

### WWW.DUTCHSWEETSEXPORTASSOCIATION.NL

DUTCH SWEETS EXPORT ASSOCIATION PANOVEN 13 3401 RA IJSSELSTEIN PHONE: +31 (0)30 - 30 36 450

### HELLO AND WELCOME TO THE DUTCH SWEETS EXPORT ASSOCIATION

### THE DUTCH SWEETS EXPORT ASSOCIATION (DSEA) IS THE PROFESSIONAL PARTNER FOR DUTCH COMPANIES THAT ARE Direct or indirect involved in the sweets-, biscuits-, chocolate- and savory snacks industry.

THE DSEA MEMBERS ARE SEEKING TO EXPAND INTO EXISTING AND EMERGING MARKETS WORLDWIDE.

OUR CORE BUSINESS IS TO BRING PEOPLE TOGETHER IN THE FIELD OF SALES AND BUYING ACTIVITIES OUTSIDE THE NETHERLANDS BY ACTIVE PARTICIPATION ON TRADE FAIRS, MATCH MAKING WITH TRADE ORGANIZATIONS, RETAIL AND OUT OF HOME FOR OUR MEMBERS AND ORGANIZING BUSINESS TRIPS TO VARIOUS COUNTRIES IN THE WORLD WITH OUR MEMBERS. THIS BOOKLET MAKES IT EASY FOR YOU TO GET IN CONTACT WITH OUR MEMBERS AND THEY ARE HAPPY TO MEET YOU, PHYSICALLY OR ON-LINE.

DSEA MEMBERS EXPORT OVER 70% OF THEIR PRODUCTION OUTSIDE THE NETHERLANDS WITH A BROAD ASSORTMENT OF CONSUMER PRODUCTS VERY OFTEN MANUFACTURED IN CLOSE COOPERATION WITH THEIR BUYING PARTNERS EITHER IN BRANDED-, PRIVATE- OR FANCY LABEL.

WE HOPE TO BE OF HELP FOR YOU ON ANY SPECIFIC REQUIREMENT.

### CONTACT:

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ROB SCHOTEMA



TON BAAS

MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

### **PROGRAM 2023** DUTCH SWEETS EXPORT ASSOCIATION

ANUFOOD BRAZIL	SAO PAULO	II - 13 APRIL 2023
ISM JAPAN	ТОКІО	12 - 14 APRIL 2023
IIDE India International Dairy Expo	MUMBAI	13 - 15 APRIL 2023
ISM	KEULEN	23 - 25 APRIL 2023
ANUFOOD CHINA	SHENZHEN	10 - 12 MEI 2023
SWEETS & SNACKS	CHICAGO	23 - 25 MEI 2023
THAIFEX ANUGA	BANGKOK	23 - 27 MEI 2023
ANUTEC INDIA	MUMBAI	07 - 09 SEPTEMBER 2023
ANUFOOD INDIA	MUMBAI	28 - 30 SEPTEMBER 2023
ANUGA	KEULEN	07 - II OKTOBER 2023
CIBUSTEC	PARMA	24 - 27 OKTOBER 2023
ANDINAPACK	BOGOTA	27 - 30 NOVEMBER 2023
ANUGA FOODTEC	KEULEN	19 - 22 MAART 2024



MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

STRATEGIC PARTNERS OF DUTCH SWEETS EXPORT ASSOCIATION



### CONSUDEL

FOR MORE THAN NINETY YEARS CONSUDEL IS THE MAGAZINE FOR - IN PARTICULAR - THE DUTCH AND BELGIAN CONFECTIONERY INDUSTRY. WHO ARE THE READERS SINCE OUR FOUNDING IN 1928?

- THE MANAGEMENT OF BAKERY FIRMS (COOKIES, BISCUITS E.D.), MANUFACTURERS OF CHOCOLATE, THE SUGAR CONFECTIONERY INDUSTRY AND COMPANIES THAT MAKE SALTY & SWEET SNACKS. THE MANAGEMENT INCLUDES GENERAL MANAGEMENT, R&D, MARKETING AND SALES.
- TRADE: WHOLESALERS, SUPERMARKET CHAINS (ALSO OUTSIDE THE BENELUX) AND SPECIALTY SHOPS.
- SUPPLIERS OF THE CONSUDEL INDUSTRY, IN PARTICULAR PACKAGING, PACKAGING MACHINES, PROCESS MACHINERY, OVENS, AND RAW MATERIALS & INGREDIENTS.



CONSUDEL

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### **SCHENKER**



### YOUR LOGISTICS PARTNER FOR INTERNATIONAL SHOWS

A GOOD BOOTH MEANS A STRONG PRESENTATION ON YOUR SHOW – AT DB SCHENKERFAIRS WE FOCUS ON ENSURING YOUR TRADE FAIR LOGISTICS ARE SEAMLESS.

LONG-TERM BUSINESS SUCCESS REQUIRES A CONVINCING PRESENTATION - IN ALL THE MAJOR MARKETS AND ESPECIALLY AT THE IMPORTANT TRADE FAIRS ALL OVER THE WORLD. DB SCHENKERFAIRS LOOKS AFTER THE ENTIRE TRADE FAIR ORGANISATION FOR ORGANIZERS, EXHIBITORS AND EXHIBITION-SUPPLIERS IN THE MOST DIVERSE SECTORS.

WE HAVE ALL THE TECHNICAL EQUIPMENT AND THE EXPERTISE TO HANDLE WHATEVER LOGISTICAL CHALLENGES YOUR EXHIBITION SETUP ENTAILS. AND INSTEAD OF SPECIALIZING IN CERTAIN INDUSTRIES, WE SPECIALIZE IN EVERY INDUSTRY BY PROVIDING TAILOR-MADE SOLUTIONS TO ALL OUR CLIENTS – SO YOU CAN FOCUS ON WHAT'S MOST IMPORTANT: YOUR EXHIBITION AND CLIENTS.

EVEN IF YOUR LOGISTICS REQUIREMENTS ARE VARIED AND COMPLEX, DB SCHENKER WILL ARRANGE IT FOR YOU, CAREFREE AND EFFICIENTLY. CURIOUS ABOUT WHAT WE CAN DO FOR YOU?

GO TO WWW.DBSCHENKER.COM/NL OR CONTACT US DIRECTLY AT FAIRS.INTERNATIONAL@DBSCHENKER.COM



SCHENKER LOGISTICS NEDERLAND BV EUROPAPLEIN 53, 1078 GW AMSTERDAM CONTACTPERSOON: NICOLE BIESHEUVEL

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VBZ IS THE ASSOCIATION OF THE DUTCH SUGAR CONFECTIONERY, BISCUITS, CHOCOLATE AND SAVOURY SNACKS INDUSTRY. VBZ REPRESENTS THE ECONOMIC INTERESTS OF APPROXIMATELY IIO SMALL, MEDIUM-SIZED AND LARGE MEMBER COMPANIES IN THE DUTCH CONFECTIONERY INDUSTRY, REPRESENTING OVER 90% OF SECTOR SALES IN THE NETHERLANDS. ABOUT 97% OF ITS MEMBERS ARE SMES. THE SECTOR EMPLOYS APPROXIMATELY 15,000 PEOPLE.

VBZ IS THE REPRESENTATIVE OF THE CONFECTIONERY INDUSTRY'S INTERESTS VIS-À-VIS POLITICIANS AND PUBLIC AUTHORITIES AT NATIONAL, EUROPEAN, AND AT INTERNATIONAL LEVEL. FURTHERMORE, THE TRADE ASSOCIATION IS THE SPOKESPERSON OF THE DUTCH CONFECTIONERY INDUSTRY AS REGARDS THE GENERAL PUBLIC AND THE MEDIA. NEXT TO THAT, IT ACTS AS A SERVICE PROVIDER, INFORMATION BROKER, AND PROBLEM SOLVER FOR ITS MEMBERS.

#### **VBZ COVERS THE FOLLOWING PRODUCT GROUPS:**

- CHOCOLATE PRODUCTS
- FINE BAKERY WARES
- · BOILED SWEETS AND SUGAR CONFECTIONERY
- SNACK PRODUCTS\*
- CHEWING GUM

\*THE PRODUCT GROUP SNACKS COVERS SAVOURY, SPICY, AND NUT-BASED PRODUCTS. EXAMPLES ARE POTATO AND VEGETABLE CRISPS, PEANUTS FLIPS, VARIOUS NUTS (PEANUTS AND GOURMET NUTS), AND NUT MIXES. THE GROUP ALSO INCLUDES SALT-BASED, CHEESE-BASED, AND LYE-DOUGH PASTRIES.

#### VBZ - BRANCHEVERENIGING VOOR KOEK, SNOEP, CHOCOLADE, ZOUTJES EN NOTEN

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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

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### **COR RIJKEN VERPAKKINGEN**

COR RIJKEN STARTED HIS COMPANY IN 1990. FROM THE VERY BEGINNING HE WANTED TO BUILD AN HONEST AND LASTING RELATIONSHIP WITH THE CUSTOMERS THAT WAS BASED ON TRUST. MORE THAN 30 YEARS LATER, TRUST IS STILL THE FOUNDATION OF OUR SERVICE. WE ARE SPECIALIZED IN DESIGNING AND PRODUCING BAGS WITH PERSONALIZED PRINT AND OFFERING CUSTOMER-ORIENTED CONCEPTS. ASIDE FROM PRIVATE LABEL PACKAGING, WE ALSO HAVE A WIDE RANGE OF STANDARD PRODUCTS. FROM LIEREN WE CAN SUPPLY VARIOUS COMMODITIES FROM STOCK. WITH AN AVERAGE SUPPLY OF AROUND 35 MILLION BAGS, WE CAN MEET THE DEMAND FOR COMMODITIES THAT HAVE A VERY SHORT LEAD TIME.



#### COR RIJKEN VERPAKKINGEN B.V.

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### **DE CHOCOLADEFABRIEK**



### WE MAKE CHOCOLATE... WITH LOVE

THE LOVE FOR CHOCOLATE IS ALMOST UNIVERSAL. IT IS A COVETED DELICACY THAT MAKES EVERYONE LICK THEIR FINGERS. AND AT "DE CHOCOLADEFABRIEK" WE MAKE THE MOST DELICIOUS CHOCOLATE PRODUCTS EVERY DAY. WE HAVE BEEN DOING THIS SINCE 1950. IN DIFFERENT SHAPES, FLAVORS AND COLORS. WITH THE LOVE OF MAKERS, FOR CONSUMERS IN THE NETHERLANDS AND FAR BEYOND.

WE MAINLY PRODUCE CHOCOLATE SPECIALTIES SUCH AS CLUSTER ITEMS, ICE CUPS AND SHAPED CHOCOLATES WITH ALL KIND OF DECORATIONS. WE PREFER TO DEVELOP ITEMS IN CLOSE COLLABORATION WITH OUR CUSTOMERS, TO MAKE SURE WE OFFER THE BEST PROPOSITION FOR THEIR CONSUMERS.

WOULD YOU LIKE TO HAVE CHOCOLATE ITEMS, THAT IS TAILOR FOR YOU? PLEASE CONTACT US.



#### DE CHOCOLADEFABRIEK

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### WHAT IS A MACARON?

MACARONS ARE REMARKABLE CAKES. THEY ARE AVAILABLE IN AN ARRAY OF FLAVOURS AND COLOURS. A MACARON CONSISTS OF 2 SOFT MERINGUE BISCUITS MADE WITH ALMOND FLOUR. EGG WHITES AND ICING SUGAR. THERE IS A DELICIOUS FILLING OF BUTTER CREAM AND A JAM OR GANACHE, WHEN MADE PERFECTLY, THIS SPECIAL TREAT HAS A LIGHT AND CRISPY OUTSIDE AND IS CHEWY LIKE SOFT NOUGAT ON THE INSIDE, A UNIOUE TRAIT OF THE MACARON ARE THE SPLIT EDGES OF THE MERINGUE BISCUITS, KNOWN IN FRANCE AS 'PIEDS' (LITTLE FEET).

#### DUTCHHOMEMADE PREMIUM MACARONS

MACARONS ARE HOT! AND WE MAKE THE BEST OUALITY THERE IS. IN LARGE OUANTITIES. THE ARTISAN WAY!

OUR MACARONS DISTINGUISH THEMSELVES BY THEIR SIZE - THEY ARE LARGER AND HEAVIER THAN THE AVERAGE MAGARON. FOR OUR FILLINGS WE USE A DELICIOUS GANACHE MADE WITH CHOCOLATE AND CREAM, FLAVOURED WITH OUALITY FRUIT PURFEOR NUT BUTTERS AND THE TASTE? LUXURIOUSLY DELICIOUSL

ON TOP OF THAT THERE IS A GOOD MARGIN TO BE MADE. BOTH FOR WHOLESALE AND FOR RETAILERS, WE DELIVER THE MACARONS FROZEN WILT A SHELF LIFE OF 12 MONTHS JE INTERESTED? CONTACT US FOR MORE DETAILED INFORMATION



DUTCHHOMEMADE MACARONS BRUGGELAAN 10, 5629KK EINDHOVEN CONTACTPERSOON: MR. LATIF ALLAOUI

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### **ELVEE HOLLAND B.V.**



ELVEE (ESTABLISHED IN 1994) IS A FULL SERVICE TRADING COMPANY IN CONFECTIONARY, WITH MAIN FOCUS ON LUXURY CHOCOLAT SPECIALTIES, BUT ALSO A WIDE ASSORTMENT OF CANDY.

SALES OFFICE IS SITUATED IN GORINCHEM, THE NETHERLANDS AND WE HAVE OUR OWN CHOCOLATE PRODUCTION FACILITY IN ETTEN-LEUR, THE NETHERLANDS AND WE ALSO HAVE GOOD RELATIONSHIPS WITH DEDICATED THIRD PARTIES.



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### **ENERGY-BULLETS EUROPE BV**

LOOKING FOR IO0% NATURAL ENERGY THAT WORKS QUICKLY AND FOR A LONG TIME? NO NEED FOR SLOW, SHORT-ACTING ENERGY BARS, CHEWING GUM OR PRODUCTS THAT MAKE YOU BOUNCE? THEN ENERGY-BULLETS® ARE FOR YOU! THE NATURAL ENERGY CANDIES WORK QUICKLY AND FOR UP TO 5 HOURS. THE TASTY CHEWABLE TABLETS CONTAIN DEXTROSE MACA, GUARANÁ AND SLOW-RELEASE CAFFEINE. ENERGY-BULLETS® COME IN 3 HANDY TAKE-AWAY CYLINDERS AND EACH CONTAIN 9 ENERGY CANDIES. THE SPECIALLY DEVELOPED NATURAL CAFFEINE (TTCAF ®) IS RELEASED SLOWLY AND ENSURES THAT YOU CAN GO ON FOR LONGER WITH LESS CAFFEINE! EACH ENERGY BULLET CONTAINS 40 MG OF NATURAL CAFFEINE. IDEAL FOR WHEN YOU STILL HAVE TO MOVE ON!



#### **ENERGY-BULLETS EUROPE BV**

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### FOODLINK



FOODLINK DEVELOPS AND SUPPLIES SPECIALTY SNACKS AND PLANT BASED INGREDIENTS IN BULK PACKS FOR THE EUROPEAN FOOD INDUSTRY. SINCE OUR ESTABLISHMENT IN 1991 OUR CORE VALUES HAVE ALWAYS BEEN A COMBINATION OF PARTNERSHIP BUILDING, DEDICATED SUPPLY CHAINS, QUALITY MANAGEMENT AND INNOVATION.



#### FOODLINK

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### **GIFT & CONCEPTS**

### CORE VALUES OF GIFTS & CONCEPTS Many years of experience!

GIFTS & CONCEPTS HAS YEARS OF EXPERIENCE IN THE "GIFT INDUSTRY" WITH BOTH FOOD AND NON-FOOD ITEMS. WE ARE EXPERTS IN SEASONAL INTERPRETATIONS OF PRODUCT TYPES AND OFFER A DISTINCTIVE, AFFORDABLE AND HIGH-QUALITY PRODUCT RANGE.

#### THE CUSTOMER IS KING

THE CUSTOMER COMES FIRST AND NOTHING IS IMPOSSIBLE. GIFTS & CONCEPTS IS AN EXPERT IN DESIGN AND OFFERS PRODUCTS OF DISTINCTIVE CONCEPTS. WE OFFER PRIVATE LABEL AND EXCLUSIVITY, ALLOWING THE RETAILER TO STAND OUT IN THE MARKET.

#### **QUALITY, QUANTITY AND SAFETY**

QUALITY AND SAFETY ARE OF PARAMOUNT IMPORTANCE TO GIFTS & CONCEPTS. WE BELIEVE THEY ARE OUR RESPONSIBILITY. GIFTS & CONCEPTS ESSENTIALLY RELIEVES THE RETAILER AND ALLOWS THE RETAILER TO PARTICIPATE WITH THEIR EUROPEAN ORDERS AND GAIN EXCLUSIVITY ON CERTAIN PRODUCTS.

#### STOCKHOLDING

GIFTS & CONCEPTS MAY ACT AS A STOCKHOLDER. DAILY AND/OR WEEKLY DELIVERY IS POSSIBLE. UNIQUE PACKAGING AND DESIGNS ARE ALSO A POSSIBILITY, AS ARE THE DELIVERY OF UNIQUE AND COMMERCIAL FLOOR DISPLAYS.

#### **GIFTS AND CONCEPTS**

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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

### **KLEPPER & KLEPPER**

### KLEPPER & KLEPPER

KLEPPER & KLEPPER IS A DUTCH COMPANY BASED IN VOLENDAM IN THE NETHERLANDS. SINCE 1990 SENIOR KLEPPER IS HAVING HIS OWN CANDY STALL AT THE MARKET IN ALKMAAR. AFTER 25 YEARS OF SELLING LICORICE IN HIS STALL, KLEPPER SENIOR AND KLEPPER JUNIOR DECIDE TO CREATE AN ANNIVERSARY LICORICE. THIS WAS SUPPOSED TO BE THE TASTIEST LICORICE EVER. THE FIRST LICORICE CONSISTS OUT OF A PLEASURABLE BITE AND A TASTE THAT FEELS LIKE AN EXPERIENCE IN YOUR MOUTH. OUR FIRST LICORICE EVER WITHOUT GLUTEN OR GELATIN. THE BEST LICORICE EVER FULL SWEET ACCORDING TO KLEPPER & KLEPPER. IN 2018 THE NEXT FLAVOUR CAME OUT CALLED MILDLY SALT, IN 2019 HONEY, 2020 BAY LEAY, AND THE LAST FLAVOUR CAME OUT THIS YEAR IN 2022 SPICY SALT. WE ARE A COMPANY THAT STRIVES TO IMPROVE IN SUSTAINABILITY AND THAT CARES FOR PEOPLE WITH ALLERGENS. ALL THE PRODUCTS THAT WE OFFER DO NOT HAVE ANY ALLERGENS AND SINCE 2021 WE HAVE A BIO-COMPOSTABLE PACKAGING. WE CHOSE FOR A NEW PACKAGING TO REDUCE OUR ECOLOGICAL FOOTPRINT. FURTHERMORE, SINCE THE START OF OUR PACKAGING WE USE FSC FOR OUR PAPER WHICH MEANS THIS IS RESPONSIBLY SOURCED WOOD FIBER. MOST OF THE INGREDIENTS IN THE LICORICE IS SOURCED LOCALLY FROM THE NETHERLANDS TO KEEP THE CARBON GAS EMISSIONS AS SMALL AS POSSIBLE. EVEN SO TO SUPPORT LOCAL COMPANIES. WE ARE STRIVING TO BECOME EVEN MORE SUSTAINABLE IN THE FUTURE, AND TO KEEP COMING WITH NEW FLAVOURS OF THE BEST LICORICE EVER.



#### **KLEPPER & KLEPPER**

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### LAREKA CONFECTIONERY EQUIPMENT

LAREKA CONFECTIONERY EQUIPMENT IS A MID-SIZED COMPANY BASED IN THE BRAINPORT REGION. LAREKA HAS A CLOSE AND ENTHUSIASTIC TEAM WHICH CONSISTS OF YOUNG AND AMBITIOUS GUYS IN COMBINATION WITH SOME VERY EXPERIENCES ENGINEERS. TOGETHER THEY TAKE CARE OF YOUR PACKAGING. OUR AMBITION IS TO KEEP OFFERING PACKAGING SOLUTIONS THAT ENABLE YOU TO CAPITALIZE ON NEW DEVELOPMENTS AND TRENDS IN THE CHOCOLATE-AND PACKAGING MARKET. WE EXPRESS THIS WITH THE SLOGAN "WE TAKE CARE OF YOUR CONFECTIONERY AND OPTIMIZE YOUR PACKAGING". THE LATTER IS MORE THAN JUST A TAG LINE; IT IS A PROMISE.

#### BTB25:

THE LAREKA BTB25 IS A LOW SPEED WRAPPING MACHINE FOR ARTISANAL CHOCOLATE PRODUCTION (UP TO 150.000 BARS/ MONTH).

THIS FLEXIBLE MACHINE WRAPS A WIDE RANGE OF BARS AND TABLETS IN PREMIUM PACKAGING STYLES. THE MACHINE WRAPS TWO LAYERS OF PACKAGING MATERIAL SIMULTANEOUSLY AROUND YOUR BAR OR TABLET. FOR THE INNER LAYER, ANY MATERIAL WITH HIGH-BARRIER- AND FOLDING CAPABILITIES CAN BE USED. THE OUTER LAYER IS WRAPPED IN (CRAFTED) PAPER OR CARDBOARD.

#### NP60:

THE LAREKA NP60 IS A LOW SPEED WRAPPING MACHINE FOR NAPOLITAINS AND SMALL TABLETS (UP TO 350.000 BARS/ MONTH). THIS VERSATILE MACHINE WRAPS DIFFERENT SIZES OF ARTISANAL SMALL CHOCOLATES IN TRADITIONAL WRAPPING STYLES. TWO LAYERS OF PACKAGING MATERIAL ARE WRAPPED SIMULTANEOUSLY AROUND YOUR CHOCOLATE. FOR THE INNER LAYER, ANY MATERIAL WITH HIGH-BARRIER AND FOLDING CAPABILITIES CAN BE USED. THE OUTER LAYER IS WRAPPED IN (CRAFTED) PAPER. THE MACHINE IS PERFECTLY FIT FOR CUSTOM PACKAGING AND THE PROMOTIONAL USE OF SMALL TABLETS AS IT RUNS WITH PRE-CUT STACKED LABELS.

#### LAREKA CONFECTIONERY EQUIPMENT

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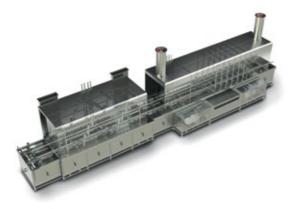
### MAFO INDUSTRIAL WASHING



MAFO INDUSTRIAL WASHING HAS BEEN BUILDING TUNNELWASHERS FOR OVER 65 YEARS. THE WASHER CAN BE FOUND ALL OVER THE WORLD IN ALL SORTS OF INDUSTRIES, I MAIN PART IS THE CANDY AND CHOCOLATE INDUSTRY. IN THIS INDUSTRY MAFO HAS SUPPLIED TO LOCAL COMPANIES AND GLOBAL BRANDS. THE WASHERS ARE WELL KNOWN FOR THEIR SIMPLE SET UP, GREAT WASH RESULTS AND 100% DRY MOULDS CAPABILITIES.

THE QUALITY IS SECOND TO NONE, AND TO PROOF THIS ALL MACHINES HAVE A 8 YEAR WARRANTY.

MAFO CAN ALSO SUPPORT IN A FULL AUTOMATED SYSTEM.



#### MAFO INDUSTRIAL WASHING

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lenken Orlando

### **MERKEN ORLANDO**

MENKEN ORLANDO IS AN INTERNATIONALLY-OPERATING, FAMILY-RUN COMPANY WITH A LONG TRADITION. WE DEVELOP AND SUPPLY INNOVATIVE FOOD CONCEPTS FOR RETAIL AND FOOD SERVICE CLIENTS THROUGHOUT EUROPE. OUR EXPERTISE IS IN THE DEVELOPMENT OF PRIVATE LABEL CONCEPTS WITHIN SIGNATURE SNACKS, WHOLE FOODS & CHOCOLATE SPECIALTIES.



#### MENKEN ORLANDO

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### **MITSUBA**



### **EXPLORE REAL ASIAN FLAVOUR!**

WE ARE MITSUBA. WE'RE EUROPE'S BIGGEST FAN OF ASIA. WE'RE A REAL FOODIE!

COME ON, YOU LIKE TO GO ON AN ADVENTURE, RIGHT? JUST TRY AND... BANG! FLAVOUR BOMBS ALL OVER. THANKS TO MITSUBA YOU WILL BRING THE POPPING ENERGY OF ASIA HOME! WE CHALLENGE BLANDNESS SO YOU CAN CELEBRATE THE UNEXPECTED THINGS IN LIFE. GRAB YOUR MOMENT AND GIVE IT SOME SPICE!

### WE WANT TO SPICE UP YOUR LIFE...

...AND ESTABLISH THE ASIAN SNACK CATEGORY WITH MITSUBA AS LEADING BRAND BY ADDING NEW PRODUCTS TO OUR LINE-UP, SIMULTANEOUSLY INCREASING OUR POSITIVE IMPACT ON INDUSTRY & CONSUMER LIVES THANKS TO OUR BELIEF WE CAN 'SPICE UP' EVERYTHING.

### WANT TO DISCOVER MORE?

HAVE A LOOK ON OUR WEBSITE! WWW.MITSUBASNACKS.COM





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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION



### **CONFISERIE NAPOLEON**

WE ARE A DECISIVE AND FLEXIBLE INTERNATIONAL CONFECTIONARY COMPANY. OUR ORIGINS GO BACK OVER ISO YEAR. WE ARE SPECIALIZED IN THE DEVELOPMENT, PRODUCTION, MARKETING, SALES AND DISTRIBUTION OF HIGH-QUALITY CONFECTIONERY. TO FULFILL THE REQUESTS OF OUR CUSTOMERS AND THE WISHES OF CONSUMERS IS THE MAIN GOAL OF OUR DAY-TO-DAY WORK. OUR BRANDS NAPOLEON, DR. TOMS, ANTA FLU, NAPOLEON BUTTERSCOTCH, CEASARZ AND LEMCO ARE THE FOUNDATION OF OUR COMPANY.



#### **CONFISERIE NAPOLEON**

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### NLFOOD B.V.



NLFOOD IS A TRADING COMPANY SPECIALIZED IN EXPORTING DUTCH AND OTHER EUROPEAN (NON)FOOD PRODUCTS. OUR RANGE ENCOMPASSES OVER 40.000 FOOD PRODUCTS, INCLUDING DRIED, FROZEN AND CHILLED GROCERY ITEMS. WE ARE KNOWN FOR WORKING WITH LARGE, FAMOUS BRANDS. HOWEVER, WE ALSO EXPORT PRIVATE LABELS LIKE DUTCH BAKERY AND G'WOON, TWO COMPETITIVELY PRICED QUALITY BRANDS IN THE FOOD SECTOR.

WE ADDITIONALLY PROVIDE A WIDE ASSORTMENT OF MEAT, DAIRY (CHEESE), BAKERY AND NON-FOOD PRODUCTS. TO ALLOW FOR AN EVEN LARGER OFFER, WE ALSO SHIP POPULAR PRODUCTS FROM OTHER EUROPEAN COUNTRIES. ARE YOU LOOKING FOR PRODUCTS THAT ARE NOT COVERED BY OUR CURRENT RANGE? PLEASE LET US KNOW AND WE WILL GET RIGHT INTO IT, SO AS TO ENSURE WE CAN LIVE UP TO YOUR DEMANDS.

BUYING POWER IS KEY TO THE NLFOOD ORGANIZATION. WHILE WE HAVE STRONG PARTNERSHIPS WITH THE LEADING JOINT PURCHASING ORGANIZATIONS IN THE SUPERMARKET BUSINESS, WE ALSO HAVE THE MEANS TO PURCHASE FROM MANUFAC-TURERS WITHOUT PRESENCE OF ANY INTERMEDIARIES. OUR ORGANIZATION IS CHARACTERIZED BY STRONG RESOURCES AND A VAST EXPERIENCE IN LOGISTICS. MOREOVER, OUR WAREHOUSE IS STRONGLY LOCATED DUE TO ITS CLOSE PROXIMITY TO THE PORTS OF ROTTERDAM AND ANTWERP. DEPARTING FROM THESE PORTS WE CAN SHIP PRODUCTS THROUGHOUT THE ENTIRE INTERNATIONAL FOOD MARKET. TO PUT IT DIFFERENTLY. WE OFFER THE ENTIRE PACKAGE. OUR SERVICE BOTH PROVIDES YOU AND OUR CLIENTS WITH ALL SORTS OF BENEFITS. THIS SERVICE INCLUDES, BUT IS NOT LIMITED TO, TRUCKING PRODUCTS TO THE PORTS, TAKING CARE OF THE NECESSARY DOCUMENTATION RELATED TO CUSTOMS AND SPECIFIC REQUIREMENTS PER COUNTRY. WE COMPLETELY UNDERSTAND THAT EVERY SINGLE CUSTOMER HAS UNIQUE DEMANDS. WE BELIEVE THAT OUR PERSONAL AND FLEXIBLE APPROACH HELPS US SUIT ALL THE NEEDS YOU HAVE AND PROVIDES YOU WITH THE SOLUTIONS YOU SEEK. WE STRONGLY BELIEVE THAT IT IS IMPORTANT TO MAINTAIN STRONG PARTNERSHIPS WITH OUR CLIENTS. TO US, THE PATHWAY TO SUCCESS IN THE WORLD FOOD MARKET IS CHARACTERIZED BY A COMBINATION OF YOUR INPUT AND OUR EXPERIENCE.



NLFOOD B.V. MIJLWEG 49, 3295 KG 'S-GRAVENDEEL CONTACTPERSONEN: MR. HENK WARNAR, MR. HARRY OENEMA

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NORA BISCUITS IS A BISCUIT PRODUCER WHICH SPECIALIZES IN PRIVATE LABEL PACKAGING. ESTABLISHED IN 1906, THE COMPANY HAS A GREAT HISTORY IN PRODUCING INNOVATE BISCUITS FOR THE NATIONAL- AND INTERNATIONAL MARKET. THE MANY YEARS OF EXPERIENCE WITH PRIVATE LABEL DEVELOPMENT HAS MADE THE COMPANY A SPECIALIST ON THIS AREA. AT THE MOMENT, ALMOST 95% OF OUR CUSTOMERS RECEIVES THE PRODUCTS IN PRIVATE LABEL PACKAGING. THERE IS ALSO THE POSSIBILITY TO RECEIVE NORA DESIGN FOR ALMOST ALL PRODUCTS.

### QUALITY

THE STRIVE FOR QUALITY PRODUCTS RESULTS THE FOLLOWING CERTIFICATES:

- IFS HIGHER LEVEL
- FDA APPROVED
- RSPO PALMOIL
- RAINFOREST ALLIANCE CACAO
- FAIRTRADE CACAO
- · SKAL ORGANIC CERTIFICATE

#### **CORE VALUES**

THE VISION OF THE COMPANY MAINTAINS TO BE AN ESTABLISHED PRIVATE LABEL PRODUCER OF GOOD QUALITY AND INNOVATE BISCUITS FOR THE NATIONAL-AND INTERNATIONAL MARKET.

CORE VALUES WE STRONGLY BELIEVE IN:

- FLEXIBILITY: COOPERATING WITH CUSTOMERS TO CREATE THE BEST POSSIBLE RESULT
- CUSTOMER SERVICE: DIRECT COMMUNICATION WITH CUSTOMERS' OWN POINT OF CONTACT
- QUALITY: FOCUS ON HIGH-QUALITY INGREDIENTS AND STRICT QUALITY POLICY
- FRESHNESS: PRODUCTS ARE PRODUCED ON ORDER

#### NORA BISCUITS

HABITATSINGEL 29, 6229 RC MAASTRICHT, THE NETHERLANDS CONTACTPERSOON: ALGEMEEN: SALES TEAM

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### **OPTIMUM SORTING**



### **ABOUT OPTIMUM**

OPTIMUM SORTING DEVELOPS, BUILDS, INSTALLS AND SERVICES INNOVATIVE OPTICAL SORTING SOLUTIONS FOR THE FOOD-, NON-FOOD AND PET-FOOD INDUSTRY. ALL MACHINES USE CUTTING-EDGE CAMERA AND LASER TECHNOLOGY. ITS COMMITMENT TO CONTINUOUS INNOVATION AND ITS COLLABORATION WITH AWARD-WINNING RESEARCH INSTITUTES WORLDWIDE ENABLE OPTIMUM SORTING TO ALWAYS USE THE LATEST DETECTION TECHNOLOGY TO SOLVE THE MOST COMPLEX SORTING PROBLEMS. OPTIMUM SORTING HIGH-END SOLUTIONS, SUPPORTED BY A TEAM WITH CLOSE TO 1000 YEARS OF COMBINED EXPERIENCE IN OPTICAL SORTING, ENSURE ITS CLIENTS CAN PROVIDE THEIR CUSTOMERS WITH PRODUCTS OF CONSISTENTLY HIGH QUALITY. THE COMPANY'S HQ IS LOCATED IN HASSELT, BELGIUM, WITH SUBSIDIARIES IN THE NETHERLANDS, THAILAND, AND THE UNITED STATES. A NETWORK OF AGENTS PROVIDES SALES SUPPORT AND PERSONALIZED SERVICE TO CUSTOMERS IN MORE THAN 80 COUNTRIES ACROSS THE FIVE CONTINENTS.

#### **OPTIMUM SORTING**

ZOLDERSE KIEZEL 36, 3500 HASSELT (KURINGEN), BELGIUM CONTACTPERSOON: MR. VINCENT SONNEVILLE

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### FOR A SWEET MOMENT OF JOY, OPT FOR THE REFINED CONFECTIONERY FROM PETROVITCH.

THE HIGH QUALITY ASSORTMENT VARIES FROM PÂTE DE FRUITS, PRODUCED WITH REAL FRUIT PULP, TO LUXURIOUS ROCK CANDY STICKS, COCKTAIL STIRRERS AND MAPLE STICKS MADE OUT OF DRIED NATURAL MAPLE SIROP. PETROVITCH USES ONLY THE FINEST INGREDIENTS.

THE RICH DUTCH HISTORY OF OUR CONFECTIONERY CAN STILL BE SEEN AND TASTED IN THE CRAFTSMANSHIP MORE THAN A HUNDRED YEARS AFTER ITS FOUNDING IN 1903.

THANKS TO OUR DECADES OF EXPERIENCE, WE KNOW IT COMES DOWN TO DEDICATION. DEDICATION TO OUR TRADITIONAL & ARTISANAL PRODUCTS AND OUR LOYAL CUSTOMERS. WE INVEST IN LONG-TERM, WARM RELATIONSHIPS. FOR THESE REASONS, OUR CUSTOMERS HAVE OFTEN BEEN WORKING WITH PETROVITCH FOR DECENNARIES. YOU CAN ALWAYS COUNT ON US.



#### PETROVITCH BV

RIJNKADE 14, 1382 GS WEESP, THE NETHERLANDS CONTACTPERSOON: K. TE BRINKE

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### **PRIMUS WAFER PAPER**

PRIMUS WAFER PAPER B.V. IS THE MARKET LEADER IN POTATO STARCH BASED EDIBLE WAFER PAPER. WE SUPPLY WAFER PAPER SOLUTIONS TO MORE THAN 200 CUSTOMERS IN 50 COUNTRIES. PRIMUS IS ACTIVE IN A VARIETY OF SEGMENTS SUCH AS EDIBLE BRANDING, BIO-DEGRADABLE PACKAGING, CONFECTIONARY, EDIBLE DECORATION, PRINTING SHEETS AND BAKING. WE ARE KNOWN FOR OUR PREMIUM QUALITY WAFER PAPER AND OUR ABILITY TO PROVIDE THIN & FLEXIBLE WAFER PAPER ON ROLLS. OUR PAPER IS VERY VERSATILE SUGAR AND ALLERGEN FREE. OUR WAFER PAPER IS AVAILABLE IN DIFFERENT COLORS, SHAPES AND SIZES.



#### PRIMUS WAFER PAPER

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### **ROKA CHEESE CRISPIES**

THE COMPANY ROKA WAS FOUNDED IN 1949 IN DELFT. SINCE THE VERY BEGINNING THE COMPANY SPECIALIZES IN MAKING PREMIUM CRISPY PUFF-PASTRY BISCUITS, ABUNDANTLY FLAVORED WITH OVER 30% MATURED CHEESE.

ALL ROKA CHEESE BISCUITS HAVE AN EXCELLENT UNIQUE FLAVORS AND TEXTURE. THE UNIQUE TASTE COMES FROM THE HIGH PERCENTAGE (30%) OF REAL MATURED CHEESE WHICH IS USED. THE TEXTURE IS REALLY UNIQUE BECAUSE EVERY SINGLE BISCUIT IS MADE FROM REFINED PUFF-PASTRY, CONSISTING OF 90 LAYERS (45 LAYERS OF DOUGH AND 45 LAYERS OF CHEESE). OUR CRISPIES ARE STILL BAKED ACCORDING TO THE ORIGINAL RECIPE CREATED IN 1949. EVER SINGE, ROKA HAS CONTINUED TO FOCUS ON MAKING THE FINEST QUALITY CHEESE BISCUITS, MADE FROM THE BEST INGREDIENTS TO CREATE THOSE SPECIAL MOMENTS OF INDULGENCE.

THE RANGE HAS EXPANDED OVER TIME WITH DIFFERENT CHEESES LIKE CHEDDAR, EMMENTAL AND PARMIGIANO AND FLAVORS LIKE ONION, BLACK PEPPER AND GARLIC. THE RANGE HAS ALSO BEEN EXPANDED WITH CHEESE STICKS AND CHEESE PUFFS WHICH ARE BAKED FROM THE SAME REFINED PUFF-PASTRY AND MATURED OLD GOUDA CHEESE.



#### ROKA CHEESE CRISPIES / ROODENRIJS KAASTABLETTEN INDUSTRIE ROKA BV

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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

### **SWEETLIFE B.V.**



THE DUTCH FAMILY BUSINESS SWEETLIFE B.V. ENTERED THE CONFECTIONERY MARKET IN 1990 AND QUICKLY GREW INTO AN IMPORTANT INTERNATIONAL PARTNER FOR RETAIL, WHOLESALERS, DRUGSTORE CHAINS AND CONFECTIONERY MANUFACTURERS. SWEETLIFE DEVELOPS ITS OWN PRODUCTS – SUCH AS THE POPULAR ROB'S DROP® AND CHOCRANT® – AND SUPPORTS CUSTOMERS IN REALIZING THEIR OWN PRODUCT LINE.

THROUGH YEARS OF EXPERIENCE AND WARM CONTACTS, SWEETLIFE CAN MAKE THE IMPOSSIBLE POSSIBLE FOR CUSTOMERS AT HOME AND ABROAD. TASTE TRENDS, PRODUCT KNOWLEDGE AND LOGISTICS KNOW-HOW ARE COMBINED, SO THAT CLIENTS CAN CONTINUE TO PIONEER IN THE INDUSTRY TOGETHER WITH SWEETLIFE.



#### SWEETLIFE B.V.

PLEIN 1923 NR.14, 3941 ER DOORN, THE NETHERLANDS CONTACTPERSOON: MR. ROBERT VAN BARNEVELD

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### **CRAZY ABOUT CANDY PRODUCTION**

AS A WORLD-LEADING SUPPLIER OF PRODUCTION LINES FOR GUMS AND JELLIES, TANIS USES ITS WEALTH OF KNOWLEDGE IN TAILORING SOLUTIONS FOR EVERY NEED. OUR SERVICE INCLUDES EVERYTHING FROM OPTIMIZING RECIPES TO FINDING THE RIGHT PRODUCTION EQUIPMENT SOLUTION, WHATEVER THE SCALE OF YOUR OUTPUT.

MAKING GUMS AND JELLIES IS A VERY SENSITIVE PROCESS AND WE TAKE ADVANTAGE OF OUR 25 YEARS OF EXPERIENCE ENSURING EVERY ELEMENT IN YOUR PRODUCTION LINE IS FIT FOR YOUR SPECIFIC PURPOSE. FROM PREPARATION, COOKING, AND BLENDING TO MOULDING, CONDITIONING, AND FINISHING EACH PIECE OF EXPERTLY ENGINEERED MACHINERY IS CONNECTED TO THE OTHER, AND TO YOU, SO PRODUCTION IS ALWAYS PERFECTLY ORCHESTRATED. WHETHER YOU GO FOR ONE OF OUR STATE-OF-THE-ART ROBOTIC SYSTEMS OR SOMETHING WITH A HIGHER DEGREE OF MANUAL INVOLVEMENT, WE HAVE THE SOLUTION.

IF YOU'RE INTERESTED IN PRODUCING GUMS AND JELLIES WITH ACTIVE INGREDIENTS, LOW SUGAR, SPECIAL FLAVORS AND FINISHES OR ANYTHING ELSE, WE LOOK FORWARD TO DEVELOP THE OPTIMAL SOLUTION TOGETHER WITH YOU.



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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

### THE BOX B.V.



### ABOUT THE BOX

TINS ARE THE IDEAL PACKAGING AND EXTREMELY SUITABLE FOR PROMOTING YOUR BRAND OR BUSINESS. THANKS TO ITS APPEARANCE, A FUNCTIONAL TIN PACKAGING CREATES REAL ADDED VALUE.

AS A PACKAGING SPECIALIST, WE HAVE THE LARGEST RANGE OF STANDARD TINS IN THE BENELUX SINCE 1998. IN ADDITION, WE ARE ALSO ACTIVE THROUGHOUT EUROPE AND HAVE SALES OFFICES IN GREAT BRITAIN AND FINLAND.

### THE RIGHT TIN FOR EVERY PRODUCT

WITH A STOCK OF MORE THAN I MILLION STANDARD TINS, WE ARE ALWAYS HAPPY TO ASSIST YOU. WHETHER YOU'RE LOOKING FOR UNPRINTED TINS, CUSTOM-MADE TINS, PRINTED THEMED TINS OR FABERGÉ EGGS, WE ARE ALWAYS HAPPY TO PROVIDE YOU WITH ADVICE. WE MAKE PACKAGING FOR BRANCHES IN THE FOOD AND NON-FOOD SECTORS, BUT WE CAN ALSO CREATE A TAILOR-MADE TIN THAT CAN BE USED AS PROMOTIONAL MATERIAL. YOUR COFFEE, TEA, SWEETS, HERBS, CHOCOLATE, OR COSMETICS ARE SAFE! ALSO REMARKABLE IS OUR SELECTION OF FABERGÉ EGGS: BEAUTIFUL REPLICAS OF THE ORIGINAL EGGS BY CARL FABERGÉ.

DURABLE, RESPONSIBLE AND CUSTOMER-ORIENTED. WITH OUR RECYCLABLE TINS, THE BOX IS THE PARTNER YOU'RE LOOKING FOR. VIEW OUR EXTENSIVE COLLECTION OR REQUEST A FREE QUOTATION TODAY.

### LOOKING FOR A CUSTOM-MADE TIN? WE ARE HAPPY TO THINK ALONG WITH YOU

THE BOX B.V. HEADQUARTERS ARE LOCATED IN APELDOORN, WHERE A TEAM OF TIN SPECIALISTS IS LOOKING TO ASSIST YOU AT ALL TIMES. OUR EMPLOYEES ARE PROFESSIONALS AND CAN PROVIDE YOU WITH ANY ADVICE WHEN IT COMES TO TIN PACKAGING. WE WILL DO EVERYTHING WE CAN TO MAKE A PRODUCT AS SUCCESSFUL AS POSSIBLE. WE GUIDE YOU DURING THE PRODUCTION PROCESS TO ULTIMATELY ACHIEVE THE BEST RESULTS, WHILE FULLY TAKING YOUR NEEDS AND SPECIFIED BUDGET INTO ACCOUNT.

WE WILL GLADLY DISCUSS THE POSSIBILITIES WITH YOU!

#### THE BOX B.V.

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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION



### PASSION AND LOVE FOR THE BAKER'S CRAFT AND CUSTOMER...MEETS PASSION FOR INDUSTRIAL PRODUCTION

AT VAN DIJK BAKERY DIJK BAKERY WE SEE EVERY DAY AS A NEW OPPORTUNITY TO MAKE DELICIOUS FRESH AND LONG-LIFE SPECIALTIES FOR YOU. WE DEVELOP THEM ON A SMALL SCALE, WITH OUR OWN HANDS AND FULL OF LOVE. UNTIL THEY ARE THE PRETTIEST AND TASTIEST.

WHEN WE ARE SATISFIED, WE ROLL OUT OUR WIDE RANGE OF MUFFINS, BATTENBERGS, BISCUITS AND LOAF CAKES ON A LARGER SCALE. WITHOUT MAKING CONCESSIONS TO OUR TRADITIONAL QUALITY.



#### VAN DIJK BAKERY

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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

### VAN SLOOTEN INTERNATIONAL B.V. **TVAN SLOOTEN**

LEADING INNOVATORS AND MANUFACTURERS OF CONCFECTIONERY, COVERING GUMMY, LIQUORICE, BOILINGS, PEPPERMINT, CHEWS, FOAM AND DRAGEE SEMENTS. 'THE ORIGINAL FROM HOLLAND'



#### VAN SLOOTEN INTERNATIONAL B.V.

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### VAN VLIET

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### VAN VLIET B.V.

### WHO ARE WE?

- FAMILY BUSINESS, FOUNDED IN 1974.
- YEARS OF EXPERIENCE WITH OUR OWN BRANDS, ALL EXTREMELY VARIED.
- PRODUCER OF CONFECTIONARY, FOCUSED ON EUROPEAN MARKET.
- LARGE RANGE IN VEGAN.
- EXPERT IN CREATING PRIVATE LABELS (OVER 40 YEARS OF EXPERIENCE).
- I50+ EMPLOYEES.
- OWN SALES FORCE & DISTRIBUTORS.
- INNOVATIVE, DEDICATED AND ENTHUSIASTIC.
- WE ARE BRC AND IFS CERTIFIED, GSI DATA SOURCE.



#### VAN VLIET B.V.

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### **VERO 'SWEET PRESENTS' BV**



### **ABOUT VERO SWEET PRESENTS**

VERO SWEET PRESENTS DEVELOPS CREATIVE PACKAGING FOR CONFECTIONERY. WE TRANSLATE CANDY INTO SPECIAL MOMENTS, WITH CREATIVE IDEAS FOR EVERY SEASON. FROM CHRISTMAS TO HALLOWEEN, VALENTINE'S DAY AND EVERY OTHER CURRENT EVENT: YOU WILL ALWAYS GET AN ATTRACTIVE, UNIQUE PRODUCT. WOULD YOU LIKE TO GET PRODUCTS FOR YOUR PRIVATE LABEL? WE HAVE A LOT OF EXPERIENCE AND IDEAS ON THAT TOO!

### WHO ARE WE?

IN 1947 VERO SWEET PRESENTS STARTED OUT AS A REGIONAL FAMILY BUSINESS. NOWADAYS THE COMPANY IS INTERNATIONALLY KNOWN, WITH ITS SECOND BRANCHE IN HONG KONG. WITH YEARS OF EXPERIENCE, WE ALWAYS DELIVER ON THE BEST QUALITY AND EXPERTISE. WE ARE ALWAYS LOOKING FOR NEW WAYS TO INNOVATE, BOTH ON TECHNIQUES AND IDEAS.

### WHAT DO WE DO?

VERO SWEET PRESENTS IS ALL ABOUT CREATIVITY AND EXTRAORDINARY PACKAGING FOR EVERY OCCASION. WE CARE ABOUT YOUR WISHES AND INVOLVE YOU IN THE PROCESS, TO MAKE SURE THAT WE COME UP WITH THE PERFECT PRODUCT TOGETHER. WE CREATE CONCEPTS FOR THE PACKAGING AND BRING THEM TO LIFE WITH A DESIGN.

THE PACKAGING IS MOSTLY PRODUCED IN WAALWIJK. THEY GET PRINTED IN VARIOUS FACTORIES IN CHINA AND GET PREPARED FOR SALE IN WAALWIJK. WE OFFER OPPORTUNITIES TO PEOPLE WHO ARE DISTANT FROM LABOR TO WORK WITH US. WE CARE AS MUCH ABOUT OUR SWEETS AS ABOUT EACH ETHER.

### CERTIFICATION

VERO SWEET PRESENTS IS THE PROUD OWNER OF BIO CERTIFICATION AND UTZ CERTIFIED, THE OUALITY MARK OF FAIR TRADE. WE ALSO OWN THE FSSC22000 FOOD SAFETY CERTIFICATION.

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MEMBERS OF DUTCH SWEETS EXPORT ASSOCIATION

### NOTES

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