



Business Support on Your Doorstep

Title	A French professional machine manufacturer for bakers, pastry chefs, and pizza chefs is looking for distributors abroad
POD Reference	BOFR20211029001
Summary	<p>The French manufacturer is specialized in professional bakery equipment and is now looking for reliable long-term partners. The company provides a large offer of specialized equipment. Their machines are mainly used by professionals to produce large amounts of bakery and/or pastry delicacies. The equipment offered largely facilitates the work of those professionals by raising their production as well as their efficiency. The company is now looking for new partners under a distribution agreement.</p> <p>The company, created in France, offers bakery and pastry equipment for professionals through resellers since 1947. The company has been growing its market internationally making it its core business and is now working in over 96 countries but is still looking to develop abroad. The manufacturer offers a large range of products such as dough sheeters, croissant machines, planetary mixers, dough kneaders, dough dividers, dough moulders, water coolers, retarder provers, bread slicers, grinding machines, ovens, pizza machines and others.</p>
Description	<p>The manufacturer offers a “turnkey” solution that has been developed for more than 20 years in a research and development unit along with reknown chefs.</p> <p>Currently trying to expand and conquer new markets by gaining new business partners such as resellers in bakery-pastry, resellers for collectivities or territorial or regional authorities/ communities, and in catering and hotel industry all around the globe.</p> <p>The agreement would be a distribution one, exclusive or not depending on what both partners agree on. The potential partner should be specialized in this field and be passionate about. He/she should promote the brand in his/her region through professional channels.</p>
Advantages and Innovations	<p>The main advantages of this cooperation are:</p> <ul style="list-style-type: none"> - Ecologic approach: part of Charter of the French manufacturers, follows the WEE program and member of "Ecologic" Association, financing the management and treatment of end of life equipment on behalf of the client

- French quality manufacturing
- International agreements which grant a reduction or a disappearance of custom fees
- Possibility to arrange an entire bakery with only one supplier
- Technical help on site all around the globe



Showroom



Planetary mixer



Dough kneader



Partner Sought

Type and Role of Partner Sought The French manufacturer is currently looking for new foreign resellers in bakery-pastry, for collectivities/territorial/regional authorities or communities, and in catering and hotel industry, who will promote the product to a mutual customer.

The cooperation is offered under a distribution agreement. The manufacturer is open to discuss all details.

Type and Size

of Partner SME 11-50

Sought

Type of

Partnership Distribution services agreement

Considered

Client

Type and Size of Client

Industry SME <= 10

Year Established

1947

NACE Keywords

C.28.9.9 Manufacture of other special-purpose machinery n.e.c.

Turnover (euro)

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French

Client Country

France