This year we are counting on a several percent rise, although many factors may hinder this. The political situation and the big change in the world's economy, uncertain foreign currency exchange rates, the fluctuation of raw material prices cool our optimism. However, it is not so dispiriting as to opt out in the participation in the next international fairs and stop improving the quality of our products. We are also intensively working on a new offer based on new tastes and out of the ordinary aesthetics in packaging, which should have a positive impact on the market.

Private label brands and individual packaging – how is this sales segment developing – in the domestic market and abroad?

We offer our customers an option to make products with private labeling. It is becoming a more and more popular form of cooperation in contacts with distributors and chain stores. Today, we provide products with private labeling mainly to our business partners from the European Union. Their share in foreign sales has reached the level of 17%, showing a rising trend. We are very open to cooperation, and are flexible, both regarding the packaging, its graphics, and minimum quantities which must be ordered in this format. Our experienced employees and suppliers (paper packaging print shops and manufacturers of metal packaging) can meet the most complicated challenges, offering all their knowledge and experience when performing projects. Implemented in 2003 the Integrated Quality Management System ISO 9001, 2000, HAC-CP, an annual certification since 2011 on the account of the IFS standard, or an audit by FDA - the American institution for Food and Drugs, give our partners a guarantee of quality and assures the safety of ordered goods. We do not have any problems with obtaining a certificate of kosherness, either. Taking this opportunity, we are looking forward to doing business with you.

SWEET IDEAS



www.magnat.com.pl



Teresa Mroczek-Krupa, Commercial Director at ARGO – producer of lollipops and candies – talking with Tomasz Pańczyk, the editor-in-chief.

25 years of presence and a continuous development in the confectionery market – this is a big source of pride for ARGO, a family business. What was the greatest challenge for the company during this period? What were the milestones in the business expansion?

Behind us we have 25 years of consistent and hard work. ARGO in the current shape is a sum of discipline, engagement and perseverance in the realization of strategic production and organizational concepts. The founder of the company is Leszek Argasiński but – as he himself often stresses – winning such a strong position in the market would not be possible without the support he got from his close family and loyal co-workers. In the 1990s we saw the emergence of a great number of companies many of which did not endure through time, market pressure, or the dynamics of change. ARGO also had its problems. However, what is interesting, all the past crises had only a motivational influence on the ARGO team and united it even more. Building such a solid and committed team is



Sweets made with love

a special source of pride for us. What is also vital is that ARGO throughout these years has not lost its family character, and only in a small percentage has introduced corporate standards of management. Thus, we have proven that it is possible to run a modern business while basing it on traditional family values and building its success on those values with a strong team. We are extremely proud of the fact that products of a family company from Łańcut, a town of some 18 thousand inhabitants, are present not only in Poland, not only in Europe, but also on other continents.

Delicious recipes, the highest quality, tasty ideas, affordable price, as well as a smile on children faces and satisfaction of parents – these are chief elements of the philosophy applied by ARGO from Łańcut...

...and they all make up an absolute crème de la crème of the philosophy we have been implementing in ARGO for almost a quarter of a century. A child's smile and parents' satisfaction are our priority target. This is the promise we keep by delivering to consumers tasty and safe sweets in affordable prices. For us quality is a pleasant requirement, the recipes – a thoroughly hidden secret, and the taste of our products is a loud answer to the wishes and suggestions of consumers with whom we regularly have an open dialogue. In order to meet the expectations of our consumers, both young and adult, we not only bet on a wide range of tastes, but the quality of our products is also important to us. Safe nourishment is one of the principal rules in our company. We observe this rule by using only natural colouring, aromas, fruit juices and vitamins to produce our sweets.

We also gradually expand our offer with pro-health products. This is the way we have been raising standards for 25 years not only for ourselves but also for other sweet producers.

The offer from ARGO is particularly targeted to children. Please tell us how you assure high quality and safety of sweets?

Our conscious approach to the issue of food safety is confirmed by the IFS Certificate on the highest level. Although we have been taking care of high standards in this scope for years, we do not stop developing them. We regularly expand our laboratory base and improve our internal quality control procedures. It is also worth mentioning that we cooperate only with reliable certified suppliers. It is all to assure our sole responsibility on the unquestionable safety of sweets from Łańcut.

“We have a series of investments ahead of us which shall allow us to increase our competitiveness in Poland and abroad.”

What is ARGO'S development strategy for the coming years?

We have a series of investments ahead of us which shall allow us to increase our competitiveness in Poland and abroad. At the moment we are on the final stages of project work which we will implement in 2017. As far as other plans of the company's development in the following years are concerned, we are strongly concentrating on expanding our portfolio with new surprising products. Our development strategy focuses also on modern communication. We are strongly engaged in actions aimed at improving our dialogue with consumers. Therefore, we use any opportunity to enable such a dialogue, e.g. through our presence in social media. Equally important for our development is the issue of permanently expanding business contacts. A strong position on the European market is not everything. Being aware of the very good quality of our sweets, we boldly blaze trails in various – also non-European – directions.

How important is export in your sales channels? What was the previous year like in terms of export? What are your export plans?

Indeed, export is a very important sales channel for us. Thanks to the regular development and expansion of our business contacts, we can boldly say that our products are already well-known in many places worldwide. We establish relations with foreign contracting parties, above all, during various fairs. It is worth mentioning that – as far as the European fairs are concerned – we have been participating in them regularly for years, and we constantly search for new events where we can present our products to companies from the farthest places of the world. Recently, we have acquired a new business partner from another European country. That is we have entered the Portuguese market. Only recently we have come back from Dubai. But it is not over. The next planned destinations where we are soon going are among others Iran, Japan and South Africa.

In conclusion – what is the present product portfolio of ARGO? Which products will be strongly developed and marketed in 2017? Can we expect new sweets categories in the offer?

At present in Poland, we are the only producer of lollipops filled with chewing gum (GUM POP) and candies in the shape of a bottle with fizzy fillings (COLA DROP'S & LEMONADE DROP'S). Soon, we intend to promote these products very strongly.

As far as our plans for the next year are concerned, we have an ambitious plan to modernize our portfolio, and this plan is already partially being implemented. We will remove several positions with the poorest rotation, and introduce new ones in their place. We can already say that those novelties will be a surprise not only for consumers, but also for our competition. For we plan to expand our offer with sweets which, as on this day, are not produced either in Poland, or even in Europe.

Thank you for the interview.





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With Anna Bakun, Pol-Foods Commercial Director, we talk about the high quality of Sotelli pastas, Italian production lines and brand promotional actions.

Sotelli pasta – healthy, because gluten-free? What else makes your pasta distinguishable in the market?

A basic feature of our pasta is its very high quality. Our product – Sotelli pasta is a synonym of very good pasta first, and only then a gluten-free pasta. We have carried out many analyses and tests in which our Sotelli pasta has proved to be the best among competitor products, leaders in the Polish and European markets. We have confirmation in consumer research that our pasta is very highly esteemed as regards to the taste, quality, time of boiling, viscosity, springiness and elasticity.

Sotelli pastas are first of all typical Italian style pastas. To achieve a high satisfaction level for the client, thanks to the best quality, we have invested a lot in Italian production lines from the Pawan company. An added value is the fact that our pasta is corn based. Our company's mission is, above all, for our pasta to reach a market position which shall be equal to that of wheat pasta. We would like the pasta to be generally available to all consumers. It is important that the whole family can eat one product, regardless of whether individual members tolerate gluten or not.

At present, corn based gluten-free pasta available on the Polish market, is at the highest price level. It is not available in all stores. Consumers are not educated about the values of pasta of this kind.

We want to teach consumers and change their approach to the product. Up to this time gluten-free pasta has been put on a super premium shelf. We want to completely divert the trends that function in the market. We really want everyone, whoever wishes to eat good pasta at an affordable price, to get this pasta.

Italian quality in the Polish version - what does it mean to consumers?

PolFoods®

First of all unrivalled quality obtained thanks to, among other things, our self-sufficiency. And by this we are distinguished from the competition.

We have opened a mill which produces cornflour. So, in fact, we are producing the raw material all by ourselves. Our pasta is made from two components, that is water and corn. So, in order to produce pasta we must have full access to the second ingredient, i.e. corn. Therefore, we have invested both in silos where we store corn, and a mill which gives us the main component of our product.

Thanks to this we can function with 'one mark-up' on the product and thus the price is much lower. The second element of the price is volume. I have not heard of such a big gluten-free pasta factory in this part of Europe. Thanks to large and efficient lines, we are able to compete with every producer.

Please, tell us about the Sotelli pasta offer – are you planning to introduce any novelty?

New variants of Sotelli pasta already appeared in January. These included several short and several long forms. We would like to open a line for filling pasta in the first quarter of this year. These include two big pasta forms, elbow macaroni and tube pasta. This will be a separate line of Sotelli pasta. We are still working on this concept. In this period we are also planning to introduce products for children with fine patterns. Currently, we have two sorts of these products – letters and animals. And we have even moved one step further, to include a colouring book inside. On the other hand, for taste connoisseurs there is Bucatini pasta on the market – spaghetti with a hole inside. This is a proposition for more demanding connoisseurs. Pastas for children and long macaroni should be in our offer in February this year.

In the second quarter we will be introducing taste variants. That is short and long macaroni which will be with additions, e.g. spinach, tomato or sea algae.

In the third and fourth quarter we are planning a big premiere of special macaroni: pappardelle and pasta nests in a gluten-free version.

Thank you for the interview.

Monika Kociubińska



Interview with Joanna Gąsiorowska, President of the Management Board - Rarytas Sp. z o.o.

What was 2016 like for the Rarytas Company? Please, give us a brief summary.

Outlining 2016 briefly, I can say that it was a year of changes in our company, meaning changes for the better! They are connected with a grant we received for the development of our business within the framework of Intelligent Development from European Funds. At present, we are closing the procedure of selecting a contractor for this enterprise. And it is a big venture, a new production hall with a warehouse, and above all – with a state-of-the-art production line. We are creating a new Rarytas. Our goal is also to make these changes go unnoticed by our partners. By cooperating with the German company Lecker Snack GmbH, Rarytas Sp. z o.o. wants to gradually introduce its products produced specifically for the German market. We are hoping that this cooperation shall provide many benefits for both companies.

Cakes, biscuits, crackers, biscuits with cream filling - the offer of Rarytas is diverse. What novelties, and in which categories, have already appeared, or shall appear soon?

At present, our developmental strategy focuses in particular on salty snacks, so we have novelties in this segment of our products. In 2016 we released two totally new types of crackers in various tastes. The first type are crackers released in February 2016 on the domestic and foreign markets, classic crackers and spicy crackers of 100g weight, with a traditional taste and shape, packed in a delicate mold. The success of these products gave us an impulse to release in the mid-year the next two tastes in this series of products: bacon crackers and onion crackers. They are available in all chain stores in Poland and on the following markets: Czech, Spanish, Hungarian. The second type is 'Delicate Salty' crackers and 'Bacon Delicate Salty' in 100g, 200g and 1 kg packages.

Pro-health trends in consumer choices include also the market of sweets and snacks. Please tell us something about the products with the Zdrowy Rarytas [Healthy Rarytas] logo.

Zdrowy Rarytas is our project which tries to meet our consumers' needs, as well as trends which are starting to appear on the market of salty snacks. Under the mentioned project, our compa-



ny created a totally new technology of cake production, it is registered and it is subject to application for patent. Products bearing the Zdrowy Rarytas logo give information to consumers that these cakes contain minimum quantity of acrylamides, fatty saturated acids, glycidol esters and 3 MCPD, that is substances not wanted in our diet because of their carcinogenicity. These are substances whose presence in our daily diet is unavoidable, e.g. they are present in roasted coffee or doughnuts, or chips, etc. But we can radically cut down on those substances and that's the goal of the products bearing the Zdrowy Rarytas logo.

Which foreign markets are the most open to Polish sweets and snacks? Which products from the Rarytas' portfolio are enjoyed the best by foreign consumers?

By cooperating with large store chains "we are present" almost in all Europe under private label brands of those stores. Cakes and biscuits with our logo are available almost everywhere in the world, in Surinam, China, or closer, e.g. our biscuits with cream filling are available in Algeria. As far as European markets are concerned, traditionally our products are available among others in Spain, Czech Republic, Italy, Latvia and Hungary. Preferences regarding tastes are as different as cuisines which are characteristic for a given country, that is why our offer is so diverse both in taste and in shape. However, it seems that everywhere the most popular is the classic cracker, slightly salty, obviously included in our offer.

What are the export goals of the company for the coming years?

As always, our plans are very ambitious. We will try to strengthen our position on the markets where we are already present. Our main goal is to improve sales to our neighbour, close not only in its location, meaning Germany. We are counting on increased sales through the company Lecker Snack GmbH, whose products can already be seen on our stand. We also want to 'open up' to Scandinavian markets and the French market. We are already finishing our works on releasing another cracker on to the market, "Joy Crackers", delicately salty with a round but bigger shape, weight 200 g, packed – and it is a total novelty especially on the Polish market, in a carton box. This product will be ready for the ISM 2017 Fair! Feel free to visit us.

Thank you for the interview. Monika Górka.



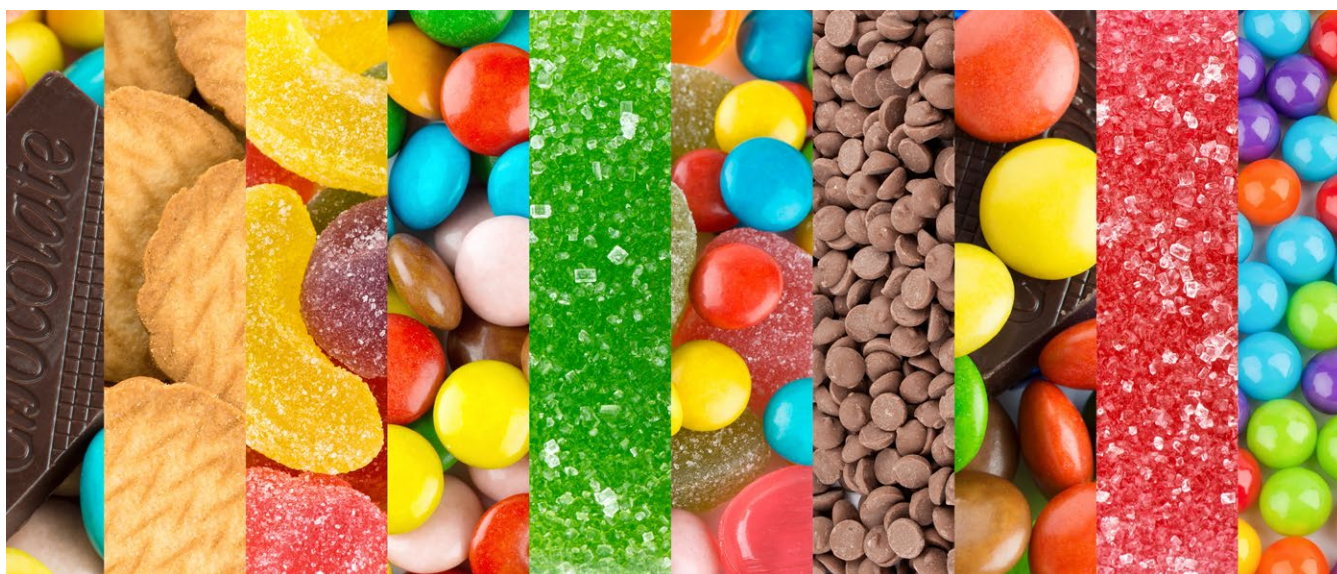
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Joy
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Polish foreign trade in sweets market

Sweets (confectionery products, containing and not containing cocoa – CN codes 1806 and 1704), were the most valuable items in both exports and imports of sugar and confectionery products. Their exports grew noticeably in 2015, by 10.2% to 369.2 thousand tons, and their value increased even more dynamically, by 12.3% to € 1626.7 million. At the same time, imports grew by 10.9% to 208.3 thousand tons. The value of procured sweets increased by 15.4%, exceeding € 744 million.

(FAMMU/FAPA), Foreign Agricultural Markets Monitoring Team – May 2016

Despite the growth dynamics of imports being higher than of exports (as is clearly visible in value terms), a positive trade balance increased year-on-year, impacted by a base effect. The positive trade balance amounted to € 882.7 (+9.9%) and 160.9 thousand tons (+9.3%). The average value of exports in 2015 grew by 1.9%, and as for imports, it grew even quicker, namely, by 4%.

In terms of volume, 74.3% of the imports of sweets comprised chocolate products, while in terms of value, their share was 3.5 pp higher. On the other hand, in the case of exports of sweets, chocolate products comprised 80% of the volume and 81.3% of value.

78.5% of sweet exports in volume terms and 74.4% in value terms reached the EU. The share of EU countries rose by 4.1 pp year-on-year. Other important outlets were third countries (19.2% of exports), including the CIS (4.1%) and NAFTA (3.3%). In 2015, the United Kingdom remained the main re-

cipient of Polish sweets, receiving 22.9% of our exports. The British purchased 21.4% more sweets from Poland. Germany came second (a 14.4% share), and the Netherlands third (6.8%). Among third countries, the lowest two ranks in the top ten were occupied by Russia (2.6%) and Saudi Arabia (2.3%). The purchase of goods by the Dutch doubled, while the Russian purchases dropped by 1/4. Exports to the top ten comprised 68.8% of total exports in volume terms and 66.4% in value terms.

As in the previous years, sweets in 2015 were purchased primarily in the EU, accounting for 92.7% of the imports of these products. However, the share of the EU declined by 2.8 pp year-on-year, whilst third countries gained in significance, particularly Ivory Coast, Ukraine and Russia. The main supplier remained Germany, where 38.5% of the imported sweets were purchased. Large quantities were also bought in Belgium and Italy (8% each). The top ten only included one non-EU country,

namely, the aforementioned Ivory Coast (a three-and-a-half increase in purchases), the world's greatest producer of cocoa beans. The top ten accounted for 85.3% of imported sweets (in value terms, this share was 0.9 pp higher).

In the period under analysis, the volume of exports of goods bearing the codes CN 1704 and 1806 accounted for 33.7% of the volume (31.4% the year before) and 86.7% of the value (84.1% the previous year) of exports of the commodity group comprising sugar, products of the sugar industry and confectionery products. In total agri-food exports, sweets comprised 1.7% in terms of volume (1.6% in 2014) and 6.9% in value (6.6% the previous year).

The share of sweets in imports of the commodity group comprising sugar, products of the sugar industry and confectionery products, in the period under analysis, was 36.5% in terms of volume (28.4% the year before) and 81.7% in value (73.3% in 2014). On the other hand, imports of

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Worldwide cococa harvest (mln tons)

Worldwide cococa harvest (mln tons)					
Country	2013/14	2014/15	2015/16	change %	share
Ivory Coast	1 746	1 796	1 690	-5.9%	40.7%
Ghana	897	740	840	13.5%	20.2%
Indonesia	375	325	300	-7.7%	7.2%
Camerun	211	232	230	-0.9%	5.5%
Ecuador	234	250	230	-8.0%	5.5%
Brasil	228	230	210	-8.7%	5.1%
Nigeria	248	195	200	2.6%	4.8%
Brasil	433	462	454	-1.7%	10.9%
World	4 372	4 230	4 154	-1.8%	100%

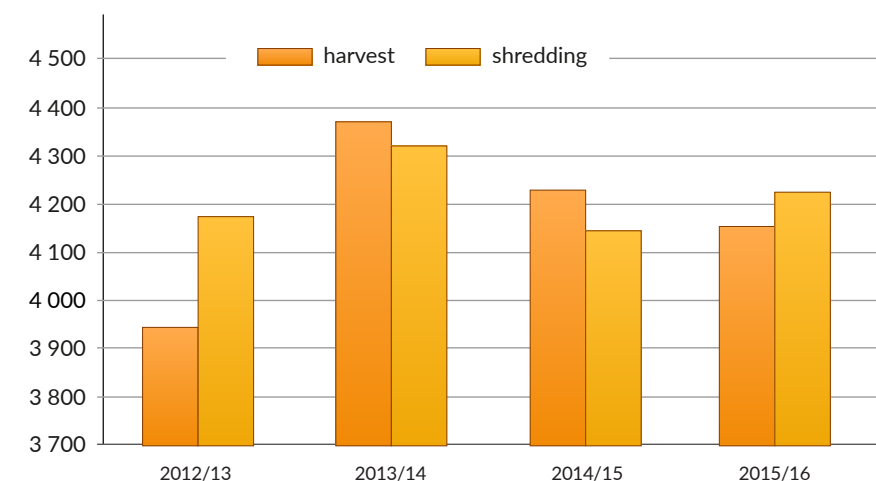
(FAMMU/FAPA), Foreign Agricultural Markets Monitoring Team – May 2016

Worldwide cococa shredding (mln tons)

Worldwide cococa shredding (mln tons)					
Country	2013/14	2014/15	2015/16	change %	share
Ivory Coast	519	559	575	2.9%	13.6%
Netherlands	530	508	510	0.4%	12.1%
Germany	412	415	430	3.6%	10.2%
USA	446	398	395	-0.8%	9.3%
Indonesia	340	335	370	10.4%	8.8%
Ghana	234	234	235	0.4%	5.6%
Brasil	240	224	230	2.7%	5.4%
other	1 601	1 473	1 480	0.5%	35.0%
World	4 322	4 146	4 225	1.9%	100%
in country*	2 923	1 865	1 910	2.4%	45.2%

(FAMMU/FAPA), Foreign Agricultural Markets Monitoring Team – May 2016
*in the country where harvested

Worldwide cocoa balance (according to ICCO in thousands tons)



(FAMMU/FAPA), Foreign Agricultural Markets Monitoring Team – May 2016



sweets comprised a 0.8% share (0.9% the year before) in total imports of agri-food products in terms of volume and 4.7% in value (4.3% the year before).

An increase in the share of sweets in sugar and confectionery exports predominantly results, beside intensified exports of these products, from a drop in the export

of sugar. In the case of imports, a significant role was played, apart from an increase in imports of total sweets, by a strong declines in the purchas of sugar and syrups.

Compared to the results of trade in sugar and confectionery products, sweets fared much better than the entire group. Their exports rose very dynamically, both in terms

of value (+12.3% compared to +9%) and volume (+10.2% compared to 3%). On the other hand, imports recorded a high positive dynamics of volume (+10.9%) despite a strong decline in the entire group (-13.8%), and in terms of value, purchases of sweets rose by 15.4% compared to a 3.6% growth in the entire group.

In the first quarter of 2016, the milling of beans in Europe declined by 0.2% year-on-year, whilst throughout 2015, a growth by 1.7% was observed. The data for 2015 are better than initially assumed. The results from the first quarter of 2016 should not cause much concern about the demand for beans and products that contain them.

The International Cocoa Organization (ICCO) predicts that the season 2015/16 on the worldwide cocoa market will close with a deficit of 113 thousand tons. Simultaneously, it was stated that the season of 2014/15 eventually closed with a surplus of 42 thousand tons, although a slight deficit had been expected earlier. The ICCO predicts that the harvest of beans will decline by 1.8% year-on-year to 4.154 million tons, and milling will rise by 1.9% to 4.225 million tons. In the previous season, a drop by 3.2 and 4.1%, respectively, had been recorded. Stock, on the other hand, will decline by 7% to 1.494 million tons, to comprise 35.4% of meal (3.4 pp less year-on-year). Such a low share has not been recorded

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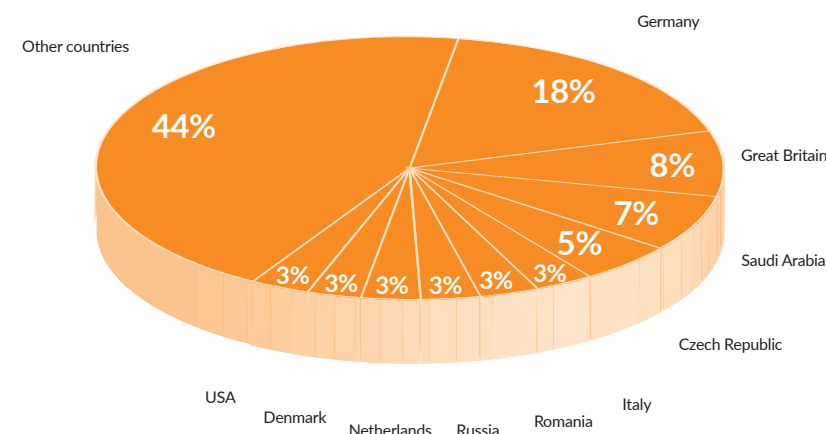
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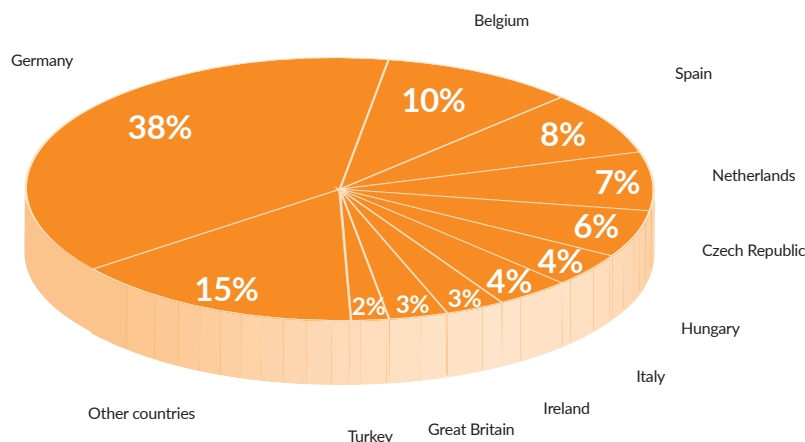
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- ✓ magnesium

Export destinations of Polish confectionery not containing cocoa in 2015
(in terms of value)



(FAMMU/FAPA), Foreign Agricultural Markets Monitoring Team - May 2016

Import of Polish confectionery not containing cocoa in 2015
(in terms of value)



(FAMMU/FAPA), Foreign Agricultural Markets Monitoring Team - May 2016

for many years.

The main reason for lower harvests is its drop by 6% in Ivory Coast, the world's largest cocoa producer. In 2015, average monthly quotations of cocoa according to ICCO in-

creased by 13.1% year-on-year

to USD 2916.4/t. The quotations of cocoa on the New York commodity exchange increased over 2015 (end of December on end of December) by 11% to USD 3215/t, and on the

London exchange, by 15% to GBP 2246/t. These quotations have been the highest in 4-5 years.

CONFECTIONERY NOT CONTAINING COCOA

Confectionery not containing cocoa includes: chewing gum, liquorice extract, white chocolate, pastilles including throat pastilles, sugar-coated confectionery, gum and jelly confectionery, boiled sweets whether filled or not, toffees, caramels, confectionery in the form of compressed tablets, and other products, not mentioned above.

The volume of exports of confectionery products not containing cocoa, in 2015,

increased by 3.6% to nearly 74 thousand tons. The value of exported goods rose more dynamically, i.e. by 10.5% to EUR 304.8 million (EUR 276 million in 2014). At the same time, 53.4 thousand tons of these products were brought to Poland (growth by 4% from 51.4 thousand tons) for EUR 165.4 million, i.e. 5% more in relation to EUR 157.6 million in 2014. As a result, the positive trade balance rose by 17.8% to EUR 139.5 million (compared to EUR 118.4 million previously). With regard to volume, a surplus of 20.6 thousand tons was recorded, and the balance increased by 2.8% from 20 thousand tons. A much more dynamic growth in the value of exports than of imports resulted in a surplus much higher than the year before. In terms of volume, a similar growth rate of imports and exports made the excess in exports, obtained in the previous years, improve the positive trade balance.

In 2015, export profitability improved, and the average value of exports rose by 6.6% year-on-year. Imports were more expensive as well, but their growth dynamics were much lower than of exports, amounting to 1%. In 2015, the growth rate of exports was more than twice as high as the previous year, while in the case of imports, it only increased by 0.2 pp.

The most important outlets for Polish confectionery not containing cocoa remained the EU countries, where 66.1% of exports were sent (64.1% in value terms). Exports to the EU gained in significance, and the share grew by 1.6 pp year-on-year (a drop by 0.7 pp in value terms). The significance of the CIS declined, but other third countries became more important. This situation was caused by intensified exports to Saudi Arabia and United Arab Emirates (+23% y/y) and a reduction in sales to Russia (-10.4% y/y). The CIS received 7.1% of the exports, other third countries received 24.8%, including NAFTA - 4% (Canada and the USA).

The main recipient of Polish sweets without cocoa in 2015 was Germany, account-





Evitta

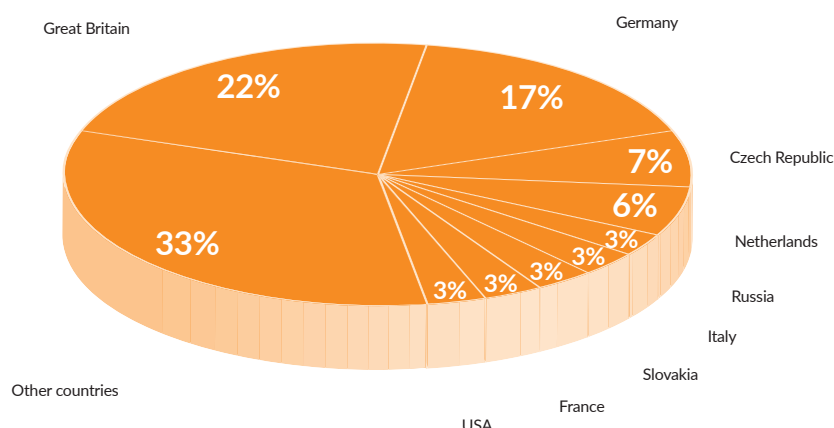
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Export destinations of Polish chocolate products in 2015
(in terms of value)



(FAMMU/FAPA), Foreign Agricultural Markets Monitoring Team – May 2016

ing for a 21.4% share in terms of volume. Exports to Germany rose by 1.4%. It was followed, with significantly lower shares, by the United Kingdom (+80.8% y/y) and Saudi Arabia (+2%). The share of these countries in the geographic structure of exports was 7.5 and 7.1%, respectively.

In 2015, the main export goods were commodities falling under the code CN 1704 90 99 (a 32.4% share). Toffees and caramels (CN code: 1704 90 75) came second with a 25.3% share. Large quantities of boiled sweets, including filled sweets, were also sold abroad (CN 1704 90 71 – a 14.6% share).

In the period under analysis, the export of confectionery not containing cocoa accounted for 6.7% in terms of volume and 16.2% in terms of value in the exports of the group of commodities comprising sugar, products in the sugar industry and confectionery products. In 2014, this share was 6.7% and 16.0%, respectively. On the other hand, in 2015, the export of confectionery not containing cocoa comprised 1.3% (1.3% the previous year as well) in terms of the value of total agri-food exports and 0.3% in terms of quantity (0.3% the previous year as well).

The main suppliers of products bearing the code CN 1704 to the Polish market include the EU countries, accounting for 89% of these products (90.7% in terms of value).

Contrary to the changes in the geographic structure of exports, the significance of the EU in imports dropped (by 1.9 pp in volume terms and 0.6 pp in value terms), whilst the CIS gained on importance, mainly due to purchases from Ukraine being eight times higher (a 4.4% share).

In 2015, as in the previous years, confectionery not containing cocoa was procured, above all, in Germany – 17.4 thousand tons worth EUR 62 million, comprising a 32.6% share in terms of volume. The volume of imports from this country rose by 5.3%, and the value by 13.1%. Other large suppliers included Belgium (a 11.9% share), the Czech Republic (a 9.3% share) and the Netherlands (a 8.5% share).

Imports of commodities in this group, 26.7%, comprised other gum and jelly confectionery, including fruit pastes in the form of sugar confectionery (CN 1704 90 65). Other eagerly purchased products included sugar-coated goods (code: CN 1704 90 61 – a 13.4% share), toffees, caramels and similar sweets (CN 1704 90 75), and CN 1704 90 30 (a 12.2% share for both) as well as boiled sweets, whether filled or not (CN 1704 90 71 – a 11.1% share).

In 2015, imports of confectionery not containing cocoa were 1.0% (a 1.0% share in 2014 as well) in terms of value and 0.2% (0.2% the year before as well) of the value of total imports of agri-food products.

In imports, the share of the group of commodities comprising sugar, products of the sugar industry and confectionery products for the period under analysis was 9.4% (7.8% the year before) in volume and 18.2% (17.9% in 2014) of the value of imports in this group.

CHOCOLATE PRODUCTS

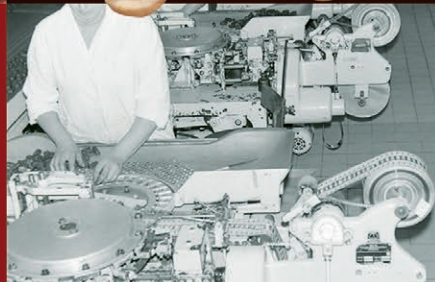
As in the previous years, among the commodity groups analyzed in this chapter, chocolate products (confectionery containing cocoa) were the most valuable item of Polish exports and imports of the sugar and confectionery industries. In 2015, the Polish foreign trade in these products closed with a positive balance of EUR 743.2 million, rising by 8.5% year-on-year from EUR 684.8 million in 2014 (EUR 633.1 million in 2013). In terms of volume, the positive balance increased even more dynamically, by 10.3% to 140.4 thousand tons (compared to 127.2 thousand tons the year before and 131.3 thousand tons in 2013). After the drop in volume, recorded in 2014, the positive balance was noticeably restored above the 2013 level. This resulted from a renewed increase in interest in Polish chocolates in the United Kingdom.

295.2 thousand tons of these products were exported in 2015, gaining EUR 1321.8 million (in 2014, 263.5 thousand for EUR 1172.1 million). The volume of exports increased by 12%, and their value declined by 12.8%. At the same time, the volume of imports increased by 13.6% to 154.8 thousand tons, and the value was 18.7% higher, increasing to EUR 578.6 million (in 2014, 136.3 thousand tons for EUR 487.3 million).

The growth dynamics of exports was lower than of imports, but the high excess of exports over imports enabled an increase in the positive balance. In 2015, the average value of exports rose by 0.7% year-on-year, and as for imports, it was 4.5% higher. The year before, prices in chocolate foreign sales rose on average by 7.8%, and purchases by 4.9%. In the



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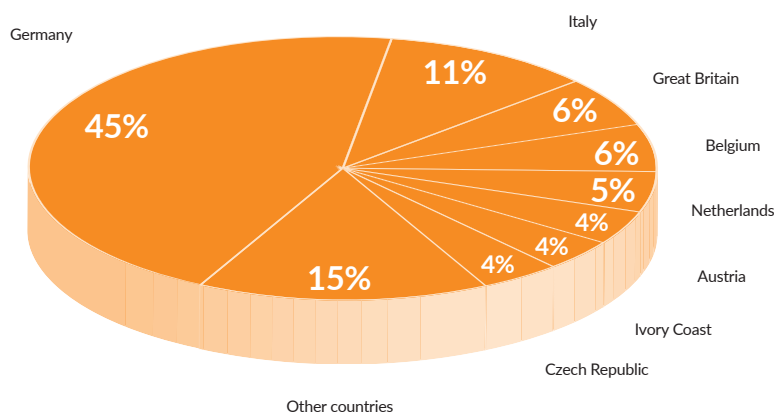


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Import destinations of Polish chocolate products in 2015
(in terms of value)



(FAMMU/FAPA), Foreign Agricultural Markets Monitoring Team – May 2016

context of a strong drop in the growth dynamics of the value of exports, one can talk about a deterioration of export profitability in 2015.

The main recipients of Polish chocolates were the EU countries, and their share in the commodity structure in 2015 increased noticeably, by 4.5 pp, to 81.6% (+5.1 pp to 76.7% in value terms). Exports to the CIS and other third countries declined in significance. Most Polish confectionery containing cocoa reached the United Kingdom again – 79.2 thousand tons, for a value of EUR 298.1 million. This comprised a 26.8% share in exports in terms of volume. Thereby, exports to the British Isles recovered after a drop in 2015 and were higher than in 2014. Exports to the UK rose strongly year-on-year: by 18.6% in terms of volume, at a 24.3% increase in value. Other significant outlets were Germany (a 12.7% share), the Netherlands (exports doubled with a 7.9% share) and the Czech Republic (a 7% share). Exports to Russia dropped by 31.5% y/y, to the United Arab Emirates by 45.5%, to China by 58.1%, and to Ukraine by 32.5%.

In the commodity structure of exports, the predominance of other filled chocolates (CN 1806 90 31) was maintained, accounting for 21.5% of exports in terms of volume and 26.2% in terms of value. A significant role was also played by spreads containing cocoa (CN 1806 90 60) with a

14.1% share, chocolate products in blocks, slabs or bars (code: CN 1806 31 00), with a 11.2% share, and products with the code CN 1806 32 90 (other filled chocolate confectionery) had a 10.2% share.

In 2015, exports of chocolate products accounted for 70.4% (68.1% the previous year) in value and 26.9% (24.7% in 2014) in the volume of exports from the group of commodities comprising sugar, products of the sugar industry and confectionery products. The share in total exports of agri-food products comprised 1.3% in volume (1.5% the previous year) and 5.6% in value (5.4% the previous year).

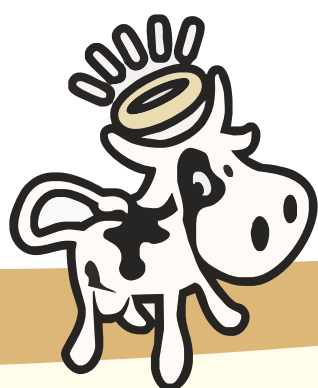
Confectionery containing cocoa, in 2015, was mainly imported from the EU countries, accounting for 93.9% of the procured goods with the code CN 1806 (94.6% in terms of value). The importance of the EU declined by 3.3 pp year-on-year (3 pp in value terms). Third countries gained in significance. Purchases in Ivory Coast, the world's largest cocoa producer, increased three and a half times to 6.4 thousand tons (worth € 21.6 million, i.e. nearly four and a half times more y/y), accounting for a 4.2% share in the geographic structure of imports (3.7% in value terms). Purchases in Russia and Ukraine also rose dynamically, yet they remained insignificant.

For many years, the main supplier of chocolate products to the Polish market has been Germany, where 62.8 thousand

tons were purchased in 2015 for EUR 262 million. Imports rose by 0.9% in terms of volume and by 9.1% in terms of value. Imports from Germany accounted for 40.5% of all confectionery containing cocoa imported to Poland. Significantly smaller suppliers of chocolate products to the Polish market were: Italy (a 9.5% share), the United Kingdom (7.7%), the Netherlands (6.8%), and Belgium (6.6%).

The commodity structure of Polish imports of confectionery containing cocoa was dominated by other food preparations containing cocoa in blocks, slabs or bars, filled (CN 1806 31 00), imports of which comprised a 21.3% share (22.3% in terms of value). Significant products were other food preparations containing cocoa in blocks, slabs or bars, weighing more than 2 kg or in liquid, paste, powder, granular or other bulk form in containers or immediate packages, of a content exceeding 2 kg, containing 31% or more cocoa butter by weight or containing a combined weight of 31% or more of cocoa butter and milk-fat (CN 1806 20 10), imports of which comprised a 13.3% share (11% in value terms), as well as goods falling under the code CN 1806 20 95 (other food preparations containing cocoa in blocks, slabs or bars, weighing more than 2 kg or in liquid, paste, powder, granular or other bulk form in containers or immediate packages, of a content exceeding 2 kg), which comprised 12.6% of imports (10.4% in value terms). They were followed by products with the code CN 1806 32 90 (other filled chocolate products) with a 10.6% share (9.8% in value terms).

In 2015, imports of chocolate products comprised 3.7% (3.2% in 2014) of the value and 0.6% (0.6% the previous year as well) of the volume in total imports of agri-food products. The share of the group of goods comprising sugar, products of the sugar industry and confectionery products in imports was 63.5% (55.4% the previous year) in terms of value and 27.1% (20.6% the previous year) with regard to volume.



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Vobro - History

Vobro is a company with many years of tradition, its history reaches back to 1986. The name Vobro combines the name of the company's founder, Wojciech Wojenkowski, and the name of the town in which the company is located, Brodnica.

The company's history goes back to the 1980s, when a small company, initially employing 8 people, produced one type of sweet. Now, Vobro is a large plant with a wide range of pralines, chocolate sweets, jellies and biscuits.

Candyfloss, first steps in the confectionery industry / 1986-1989

On April 2, 1986 production was launched in Brodnica.

A young businessman, Mr Wojciech Wojenkowski, decided to establish a confectionery company; but before that, together with his friend, he was selling his own handmade candyfloss, shortly followed by sweet puffed rice and powder pastilles. In February 1989 the company was officially registered as Zakłady Produkcji Cukierniczej Vobro Wojciech Wojenkowski at 18 Stycznia 47 street.

First million / 1990 – 1994

In successive years the company developed very quickly. At the beginning of 1990s, production of a new type of sweets, chocolate covered foam, was launched at the Brodnica plant, and in 1992 the first pralines were manufactured - "Chocolate coated cherries". In 1993, the daily production included over 20 different products, corresponding to about 5 tonnes of sweets in total. One year later, chocolate covered plums reached shop shelves. In the same year Vobro produced its 1 millionth chocolate box! The company's range grew to over 40 items, and a significant amount of which was exported to the eastern market.

International successes / from 2013

The Company continues to develop and meet the expectations of its consumers. It is worth mentioning that Vobro is a company with principles that always put its employees first. The factory from Brodnica is an excellent example of a successful family company with entire families from places in and around Brodnica working together. Vobro continues to strive and develop further, entering new markets, improving the quality of its products, and expanding its product range. All this, to ensure customer satisfaction.



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Interview with Wojciech Rytel,
Marketing Director at PPH MAXPOL
– leader of fair services.

How was the year 2016 for your company?

Time is running really fast, and we are already starting to work on next years of business activity on the market. We organized 41 fairs in total, in 12 different countries, and sold 2 600 square meter of exhibition space. We cannot also forget that for those companies, we also built fair structures.

Which fair events would you consider especially important and prestigious?

To this group I would mainly include fairs like ISM in Cologne, IFE in London, PLMA in Amsterdam, ANGUA in Cologne, SIAL Paris and Yummex in Dubai. Speaking of the fair in Cologne – the biggest world confectionary fair, they have had high reputability for many years, and from year to year they are more crowded. For the companies, producing confectionery, this is the fair in which they have to be. They need to see what new products will be introduced, what is being produced by the best known companies in the world and what new trends are to be taken into consideration the following year.

The second most prestigious event is the IFE fair in London, which is organized periodically, every two years, and is the biggest food fair on the British Isles. At the same time, the fair is held in conjunction with the packaging fair for the food industry. Interest in the fair is very high even by virtue of the fact that a large number of compatriots for great Polish products are residing on the British Isles.

Of course, events not to be missed include trade shows, such as, private label, PLMA in Amsterdam, which is becoming increasingly crowded every year and the exhibition space has to be booked a year in advance. The biggest event, however, is the food fair ANUGA in Cologne, which takes place every two years, alternately with the SIAL trade fair in Paris. The surface space, is practically sold out on the previous edition. These are such prestigious fairs that there is a queue of companies wanting to take part.

What about the trade fairs in the Middle and Far East?

The company MAXPOL organizes such fairs. These include the fair Yummex Middle East in Dubai, MENOPE Natural & Organic Product Expo and SIAL Middle East in Abu Dhabi. The market for fairs in the Middle East is growing from year to year. If we talk about the Far East, we cannot forget about China, which is a market that is very receptive and where many Polish companies are finding possibilities to export. In China, I would recommend the fair SIAL China. A large prestigious fair that is enjoying a growing popularity every year. This year Poland will be the patron of this fair.

What fairs have you organized for 2017?

In addition to the events, which I have already mentioned, and are held periodically. We have introduced to our schedule of trade fairs new directions, and they include, SPECIALITY FINE FOOD ASIA and SPECIALITY & CHOCOLATE ASIA in Singapour – we warmly welcome you there. Many of our exhibitors are looking for new markets, that is the reason we are trying to prepare for such venues where Polish producers will be able to present their products to a wider audience.

Why should Polish exhibitors choose your company Maxpol – as the organizer of foreign trade fairs?

Good question, but I think, it should be directed to the exhibitor and not to us. Our belief since the company started, was and is customer satisfaction. The systematic increase in the number of exhibitors and expansion of the group of regular customers, who are annually participating in several fairs, enabled us to obtain the recognition of professional institutions. The success of our business has been positively assessed and awarded the prestigious title of Trade Fair Service Leader for the years 2006, 2007 and 2014.

LEADER OF FAIR SERVICES



Chosen awards:



OUR STAND: 11.1 C025

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We also received recommendations from the Polish Chamber of Exhibition Industry in the years 2009, 2012 and 2015. This indicates a high assessment of what we get from our exhibitors who entrust the work of exhibiting to us.

Like almost everyone, you have your competition, why are Polish exhibitors encouraged to select just your company?

Yes, it is true, the market for organizing fairs is not without competition. But this phenomenon does not occur only in our country but around the world. We are not afraid of competition. While working with us, the exhibitor decides, which services we should perform for them – we do not oblige our clients to take the whole package of our services. Although, our offer is very wide – starting from renting exhibition space, making the accreditation of the company, sending the entry to the fair catalog, the designing of the stand, till procuring services such as electricity or water connection to the stand, ordering tickets, parking cards and invitations for customers. We also book accommodation and plane tickets.

What is more, we offer transport services to make deliveries to the exhibitor's stand. We assist in arranging interpreters, hostesses and rental of meeting rooms.

Finally, I want to ask you about building the stands. How do the standards of construction and equipment for stands at the fairs change?

With the growth of the company, we have focused on solid and modern constructions, better and more effective presentation of our exhibitors' products. In addition to the booths built in the Octanorm system, we offer our exhibitors the stands in individual solutions. These are stands with materials such as MDF, glass, plexiglas, etc. The trend that the stand is transparent and accessible to visitors makes the design even more spacious and inviting for visits. Our exhibitors are frequently asking for such a solution. Customer satisfaction is the motto of our company and we have to adhere to it.

Thank you for the interview and I wish you every success in the coming years for business activities at MAXPOL. (TP)

CRISPICO

LITTLE SNACKS

YOU'VE NEVER
TRIED ANYTHING
LIKE THIS!



**A SNACK UNLIKE
ANY
OTHER!**

**Meet us at ISM 2017
Hall 11.1. Stand C 039.**

**Fancy something a little special today? Something sweet?
Or maybe something savoury? Aahh! Something simply delicious...
Then it's the perfect time to reach for Crispicos! Our unique, original,
super crispy snack has been prepared especially for you. Hold on!
Before you go ahead and try it, be warned - you probably won't be able to
stop at just one handful! It's all down to our unique recipe. We developed
it in our home region of Kuyawy in the very heart of Poland.
Have we whet your appetite? Then it's high time to try them!**

Which flavour are you going to start with?



**POP
SNACKS**
SAVOURY

**DELICIOUS
WITH SOUP
AND MORE!**



**SNACK
STICKS**
WITH SUGAR & CINNAMON

**GREAT
WITH TEA
AND MORE!**



**SNACK
STICKS**
WITH SEEDS

**PERFECT
WITH DIPS
AND MORE!**



**SNACK
STICKS**
WITH SUGAR

**AWESOME
WITH COFFEE
AND MORE!**



CONTACT DETAILS:
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WWW.BRZESC.PL
WWW.CRISPICO.PL



ZPH Argo Sp. z o.o.

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www.argo.net.pl

Our sweet treats ARGO offer not only consists of traditional lollipops, juicy bubble gum lollipops, hard and filled caramels, but also handmade products, e.g. Easter lambs, Christmas tree icicles or Valentine's lollipops "Hot Hearts". In our efforts we do not forget of milk and chocolate connoisseurs therefore, especially for them, we have prepared a delicious collection of Choco Jello and Choco Mint sweets.



Bogutti Sp. z o.o.

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The BOGUTTI company specializes in production of high quality, rich cookies, baked according to the best Italian technologies. Cream fudge is something for the Polish to be proud of... Cream fudges are still the most recognisable Polish export product. Bogutti is also a producer of the traditional Polish cream fudge recognisable on the international market. We offer three types of cream fudge: MILK, CHOCOLATE and BUTTER. The secret of Bogutti's cream fudge is its exceptional taste. We would like to invite you to try our products at the ISM Fairs.



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www.crispico.pl

Brześć is a family company located in the very heart of an exceptionally picturesque region of Poland called Kujawy. It is here that since our beginning in 1984 we have made products of the highest quality and with a unique taste. The latest technology in conjunction with many years of tradition and our tried and tested recipes all help to make our company stand out. We are BRC certified, which assures you that our food is produced in accordance with the very highest standards. Because of this, the amazing taste of our products is enjoyed not just in Poland but in many other countries around Europe and the world. So, because of our steadily growing group of fans, we have launched a special export line – Crispico Little Snack.



Colian Sp. z o.o.

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We are a group of confectionery products cooperating under: Jutrzenka, Goplana Solidarność and other brands. Aggregated experiences, technologies and production potentials let us achieve a position of one of the biggest confectionery producers on the polish market.

We are constantly exploring our client's needs, keep high quality, unique taste and nutrition values of offered products.

Through participation in various development programs, effective creation of product categories and efficient service we want to be perceived as an innovative company and an effective partner for many years.

Grupa Delicpol is one of the biggest cookies making companies in Poland. The company specializes in producing jaffa cakes: sponge cakes with jelly in chocolate in majority for private label customers.

We are also famous of: gingerbreads, sponge biscuits, crunchy cookies, breakfast biscuits, American cookies, cookies with liquid cream and many more. We continue the development of our diversified portfolio to meet new trends introducing such products as: gluten or sugar free. In 2017 a new brand was introduced – Delisana in order to combine all cookie categories under one name.

The top quality of our products is the result of unique recipes, carefully selected ingredients and dedication of top-notch specialists. The high quality of products is guaranteed by certificates: ISO, BRC, IFS or RSPO.

EWA Krotoszyn S.A is a company with over 60 years of tradition in manufacturing of confectionery, dietary supplements and pharmaceuticals. The products are manufactured in accordance with the European law. High standard of production is confirmed by implemented and certified ISO 22000:2005 system, pharmaceutical GMP/GDP and IFS Food as well.

Our company specializes in the production of hard boiled candies, stuffed candies, soft candies, toffees, sugar crisps and lollipops. We offer full services in terms of dietary supplements production based on wide variety of readymade recipes but also declare our readiness to develop your own, unique product. Recently introduced, new products range, called functional food, which are candies fortified with herbal essences, vitamins, minerals, natural dyes and aroma can also be an alternative.

Our manufacturing solutions are based on continuously verified and valued formulas perfected over the years and appreciated by many customers. The quality of products and customer satisfaction is always our main goal. Feel free to contact us. Let's start to act together.

"Fudge" is one of the oldest and the most recognizable Polish sweets. The tradition of their production in Opole Lubelskie reaches the beginning of 50s last century. Our fudge is still produced according to old recipes and based on high quality milk, cream, sugar and glucose syrup.

We offer following taste of our fudge: cream, cocoa, sesame seed, coconut and raisins. They are available as cut and wrapped fudge manually, cut and wrapped fudge mechanically, Mega-bars - Fudge, Mass for wafers, cakes and desserts.

Our fudge advertising sweets are widely recognized, because of their taste and design, which are able to meet the expectations of every customer. In recent years, our sweets represented Office of the President of Poland, ministries, offices of many cities, companies, universities, schools, sports clubs, pharmacy chains, shopping malls, hotels, restaurants, cafes...

Łużyckie Praliny (www.praliny.pl) is a Polish privately held company that was created in 1996. More than 20 years of experience in confectionary industry allows us to produce chocolate boxes, pralines and marzipan products of the highest quality. The company has acquired international food standards certificates BRC and IFS, which are renewed once a year.

Łużyckie Praliny is a family business, owned by Maciej Janiak. Our Staff consists of about 80 dedicated and passionate people.

We are experienced in international as well as national trade (Export composes 85% of our sales). In addition, we are also able to make private label products for our clients. The companies we cooperate with in Poland and in the world are: Jeronimo Martins Polska Biedronka (PL), Tesco (PL), Netto (DK), Penny (HU), Poundland (UK), Poundworld (UK), T.J. Morris (UK), Brand Masters BV (NL), Kobe Bussan (JP), Big Lots (US), Barel Alone Izrael (IL), Dollarama (CA).

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"Geomax" Misztal – Stateczny Sp.J.

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Magnat is a private partnership company. Production and trading company "Magnat" FPH was set up in 1994. Since then, it has changed its image, expanded the portfolio of products, increased sales and number of employees. Its domestic buyers include large commercial networks but company also has regular clients abroad from 35 countries.

Chocolates with cherries in liqueur, offered in various forms of packaging and graphic design, as well as in various weights, are the most popular "Magnat" brand products.

Our products guarantee fantastic taste experience as well as highest quality. A variety of praline flavors and different forms of packaging make it possible to adjust the offer to the diverse needs of clients. "Magnat" offers both premium products as well as classic chocolates and universal boxes.

To guarantee that everybody can choose attractive products for oneself, we offer private label as well as occasional or advertising packaging.



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Mieszko is a renowned expert in the production of pralines and chocolates for any occasion with a tradition going back more than 70 years.

It offers innovative products based on high quality natural ingredients. The most popular Mieszko brands include Cherrissimo, Amoretta, Magnifique, Chocoladorro and the well-known Michaszki.

Different publications emphasise the fact that the "Mieszko" group is a young, but dynamic and thriving confectioner. They point to a tradition dating back to 1993 when the company as we know it today was established. It is certainly true, but only partially, due to the fact that Mieszko has a history much longer standing than this. The company began operating under the brand of Mieszko, thus continuing a half century long tradition of confectionery production in the Ślęzak and Raciborzanka plants. Today Mieszko has 2 production facilities in Racibórz.



MOKATE Sp. z o.o.

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MOKATE is one of the leading manufacturers in the Polish and European food industry and a recognised exporter of branded and high quality food products (coffee mixes, cappuccino, latte, instant coffee, roast and ground coffee, coffee beans, chocolate drinks, creamers and all types of tea). In the rapidly developing sector of food ingredients the company also plays strong role and is perceived as a proven supplier on B2B market.

One of the biggest advantages of MOKATE's business model is the wide offer, providing the customers opportunity of buying an extensive range of products and categories from one producer platform served by professional and experienced Team.

Mokate holds the majority of the quality certificates available: IFS, BRC, IQNet, HACCP, ISO 9001, HALAL, KOSHER included and its products have been awarded with numerous medals and prizes in Poland and abroad.



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Pol-Foods Sp. z o.o. is one of the leading manufacturers of snack pellets and also corn based pastas.


Pellets

We offer a wide range of high quality pellets of various shapes, colors and textures. Our products are based on potato, wheat, corn and also other ingredients. Our snack pellets are supplied to snack manufacturers of all over the world. We supply market leaders in snack production and our pellets can be found under the most famous snack brands.

Pastas

Our pasta is a synonym for the best quality pasta but additionally gluten free product. Having our own mill for corn flour production allows us to keep total control over a quality. Pol-Foods offer includes short cut and long cut pastas. Because our priority is customer impression and satisfaction we are planning to run many other forms, such as pastas for children, Bucatini, and also pastas with addition of vegetables.

Rarytas, a company based in Stargard (north-west part of Poland), was established in September 1960.

Since 1974 we launched , as one of the first Polish companies, production of original small CRACKERS, available in various shapes and flavours that became very popular among our customers. To meet expectations of our clients and following to latest nutritional trends, Rarytas created a special project: 

Our products with this logo does not contain palm oil, and they have radical reduction its content for: acrylamide, 3 MCPD, glycidyl esters, saturated fatty acids, they are produced in new innovative technology.

Everything can change but the quality and the taste an of our crackers, they must remain unchanged... and we even improved it.

This is for you to judge, we invite you to try our products!

Rarytas Sp. z o.o.

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ZPC Śnieżka S.A. formerly Śnieżka-Invest Sp. z o.o. is a company which has been continuously providing unforgettable moments for 70 years. Among the wide range of sweets Michalki® and Michalki z Hanki ® that deserve a special mention, they are a result of the combination of natural ingredients and proven recipes.

ZPC Śnieżka S.A. is a company with 100% of Polish capital in the hands of one owner. Polish products and Polish capital have been the best recommendations for 70 years old Śnieżka from Świebodzice, which recently was awarded the Commerce Prize of Lower Silesia Griffin for special achievements in the development of Lower Silesia.

Innovation, technological development and proven recipes guarantees our growth. This combination of tradition and taste was appreciated by the Business Gazelles Ranking that is an award for the most dynamically developing small and medium-sized businesses.

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Vobro's Confectionery Factory was founded in 1986 in Poland. Vobro's mission is to fully satisfy Customers' needs by producing high quality and safe confectionery products. Vobro's product range is made up of over 100 chocolate confectionery products (pralines and chocolate sweets), jellies. Among Vobro's best sellers are dessert chocolates filled with cherries in liqueur, perfectly ripe flawless cherries are selected, bathed in liqueur and packed in luxurious dark chocolate.

ZPC Vobro Wojciech Wojenkowski

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TRADITIONAL POLISH SWEETS

Wawel SA is one of the most renowned Polish confectionery producers. It offers a wide portfolio of chocolate tablets, chocolate bars and pralines, candies, caramels and fruity jellies. Wawel owes its success to over a century of experience along with continuous development and a modern production process. Permanent care for high quality and global standards resulted in an exceptional growth and development. Today Wawel's products are available in about 40 countries worldwide and the number of loyal consumers is constantly growing.

Wawel S.A.

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www.wawel.com.pl





Frutini

Jellies with fruit filling
fortified with vitamins



cherry



apple



lemon



orange

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www.vobro.pl - export@vobro.com.pl



Chocolate jellies



Chocolate-covered jellies
with lemon, orange and cherry
flavoured-fillings



lemon



cherry



orange



Pectin jellies

Please come and taste them at **Stand 11.1 C-030**

www.vobro.pl - export@vobro.com.pl



Bottle-shaped candies

We would like to offer you a set of our new products with fizzy filling: COLA DROP'S and LEMONADE DROP'S. Both of them have unique shape of a bottle. The product is available in a 90 g bag and a 2,5 kg box. www.ARGONET.PL

American Cookies

American Cookies 135g BOGUTTI Ltd. – are sure to please chocolate lovers off all kinds, with a delicious blend of both milk and dark chocolate! Chocolate chips cookies, delicate and chocolate at the same time. It's a nice taste experience for breakfast and for coffee break. Bogutti guarantees high quality and promises maximum satisfaction with the unique chocolate taste. Bogutti offers cookies in three kinds: dark & milk chocolate chips 135g, chocolate & hazelnut 135g, chocolate & raisins 135g, American Cookies – 37% chocolate 150g.

www.BOGUTTI.COM



Next

New line NEXT – really good and simple cookies, inspired by family kitchen, based on the traditional home recipe. They are a great alternative for breakfast, can be also serve as a snack at school or work. Cookies are manufactured from the natural ingredients: not contain preservatives, 0 Trans Fat, 0 Cholesterol. Cookies look nice and attractive. Shelf-life of the products is 12 months.

www.BOGUTTI.COM



Adore cinnamon?

This delicious combination of coarse grain sugar and aromatic cinnamon will blow your mind! Nothing goes better with a cup of hot tea, a glass of milk, or hot chocolate. Once you discover our cinnamon snack sticks, get-togethers will never be the same again!

www.BRZESC.PL



Love seeds?

Our savoury choux pastry is sprinkled with sesame seeds, black cumin, flaxseed and sunflower seeds making them the perfect nibbles and double the pleasure! Our seed Snack sticks are great for dipping in a spicy salsa, or dunking in sauces and dips. Ideal for every party!

www.BRZESC.PL

Joe&me

Decorated chocolate covered wafer filled with delicious vanilla flavoured cream and forest fruit filling.



www.COLIAN.pl

Decorated chocolate covered wafer filled with delicious chocolate flavoured cream and fruit filling with orange juice.



Delisana Breakfast biscuits

Delisana is a new brand within Grupa Delicpol portfolio. Meeting market trends and needs of health-conscious consumers, we have extended breakfast biscuits assortment (so far there were 2 flavours: chocolate and cocoa; chocolate, hazelnut and honey) by introducing 3 new flavours: milk, muesli and forest fruits. Our biscuits are tasty and nutritious cakes created especially for breakfast occasion. They are rich in cereals, whole grains, contain at least 5 types of cereals. They provide important for the body vitamins and minerals (e.g. magnesium, iron) and are a source of valuable fibre. Try them and fall in love with Delisana cookies. Delisana. Cookies baked with love. www.DELICPOL.pl



Delisana Crunchy cookies

Delisana is a new brand within Grupa Delicpol portfolio. Meeting market trends and needs of health-conscious consumers, we decided to extend functional product assortment by introducing crunchy cookies in 3 flavours: with black cumin, chia seeds and amaranth. Cookies are full of natural ingredients: rich in cereals, honey, cane sugar, no preservatives, no trans fats and are a source of valuable fibre. Try them and fall in love with Delisana cookies. Delisana. Cookies baked with love. www.DELICPOL.pl



Dietary supplement Junior Multi

Recommended to supplement the daily intake of vitamins. **Vitamins C, B6 and B12** help the immune and nervous system to work properly. **Vitamin E** contributes to maintaining a balance between free radicals and antioxidants in the body. **Niacin, pantothenic acid, folic acid** help to reduce fatigue and weariness. Lollipops are

suitable for children over 3 years of age and adults. Drops are suitable for children over 4 years of age and adults. www.EWA-SA.pl



Dietary supplement Junior Throat Sugar-free

Junior Throat Sugar-free is a raspberry-flavoured dietary supplement suitable for children over 4 years of age and adults with voice problems, soreness, dryness, hoarseness. Contains plant ingredients – **herbal extracts and raspberry juice concentrate**. Also contains **vitamin C**. **Marshmallow** covers and shields the mucous membranes in the throat and protects them from irritants. **Thyme** boosts mucus production, helping to alleviate dryness and moisturise the mucous membranes in the upper respiratory tract. **Sage** has a beneficial effect on the throat, larynx and vocal cords. **Raspberries** are rich in antioxidants, boosting the immune functions of the body. **Vitamin C** helps the immune system to work properly. www.EWA-SA.pl





King fudge bar

www.CREAM-FUDGE.com

King fudge foil bag



www.CREAM-FUDGE.com

CHOCOLATE DELCIOUS 150G

Assortment of popular chocolate, handmade, pralines with delicate filling melting in mouth Product consist five different flavours: Chocolate, Toffee, Hazelnut, Coconut, Coffee.

www.PRALINY.pl



TWISTER 160G

Delicious popular class pralines available in various tastes: hazelnut, toffee, chocolate, strawberry with white chocolate.

Chocolate balls are produced on modern line using the latest technology „One Shot” – each praline is individually packed in double twist foil.

www.PRALINY.pl



Sweet ideas for everyone and every time.



www.MAGNAT.com.pl

Cherrissimo Exclusive

What do you think will happen when a juicy cherry meets gentle, almond amaretto, dry wine or warming rum? The answer is certainly pleasingly. The result is an absolutely unique treat in which the taste of cherry is enriched by a distinct drop of a few popular kinds of alcohols. On top of that is delicious chocolate which will put you and your loved ones in a good mood. If you are ready for an explosion of cherry energy, treat yourself to this delicacy for a change. It's an intriguing proposal that you are bound to return to some time...
Net weight 157g.
www.MIESZKO.pl



Michaszki

Discover a real classic among chocolate pleasures. It can never get boring and will always win the hearts of true fans. This is precisely why Michaszki – peanuts bon-bons covered with exquisite chocolate – are so many people's absolute favorites. The secret of their unique taste is in carefully selected ingredients, freshly crushed peanuts and original recipe. They are made to share with those nearest and dearest to you. Michaszki are available in various packaging (220g and 440g boxes, 260g bags or in bulk): for bigger or lesser appetite and for great or petty occasions.
www.MIESZKO.pl



Mokate Gold Premium

NEW Mokate Gold Premium is exceptional - it enchants with its aroma and deep flavour hidden under a thick, white foam. A perfect combination of top quality ingredients enclosed in a convenient sachet, guarantees pleasant flavour sensations, and each cup makes you want to taste more and more of it. It has been produced with passion and love for perfect taste. Carefully selected ingredients, advanced technology, and first of all – the best quality and true love for coffee make us deliver an ideal product and a genuine treat to our customers.
www.MOKATE.com.pl



Loyd

Try out our finest and premium quality loyd tea. Only selected teas, which have earned the highest tea selector's grades can be packed into our newest red label LOYD box. Their selection is carried out under strictly defined conditions and usually only one in a hundred samples will be qualified for the final product. This process, makes our red label tea exceptional and remarkable.
www.MOKATE.com.pl



Gluten free corn based pasta



www.SOTELLI.pl

Pellets – semi-finished products for snack production



www.SOTELLI.pl

Our newest products :
Superb taste – innovative technology.

The full range of Rarytas products in our Stand 11.1 D 26.

www.RARYTAS.pl



MICHAŁKI® PREMIUM

Chocolate masterpiece, candy with silky smooth cocoa-peanut filling embedded in the freshly roasted peanuts, covered with crunchy, delicious chocolate that melts in the mouth.



TRUFLE PREMIUM®

Unique, tempting combination of rum and cocoa filling, covered with delicious chocolate. The famous recipe, intense flavor and captivating note of rum



make this candy satisfying for connoisseurs of sweets.
www.ZPC-SNIEZKA.pl

ŚLIWKA KSIĄŻĘCA W CZEKOLADZIE®

Perfect blend of noble fruit with a hint of dessert chocolate. The unique character of this delicacy owes to its unique recipe which makes dried fruit very juicy and tender, drenched in delicious chocolate it becomes subtly crunchy and irresistibly delicious.
www.ZPC-SNIEZKA.pl

Fresh & Fruity – No Added Sugar

Fresh & Fruity No Added Sugar are delicious pectin jellies with semi-liquid filling without any sugar added. It is the ideal offer for fans of fruity flavours – lime, pineapple, orange, raspberry and lemon. They contain vitamin C and have 30% less calories than regular jellies. Erythritol and maltitol used here as sweeteners are natural substances produced from plant. They are considered to be tooth-friendly and act as antioxidants. The product meets market trends and expectations of health-conscious consumers and is suitable for both – adults and children. These delicious jellies without any sugar added are also gluten free and suitable for vegetarians.

www.WAWEL.com.pl/en



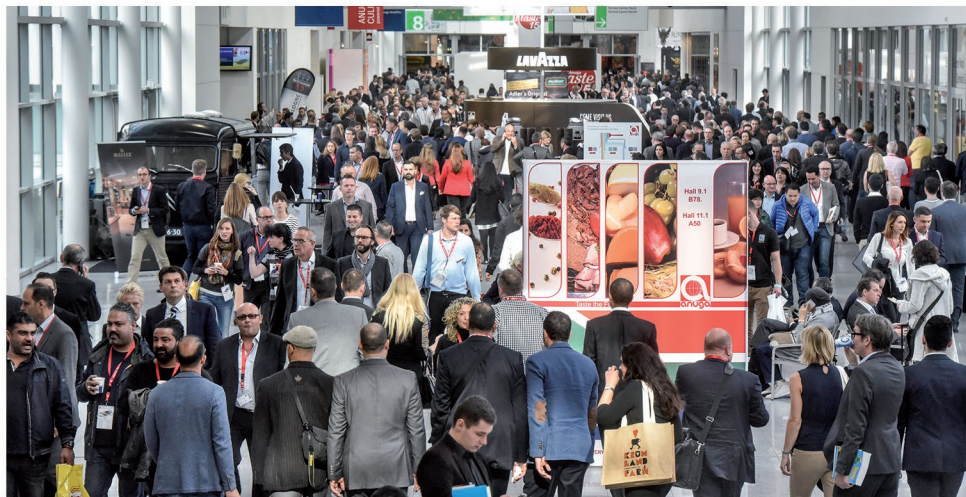
Chocolate-milk Tofflairs



Following the success of Tofflairs caramel-chocolate candy Wawel is introducing brand new variant of this exceptional candy. New Tofflairs is a combination of intense chocolate flavour with smooth

milky filling. Each candy is packed in an airtight wrapper which makes it a perfect on-the-go sweet. Thanks to its unique features Tofflairs is also a universal product, great for the whole year and every season. Moreover it is gluten free and suitable for vegetarians.

www.WAWEL.com.pl/en



PPH Maxpol Sp. z o.o. offers:

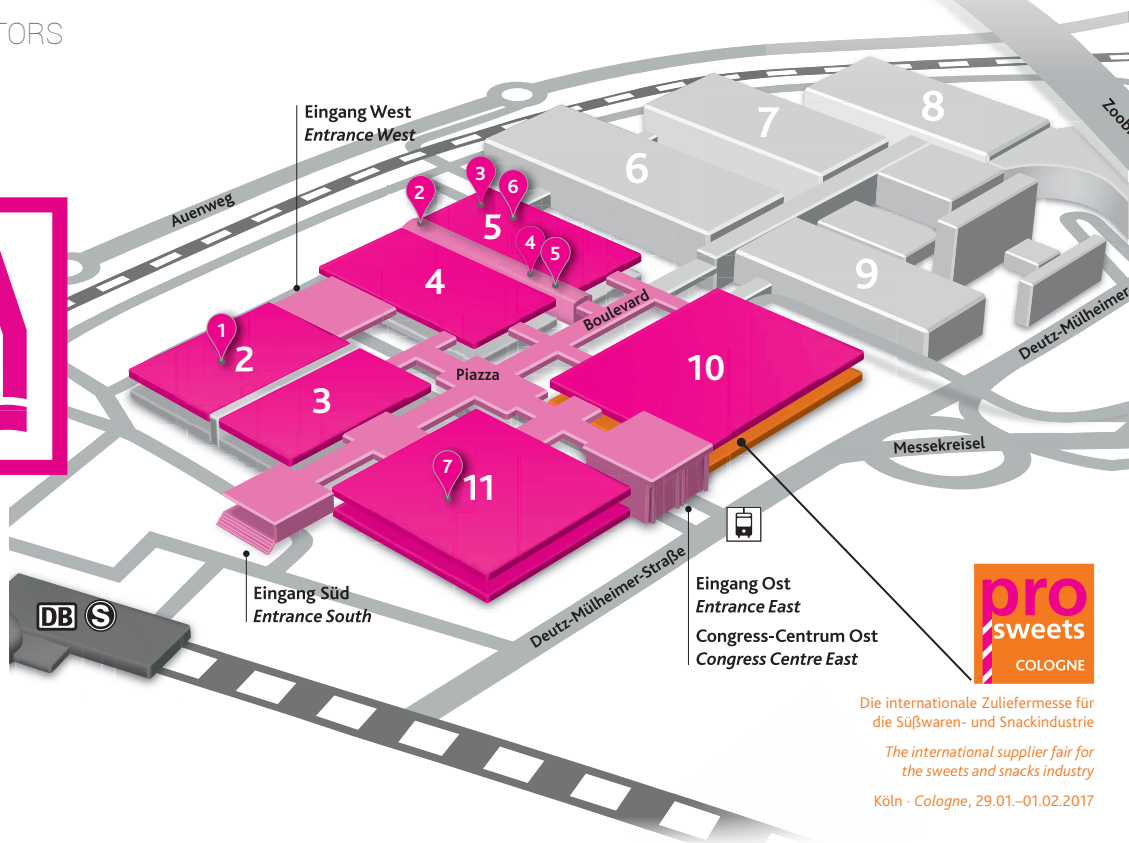
- designing stands for individual exhibitors as well as for national groups;
- preparing and assembling the individual stands, stands arrangements;
- forwarding and customs clearances of
- company's products with the delivery directly to the stand;
- such professional services for fair participants as: flights, accommodation, local transfers in the city of the fair.



FOOD FAIRS IN 2017

FOODEX JAPAN	JAPAN	TOKYO	7-10 March
EXPO ANTAD & ALIMENTARIA MÉXICO	MEXICO	GUADALAJARA	8-10 March
INTERNORGA	GERMANY	HAMBURG	17-21 March
FOOD EXPO GREECE	GREECE	ATHENS	18-20 March
IFE	GREAT BRITAIN	LONDON	19-22 March
INTERNATIONAL PRIVATE LABEL SHOW	RUSSIA	MOSCOW	5-6 April
WINE & GOURMET	JAPAN	TOKYO	12-14 April
ANUFOOD EUROASIA	TURKEY	ISTANBUL	April
SIAL CANADA	CANADA	TORONTO	2-4 May
FOOD AND HOSPITALITY AFRICA	REPUBLIC OF SOUTH AFRICA	JOHANNESBURG	7-9 May
PLMA'S WORLD OF PRIVATE LABEL	NETHERLANDS	AMSTERDAM	16-17 May
SIAL CHINA	CHINA	SHANGHAI	17-19 May
SIAB EXPO	MOROCCO	CASABLANCA	18-21 May
ALIMENTARIA & HOREXPO LISBOA	PORTUGAL	LISBOA	21-23 May
SIAL ASEAN	PHILIPPINES	MANILA	31 May-2 June
WORLD FOOD/INGREDIENTS	AZERBAIJAN	BAKU	31 May-4 June
THAIFEX	THAILAND	BANGKOK	31 May-4 June
WORLD OF COFFEE & TEA	THAILAND	BANGKOK	31 May-4 June
WORLD OF FOODSERVICE	THAILAND	BANGKOK	31 May-4 June
BELAGRO	BELARUS	MINSK	6-10 June
SUMMER FANCY FOOD SHOW	USA	NEW YORK	25-27 June
SPECIALITY & FINE FOOD ASIA	SINGAPORE	SUNTEC	18-20 July
SPECIALITY & CHOCOLATE ASIA	SINGAPORE	SUNTEC	18-20 July
FERIA ALIMENTOS	CUBA	HAVANA	July
FIPAN	BRASIL	SÃO PAULO	25-28 July





Die internationale Zuliefermesse für
die Süßwaren- und Snackindustrie
*The international supplier fair for
the sweets and snacks industry*
Köln · Cologne, 29.01.–01.02.2017

List of Polish Exhibitors

Exhibitor	Stand
Agros Trading Confectionery	10.2 B079
Aksam	11.1 D042
ZPH Argo	11.1 C037
P.P.H.U. ASTRA	11.1 C029
BARBARA LUIJCKX	05.2 J024
Big Brands Group	11.2 D041
Bio Naura	11.2 F057
Zakład Cukierniczy Marek Bładowski	11.1 C027
Bogutti	11.1 C038
ZPC Bałtyk	11.1 D012
Brand Distribution Europe	05.2 H041
Brzesc ZPC Wiesław Sipa i Wspólnicy	11.1 C039
CD	11.1 C023
Celiko	05.2 B016
COCOMO ART	11.1 G074
All Good	05.2 D038
Colian	11.2 C021 D028
Colian Factory	11.2 C021 D028
Concession Polska	11.1 C011
Crispy Natural	05.2 K041
Cukry Nyskie Spółdzielnia Pracy	11.1 D044
Dan Cake Polonia	03.2 E018
DELICPOL	11.2 E046
Eltar Tesna Elzbieta	11.2 B068g
Evanoff Produktion Company	11.2 D041a
Fabryka Cukiernicza Kopernik	11.2 D043
Food from Poland (Trade Press)	11.1 C025
ZPC Flis	11.1 H014
GELATO DI GELATERIA ZAG TOMASZ JENNER	11.2 F059
Genata European Goods	11.1 D038
"GEOMAX" MISZTAL-STATECZNY	05.2 K038
Dr. Gerard	05.2 L023
GRAN-PIK Liwocz	11.2 D059

Exhibitor	Stand
Instanta	05.2 D031
Lotte Wedel	10.2 A090
PPHU Lumar Lucjan Walkowicz	10.2 A043
Luzyckie Praliny	11.1 D024
P.P.H.U. "MADA"	10.2 F089
PPH Magnat M.Jarocki, K. Dabrowski	11.1 D036
MANUFATURA CZEKOLADY	11.1 D060
PPH Maxpol	11.1 C025
Melavi	11.2 C021 D028
MicroFood	11.1 D035
ZWC Millano K. Kotas	05.2 K021 L028
Mokate	11.1 B041
Mokate	11.1 B041
OLA	03.2 A031
FPH Paula	05.2 K041
Piekarnia Galicyjska	11.1 C053
POLISH SWEETS	10.2 E089a
PPH SOFOREK Jacek Soforek	11.1 B051a
Puh Pilot Unlimited	11.2 D069
Rarytas	11.1 D026
SECPOL	03.2 A024
Sniezka - Invest	11.1 D021
PW. "Spomet" A. Nowotarski, J. Medrzak, J. Kaminski, M. Adamczyk	11.2 D014 C015
TAGO PPC	11.1 H019 J018
Terravita	10.2 B101
TREBOR Robert Bilkiewicz	11.1 B051
Union Chocolate	11.1 H068
UNO FOODS DUBICKI I WSPOLNICY	11.2 F050
ZPC Vobro Wojciech Wojenkowski	11.1 C030
Wawel	11.1 E015 F018
Zip Wieczorek	11.1 A065
ZPC Milanówek	11.2 E048
ZPS DOBOSZ Daniel Dobosz	11.2 B068

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