

Irish Foodservice Directory 2025

BORD BIA
IRISH FOOD BOARD



IRISH FOODSERVICE MARKET DIRECTORY

Introduction

Bord Bia's 2025 Irish Foodservice Market Directory includes 111 up-to-date, detailed profiles of key foodservice operators and the wholesale distributors that service them.

We are delighted to count eight new profiles in this year's Directory (flagged as NEW in the table of contents). We have re-classified the Government section, this is now split between Health Sector, Defence & Prison Service (where we include a new profile for Trinity Care Nursing Homes) and a School Meals section reflecting the growth in Hot School Meals (where we include two new profiles).

We've also included three new profiles under the Hotels sector, with the previous Limerick Strand Hotel profile now included as part of the MHL Hotel Collection.

How to Use the Directory

In an effort to help producers understand and target the channels most appropriate to their business, the Directory has been segmented by Commercial and Institutional channels.

Profiles contained in this directory concentrate on the larger chain operators and do not include independent outlets. Any companies referenced by operators as 'Distribution Providers' are subsequently profiled in detail under the Foodservice Distributors section. While the Directory provides a strong representation of the sector, it does not claim to provide a complete listing of all industry players.

Operators and distributors emphasised that they do not wish to be 'cold called' by producers that have not undertaken research into the Account's foodservice offering and determined where opportunities may lie. All producers should conduct considerable research (including site visits) and have determined their value proposition in advance of approaching buyers listed in this Directory.

Methodology

In order to refresh profiles included in Bord Bia's 2025 Irish Foodservice Market Directory, all operators and distributors were emailed a link to the 2024 Flipbook and asked to amend any details that required updating, or alternatively to confirm that the existing information could be used for our 2025 Directory.

While the profiles were signed off as being accurate at the time of finalising this Flipbook, producers should conduct their own research before approaching any distributor or operator as future changes may occur.

This Directory aims to provide a strong and relevant reference tool for producers either seeking to enter the foodservice sector, or for those already established who wish to maintain and build sales.

An overview of the total number of profiles included in the 2025 Directory is as follows:

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Travel	4
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Business and Industry	14
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For information on the size and segmentation of the 2025 Irish Foodservice Market, please contact thethinkinghouse@bordbia.ie to request a .pdf copy of the report.

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**COMMERCIAL
CHANNELS**

QUICK SERVICE RESTAURANTS (QSR)



AIL Group

Abrakebabra / The Bagel Factory /
O'Briens Sandwich Café's

ADDRESS

2060 Castle Drive, Castle Road, Citywest Dublin
D24 DP70

TELEPHONE

Tel: 01 496 7162

WEBSITE

www.ailgroup.ie



Company Profile

AIL Group is an Irish based company that franchises out approximately 75 food outlets in Ireland. Abrakebabra is a franchise developed and owned by Abrakebabra Holdings. The master franchises in Ireland for The Bagel Factory is also held by AIL Group. Abrakebabra Investments also owns the O'Briens Sandwich Cafe business.

The Abrakebabra franchise has been in existence for over 40 years. There are over 30 franchise outlets, all based in Ireland. The offering is built around the kebab. Website www.abrakebabra.com

The Bagel Factory is a UK franchise and was founded in 1996. There are 10 outlets on the island of Ireland. The Bagel Factory Offer is present at most O'Briens Sandwich Cafes as an ancillary offering as the two brands complement each other. The offering is built around the bagel and the health conscious consumer constitutes the target market. Website www.bagelfactory.ie

The O'Briens Sandwich café chain is an Irish based franchise that has been in existence for over 30 years. O'Brien's reputation has been shaped on its made-to-order hot or cold sandwiches, shambos, tripledeckers, wrappos and toasties. Their extensive range also includes espresso based coffees, fresh seasonal soups, deli dishes, salads, patisseries and a wide range of soft drinks including freshly made smoothies and juices. O'Briens pride themselves on providing quality food at affordable prices. Their objective is to use the best possible produce and freshest ingredients, backed up with a focus on excellent customer service and great tasting coffee.

As well as selling through their shops, they have recently increased their focus on corporate catering. The catering business offers a wider range of products than are available in the traditional store.

Relevant purchasing contact

Managing Director: David Zebedee
Email: david@ailgroup.ie
Phone: 01 496 7162

Product mix

The Abrakebabra quick service food offering consists of lamb and chicken kebabs, baguettes, burgers, steak sandwiches, chips, wedges, and a selection of hot and cold beverages.

The Bagel Factory offering is built around the bagel. There are breakfast bagels, classic bagels, and bagels with warmed fillings. In addition, there is a range of salads, hot and cold drinks, sweet and savoury snacks and fresh fruit. All bagels are assembled to order.

The food offer in O'Briens is largely targeted at the 'food on-the-go' consumer with a requirement that products are able to be prepared to order quickly for consumers as they wait. The sandwich range offers hot and cold options.

The company targets a wide range of consumers through the various outlets they operate.

Opportunities for Irish food and drink suppliers

AIL group will continue to open new outlets and sees many opportunities for Irish suppliers. The company is proud of its Irish ownership, its commitment to Irish ingredients and the contribution that it makes to the Irish economy.

Across all its food businesses, the company welcomes proposals from suppliers that will enhance its existing offerings. The company is constantly looking for innovations in its menus and presentations from Irish producers are a regular occurrence.

In particular, there are opportunities with the O'Briens / Bagel menus for new bagel fillings e.g. meats and cheeses. The dessert offering can be widened and there are opportunities for the producers of pastries.

In Abrakebabra, the menu is the process of being revamped and there is an opportunity for more fresh produce.

O'Briens is open to proposals from Irish manufacturers of cheeses, meats and deli produce.

The company has a strong focus on sourcing locally and is continuing to look for products that can be sourced in Ireland.

Purchasing policy and supplier requirements

Key elements of the company's purchasing policy are product quality, supplier's service record, supplier's reputation, logistical capabilities and competitive pricing.

The company visits the sites of its suppliers for a factory walk to get a greater understanding of the supplier's business.

Suppliers are asked to complete a questionnaire before supply commences. The company covers any costs involved in the audits.

For the majority of their food purchases, franchise operators may only purchase from an approved supplier list.

The approved supplier list is decided by the Managing Director, David Zebedee who will agree terms with suppliers when compiling the approved supplier list.

Some locally available items such as fruit and vegetables are not included on the supplier list. The franchise holder often recommends a supplier to franchisees.

New products are reviewed by a team of people that often includes the Directors, the Food Hygiene and Safety Director, the Franchise Manager and some of their franchise partners.

The company does not operate tender dates and has long standing relationships with their key suppliers.

Orders are placed by each individual franchisee, mostly by phone. Frequency of supply is usually twice per week, but it is product dependant.

Shelf life expectations and requirements are product dependent.



Distribution providers

The majority of suppliers provide their own distribution. Musgrave Wholesale Partners deliver most of the frozen and chill requirements.

Advice to new suppliers

The food outlets of each franchise should be visited to get an understanding of what innovation and benefits a supplier can bring to the operator.

Contact should then be made with the Managing Director David Zebedee or Operations Director Sinead Reid by email dzebedee@ailgroup.ie or sinead@ailgroup.ie or by phone 01 496 7162.

Samples to be submitted, if requested, following initial contact. The company welcomes innovation and is always seeking initiatives to improve its menus and offerings.

Other information

The company is open to working with brands across the spectrum of their business.

There is greater growth in chilled foods, with a recent move towards chilled produce over frozen. All outlets have both chilled and frozen storage facilities.

Boojum

ADDRESS

Boojum Ltd, 67-69 Botanic Avenue
Belfast, BT7 1JL

TELEPHONE

Tel: 0044 2890235738

WEBSITE

www.boojummex.com



Company Profile

Boojum is a Mexican fast casual food brand. Its focus is on Click 'n collect, take away, sit-in restaurants and online deliveries through all major delivery platforms.

There are currently 16 outlets across the island of Ireland, including locations in Belfast, Dublin, Galway, Cork and Limerick.

The first Boojum store opened in the UK in 2024, where there are now 2 outlets in Liverpool and Leeds.

Target consumers are young professionals and students aged 18-40, with disposable income and a desire to eat out regularly in the evening but also requiring speedy delivery at lunchtime. The business is particularly popular with students.

Relevant purchasing contact

Head of Operations: Robert Powell
Email: rob@boojummex.com
Phone: 0044 2890235738

Email is the preferred first method of contact.

Product mix

The focus is on Mexican Tex-Mex style food made using fresh ingredients. Customers are able to build their own meal by choosing a base, protein, extras, salsas, etc. The main meal formats Boojum offers are burrito, burrito bowls, tacos and salads.

Fillings include chicken, pork, beef or chilli con carne, with additional vegetarian/plant-based options.

Side orders and sauces include salsas, tortilla chips, nachos and a range of sauces and hot sauces.

Lunch and dinner are the main eating occasions catered for, with dessert options also available.

Boojum are known for their generous portion sizes.

The company has central kitchens in both Finglas and Leeds where bulk preparation is undertaken and then shipped to the branches.

Opportunities for Irish food and drink suppliers

The business is looking for brand collaborations e.g., a strong product ingredient, a hot sauce, or beverages.

There are always opportunities to look at dessert offerings. This could involve desserts that align with the Mexican ethos.

Boojum are open to partnering with disruptor brands if the producer believes their brand or product fits with the Boojum ethos. The focus on freshly prepared food is a key part of that ethos.

The company has seen a correction in consumer attitudes in relation to vegan and vegetarian foods however, their menu lends itself very well for the consumer to customise menu ingredients to suit their preferences

Boojum are looking for complementary products which can be added to the customer order once the core ingredients are assembled e.g. seasoning to add at the end, a superfood addition, interesting hot sauces, signature spices etc.



Purchasing policy and supplier requirements

Boojum are always looking for local produce from the island of Ireland, where possible. Their beef is 100% Irish. Potential suppliers at the very least must be registered with their EHO and have a full HACCP plan to support production. The business has in place rigorous testing and food safety procedures to ensure that all products not only meet regulatory and industry standards but exceed them.

They have a clean ingredient policy with no artificial preservatives allowed. They do not use microwaves or freezers in preparing core items in store. Meats, salsas, guacamole, taco shells and chips are made fresh instore each morning. Suppliers are carefully sourced in line with the companies' values on quality and sustainability. Producers need to identify how their sustainability policies match with that of Boojum.

Distribution providers

The company works with two distributors predominantly. One on the island of Ireland and the other in the UK.

- Hendersons Foodservice across the island of Ireland
- Creed Foodservice in the UK

In most cases, these distributors are delivering to branch 6 days per week, depending on location.

Advice to new suppliers

In the first instance producers wishing to supply Boojum need to conduct a thorough analysis on their branches and identify gaps in the menu where their product range can fill a need.

The business is always looking for innovative new ingredients and ideas which fit within the Mexican/Tex Mex theme. Potential suppliers need to be mindful that the consumer environment demands high levels of customisation and speed of service, so any new products would need to fit into a high volume, fast casual kitchen.

When contacting the buyer, email is the preferred first method of contact.

New producers should approach Boojum first, ahead of any discussions with distributors. It should be noted that the volume per Boojum store is much higher than other brands in the fast casual sector, and volumes required by the group could be much larger than they initially appear based on the outlet numbers.

Camile Thai



ADDRESS

Unit 9, Northern Cross Business Park, D11P661

TELEPHONE

Tel: 01 811 0100

WEBSITE / APP

www.camile.ie

Company Profile

Camile is an award-winning restaurant group offering premium quality "good mood Thai food" for dine in, collection, takeaway and delivery. Founded in 2010 by Brody Sweeney, there are now 45 Camile Thai restaurants across Ireland, Northern Ireland and England, with further locations secured. The Camile Thai Group also includes 15 Indian Takeaway restaurants under the Thindi brand, voted Ireland's Best Indian in 2023.

Leading the way in food innovation, technology and sustainable practices, Camile is particularly eager to partner with brands and suppliers who embody these values, and encourage them to reach out.

Relevant purchasing contact

Biju Matthew is the central Production Manager and has responsibility for purchasing all goods used in the company.

Email: biju.mathew@camile.ie

Phone: 01 811 0100

Email is the preferred method of contact.



Product mix

Camile uses authentic Thai ingredients, beef sirloin, chicken and pork, and local and Asian produce. All sauces, dressings, soups and stocks are made from scratch and all spring rolls and gyoza are handmade in their own production facility.

At a branch level, each dish is prepared fresh and cooked to order.

Menu items comprise starters, rolls, salads, soups, curries, a range of vegan/vegetarian dishes, stir-fries, noodles, fried rice, seafood, soft drinks and desserts, along with small bites and side dishes.

Menus also feature low calorie, low fat, and high protein dishes and macronutrient information is available for every dish.

Opportunities for Irish food and drink suppliers

Camile maintains long-term relationships with their suppliers, but is always open to change through a yearly tendering process. Camile is growing at a strong rate with new planned openings and would like to support Irish artisan producers where possible.

The company is always open to new products to taste and test within their operation. Products must be of suitable quality and profile that suits the Camile brand.

The opening of new branches as well as menu development will aid the opportunity for Irish suppliers, however price must also allow a sufficient margin.

Camile is interested to hear of any new innovation particularly in the ESG/ sustainability space which could be suitable and integrated into the Camile concept. Camile was one of the first brands in Europe to introduce 100% compostable packaging (2018) and carbon emission ratings on their menu (2022).

Purchasing policy and supplier requirements

Camile has an approved supplier list which is a requirement of the EC 853 registration. Camile's registration number is IE 4069.

Camile suppliers are audited on an annual basis and all new suppliers need to complete a questionnaire to confirm that they are HACCP, Health & Safety, Origin Green & Repak compliant. Camile pays for audits.

All purchasing is centralised with decisions made by the central production manager. Once a year a supplier review takes place in relation to both product specification and price.

Goods used for the CPU (Central Production Unit) are delivered directly and orders placed for branches are delivered directly into the branches.

Both CPU and branches place their orders via the company's own internal Accounts package.

Distribution providers

Camile has a Centralised Production Unit located in the Northern Cross Business Park. All CPU products are delivered via three vans to the branches.

Advice to new suppliers

Producers wishing to make contact with Camile should do so by email and, with agreement, drop samples into the Head Office, which is based in Dublin 11.

Camile places strong emphasis that all potential suppliers are at least HACCP to IS 340 & IS342 standard.

The company's preference for any high-volume lines such as sugar, vinegar etc. is to purchase pallet quantities.

Other information

Current terms are 45 days payment and ideally operating a Direct Debit scheme. All suppliers are subject to a yearly Long Term Agreement (LTA).

There is room for certain brands within the dry goods and 'nibbles' categories, for example.

Domino's Pizza

ADDRESS

1 Thornbury, West Ashland, Milton Keynes
MK6 4BB, UK

TELEPHONE

Tel: 0044 (0)1908 580 000

WEBSITE

www.dominos.co.uk



Company Profile

Domino's Pizza UK and Ireland Ltd. is a wholly owned subsidiary of Domino's Pizza Group plc (DPG). DPG is the UK and Ireland's leading pizza delivery company and holds the master franchise to own, operate and franchise Domino's Pizza stores in these markets.

The first Irish store opened in 1991 and there are currently 114 outlets in Ireland, 68 in the Republic of Ireland (ROI), 24 of which are now under Domino's corporate ownership and 46 in Northern Ireland (NI). There are current plans to further expand in both ROI & NI markets.

All outlets are franchised owned. The business is currently split on average between 75% home delivery, with the remaining 25% carry out.

The target demographic is families and 18-34 year olds, however this is constantly broadening.

Relevant purchasing contact

Procurement Director: Ryan Whittaker
Email: Ryan.whittaker@dominos.co.uk
Phone: +44 7391 010599

Product mix

The core food offering is pizzas, with side dishes and a range of desserts.

Lunch and dinner are catered for, with all outlets open late, a proportion of these until 5AM.

The pizza product is made with fresh dough on site. Domino's offers a range of chicken and vegetarian based side dishes. All products must be able to fit within the Domino's franchise framework i.e. all items cooked at same temperature in a similar manner.

All products are delivered to stores fresh chilled and side order dishes are ready to cook. The company can accept frozen products into its distribution centres, however there are no frozen storage facilities at outlets. Outlets do not handle any raw product other than fresh vegetables.

Opportunities for Irish food and drink suppliers

The company is constantly looking at new areas to expand their product offering. Key areas of growth for the company are around toppings and sauces and anything protein or vegetable based.

Domino's are open to contact from new suppliers that could supply side dishes (both meat and vegetarian) or ingredient toppings that can enhance the pizza offering. Domino's are looking for ready to serve hot desserts, again that fit within the existing model.

The company has an exclusive partnership deal with Ben and Jerry's ice cream.

The company is constantly striving to improve existing products in terms of health credentials i.e. low fat, lower salt, calorie count.

Any new product offerings for the sides menu must be ready to cook and fit within the existing Domino's business model.

Purchasing policy and supplier requirements

The purchasing policy of Domino's UK and Ireland is around the following key requirements:

- Quality of products and the ability of suppliers to fit within Domino's framework
- Price
- Service



Purchasing policy of core products is influenced by the recipes that are set from the US, but produced within the UK and Europe. The main area of scope is protecting the business from food inflation where possible and also support innovation.

All ingredients for the dough bases are sourced from head office in the UK due to economies of scale. The company currently sources a small proportion of its produce locally, but is open to looking at locally produced product that would enhance the pizza offering. This is also an opportunity for suppliers to supply across entire Domino's group.

The UK head office has full scope for purchasing of products for the UK and Irish markets and offers support to other markets under its umbrella, including Norway, Iceland, Sweden and Switzerland.

HACCP and BRC grade A are mandatory requirements for all suppliers. Domino's risk assesses each new supplier and conducts supplier audits either through a third party or direct. Domino's will bear the cost of food safety audits where required. The company also requires all suppliers to have membership of the Sedex self-auditing system.

The company generally operates 12 months contracts, but longer terms with some of the more strategic partners. Purchasing decisions are influenced by a team including Procurement, Technical, Product Development and Marketing. All new products are subject to review by the Franchise advisory council. Final purchasing terms are the responsibility of the Head of Procurement.

Domino's operates five distribution depots in the UK and Ireland, with the Irish depot based in Naas, Co. Kildare. These depots are distribution centres, with four producing dough also.

All orders are placed centrally for each depot, with deliveries made to each outlet from one of these three depots. The company has a fleet of over 12 multi temperature vehicles in Ireland.

The company operates an online purchasing system where the manager of each outlet can place their order requirements.

Calorie count and nutritional analysis of products from new suppliers is a pre-requisite, as Domino's include calorie counts on their menus.

Advice to new suppliers

New suppliers should visit a Domino's store and understand the business model and where their product could potentially fit into the menu.

Any new suppliers must factor in how their product will fit into the Domino's franchise model.

Potential new suppliers should contact the Director of Procurement by email.

Other information

Credit terms are 30 days.

The company is open to branded products, in particular branded sauces, for inclusion. It is important that the product has a good fit with the Domino's brand.

Each outlet only has chilled storage facilities, and tends to avoid frozen food as much as possible.



Four Star Pizza

ADDRESS

66 Fitzwilliam Square, Dublin 2

TELEPHONE

Tel: 01 703 7300

WEBSITE

www.fourstarpizza.ie



Company Profile

Four Star Pizza (Ireland) Ltd is an Irish owned pizza delivery brand - one of Ireland's leading pizza delivery companies.

With 50 locations across the island of Ireland, the majority of outlets are franchise operated. There are 11 sites located in Northern Ireland and the remaining locations are based in the Republic of Ireland.

While the majority split of the business is pizza delivery, walk-in and collection options also remain popular with the customer base.

The company's target demographic is 18-55 year olds, and families, although the audience and customer base is ever broadening.

Relevant purchasing contact

Name: Phil Potheary
Email: ppotheary@fourstarpizza.ie

Email is the preferred method of contact.

Product mix

Main food offering includes pizza, with range of side orders such as: Garlic Bread; Chicken Dippers; Chicken Wings; Dough Swirls and Potato Wedges.

Dessert offerings include: ice cream; cookies; brownies and rocky road.

A range of soft drinks is also available.

Pizza Product is made with fresh dough made on site. Other menu items are delivered to stores fresh (chilled), ambient or frozen, as applicable.

Opportunities for Irish food and drink suppliers

The company is always looking for new opportunities to expand its product and flavour range, particularly in the toppings, proteins, vegetable, and sauce range.

The company is open to hearing from suppliers that can support in the above categories, alongside any products/ingredients that can assist in the reduction of calories, fat or salt levels.

Purchasing policy and supplier requirements

Where possible, the company prioritises local produce.

Quality, price, service are the key areas of focus for the company in relation to supplier requirements.

Suppliers are required to have external accreditations and supplier audits e.g. HACCP, BRC, Bord Bia Quality Assurance Mark (where applicable).

Purchasing decisions are based on NPD for future menus and refreshing existing products. Final purchasing decisions are made by the Operations Director on existing products and NPD decisions are made in collaboration with the Marketing Director.

The Operations Director agrees terms, products are then listed with BWG Foodservice, who in turn order products for distribution to the Four Star network.

Frequency of goods inwards and delivery windows is dependant on volumes and delivery slots within BWG Foodservice.

Ordering is through EDI and via BWG Foodservice.

There is a preference for 1kg - 2kg case sizes, although this is product dependant.



Acceptable containers are product dependent. No glass containers are allowed within the Four Star network.

Products must display all legal requirements in relation to product specifications. Full product specifications are required at time of commercial agreement to ensure all allergens are accounted for

Majority of products on-site are frozen or ambient. Currently the only fresh products on site are vegetables. Shelf line is product dependant.

Distribution providers

BWG Foodservice is Four Star's nominated distribution partner. All products go through BWG Foodservice.

Advice to new suppliers

Any potential supplier should approach the relevant purchasing contact via email in the first instance, outlining unique points of difference and potential menu fit.

Four Star Pizza are strong supporters of artisan producers, however the pitch needs to be competitive and compelling.

Other information

Credit terms are 30 days.

Some branded products are on offer including Coca Cola soft drinks and Ben & Jerry's ice cream.

Both chilled and frozen storage capabilities are available, majority of stock is either frozen or ambient.

Freshly Chopped



ADDRESS

1st Floor, Brightsome House, 13-15 Main Street,
Fairview, D03 R5C8, Dublin

EMAIL

Kent@Chopped.ie

WEBSITE

www.chopped.ie

Company Profile

Freshly Chopped is a franchise model and currently has 48 outlets on the island of Ireland, in the UK, Cyprus and The Netherlands with plans to open a further 120 stores across Northern Europe over the next 5 years.

The outlets are a combination of company owned and franchised businesses. There is central purchasing for all outlets.

The Company has a partnership agreement with Maxol for forecourts across Ireland and BWG Group for convenience stores.

Freshly Chopped operates kiosks and standalone stores in Shopping Centres, High Streets, Food Courts and Convenience Stores.

Relevant purchasing contact

Managing Director: Kent Lim, Chief Executive Officer

Email: Kent@Chopped.ie

Preferred method of contact is email

Product mix

Breakfast, lunch and light dinner eating options are catered for. The menu focuses on salads bowls, warm rice bowls, sweet potato plates and wraps. Freshly Chopped also offers smoothies, acai bowls under the "Mad Acai" range, and limited seasonal offerings.



Freshly Chopped appeals to health-conscious customers seeking fresh, made-to-order meals. Its core audience includes office workers, fitness enthusiasts, and anyone looking for a quick, nutritious dining option throughout the day.

All dishes are prepared fresh to order using quality ingredients, with a strong emphasis on balanced, nutritious meals. Chopped's menu caters to a wide range of dietary preferences including vegetarian, vegan and high-protein options.

Opportunities for Irish food and drink suppliers

Any innovative, healthy, natural products are of interest to the company, particularly snack and drink options.

Supporting local Irish suppliers is an important consideration.

Purchasing policy and supplier requirements

The Company prefers to deal directly with suppliers and sends annual tenders out to known suppliers by email.

There is an approved supplier list of existing suppliers which new suppliers can be added to. Tenders are annual and differ by product.

The Company requires the highest quality standards with HACCP a minimum and the Bord Bia Quality Assurance Mark for all meats.

All suppliers are audited and the supplier pays for audits. The cost of the audit is dependent on the number of lines and size of contract.

Purchasing is centralised and suppliers are required to deliver daily to each individual outlet or via distributors. The ordering process is via email or phone.

The Board of Directors influences the purchasing decisions and the Purchasing Manager then agrees the terms and who places the orders. All orders are made directly to suppliers.

The preferred case size varies per product and all packaging: boxes, crates etc. must be removed from each outlet by the supplier.

All products require full nutritional analysis and must meet all FSAI labelling requirements. Shelf life expectations vary per product.

Distribution providers

The Company uses some distributors, and this will be discussed individually with suppliers on request.

Advice to new suppliers

Approach the Executive Director by email and arrange for samples to be dropped in, which must be accompanied by a price list. A follow up meeting will be arranged, if required.

Other information

Credit terms are an average of 30 days end of month.

The Company has chilled, ambient and a small amount of frozen storage facilities in each outlet.

IPC International

ADDRESS

Rapid House, 40 Oxford Road, High Wycombe,
Bucks HP11 2EE, UK

TELEPHONE

Tel: +44 (0) 1494 511 620

WEBSITE

www.ipcinternational.com



Company Profile

IPC International is a trusted supply chain partner with over 20 years of proven experience supporting Subway Franchisees and rapidly scaling restaurant growth across complex markets. With international coverage through their vast supplier and distributor base, and an unmatched portfolio of services, the company supports the end-to-end supply chain so that Subway Franchisees can focus on growing their business. All of this is powered by great people, execution and technology.

IPC International is an independent organisation owned by Subway Franchisees. The Subway brand is one of the most well-known franchise networks in the world and the largest submarine sandwich chain, with more than 44,000 restaurants worldwide. The company manages over £1.5 billion worth of contracts on behalf of 12,000 Subway restaurants in over 70 markets across Europe, the Middle East and Asia-Pacific.

Their mission is to help Subway Franchisees to be more profitable and competitive - today and in the future.

IPC International sources, purchases and manages the complexities of supplying the hundreds of approved Subway product lines. Their focus is to manage the end-to-end supply chain effectively and enable Subway Franchisees to benefit from the discounts that come from purchasing and supplying products and services in large volumes.

They work in partnership with suppliers locally, regionally and globally to source and deliver products and services at the best quality and price. They continually review products in the supply chain to make sure they continue to meet the highest standards.

Relevant purchasing contact

The company's website includes contact details, as well as information on how suppliers are chosen. See <https://www.ipcinternational.com/suppliers> for more details.

Product mix

The core food offering for Subway® stores is submarine sandwiches, which are filled according to customer requests. Other product lines include snacks, salads and drinks.

Many of the ingredients for the Subway® store menus are brought in prepared. For example, meat products are all cooked, sliced and frozen. Some vegetables and cheese are also prepared.

Opportunities for Irish food and drink suppliers

One key area of growth for the Subway® menu is the different 'Day Parts' offered, i.e. accessing different sales opportunities throughout the day (breakfast/brunch/lunch/dinner/supper).

There is room for brands in the operation, predominantly in the snacks and beverages categories. There are also opportunities for growth in chilled and frozen foods. Subway® stores are equipped with chilled and frozen storage facilities.

The company is already a strong supporter of Irish suppliers. Nature's Best supplies fresh produce, Willowbrook Foods supplies fresh produce, Dawn Farm Foods and Dew Valley supply meat products for the UK, Ireland and much of Europe, and they source breads from Bama in Portadown.

Purchasing policy and supplier requirements

BRC is mandatory for all suppliers to the Subway® system. Subway® also carries out its own risk-based audits. Suppliers pay for audits.

All purchasing is centralised through the Supply Chain team. IPC International manages tenders for all products. The regularity of these varies by product category. The Supply Chain team sets terms for all suppliers.

The preferred case size and shelf life expectations and requirements vary according to product category and are determined by Subway® specifications.





Distribution providers

Restaurants order through each country's appointed distributor via an inventory App. In Northern Ireland and the Republic of Ireland the distributor is Musgrave Foodservice.

Similar distribution arrangements are in place across our other markets. In some cases, suppliers deliver into the distributor. In other cases, IPC International arranges collection. This is reviewed on a case-by-case basis.

Advice to new suppliers

All potential new suppliers must express their interest in working with IPC International via the website: www.ipcinternational.com/suppliers

Be aware that scale of production, capacity and contingency are extremely important for most products supplied to the Subway® system. There are very few niche suppliers and products.

Mad Egg Restaurant Group



TELEPHONE

info@madegg.ie

WEBSITE

www.madegg.ie

Company Profile

Mad Egg is a Free-Range, Fried Chicken Joint.

Mad Egg's ethos is 'Chicken Done Proper', meaning they place a huge emphasis on both the provenance and quality of their birds. Throughout their menu they focus on the heritage and quality of everything they offer. The Group currently owns and operates five foodservice businesses, in addition to a Central Production Unit in Dublin:

- Mad Egg Charlotte Way, Dublin 2.
- Mad Egg Millennium Walk, Dublin 1.
- Mad Egg Dundrum, Dublin 16.
- Mad Egg Liffey Valley Shopping Centre, Dublin
- Mad Egg Blanchardstown - Cloud Kitchen
- Central Production Unit, Blanchardstown

The company has terms agreed for two new full service restaurants and four new Cloud Kitchen sites to be opened by the end of 2022. The brand has a strong social media presence with more than 37K followers on Instagram. The target demographic is 18-34 year olds, but Mad Egg also appeals to families and is constantly broadening its customer reach.



Relevant purchasing contact

Head of People and Operations: Sylwia Wieczorek
Email: sylwia@madegg.ie
General Enquiries: info@madegg.ie

Email is the preferred method of contact.

Product mix

Mad Egg serves local, free-range, fried chicken. The company's focus is on local produce and sustainability.

The product mix includes chicken sandos, chicken tenders, sides and dips. DIY desserts, soft drinks, beer and wines are also available.

Restaurants are open for lunch and dinner trading. Dine-in, take-away and delivery is offered.

Opportunities for Irish food and drink suppliers

Currently, 90% of the ingredient basket is locally sourced. Mad Egg's focus is to work very closely with all their suppliers, having formed excellent relationships since opening the business.

The company has brought their suppliers to the forefront of their customer's mind. They introduced a supplier series campaign to promote the support of Irish and local businesses to their customers and the general public.

Mad Egg's Central Production Unit (CPU) will open up their daypart menu offering and allow for inhouse innovation which will focus on new sides, their dessert range and sauces for direct sale.

Expanding the Central Production Unit range will also provide opportunities for suppliers that can offer large order volume, factoring basket size/price. There are further opportunities for Irish food and drink suppliers for daypart menus including breakfast and brunch. There is also an opportunity within the area of powdered spices and some confectionary which are not currently sourced locally.

Mad Egg are interested in any new innovation which would be suitable for their offering, bearing in mind that products must be of high quality specification (ideally locally sourced) and that can create bespoke products reflecting food trends. Currently examining potential to introduce plant-based options.

Purchasing policy and supplier requirements

Mad Egg has an approved supplier list and any new suppliers must be approved in advance.

Mad Egg suppliers must to be compliant to standard Irish regulations - Bord Bia Quality Assurance accreditation and Origin Green certification for relevant product categories is not compulsory, but seen as an advantage.

The company's preference is to source local produce. Family run businesses passed from generation to generation also offer an attractive proposition.

Sustainable packaging where possible is important. Purchasing/orders are sent to individual units rather than to one central location. Orders are sent from each restaurant via an online ordering system which generates an email to the relevant supplier.

Invoices/statements sent with each order is a requirement.

Frequency of deliveries are a minimum of 3 days per week, depending on volume. Providing an option for emergency deliveries over the weekend (Saturday if required) is seen as an advantage.

Mad Egg Business Directors influence purchasing decisions and agree the terms.

Credit agreement terms are 30-45 days credit, with a mid-month pay run. Monthly statements are sent to the Accounts Department by end of first week of each following month.

Distribution providers

Suppliers are responsible for delivering products directly to each location.

Mad Eggs CPU (Central Production Unit) products are collected and delivered directly to each unit via a chilled van service.

All units place their orders via the company's own internal system.



Advice to new suppliers

Suppliers wishing to make contact with Mad Egg should do so by email.

Please send an introduction email to info@madegg.ie outlining products on offer.

A good understanding of the current menu and business is seen as an advantage. The company's preference is to source local produce - highlight these credentials if applicable, as well as sustainability credentials.

Any other specific details (if needed) will be requested after the initial contact.

Other Information

Current credit terms are 30-45 days from month end.

There is more opportunity for fresh, chilled and dry products with less interest in frozen products due to limited storage.

LTA's for suppliers can be considered.

There is room and potential opportunities to partner with other brands.

McDonald's



ADDRESS

14-16 Mary Street, Dublin, D01 DH59

TELEPHONE

+353 1 208 0020

WEBSITE

www.mcdonalds.ie

Company Profile

McDonald's has operated in Ireland since 1977 and currently operates 95 restaurants around the country, serving more than 150,000 customers every day.

The company believes that success comes from local suppliers, franchisees and staff all working together in their restaurants and is based on the investments being made in their restaurants and an unwavering focus on customers.

Relevant purchasing contact

Head of Sustainability & Indirect Sourcing UK and Ireland: Nadia Hartley
Email: nadia.hartley@uk.mcd.com

Product mix

McDonald's is a leading restaurant business with a broad menu covering beef burgers, chicken, fries, salads, breakfast products, beverages, desserts, coffee and wraps.

Opportunities for Irish food and drink suppliers

Serving safe, high quality, sustainably sourced food that customers can trust is their number one priority.

To achieve this, they understand the importance of working in partnership with their suppliers, to ensure a sustainable supply of great quality ingredients - many of their suppliers have worked with the business for decades.

The company looks to source food locally wherever possible and is proud of the reputation it has earned as a key supporter of the Irish agriculture industry.

For example, they only use 100% Irish beef accredited by nationally recognised farm assurance scheme, Bord Bia across their menu and work closely with both suppliers and the farming industry to ensure a sustainable supply chain.

Purchasing policy and supplier requirements

At McDonald's, there is a belief that quality food begins at the front end of the supply chain.

All ingredients are produced to exacting specifications and the highest possible standards of quality and safety.

McDonald's is committed to only working with suppliers that meet these high standards including strict animal welfare and quality standards that are independently audited.

Distribution providers

Distribution is provided by McDonald's dedicated partner Martin Brower who operate multi-temperature vehicles from a Dublin-based distribution centre.

Advice to new suppliers

McDonald's prides itself on its long-term partnership with suppliers, many of which have supplied the company for decades.

Other Information

For further information, please visit the McDonald's website www.mcdonalds.ie



Supermac's

ADDRESS

Supermac's Head Office, Ballybrit Business Park,
Ballybrit, Co. Galway

TELEPHONE

091 774 100

WEBSITE

www.supermacs.ie



Company Profile

Supermac's is a privately owned Irish quick service restaurant chain that has been in operation since 1978. It operates over 120 branches in Ireland with 2 new stores announced for 2022.

Shop types include Motorway Sites, Drive-Thru Sites, Dine-In Restaurants and Fresh Express shops which are normally set up within forecourt service stations.

Turnover in 2024 was in excess of €200 million. Supermac's expanded its operations in Ireland in 2021 and continues to do so in 2022. With 80 Papa John's outlets within existing stores, there are plans to further develop the Papa John's Pizza brand. In an expansion of their Sandwich and Fresh Deli offering, Supermac's launched the SuperSubs brand in 2014.

In 2012, the Supermac's Group ventured into the hotel business, with the acquisition of the Castletroy Park Hotel in Limerick. The group now also own the Loughrea Hotel in Galway, the Charleville Park Hotel in Cork and the Killeshin Hotel in Portlaoise, the Athlone Springs Hotel and, most recently, the Castle Oaks House and Estate in Castleconnell, Co Limerick.

The Barack Obama Plaza opened in Moneygall in 2014. This is one of the largest Motorway Service Stations in Ireland and is home to an impressive Visitor Centre, dedicated to the visit by President Barack Obama to Moneygall in 2011. The Obama Plaza also offers a set of fully serviced meeting rooms.



The Portlaoise Plaza at Junction 17 on the M7 opened its doors on the 31st of July 2020 and it joins the award-winning Plaza Group of Motorway Service Stations that also includes the Tipperary Town Plaza (2015), the Galway Plaza (2016) and the Kinnegad Plaza (2019) at the intersection of the M4 and M6. The N17 Plaza in Tuam, Co. Galway opened in March 2022 and the Loughrea Service Station opened in June.

Further franchisees were added in 2022 with the opening of Supermac's Kildorrerry in Co Cork in July.

Relevant purchasing contact

Purchasing Manager: Brian Malone
Email: bmalone@supermacs.ie
Phone: 091 774 100

Product mix

Supermac's offers a wide variety of products on its menu including: 100% fresh, Irish beef burgers, fresh Irish chicken portions, freshly battered cod, potato chips, ice cream products and traditional Irish breakfast products. Supermac's also provides a wide range of chicken products such as nuggets, burgers and chicken tenders. In addition to the Papa John's pizza range and the SuperSubs sandwich and soup range, product offerings comprise a diverse choice of options to suit all tastes.

In recent years Supermac's added a number of products to its already extensive milkshake and ice cream menu, including the Moozie ice cream range.

The Fresh 5oz Beef Burger was launched in 2015, followed by the Fresh Chicken Breast Sandwich in 2016 and the Fresh Grilled Chicken Sandwich and Fresh Chicken Tenders in 2017.

The core menu in all branches is beef burgers, fresh chicken, real potato chips and freshly battered fish. Supermac's only serves Irish Beef, Chicken and Bacon.

The Papa John's pizza business has grown over the past number of years. All pizzas are freshly produced at each outlet.

Opportunities for Irish food and drink suppliers

Supermac's has a tradition of working very closely with all their suppliers, having formed excellent working relationships over the years. Supermac's has worked on advertising campaigns alongside local farmers and producers to promote their support of Irish and local business to the general public.

There are opportunities for Irish food and drink suppliers for non-core products. The company recommends potential suppliers visit its sites to identify opportunities outside of the core range e.g. salads and ice cream.

Purchasing policy and supplier requirements

Supermac's has a policy of purchasing all of its meat products from producers on the island of Ireland.

All beef burgers and fresh chicken products are born, reared and butchered in Ireland.

Supermac's has built very strong working relationships with its suppliers since it started in business in 1978. Working relationships have been built on trust and their suppliers know what standard of hygiene and quality is expected with some suppliers having worked with the company for almost 40 years.

The main factors influencing decision making are firstly quality, secondly continuity of supply and thirdly price.

Current suppliers are audited regularly and must comply with strict accreditation requirements.

Supermac's operates a Vendor Approval Listing and only suppliers that have been audited and meet the required standards will be permitted to supply into the chain. There is no charge for carrying out the audit on vendors. Third party certification such as BRC or EFSIS is often required.

Purchasing is centralised. There are no set tender dates as Supermac's has a close relationship with its existing suppliers and do not tender out supplies, but welcome approaches from all potential supply partners. Supermac's operates a purchase order system and orders are usually placed via email.

The Purchasing Manager makes the purchasing decisions and places the orders. Supermac's backhauls from current suppliers as it has its own transport system.

Deliveries are product dependent, with deliveries usually being made daily. Fresh products are delivered direct to each outlet, with bulk items handled by a central warehouse.

Distribution providers

Supermac's deals directly with current suppliers for its core menu and only uses distributors for non-core products.

Supermac's has its own fleet of trucks that deliver to every outlet nationwide from its depot in Ballybrit, Galway.

Advice to new suppliers

New suppliers should contact the Purchasing Manager directly via e-mail or by telephone.

Other Information

Credit terms vary with different suppliers.

Supermac's works with some large brands at present and tends to look for brands and products that suit its current operation. Supermac's prides itself in cooking to order. It finds that people are willing to wait that few minutes longer for their food when they know that it is being cooked fresh and they are getting a quality product.

Supermac's launched its 'Fresh 5oz Beef Burger' in 2015, followed by the "Fresh Chicken Breast Sandwich" in 2016, the "Fresh Grilled Chicken Sandwich" and "Fresh Chicken Tenders" in 2017.

Supermac's has both chilled and frozen food storage facilities in all of its outlets.





**FORECOURT
CONVENIENCE**

Applegreen

ADDRESS

Applegreen, Block 17, Joyce Way,
Parkwest, Dublin 12

TELEPHONE

01 512 4800

WEBSITE

www.applegreen.ie



Company Profile

Applegreen is proud to be an Irish company and a true Irish success story.

From humble beginnings in 1992, Applegreen started with the opening of their first service station in Ballyfermot, west Dublin. From there, under the stewardship of Chairman Bob Etchingham and CEO Joe Barrett, Applegreen expanded in Ireland, growing year on year.

As of April 2022, the business operates 620 forecourt sites and employs circa 15,000 people across Ireland, UK, and America.

To this day, Applegreen is still under the guardianship of Bob and Joe and supported by their dedicated team in our headquarters in Dublin.

Applegreen delights their customers with passionate hospitality with much loved brands such as M&S Food, Braeburn Coffee, Burger King, Subway, Chopstix, Tacobell and Crafted kitchen & deli. It is a people driven business offering the best experience on the road.

Sustainability

Sustainability is embedded in everything Applegreen does to drive change and leave a positive legacy for future generations. Their sustainability strategy 'Drive Change' has been established to support their goal of being Net Zero by 2050 and is built on three key concepts; People, Planet and Partnerships.

People:

People and communities are at the heart of everything in Applegreen. This pillar is focused on encouraging their diverse workforce to be their best, while nurturing their talents and aspirations, prioritizing employee well-being, and contributing to the local communities and charities through social initiatives.

Planet:

The planet pillar is centred on their commitment to the reduction of their carbon footprint and the responsible use of resources in their business. Goals under this pillar include a Net Zero transition plan, energy, waste and water efficiency projects and plans for a Biodiverse net gain across their operations in the coming years.

Partnership:

This pillar emphasises the importance of collaboration and collective action to achieve sustainability goals across the value chain. It recognises that no single entity can address challenges such as climate change or social inequality alone and that it is through partnerships that Applegreen can drive collective action towards a low carbon future.

Relevant purchasing contact

Director of Food & Operations:

Email:

Aaron Duggan

Aaron.duggan@applegreen.com

Trading Director:

Email:

Deborah Howell

Deborah.Howell@applegreen.com

Food Commercial Manager:

Email:

Emma Cullinane

Emma.Cullinane@applegreen.com

Senior Food Category Manager:

Email:

Andrew Clarke

Andrew.clarke@applegreen.com

Food & Coffee Buyer:

Email:

Kathryn O Gorman

Kathryn.OGorman@applegreen.com

Coffee Commercial Manager:

Email:

Gillian Pigott

Gillian.Pigott@applegreen.com

Crisps:

Email:

Claire Doyle

Claire.E.Doyle@applegreen.com



Product mix

Applegreen offers a diverse selection of freshly baked goods, including delectable pastries, scones, muffins and tray bakes.

At most of their locations, they provide customers with a premium dining experience, prioritising taste and quality. Their mission is to serve flavourful and delicious meals in a friendly, relaxed atmosphere. Freshly made gourmet sandwiches, artisan bakery items, Irish meats, salads, soups, and hearty hot dinners - whether dining in or grabbing a meal on the go.

Proudly Irish, the company remains committed to their roots by serving only 100% Irish chicken throughout the business. Their own brand, The Bakewell, showcases their support of local Irish suppliers. Applegreen continually reviews their product offerings to ensure they provide the highest quality for their customers on the road.

Opportunities for Irish food and drink suppliers

Key areas for growth are food-to-go and own brand, with an emphasis on quality. There is a strong desire to source locally where possible.

There is constant exploration into technological advancements with the brands for example: Kiosks, home delivery and Too Good To Go.

Purchasing policy and supplier requirements

Applegreen has a long-standing commitment to providing high quality products at a value price point and this has been fundamental in the development of both its own brand label and food-to-go offering.

Applegreen's own brand products are sourced locally when possible. The range is available in all key categories of the shop, and in most cases has become the best seller in that category.

Applegreen has been awarded two Gold Medals in the 2024 Irish Quality Food & Drink Awards - one for their new and improved butter croissant in the Bakewell café and one for their Sicilian lemon croissant in their Braeburn cafés. They also had two products announced in the shortlist for the finals of the Irish Quality Food & Drink Awards - their Bakewell Irish sausages and their jambon. Their lemon muffin has been announced as a finalist in the 2024 Blas n hEireann Awards.

Further savings on the own brand range are delivered by a long term 'better value always' promotional campaign in store, where multiple products are sold at a discounted price.

As well as own brand suppliers, Applegreen are continually looking for the best in locally sourced products, under the supplier's brand.

These value driven strategic initiatives have been made possible by the creation of Applegreen's central distribution and logistics system in 2009.

The system ensures best supplier pricing, whilst also reducing Applegreen's carbon footprint. Applegreen's trucks are designed to deliver ambient, chilled and frozen products in one delivery all from their central warehouse depot.

As a minimum standard, suppliers must have HACCP. Majority of food suppliers have a BRC audit accreditation.

Suppliers are frequently reviewed and audited to ensure product quality.

Distribution providers

Applegreen deals directly with suppliers, as they have their own fleet of trucks that deliver nationwide from the company's depot in Leixlip, Co Kildare.

The central distribution warehouse in Leixlip accepts deliveries between 7AM and 12noon, Monday to Friday.

- All products must be on a standard size pallet 1,000mm by 1,200mm (euro pallets will not be accepted).
- Each case must have an outer barcode as provided on new line form when the product was originally listed.
- Purchase order number must be included on a delivery docket.
- Frozen stock deliveries must be at a temperature of no less than -18°C.
- Loaded pallets must be no higher than 1.8m.

Deliveries will be refused if any of these requirements are not met. For full details of delivery procedures please contact the buyer.

Advice to new suppliers

Potential new suppliers should contact the appropriate buyer directly via email.

Other Information

Payment Terms are 30 days from end of month.

Circle K Ireland Energy Group



ADDRESS

Circle K House, Beech Hill,
Clonskeagh, Dublin 4

TELEPHONE

01 202 8888

WEBSITE

www.circlek.ie

Company Profile

Circle K Ireland is a convenience and fuel retail chain that operates across the island of Ireland. Circle K Ireland identifies itself as a family of merchants that makes it easy for their customers by delivering fast and friendly service in their stations every day. It is part of the Couche Tard portfolio of sites and is Ireland's largest forecourt retailer. Couche Tard, trading as Circle K, is a global brand with 16,000 stores in over 20 countries across Europe, South America, North America and Indonesia.

Circle K Ireland supplies fuel through its network of filling stations, in addition to food, confectionery, soft drinks and household items through its 170 convenience stores.

Relevant purchasing contact

Food Team Mailbox:	Food Team
Email:	FoodTeam@circlekeurope.com
Market Development Director:	Gillian McGowran
Email:	Gillian.McGowran@circlekeurope.com
Head of Dispensed Beverage & Merch:	Emma Conlan
Email:	Emma.Conlan@circlekeurope.com



Product mix

The food offering at Circle K Ireland is 'premium food on the go'. It consists of sandwiches, snacks, salads, bakery products, both sweet and savoury, and hot and cold beverages.

The target customers include all demographic groups and consist of motorists that pull in to buy fuel and customers that visit solely to make food and other purchases in the forecourt shop.

There is no particular 'cuisine' type, however food must be capable of being served quickly. The Circle K Ireland concept puts a strong focus on food quality, freshness and provenance. Having the right product at the right time is an important part of the Circle K offer as it aims to cater for all day parts. The food offer is based on the premise of continuous improvement - constantly searching for new inspiring products.

Food preparation is in store where possible. A number of products come in pre-prepared to ease the operations and offer a consistent customer experience. Many bakery products are bought in par-baked and finished in the instore bakery.

Circle K also offers a number of in-house created signature products including the K Coffee brand, K Freeze frozen drinks and gourmet sausage rolls.

Opportunities for Irish food and drink suppliers

The company has re-focused the type of food product it sells and a lot of products are delivered fresh. Circle K Ireland is also seeking products that offer 'ease of operations'.

The company is constantly seeking new opportunities in the food on the go categories focused around bespoke recipes, fresh ideas and great quality ingredients. There are also many opportunities within the seasonal products and limited time offer products including bakery, salads and sandwich fillers.

Most products are currently supplied through Musgrave Wholesale Partners, with very little direct to store.

Purchasing policy and supplier requirements

The Circle K Ireland deli outlets nationwide are supplied by Musgrave Wholesale Partners with fresh and frozen products such as salads, meats, pastries and sandwich fillings.



In addition to food, confectionery and soft drinks, Musgraves also supplies Circle K Ireland with grocery, household and health & beauty products.

Purchasing policy and terms and conditions for suppliers are determined jointly by Circle K Ireland and Musgraves. Orders are placed by Circle K Ireland in conjunction with Musgraves.

Circle K Ireland prefers to communicate directly with suppliers and encourages suppliers to communicate directly, by email initially.

Delivery conditions and windows for suppliers are arranged directly with Musgraves.

Food suppliers to Circle K Ireland are audited by Musgraves. Circle K Ireland only becomes involved in the case of 'sensitive items' or short shelf life products. The supplier pays for the audits, unless Musgraves decide otherwise. Circle K Ireland purchases and uses both fresh and frozen foods. It is changing to include a greater proportion of fresh and local food in its product offering.

Distribution providers

The main distribution provider to Circle K Ireland is Musgrave Wholesale Partners.

Advice to new suppliers

New suppliers to Circle K Ireland should first make contact by email. They should be prepared to send samples of their products and brochures on request.

New suppliers need to be aware that key criteria for Circle K Ireland are product quality and flexibility in production. Producers should be prepared to amend the product if required in order to better meet the requirements for food on the go.

Other Information

Credit terms are as per Musgrave Wholesale Partners.

Suppliers wishing to supply Circle K Ireland are advised to study the Musgraves Wholesale Partners profile (included under Distributors) in advance of making contact.

Maxol Ireland



ADDRESS

3 Custom House Plaza, IFSC, Dublin 1

TELEPHONE

01 607 6800

WEBSITE

www.maxol.ie

Company Profile

The Maxol Group is Ireland's leading family-owned oil and forecourt convenience company. It was established in Ireland in 1920 by William McMullan and continues to grow today under the ownership of the McMullan family.

Maxol's business model is to license their company-owned network to locally based businessmen and women, who are experienced in retailing and connected with the local community. Maxol does however invest heavily in the design, fit out and maintenance of each service station, and works closely with its retail partners and suppliers in developing its consumer food solutions.

The company employs directly and indirectly more than 2,000 people across the island of Ireland. BWG support the Maxol Retail business in the Republic of Ireland and the Henderson group supports the Maxol business in Northern Ireland.

Maxol has proudly won many prestigious awards in recent years, including:

- 2023 Irish Loyalty & CX Awards: Loyalty Launch of the Year 2023 - Maxol loyalty app
- 2023 Forecourt Trader Awards - Maxol won a hat-trick of awards
- 2024 Global FoodVenience Awards: Shortlisted to Top 10 - Maxol Ballycoolin
- 2024 Forecourt Trader Awards: Best Sustainable Strategy - Maxol Group



Maxol's coffee brand ROSA coffee has the feel of an artisan, barista-style experience at the push of a button, the brand reflects Maxol's passion for great quality coffee. Rosa is now a well known, established coffee brand that has strengthened its offer further through the addition of oat and iced coffee, with plans to introduce even more exciting coffee options in the future.

Maxol hold franchises for multiple innovative food and hot beverage offers including Zambrero, Insomnia, Supermacs and Burger King.

Maxol's successful loyalty program is designed to reward customers for purchasing fuel, food and beverage items, and other services. Customers can also pay for fuel with their smartphones and the process is completely cashless. This is the only app in Ireland that offers FuelPay Customers the ability to track purchases of ROSA Coffee using the digital loyalty stamp card, rewarding every seventh coffee for free.

Relevant purchasing contact

Food Strategy & Convenience Manager:: Aoife Kearney
Email: aoife.kearney@maxol.ie

Chief Operations Officer: Lorraine Brophy
Email: lorraine.brophy@maxol.ie

Product mix

Customers' expectations of forecourt convenience have greatly increased over time and the offer has been broadened to move into the foodservice market, which describes all food consumed out of home.

Maxol Deli and Rosa will continue to be the priority for the Maxol Food offer moving forward with the ongoing introduction of additional brands to further evolve the Maxol Foodservice business.

Maxol Deli consists of a wide range of high-quality food products, prepared fresh instore every day. Maxol Deli's USP is homemade style, high quality food that's convenient on-the go.

Maxol's prepack range of sandwiches, wraps, salads, fruit pots and muesli, offer an option for customers that are time poor and looking for a high-quality food solution readily available all times of the day.

In addition to Maxol Deli, Maxol works with a diverse range of innovative food brands that cater for a wide range of consumer needs.

Homegrown at Maxol was established in 2023 and is a programme that gives Irish SMEs and start-ups in the food and drinks arena a chance to be distributed across the network of Maxol stores in the Republic of Ireland. The winners also receive marketing support to highlight the listing, along with mentorship from Maxol's retail experts. Find out more at www.maxol.ie/homegrown

Opportunities for Irish food and drink suppliers

Maxol is focusing on the following key opportunities:

- Further development of their core brands Rosa and Maxol.
- Hot counter innovation through the introduction of new quality products in the hot counters and self-serve hot bar.
- Good quality meal solutions throughout the day.
- Labour saving efficiencies.
- New equipment innovations that allow Maxol to extend their range further.
- Innovative sub brands that add a new dimension to Maxol deli and cater to customers evolving tastes.
- Deli: maintaining consistency across the network and continuing to innovate to respond to needs and emerging consumer insights.
- New site developments: launching new outlets with new innovative food offers that will cater to different dayparts and widen Maxol's customer base.
- Forming alliances with key suppliers to bring quality and innovation to their retail network.

Purchasing policy and supplier requirements

The Maxol Deli brand is serviced primarily through BWG Foodservice and Aryzta Food Solutions who are committed to sourcing high quality ingredients to ensure that Maxol's food business produce high quality, consistent food offerings.

There is an emphasis on supporting Irish business, where possible ingredients are sourced from Irish companies.

All food producers and the suppliers handling foods must have HACCP in place.

BRC is an additional accreditation which almost all suppliers to Maxol have in place.

Nevertheless, other accreditation procedures are also accepted such as IFS, ISO, Halal etc. Purchasing is centralised and must come through BWG for Foodservice & Retail.

The Chief Operations Officer and the Food Strategy & Convenience Manager influence the purchasing decisions for foodservice products.

Suppliers agree terms with Maxol and each site then places orders for the deli supply chain.

The frequency of goods inwards and delivery windows vary, fresh is daily and ambient goods when required. For suppliers to Maxol, products are delivered 3-6 days a week.

Orders are placed over the phone and online.

The preferred case size is product dependent and on whether the product is for the deli or shop side. Smaller packaging is required for chilled products for the deli side of the business. This is not a concern for ambient.

Allergen information and shelf life analysis are key requirements for all products.

Distribution providers

The main distributor providers to Maxol are BWG, Aryzta Food Solutions, Henderson's and Bewley's.

Advice to new suppliers

Potential new suppliers should contact Aoife Kearney, Food Strategy & Convenience Manager, via email.

Other Information

LTA's (Long Term Agreements) are in place with key suppliers.



FULL SERVICE RESTAURANTS (FSR) & PUB GROUPS



Avoca

ADDRESS

Kilmacanogue, Bray, Co. Wicklow

TELEPHONE

01 286 7466

WEBSITE

www.avoca.ie



Company Profile

Avoca has been in existence in various forms since the first half of the 18th century. Avoca's retail catalogue ranges from clothes, toys, jewellery, ceramics, glass, books, gifts and home ware.

Avoca has 13 branches around the country at the following locations: Kilmacanogue, Powerscourt, Mount Usher and The Mill in Avoca village, Co. Wicklow; Suffolk Street and Shelbourne Road, Dublin City Centre; Molls Gap, Co. Kerry; Belfast City Centre; Dunboyne Co. Meath; and Rathcoole, Monkstown and Malahide Castle, Co. Dublin and Kildare Village.

Avoca attracts a high customer footfall, many of whom are long term supporters of its food offer. Avoca also operate a strong food retail food hall business, however this profile concentrates solely on the café and seated restaurant requirements.

Avoca caters for a broad range of customers including families, and the young and old.

Relevant purchasing contact

Head of Food: Áine Dowling
Email: dowling-aine@avoca.com

Fresh Food and Wine Buyer: Peter Clarke
Email: Clarke-peter@avoca.com

Bakery and Deli Buyer: Jenny Bowler
Email: bowler-jenny@avoca.com

Ambient Food Buyer: Aoife Ryan
Email: ryan-aoife@avoca.com

Ingredient and Packaging Procurement Specialist: Marc Brady
Email: brady-marc@avoca.com

The buyers will co-ordinate testing and sampling with the Culinary Team.

Product mix

The eating experience revolves around informal dining with a strong emphasis on quality and taste.

The cuisine could be best described as 'modern Irish', which uses local ingredients in traditional and newer dishes.

Few food components are purchased in any kind of pre-prepared state, except for some sauces and items like mayonnaise. Avoca focuses on making from scratch in house, where at all possible

The largest categories purchased by Avoca are fresh meat and fish, vegetables and dairy products.

Opportunities for Irish food and drink suppliers

Avoca is committed to a policy of supporting artisan producers and while the company maintains long-term relationships with most of their producers, it is always open to finding new products and producers.

Products must be of a suitable quality and profile that suits the Avoca brand. The price must also allow a sufficient margin.

Avoca is most interested in raw ingredients that could be used in the production of their from-scratch products.

New opportunities are mainly in the form of high quality 'artisan' food



products, such as smoked fish and artisan cheeses. A growth area would be in items which are perceived by consumers as being part of a 'healthy' diet, including free-from and vegan.

Luxury ingredients are always of interest to Avoca to support the creation in-house of premium cakes, snacks and other tempting treats.

The only types of produce that are purchased that are not Irish and/or local are those that can only be produced overseas, e.g. olive oil, tomato purée, Belgian chocolate etc.

Purchasing policy and supplier requirements

New suppliers are required to fill out an online questionnaire and may be subject to an audit. Avoca expects all suppliers to have the most up to date health and safety documentation and to be compliant with HACCP, etc.

Quality, uniqueness, price and service are the key decision factors. Producers wishing to approach Avoca must be able to offer a high level of service and be organised to meet delivery times and distribution requirements.

All purchasing is centralised with decisions made by the Buying Team, supported by the Culinary Team. There is an approved supplier list which is reviewed frequently.

Orders are placed either by online portals, telephone, or email.

For foodservice use, in relation to packaging, Avoca prefer catering product in larger packs to small as this is more economical. There are no formal specifications for packaging, but recyclable is preferred and all must conform to the required legal standards.

Distribution providers

Avoca has a centralised production kitchen located in the IDA Business Park in Bray, Co. Wicklow. Finished products are transported to all branches from here. Avoca has several food vans that deliver to the branches on a daily basis.

All new producers are required to deliver directly to store or kitchen at a frequency that is determined by shelf life and freshness of product requirements.

For products that have a very short shelf life there may be a requirement to deliver six days a week.

Avoca advocates that producers supply longer life products in greater volume and deliver less frequently.

Advice to new suppliers

Producers wishing to make contact with Avoca should do so by email and, with agreement, drop samples into the Head Office, which is based in Kilmacanogue.

Avoca emphasises that their Buying and Culinary Teams do not have time for multiple meetings, therefore, email and product samples are the best way to establish contact.

When producers are either planning to grow a crop or produce a product which they are targeting at supplying directly to Avoca, they should first check that there is a market for this product.

Avoca places strong emphasis on accurate labelling of products, both in terms of country of origin and other information such as shelf life, allergen and nutrition data.

While Avoca recognises that artisan producers should receive a premium for their product, it also emphasises that this premium should be realistic in the current economic climate if the chances of securing a listing are to be maximised.

The company's preference for any high-volume lines is to purchase in pallet quantities.

Other Information

There is room for other brands in Avoca's operation. However the company trades under its own brand name and works hard to maintain and grow it.

The company continues to see strong growth in chilled food products. Avoca does not use many frozen products.

Donnybrook Fair

ADDRESS

89 Morehampton Road, Donnybrook, Dublin 4

TELEPHONE

(01) 668 3556

WEBSITE

donnybrookfair.ie



Company Profile

Donnybrook Fair consists of retail outlets, a catering company and a food manufacturing facility. There are currently five retail outlets located in Donnybrook, Stillorgan and Malahide in Co. Dublin and Greystones, Co. Wicklow and Pembroke Square Dundrum Town Centre.

There are two cafes in the Malahide and Greystones outlets. The Dundrum store comprises of a restaurant on the first floor. The Catering business supplies all meal options for parties, weddings, corporate catering and other occasions.

This profile concentrates solely on the Foodservice (i.e., deli, café and catering) operations.

Relevant purchasing contact

Head of Fresh Produce,

Deli Operations & Butchery:

Lorcan Hand
Email: lorcan@donnybrookfair.ie

Wine Specialist:

Ray Connolly
Email: ray.connolly@donnybrookfair.ie

Preferred method of contact is email.

Product mix

The restaurants, cafes and catering businesses cater for all meal occasions, snacks and drinks.

All food is prepared from scratch.

Product categories include:

- Fruit and Veg
- Bakery
- Butchery
- Delicatessen
- Specialist Wine and Beer
- Dairy
- Grocery
- Confectionery

Opportunities for Irish food and drink suppliers

There are opportunities for gluten free foods/vegan/vegetarian foods. All free from and health categories are of particular interest

The Company looks for innovative ideas for their menus from suppliers as well as sustainable packaging options.

Purchasing policy and supplier requirements

There is a preference to source local Irish produce where possible.

There is an approved supplier list with over 300 suppliers currently for both retail and foodservice, or foodservice only.

EHO approval and HACCP are minimum requirements.

Companies will be audited to ensure they are meeting the food safety and quality standards as set out in the T&C's.

Fresh produce is delivered to each outlet.

Eclective Hospitality Group

ADDRESS

41A Pleasants Street, Saint Kevin's, Dublin 8

EMAIL

info@eclective.ie

WEBSITE

www.eclective.ie

(eclective)

Company Profile

Eclective Group is Ireland's leading hospitality and leisure company. The Group has interests in a variety of sectors, most notably restaurants, bars and cinemas.

The Group owns and operates a number of hospitality businesses in Ireland including:

- Angelina's
- Stella Cinema
- Elephant & Castle
- Mama Yo
- Peruke & Periwig
- Doolally
- Vintage Cocktail Club
- Wowburger
- The Grayson
- Isabelle's
- The Workman's Club

Eclective Group operates across premium restaurants, bars, casual eateries, and premium leisure experiences in cinemas.

Every type and demographic of customer is catered for across the portfolio of Eclective Group venues, from students to older ages. There is something for everyone no matter the age or the budget.

Relevant purchasing contact

Head of Food: Troy Watson
Email: troy@eclective.ie

Stock Management: Kevinc@eclective.ie

Email is preferred method of contact.

Product mix

Across the group, all eating occasions are catered for from breakfast through to dinner, late night food and delivery.

Opportunities for Irish food and drink suppliers

Key areas for growth in terms of product offering include being able to work with suppliers that can custom make products (non-branded / own branded) on scale for the group e.g. cheese for burgers. Suppliers are required that can create bespoke products to exact specifications.

All product purchased is Irish, where possible.

Purchasing policy and supplier requirements

The Company has a preference to source local produce from suppliers that can deliver in large volumes.

Purchasing policy is to select suppliers based on products offered and their ability to service to requirements. e.g. credit terms, delivery etc. Suppliers need to be compliant to standard Irish regulations and all suppliers are audited, for which there is a charge.

Purchasing is handled centrally through a purchasing and procurement panel, with deliveries to individual venues, rather than a central warehouse.

Head of Food influences purchasing decisions and agrees the terms.

Frequency of goods inwards and delivery windows are daily. Orders may be placed via email, phone or fax.



Acceptable containers are venue specific. Packaging and labelling requirements are also specific to product and venue.

Eclective Group offer preference to suppliers who can provide sustainable packaging and recycling opportunities.

Distribution providers

Some products are sourced direct from producers and others delivered by third party distributors.

Advice to new suppliers

The Company is always on the lookout for new opportunities, but suppliers should be aware that email through the approved channels is the preferred method of contact.

Eclective Group is a strong supporter of artisan and Irish producers, so please outline these credentials if applicable, as well as sustainability credentials. If specific requirements to pitch are required, this will be outlined upon contacting the team.

Other information

Credit terms are 90 days and LTA's (Long Term Agreements) are in place with suppliers.

There is room for brands in the retail sector, with particular growth in healthy food for take home.

There is a preference for chilled food where possible as the Company is moving away from frozen. There are both chilled and frozen storage facilities.



Eddie Rocket's (Rocket Restaurants)

ADDRESS

7 South Anne Street, Dublin 2

TELEPHONE

01 679 7340

WEBSITE

www.eddierockets.ie



Company Profile

Eddie Rocket's was established in 1989. Within the Rockets Restaurants chain there are 38 Eddie Rockets outlets in total, located on the island of Ireland. 21 of the Eddie Rockets outlets are company owned and the remaining 17 are franchised. There are a further 5 Rockets outlets, 3 are company owned in Dublin and 2 outside Ireland are located in Germany and Nordborg, Denmark.

The company's brands are:

Eddie Rockets City Diner: The City diner specialises in Hand-pressed Irish Beef Hamburgers, American fries, Hand-dipped Milkshakes, Chicken Wings and Tenders, Hot dogs, Little Rockets Meals, desserts and also vegetarian options. Table service is an integral part of the Eddie Rocket's diner experience and adds to its authenticity.

ROCKETS: Rocket's focuses on hand-pressed hamburgers, crinkle-cut fries, hand-dipped milkshakes and buttermilk chicken; made fresh to order in open-view show kitchens. Rocket's features walk-up counter ordering with semi table-service. Geared for speed of service and portability of food.

Eddie Rockets Shake Shop: The Shake Shop offers walk up, counter-assisted service. The Shake Shop specialises in customised milkshakes, frozen yoghurt, protein shakes, sundaes and sodas.

Eddie Rocket's On Wheels - City Diner: inspired by city diner, Eddie Rockets on Wheels is a branded mobile catering unit. The menu offers identical food quality to city diner and is simplified to cater for large volumes. The on wheels menu includes: Perfect hamburgers, hot dogs, Chicken Tenders, American Fries and sodas.

Eddie Rockets on wheels - Shake shop: inspired by Eddie Rockets Shake shop. Shake shop on wheels is a branded mobile milkshake unit. The shake shop takes chocolate bars, candy, biscuits and fruits and blends them with ice cream made especially for Eddie Rockets.

The majority of Eddie Rockets Diners are full-service Restaurants and there are also 5 Rockets fast casual outlets, along with the Shake Shop which is located in Dundrum Shopping Centre. The company has five 'on-wheels' City Diners and one 'on-wheels' Shake Shop.

The main activity of Eddie Rocket's is to provide the perfect hand-pressed hamburger, American fries and hand-dipped milkshakes in an American diner themed restaurant.

Relevant purchasing contact

Purchasing Director: Dympna Griffin
Phone: 01 450 7247 / 01 679 7340
Email: dympna@fcd.ie

Product mix

The food offering is all fresh - never frozen (except for ice-cream). The company operates in multiple day parts offering breakfast, lunch, dinner and snack fast/casual options throughout the day and evening. All produce is delivered daily and the origin is displayed on the menus.

All food is cooked to order in an open display cook line (kitchen) and serving is via table service.

Opportunities for Irish food and drink suppliers

Key areas for growth for Eddie Rocket's include the expansion of the Eddie Rockets Diner brand in both the Republic of Ireland, Northern Ireland and beyond. The company is expanding in international markets with new concepts such as Rockets. The company suggests that potential suppliers visit the Eddie Rocket's website www.eddierockets.ie where they will find the current menus for the Diner. The company encourages suppliers to come up with innovative ideas for the menus across all brands in the group. The company is constantly looking to innovate and is open to any new ideas from Irish suppliers.



Eddie Rocket's developed a new menu in 2025 introducing additional plant-based options, new deluxe hamburgers, chicken and salads, and added back retro favourites. Little Eddies and Junior Rockets menus were updated, and a new Drinks Dessert menu was also introduced. Eddie Rocket's has a strong preference to source Irish products across the board.

Purchasing policy and supplier requirements

The company's purchasing policy is in the following order: quality, price and sufficient volume. The company purchase from an approved supplier list.

Producers should have HACCP, with a preferred option of Bord Bia Quality Assurance (where appropriate).

Producers need to comply with a strict self-auditing policy. There are also regular visits and audits. The company enforces a strict non-compliance policy with all suppliers. Any charges incurred for audits are covered by the producer.

All fresh foods are delivered daily to each outlet. All frozen goods such as ice-cream are delivered three times per week.

Eddie Rockets have a business tender each January. The Purchasing Director and New Business Development Department influence purchasing decisions.

The Purchasing Director agrees the terms for the City diners, Rockets, shake shops and mobile catering services.

The company operates an electronic ordering system, with each individual outlet placing their order into this system.

Packaging, label, and shelf life requirements are subject to individual specifications and product categories as set out with suppliers.

Distribution providers

Eddie Rockets now provide their own distribution through a subsidiary company called Fast Casual Distribution. This company is the main distributor for the majority of Eddie Rocket's food and non-food supplies.

Advice to new suppliers

New suppliers should send an introductory email to the Purchasing Director via the e-mail address Dympna@fcd.ie or info@rocket-restaurants.com

Suppliers should have a healthy knowledge of the business and menu before making any approach.

Eddie Rocket's has a large volume requirement for supplies to the company.

Other Information

Credit terms are 30 days from month end.

There is room for brands in the company and all branded products have their logos included alongside the menu item.

There is greater growth in chilled, with the company having more products which fit within this category. Each outlet has both chilled and frozen storage facilities.

Entertainment Enterprise Group

ADDRESS

Entertainment Enterprises, Leisureplex, Malahide Road, Coolock, Dublin 17

TELEPHONE

01 848 5830

WEBSITE

Websites below



Company Profile

Entertainment Enterprises Group holds the license to operate Starbucks on the island of Ireland. The Group operates over 83 units in the Republic of Ireland, as well as over 30 in Northern Ireland.

Entertainment Enterprises Group is also the sole operator of TGI Friday's and Hard Rock Cafe in Ireland.

Relevant purchasing contact

F&B Development: Celine Gilmer
Email: celine@eegroup.ie (preferred method of contact)

Product mix

Starbucks Ireland offers an array of handcrafted hot and iced beverages, as well as a range of award-winning savoury and bakery food products. As well as the core food range, Starbucks Ireland work continuously on NPD with their suppliers to develop best in class seasonal products which are innovative and unique.

Hard Rock Cafe offers authentic American cuisine, with scratch recipes made in-house from local produce.

TGI Friday's is the Best Corner Bar in Town, serving approachable craft cocktails and craveable food in a comfortable energetic atmosphere.

Opportunities for Irish food and drink suppliers

Entertainment Enterprises Group is keen to work with suppliers across a variety of categories that are brave, innovative and produce quality products with a reliable accompanying service to match.

Starbucks Ireland in particular invite innovative and indulgent seasonal product submissions in the individual dessert categories such as tray-bakes, muffins, pastries and tartlets.

Starbucks also invite submissions for their pre-packaged, savoury breakfast and lunch categories. Delicious and innovative creations on a range of carriers, using local proteins and produce are preferred.

Hard Rock Cafe and TGI Friday's are open to submissions from quality protein and produce suppliers. There are brand guidelines which need to be adhered to which can be shared confidentially with interested parties.

Purchasing policy and supplier requirements

As well as quality and taste, service, supply and price are key factors taken into consideration for all purchasing decisions.

All products must be fully traceable with preference given to products of Irish origin.

The more accreditations, the better when considering new suppliers. BRC is preferred where applicable, with HACCP a minimum pre-requisite.

Terms and commercials are agreed centrally with delivery and distribution dependant upon product.

Product labelling, case sizes and shelf life to be agreed with Category team upon testing of product.

All remaining information such as outer case labelling, barcodes and account set-up to be agreed with the commercial team.



Distribution providers

Distribution is dependent on the product offered. Details will be provided upon submission.

Advice to new suppliers

The company welcomes submissions from companies with interesting and innovative concepts. All samples received should be accompanied by pricing and full ingredient decks.

Other Information

Credit terms to be agreed with commercial team. Frozen, ambient and chilled submissions all welcome.

Fallon & Byrne



ADDRESS

11-17 Exchequer Street, Dublin 2

TELEPHONE

01 472 1010

WEBSITE

www.fallonandbyrne.com

Company Profile

Fallon & Byrne is an award-winning, premium food business straddling both retail and hospitality. It operates at a single location on Exchequer Street, Dublin 2 comprising a food hall, restaurant, wine cellar and ballroom.

The foodservice side of the business is split between restaurants, sit-down and food to go from the deli counters, and a burgeoning pre-pack (F2G) trade in the ground floor food hall.

Fallon & Byrne has a mix of corporate and leisure customers as well as those seeking private dining options for special occasions in the Ballroom on Exchequer Street. All day food offering at the café deli in the food hall are enjoyed by a diverse consumer base from business people to tourists, students to families, including many longstanding loyal customers.

Relevant purchasing contact

Head of Purchasing: Irena Korsake
Email: irenak@fallonandbyrne.com
purchasing@fallonandbyrne.com

Food & Wine Buyer: Donal Flynn
Email: donal@fallonandbyrne.com

Central Landline Tel: 01 472 1010

Email is the preferred method of contact.



Product mix

From food-to go in the café deli, to meal solutions in the food hall and dining in the restaurant, all meal occasions are catered for.

Casual, all-day eating is catered for in the food hall café and in the basement wine bar. The first-floor restaurant offers both à la carte and set menu offerings, and is particularly popular for larger groups and at Christmas.

Some opportunities lie in prepared vegetables, but everything else is cooked from scratch and very little produce is bought in pre-prepared. The largest categories purchased by Fallon & Byrne are meat and poultry, fish, dairy and fresh vegetables.

Opportunities for Irish food and drink suppliers

Fallon & Byrne supports Irish suppliers and maintains long term partnerships with many of its suppliers.

The company is still open to new suppliers and is especially interested in Irish artisan suppliers with unique products.

The majority of suppliers are Irish, however the company does import directly from outside Ireland for key items such as olive oils, vinegars etc.

There are growth opportunities in vegan, plant based options and ingredients, in addition to artisan and niche products.

Purchasing policy and supplier requirements

Quality, taste and provenance are at the centre of all purchasing decisions. There is a strong preference to source local product.

Price and service are also key elements. Sustainability and environmental issues are of increasing importance.

All suppliers are required to have the most up to date health and safety documentation and to be compliant with HACCP.

Supplier's premises are visited prior to commencing a supply relationship with Fallon & Byrne.

The purchasing for food halls and restaurants is centralised. There is an approved supplier list which is reviewed by category twice per annum.

Terms are agreed with the Head of Purchasing.

There are 6 days delivery per week, but the number per week required varies by supplier. The ordering process for retail is via email; for food service via Procure Wizard.

The preferred case size is product dependent, but there is a policy to minimize on packaging.

All nutritional analysis is carried out in-house as it is mainly ingredients sourced for products which are all made in house.

Shelf life expectations and requirements are product dependent.

Distribution providers

There is a preference to source via distributors for smaller suppliers where volume allows. Whether a supplier needs to go through a distributor will be decided on a case by case basis.

Advice to new suppliers

Suppliers that would like to make contact with Fallon & Byrne should do so via email or phone call to the Purchasing Department (contact details above).

Product samples and further discussion will go from there. Samples should not be submitted without prior agreement

Other Information

Credit terms and business terms are agreed on account opening.

Gourmet Food Parlour

ADDRESS

Unit 2/3, St. Fintan's House,
North Street, Swords, Co. Dublin

TELEPHONE

01 895 7565

WEBSITE

www.gourmetfoodparlour.com

GOURMET
FOOD PARLOUR

Company Profile

Gourmet Food Parlour has two new food offerings in Dublin City Centre, Browns Brasserie and Edition, both located in Brown Thomas, Grafton Street. Having opened the Kitchen Italian, Corner Café and Homemade in 2023, and Henry's in November 2024 (all at Arnotts), Gourmet Food Parlour now proudly boasts a total twelve of venues across Ireland and a thriving catering division.

Gourmet Food Parlour opened its first café in Dun Laoghaire 19 years ago with the inspiration to serve a range of quality, artisan dishes, using simple locally sourced ingredients whilst serving it all in a fun relaxed way. The group has grown to twelve locations across Dublin, Galway and Meath as well as a large catering and events business.

The locations include Dun Laoghaire, Swords, Santry, Malahide, Galway, Dunshaughlin, Arnotts in Dublin 1 and Brown Thomas in Dublin 2, and catering divisions based in Dublin and Galway offering a wide variety of options for corporates, events, and weddings.

Gourmet Food Parlour is the largest sports catering company in Ireland. Clients include the FAI, Irish Boxing and the Olympic Federation of Ireland. GFP is also the official nutritional partners with Dublin GAA county board and Shamrock Rovers, catering for each player's individual dietary needs and enabling them to perform at their optimum level throughout the season.

Gourmet Food Parlour's hugely successful catering division is also associated with several large corporations, providing catering to industry giants such as AIG, Google, Zoetis, Salesforce & The Special Olympics.

Relevant purchasing contact

Managing Director: Stephen Reilly
Email: Stephen.reilly@gourmetfoodparlour.com
Email is the preferred method of contact

Product mix

The Company caters for all eating occasions: breakfast, brunch, lunch, tapas, sharing platters and early bird and à la carte dinner menus.

The Saturday and Sunday brunch menu runs throughout the day until 5pm and the evening menus are based on small and large plates, as well as other options.

The lunchtime menu consists of salads, sandwiches and hot meals.

The main type of cuisine is Modern Irish.

Demographics of target consumers vary depending on the outlet and location.

All food is cooked fresh from scratch onsite.

Opportunities for Irish food and drink suppliers

One major growth area is in the catering business, particularly in sports and nutrition and event catering.

The restaurants are looking to increase their breakfast, brunch and afternoon snack offerings.

The evening menu is also popular, running Wednesday - Sunday nights in Santry from 5pm and Thursday - Sunday from 5pm in Swords, Salthill, and Dun Laoghaire.

The Company is always looking for ideas for large scale event catering i.e. canapes and fresh hot food ideas for large groups of 150+ guests in the form of both ingredients and ready to bake products.

All products are sourced from Irish suppliers except for country specific products e.g. Italian dried products and oils.



Purchasing policy and supplier requirements

All meat used by the company is Irish. There is a preference to source from Irish suppliers as this is a USP on their menus and consumers are more aware of the importance of supporting Irish producers.

The company tenders annually with regular suppliers.

The more accreditations a supplier has the better e.g. the Bord Bia Quality Assurance Mark for meats. HACCP is a minimum pre-requisite and all products must be fully traceable.

All suppliers are visited twice per annum to review their premises. The Company is also very strict about temperature controls on vans and produce.

Products must be delivered to each outlet. The Managing Director sets the pricing and the Chefs at each outlet place orders via both email and phone. Most suppliers are set up for online ordering.

The Catering Kitchen Manager and Managing Director influence purchasing decisions.

The preferred case size is product dependent.

In terms of containers, they must be durable and non-porous e.g. plastic. No wooden crates are acceptable.

The place and date of production are required on all products and shelf life expectations. Requirements vary from 3 days for fresh meat and fish to 6 months for dried goods.

Distribution providers

Discuss with the Managing Director.

Advice to new suppliers

Email the Managing Director to ascertain what key products are required and to arrange a meeting.

The Managing Director brings chefs to producers' premises for a demonstration of their products.

Suppliers are requested to bring samples along to pre-arranged meetings, rather than sending them into Head Office.

Quality is the number one criteria in purchasing decisions, with competitive pricing a close second.

Other Information

Credit terms for new suppliers are 30 days.

There are LTA's (Long Term Agreements) with some suppliers.

There is only room for brands in the drinks range.

Although both chilled and frozen storage facilities are available, there is a preference for chilled products as the Company uses very few frozen products.

J D Wetherspoon

ADDRESS

Wetherspoon House, Central Park,
Reeds Crescent, Watford, WD24 4QL, UK

TELEPHONE

+44 (0)1923 477777

WEBSITE

www.jdwetherspoon.com



Company Profile

J D Wetherspoon plc operates six pubs in the Republic of Ireland and three in Northern Ireland:

- The Great Wood, Westend Commercial Village, Dublin, D15 ED86
- The Silver Penny, 12A/12C Abbey Street Lower, Dublin, D01 X593
- Keavan's Port, 1 Camden Street Upper, Dublin, D02 TC61
- The South Strand, 1 Hanover Quay, Dublin, D02 E295
- The Forty Foot, The Pavilion Centre, Marine Road, Dún Laoghaire, A96 P862
- The Old Borough, 72 Main Street, Swords, K67 E6W7
- The Bridge House, 35-43 Bedford Street, Belfast, BT2 7EJ
- The Central Bar, 13-15 High Street, Carrickfergus, BT38 7AN
- The Spirit Merchant, 54-56 Regent Street, Newtownards, BT23 4LP

J D Wetherspoon's portfolio also includes Keavan's Port Hotel an 89-bedroom hotel on Camden Street, Dublin, same address as the pub above.

J D Wetherspoon plc also owns over 800 pubs and over 50 hotels across the UK.

Relevant purchasing contact

For Food products:

Food Development Manager:
Email:

Sarah Shaw
sshaw@jdwetherspoon.co.uk

For Drinks products:

Head of Purchasing:
Email:

Caroline Jackson
cjackson@jdwetherspoon.co.uk

Senior Marketing Manager:

Email:

Richard Cripps
rcripps@jdwetherspoon.co.uk

Product mix

J D Wetherspoon offers a range of locally sourced and imported premium spirits, lagers, draught ciders, craft cans and bottles, award-winning ales, wines, Champagnes, cocktails and world beers - along with soft and hot drinks.

J D Wetherspoon pubs offer award-winning all-day food menus, including breakfast. There is a main menu, which changes twice yearly, in the spring and autumn. They also offer an additional steak menu on a Tuesday and a curry menu on a Thursday.

Opportunities for Irish food and drink suppliers

J D Wetherspoon is seeking to source Irish food products, both locally and regionally. The company is also interested in craft beers and boutique spirit/liqueur products.

The company has a good knowledge of Irish suppliers and will approach those which have products of interest.

Irish suppliers do not have to supply all of the pubs in Ireland, i.e. regional products may match consumers' tastes and preferences in local areas.

There is an opportunity for Irish suppliers to supply J D Wetherspoon's pubs in Northern Ireland and Britain, as well as the Republic.

The company currently sources meat, across the entire chain, from an Irish supplier.

The company has expanded its food and drinks development teams, resulting in an increased presence in Ireland.



Purchasing policy and supplier requirements

The J D Wetherspoon plc supplier charter provides full details of the minimum requirements for prospective suppliers in the ROI. This can be viewed here: www.jdwetherspoon.ie

The company is interested in product quality, first and foremost. Where there is an interest in sourcing, the company will forward details of terms and conditions and distribution options to the supplier, then begin price negotiations.

An EDI system is a requirement for orders.

The delivery schedule and shelf life requirements are product dependent.

Distribution providers

Distribution to ROI pubs is via a Dublin-based DHL hub or directly to pubs. For food suppliers, Musgrave Marketplace is the nominated foodservice provider and distributor.

Dublin hub: DHL Supply Chain, Oak Road, Western Business Park, Dublin 12

Advice to new suppliers

Contact the relevant department lead: Catering (for foods) or Purchasing (for drinks).

Sprout & Co



ADDRESS

46 James Place East, Dublin 2

TELEPHONE

087 611 8356

WEBSITE

www.sproutfoodco.com

Company Profile

Established in 2013, Sprout & Co is a chain of seven eateries serving a range of healthy, seasonal and local dishes.

Great ingredients are at the core of everything Sprout & Co do. The Company likes to combine internationally inspired flavours with locally sourced Irish ingredients to make healthy eating exciting and satisfying. The seasonal menu revolves around what is available from local growers, farmers and artisan suppliers.

In 2018 the Company established its own organic farm to supply leaves and other produce to the restaurants, fully embodying the farm to fork concept.

Sprout Food Co has eight outlets in Dublin and Kildare:

- 3 Dawson St, Dublin 2
- Sir John Rogerson's Quay, Dublin 2
- 9 Ballsbridge Terrace, Dublin 4
- 33 Upper Baggot St, Dublin 2
- 19 Exchequer St, Dublin 2
- 25/26 Camden Street, Dublin 2
- 18A Monkstown Terrace, Dublin
- Kildare Village Luxury Shopping Center, Co Kildare



Relevant purchasing contact

Head of Food Development: Kevin Santana
Email: kevin@sproutfoodco.com

Preferred method of contact is email.

Product mix

The menu caters for lunch and dinner in both a sit-in and a takeaway format. The current seasonal menu includes hearty salads and warm bowls - a combination of protein, grains, roasted veg and fresh veg.

The food is prepped and cooked daily by team members in-store.

Drinks include a variety of artisan beverages.

Purchasing policy and supplier requirements

The Company's purchasing policy is to buy Irish products where possible and they agree a supplier list every three months.

Supplier requirements are HACCP as a minimum.

Purchasing is centralised for centrally produced food (single delivery to central kitchen). Alternatively, suppliers are requested to deliver to each individual outlet for products used on site.

The CEO and Head of Operations influence the purchasing decisions.

The Finance Director agrees the terms, and individual chefs place the orders.

Frequency of goods inwards and delivery windows are daily, usually in the morning. The ordering process is via phone or email.

EDI is the norm. The preferred case size is product specific.

Full nutritional analysis is required and shelf life expectations and requirements are product specific.

Distribution providers

Distribution providers include Musgrave Wholesale Partners, Hendersons Foodservice, Keeling's, Sysco Foods Ireland, Nutshed and Gourmet Wholefoods, in addition to direct supply from a number of core producers.

Advice to new suppliers

The Company would like to be approached by potential new suppliers by email only.

It is important to be competitive and show how potential increased volume will decrease the price.

Other information

Credit terms are 30 days and LTA's (Long Term Agreements) are in place with suppliers.

There is a lot of room for brands in the operation as the Company is interested in promoting the best of Irish.

The Company has both chilled and frozen storage facilities, but very little frozen.

The Wright Group

ADDRESS

Unit 7G Swords Business Park,
Dublin K67X042

TELEPHONE

01 8908350

WEBSITE

www.thewrightgroup.ie



Company Profile

Established in 1996 and now employing over 700 people, the Wright Group owns and operates a number of food halls, restaurants, and bars, cafes and convenience retail throughout Ireland.

These include:

- Marquette Food Court, Terminal 1 Dublin Airport
- Fruitality, Terminal 2 Dublin Airport & Malahide
- Cibo, Terminal 1 Dublin Airport
- Wright's Findlater, Howth
- Wright's Angler's Rest, Castleknock
- The Bloody Stream, Howth
- Hogs and Heifers, Swords & Liffey Valley
- The Foodhall at UCD Village
- Gilbert & Wright, Malahide & Swords
- People's Park Café, Dun Laoghaire
- Deer Park Café Bar, Howth
- Phoenix Park Café
- Phoenix Park Tearooms
- The Brooklyn, Swords
- Kilkenny Café Nassau Street, Kilkenny City, Cobh and Shanagarry

The main activity of The Wright Group is quality food and beverage hospitality along with hosting special celebrations and events in many of their outlets.

The Wright Group takes the freshest local Irish ingredients, the best artisan foods and the most talented chefs, baristas, bartenders and mixologists to create fresh, unique food & beverage offerings for customers.

Relevant purchasing contact

Purchasing Manager: Noel Grimes
Email: noel@wbg.ie
Tel: 01 890 8350
Email is the preferred method of contact

Product mix

The Wright Group caters for all eating occasions (outlet specific): Breakfast, Lunch, Snacks, All Day Dining, Dinner.

Marquette Food Court Terminal 1, Dublin Airport:

Multi award-winning food hall, produces quality fresh food to be enjoyed in the 400- seater dining area or taken away.

Fruitality Terminal 2 Dublin Airport and Malahide:

A juice and smoothie bar offering freshly made juices, smoothies, Acai bowls and wholesome grab and go options.

Cibo Terminal 1 Dublin Airport:

Located on Pier 100 in Terminal 1 departures, Cibo servis pizzas, focaccia, coffee, ice cream and acai bowls

Wrights Findlater, Howth:

This venue is based over 3 floors and offers a cosy bar on the ground floor, a modern restaurant on the first floor and a private function room in the Sky Bar.

Wright's Angler's Rest, Castleknock:

Fine dining offering quality fresh seafood and steaks.

The Bloody Stream, Howth:

Famous for quality fresh seafood & traditional Irish pub.

Hogs and Heifers, Swords & Liffey Valley:

Serving burgers in town made in-house fresh daily along with other good mood food menu items. Enjoy with a choice of beers, cocktails and homemade shakes.

The Foodhall at UCD Village:

Opened in 2022, the foodhall features 5 unique food pods and Mikeys diner along with a bar. Dishes and menu items took inspiration from around the globe which brings a fresh and innovative approach to the foodhall. Adjoining the foodhall is Wrights Centra. The Foodhall is available for corporate events and private hire.

Gilbert & Wright, Malahide & Swords:

Cocktails and live music.



People's Park Café, Dún Laoghaire:

Located in People's Park in Dún Laoghaire serving coffees, daily specials, sandwiches and hot food.

Deer Park Café, Howth

Situated on the grounds of Howth Castle, the Deer Park Café offers a range of food from their bar menu, in addition to pastries, scones and coffee for dine in or take-away.

Phoenix Park Café & Tearooms: Located in the Phoenix Park, both locations open from early till noon with great sandwiches, sweet treats and deliciously roasted coffee available.

The Brooklyn, Swords:

A new and elegant Gastro Bar located in Swords, serving a range of menus including brunch, along with a choice of cocktails, beer and wine. Live music and late-night DJ's happen weekly, along with live sports being shown in the bar.

Kilkenny Café: Open from breakfast time, enjoy full Irish breakfasts and healthy items, delicious carvery lunch and a full range of sweet treats!

Each property receives fresh ingredients daily to each individual outlet. Each dish is prepared on site by a team of chefs that truly care and is cooked to order.

Opportunities for Irish food and drink suppliers

The Company is always looking for new areas to expand their product offering. A key area of growth for the company will be expanding their food & beverage offering in new projects and Dublin Airport - this could provide excellent opportunities for Irish suppliers to provide new and additional products. For example, there are opportunities for healthy snacks and non-alcoholic beverages.

The Wright Group is open to contact from new Irish suppliers that can offer quality food ingredients and innovation that can be incorporated into the Company's menus.

The Wright Group is Irish and proud of it and is open to working with new concepts to develop and deliver quality bars and restaurants to their customers.

The company is aware that many products are sourced overseas that can be produced by Irish producers and this is their focus.

Purchasing policy and supplier requirements

The Company has a strong focus on sourcing locally and is continuing to look for products that can be produced in Ireland. All purchasing decisions are centralised with the decisions made at Head Office level by senior management.

Once a decision is made to source a product, the Purchasing Manager will set the product up on Access Procure Wizard for all of the managers of each site to order from. The Company prefers to deal directly with suppliers to ensure quality standards, service records, reputation and service standards.

HACCP is required as a minimum standard with full traceability and temperature control.

Purchasing is done centrally through Access Procure Wizard, the Company's online system for supplies. Goods are delivered directly to each outlet. Shelf life requirements are managed by the manager of each outlet. Most produce is fresh and delivered daily. No packaging is permitted for the airport. For the new Food Hall, all packaging is to be limited and compostable.

The manager of each outlet places the orders.

Distribution providers

Most suppliers provide their own distribution, with the exception of Dublin Airport where all deliveries must come through Masterlink.

Advice to new suppliers

Suppliers should visit each outlet to get an understanding of what the Company offers and to gauge how their product may benefit that business.

Potential suppliers should contact the Purchasing Manager with a brief outline of the product, its suitability to the outlet in question or overall to the group, together with contact details and a price list.

A follow up meeting will be arranged, if required.

Other Information

Credit Terms are an average of 30 days End of Month.

The majority of suppliers will be subject to an annual LTA. The Company has chilled, ambient and limited frozen storage facilities.

COFFEE SHOPS





Butlers Chocolate Cafés

ADDRESS

Butlers Chocolates, Clonshaugh Business Park,
Dublin 17

TELEPHONE

01 671 0599

WEBSITE

www.butlerschocolates.com



Company Profile

Established in 1932, Butlers Chocolates opened their first chocolate café in Dublin in 1998 and now operate 28 Chocolate Cafés in Dublin, Cork, Limerick and Galway, with the majority of these located in the greater Dublin area (including two in Dublin Airport).

They also have a visitor centre; the Butlers Chocolate Experience with an onsite café located at their manufacturing facility.

The long-established Irish luxury chocolatier is firmly committed to supporting local business by working with Irish suppliers, sustainability and ethical trading, right across the company's operations.

Relevant purchasing contact

Head of Retail Operations: Laura Hendron
Email: Laura.hendron@butlers.ie
Phone: 01 671 0599

Product mix

Butlers Chocolate Cafés are interested in high quality, tasty, natural artisan food. Butlers areas of focus include chocolate, hot chocolate and speciality coffee in parallel to an extensive menu of sweet treats, bakery including viennoiserie products, chocolate confectionery and a savoury food offer.

The range is constructed to have an offer that travels through the day covering breakfast and lunch, whilst catering for a mix of on-the-go and eat-in customers.

The savoury food offer is limited to a range of gourmet sandwiches, traditional toasted sandwiches and filled croissants. Butlers Chocolate Cafés aspire to a very high standard of baked goods and sweet treats and currently bake-off a considerable amount of pastries and scones fresh in-store daily. Butlers do not offer any pre-wrapped or branded product apart from a gluten free range which is a growing category.

Opportunities for Irish food and drink suppliers

Butlers are constantly striving for refinement of and improvement of the offer and product range and are always interested in new products of a very high standard, produced locally.

Opportunities exist for a variety of foods including cakes, individual desserts (of particular interest are chocolate products), tray bakes, bakery products such as muffins, scones, chocolate biscuit cakes and children's products. Other particular products of interest include breakfast products, pastries and continental sweet bakery type products and ambient goods.

In the cold drinks category opportunities exist for Irish fruit juices and waters.

There is limited scope for branded product within the Butlers range and the preference is for product to be sold loose as part of the Butlers Chocolate Café range.

Purchasing policy and supplier requirements

Butlers are always keen to look at new products, with a preference to source local products based on quality and freshness.

In categories where they already have an established supply base, they prefer to operate a partnership model and stay with the same producer over a period of time.

Producers should have HACCP as a minimum standard and the company will work at developing standards over time with their producers.

Supplier audits are conducted regularly and there are no charges for this activity.



Initial contact should be made with the Head of Retail Operations by email and once interest is signalled in your range, a small quantity of samples should be supplied.

The Head of Retail Operations will agree terms, with the ordering process managed at store level via telephone and email, so a strong distribution network from the supplier is important.

The preferred case size, shelf life expectations and requirements are subject to individual specifications.

The business can stock ambient, chilled or frozen product.

Distribution providers

All distribution to Butlers Chocolate Cafés is provided by the individual producers.

Producers are expected to supply the high volume stores in Dublin a number of times per week, but the company is willing to consider a more limited delivery service to the Galway, Cork and Limerick stores, with the option of looking at frozen products for these stores also.

Advice to new suppliers

Potential new suppliers should contact the Head of Retail Operations, ideally by email.

Suppliers should have a healthy knowledge of the business before making any approach, it is recommended that potential suppliers should be familiar with their stores and have considered how the product would fit into their menus.

Butlers place a strong emphasis on producers taking ownership of the account and providing good key account management skills.

Other information

Payment terms are 30 days from invoice.

Café Sol



ADDRESS

46-50 South Great Georges Street,
Dublin 2

TELEPHONE

+353 (0)1 611 4660

WEBSITE

www.cafesol.ie

Company Profile

Café Sol was established in 1998 as an independent single unit coffee and sandwich shop in Dublin 2. This steadily grew into a chain of 10 coffee shops, primarily servicing the busy Dublin 2 office market. The company was acquired by Dunnes Stores in 2015 and has developed into new markets throughout the Republic of Ireland.

There are currently 30+ Café Sol outlets trading in the Republic of Ireland. These are augmented by 100+ high quality push button coffee stations in the Dunnes Stores estate.

The original Dublin 2 stores generally operate on a Mon-Fri basis and all the others trade 7 days a week, including bank holidays.

The stores are nationwide in the Republic of Ireland.

There is an office platter delivery service that operates within the Dublin 1, Dublin 2, Dublin 3, Dublin 4 and Dublin 6 areas between Mon - Fri.

The customer base is a combination of city centre based office workers looking for takeaway breakfast and lunch options and also shopping centre and Dunnes Stores retail focused customers, looking for a place to meet friends and relax.



Relevant purchasing contact

Operations Manager

Name: Eamonn Hanlon
Email: eamonn@cafesol.ie

Head of Café Sol

Name: David Pfeiffer
Email: david@cafesol.ie

All purchasing queries should be sent initially by email and will be followed up by the purchasing team if they are of interest.

Product mix

The offer is predominantly based around hot drinks and Café Sol's own range of high quality sandwich, salad and panini products.

This is complimented with cakes, treats, bakery, snacks, juices, yoghurts, fruit pots, soups, wet dishes and porridge.

The majority of these items are sold loose or packaged with Café Sol branding.

Opportunities for Irish food and drink suppliers

Key growth areas are in the sustainable, renewable, Irish produced, plant based, smaller portions, cleaner ingredient list and lower fat content food products.

Fish products could be a growth area, in addition to hot meals, soups, wet dishes and savoury hand-held deli products.

From a machinery and technology perspective, the company is looking to become more efficient and labour saving through innovation in their shops, production kitchens and delivery fleet.

Purchasing policy and supplier requirements

Irish produce is preferred where possible, as is the sustainability and provenance credentials of the product.

Purchasing policy is discussed with the supplier at commercial discussion stage and requirements vary based on the product being supplied. Different criteria are applied to different producers.

All of the following are acceptable when purchase decisions are being made; HACCP, BRC, Bord Bia Quality Assurance Mark.

Overall purchasing management is centralised, however distribution frequency and delivery method is agreed based on location, volume and type of product.

Terms and commercials are agreed centrally and orders are placed by the unit managers based on the agreed order book.

Deliveries are via a number of central distribution channels and can also be direct to stores.

Orders are generated centrally and also by the individual units. They can be issued electronically or by phone. EDI is required.

All case size information should be provided at the commercial meetings as this will be a purchasing consideration based on the size of each unit. This relates to ambient, chilled and frozen products.

Delivery containers are a combination of plastic crates and also via recycled/recyclable cardboard boxes.

There is a preference to receive all goods with clear labelling in English, including dates, nutritionals, allergens, country of origin and weight information. Barcoding for outer and inner cases is required.

Product photography is required for online sales and brand files.

All short life products are expected to be a minimum of P+2, except bakery and morning goods.



Distribution providers

There are a number of routes to supply stores, this will be discussed at commercial meetings.

Advice to new suppliers

Café Sol welcomes interest from companies that have products of interest.

The company's preference is to receive an initial email with photographic, ingredient, allergen, price and RRP information.

The purchasing team will be in touch if products are of interest and would be happy to explore further through meetings and product tastings.

Other information

Credit terms are 30 days end of month.

There is limited space for brands in the operation.

Café Sol will consider food products and ingredients in ambient, chilled and frozen formats.

All stores have chilled and frozen capabilities.

Esquires The Organic Coffee Co.



ADDRESS
Saint Ann's, Kevinstown Lane, Swords, Co. Dublin
K67 H2Y5

TELEPHONE
087 934 0561

WEBSITE
www.esquirescoffee.ie

Company Profile

Esquires - The Organic Coffee Co. is a franchise business with 19 outlets in Ireland managed by Esquires Head Office in Dublin and further plans for expansion. There are an additional 78 outlets in the UK.

The main activity of the stores is to provide a full range of hot and cold drinks, breakfast items, light lunch and snack products. The business is split between eat in (78%) and on-the-go (22%).

Outlets are based in shopping centres, retail parks or town and city centres and cater for all demographics.

Relevant purchasing contacts

Head of Operations: Ralph De Year
Email: ralph@esquirescoffee.com
Phone: 087 934 0561

Product mix

The product mix is hot and cold drinks e.g. coffees, frappes, teas, fresh juices, milkshakes, smoothies, soft drinks, sandwiches, loaded fries, flatbreads, salads, paninis, ciabattas, baguettes, pizzas, burgers, wraps, cakes, pastries and plant based options. The company also pre-prepares and packages in house for their grab and go stores. Baked goods are prepared in-house at each store.

Meats are bought in pre-cooked and are reheated in-store.



Opportunities for Irish food and drink suppliers

The key areas for growth are expansion of outlets into Dublin and large town centres nationwide.

There is a growing demand for increased quality ingredients, cutting edge alternatives and gluten-free products and opportunities exist to provide a gluten-free range (particularly savoury items), provided the products are at a reasonable cost.

All products are sourced from Irish producers and distributors, with the exception of their coffee which is imported and sold under their own brand. Esquires would consider introducing new brands to stores that match their product mix.

Purchasing policy and supplier requirements

Esquires sources predominantly from Irish distributors, as they can bulk-buy for the best terms and gain national distribution. There is a preference for Irish products through distributors.

Bread, fruit and vegetables are all sourced locally. Esquires prefer to minimise the total number of suppliers to five or six in order to make it easier for the franchisees.

The Company's purchasing policy is quality first, service second and competitive pricing third.

Supplier requirements are ISO 9002 and HACCP. There is no charge for supplier audits.

Product sourcing is centralised through the Head Office. The General Manager and the Managing Director negotiate with suppliers. The stores place the orders from an approved list of suppliers via email/online or phone.

Deliveries are made direct to stores, three to six days per week.

Produce is predominantly chilled, with two thirds of products chilled and one third frozen. The chilled component is growing.

Preferred case size and shelf life requirements vary by product.

Distribution Providers

Sysco Foods, Odaios Foods, Musgraves and Lynas.

Advice to new suppliers

New suppliers should approach the Operations Manager.

Email is preferred method of contact.

The company is anxious to buy Irish and are open to supporting local artisan suppliers.

Other information

Credit terms are 30 days from the end of the month.

Esquires operate a number of long term agreements with suppliers.

There is limited scope for branded products within the company's operations.

Insomnia Coffee

ADDRESS

Insomnia Coffee Company, Cunningham House,
130 Francis Street, Dublin 8

TELEPHONE

01 671 9662

WEBSITE

www.insomnia.ie



Company Profile

Insomnia is Ireland's leading independent coffee shop chain and the 20th largest coffee chain in Europe.

Insomnia has grown from a single location in Galway in 1997 to 170 stores and over 600 self-service locations in Ireland & the UK, both on the high street and in partnership with retailers such as SPAR, EUROSPAR, Meadows & Byrne, Maxol and Co-op in the UK.

The company also has over 500 self-service locations in operation in Ireland and the UK.

Insomnia has been awarded the following:

- Deloitte's Best Manager Companies: 2019-2025
- Retail Excellence Awards: Café of The Year 2021 - 2023 - Shackleton, Thurles and Baggot Street
- Irish Loyalty Awards: Best Retail Loyalty Programme of the Year 2025
Best Customer Experience 2024 - Best Loved Loyalty Programme 2023
- Irish Franchise Awards: Food & Beverage Franchise of the Year 2023

As an indigenous, 100% Irish owned company, Insomnia is committed to supporting local businesses by working with Irish suppliers, including:

- Solaris Herbal Tea
- Keogh's
- Broderick's
- Glanbia
- Murphy's Home Bakery of Abbeyfeale
- Freshways
- The Chocolate Garden of Ireland
- Good4U
- The Good Snack Company
- Dairyglen

Relevant purchasing contact

Procurement and NPD Manager: Paula McElroy
Email: paulamcelroy@insomnia.ie

Head of Food: Neil Shirt
Email: neilshirt@insomnia.ie

Product mix

Insomnia's primary product category is hot beverages, with a strong focus on coffee. Complimentary categories are milkshakes, ice-cream, cold/iced beverages, chilled and hot sandwiches and paninis, freshly baked pastries and scones, and grab and go snacks.

The company recognises the importance of keeping their product range new and exciting and introduces new products across all categories several times a year.

The company targets a mix of customers from on-the-go to eat-in. All food is delivered pre-prepared, with no food produced in site.

Opportunities for Irish food and drink suppliers

Insomnia always strives for innovation and growth across all product categories.

Of particular interest is, gluten free products, vegan options, products with health benefits, baked goods and snack product areas. Seasonal, holiday and impulse snack products are also an area of strong interest.

Any unique products which can help distinguish Insomnia in the current market is something that will be considered.

Purchasing policy and supplier requirements

Insomnia has a preference for locally sourced product with a reasonable shelf life. Shelf-life requirements are subject to individual specifications; however, quality and freshness of product is key.

The ability to produce and deliver product seven days a week is highly desired.

The ability to accept orders from each individual shop is required.

Suppliers must be listed with BWG or willing to go through the process of being listed with BWG to supply Insomnia or Soul Foods supply chain.

Suppliers should have HACCP as a minimum standard, with BRC A grade desirable. Any dietary specific products must also carry appropriate certification. Suppliers are reviewed and audited annually.

Orders are handled directly at store level and emailed to suppliers or placed through an online ordering platform daily. Due to limited storage and display space, smaller quantities, frequently delivered are preferred.

Insomnia work to strict packaging and labelling requirements with nutritional and calorie count provided on their menu. The supplier must be able to provide relevant information as required and agree to input information on an online nutrition and allergy management system.

Distribution providers

Products are delivered directly by the supplier or through third party distributors.

Advice to new suppliers

New suppliers should send an introductory email to the Procurement and NPD Manager via e-mail (paulamcelroy@insomnia.ie) and be in a position to provide samples and specifications.

It is very important to be familiar with the Insomnia shop layout/space available. Product range, demographic and customer preferences are all important factors which should be reviewed to better understand if there is a product fit.

Other information

Credit terms are 30 days. Each outlet has chilled and frozen storage facilities.

ITSA Bagel

ADDRESS

Unit 56a, Blackthorn Road, Sandyford Industrial Estate, Dublin 18

TELEPHONE

01 293 5994

WEBSITE

www.itsa.ie



Company Profile

The ITSA Bagel food group was founded in 1999 by Domini and Peaches Kemp. The company is a limited SME that is 100% Irish owned and run. Their USP is based on quality, provenance and the delivery of excellent food and service.

Relevant purchasing contact

Executive Chef: Philip Boyd
Email: hqkitchen@itsa.ie
(preferred method of communication).

Product mix

ITSA Bagel - located in Arnotts, is a bagel store that serves gourmet filled bagels and salads, plus home made soups and treats as well as specialty coffee from Irish roasters. The style is fast casual.

The Commons Cafe, situated in The Museum of Literature Ireland (MoLI) is a beautiful space with a spacious outdoor dining area that backs on to the Iveagh Gardens. The cafe serves delicious toasted sourdough sandwiches, salads, artisan coffee and homemade desserts.

Feast Catering is a full service, fine dining corporate and wedding caterer, resident in Powerscourt House in Co. Wicklow. The central kitchen located in Sandyford has 853 status. It supplies all Itsa outlets and as well as fulfilling many long term B2B contracts. (A separate profile for Feast Catering is included in the Leisure / Events section of this Directory).



Opportunities for Irish food and drink suppliers

ITSA Bagel is very loyal to its current suppliers (about 100), but is always looking for unique ranges of good quality products with suppliers that can offer a very good service.

Artisan suppliers are especially relevant to The Commons. The company also sees opportunities for 'all natural' snack foods such as wholegrain bars that may be purchased, in addition to the menu items and coffee in ITSA Bagel.

A further opportunity for Irish suppliers is for high quality natural beverages or products and packaging that are environmentally friendly. ITSA has strong traceability criteria which it monitors strictly.

There is room for Irish artisan brands in the operation. ITSA Bagel has both chilled and frozen storage facilities.

Purchasing policy and supplier requirements

ITSA Bagel has a strong preference to source local produce from Ireland. The purchasing policy of the company is quality first and then price, followed by good service. There are Long Term Agreement discounts for high volume. Deals from producers that are used to drive increased menu sales are always welcome and provide an opportunity to drive volume for producers and ITSA bagel alike.

- The premises of all fresh food suppliers to ITSA Bagel are audited annually directly by the company.
- Purchasing is centralised through the Head Chef, who should be approached in the first instance.
- The Head Chef/Directors agree the terms with suppliers and the Head Chef places the orders for the central kitchen.
- The restaurants order 80% of their own requirements from an approved list of suppliers at centrally agreed terms. Goods are received six days per week.
- Orders are placed by email and also by phone. The company uses an inventory system to place/receive orders.
- ITSA Bagel has the ability to take deliveries of product pallet loads to their central kitchen in Sandyford, for which a volume discount is expected.
- Most supplies are delivered to the main facility in Sandyford, but some categories including milk, ice-cream and very fresh produce are delivered directly to retail outlets.

Distribution providers

ITSA Bagel receives both direct deliveries from small suppliers and via national suppliers: Sysco and Keelings.

Advice to new suppliers

Potential new suppliers should contact the Head Chef in the first instance, preferably by email. The contact should emphasise features of the proposed product that are new and should indicate how it would fit into the ITSA Bagel operation.

The unique selling point should be clearly indicated. If the initial contact is successful, a meeting and trial of samples can be arranged. Potential suppliers should not approach individual branches as all purchasing decisions are made centrally.

ITSA Bagel emphasises that producers should be very familiar with its business and must have considered how their products would fit into ITSA Bagel's menus.

Other issues to be considered include how deliveries fit into weekly delivery schedules and the type of packaging required.

Packaging and recycling are becoming major issues for ITSA and new prospective suppliers are being asked to consider innovative ways in which packaging can be minimised, along with the possibility of using crate systems.

Other information

Payment terms are 60 days and the company will pay sooner in return for additional discounts

Branded items are used in the ITSA Bagel operation, but must be of very high quality and are not promoted.

ITSA Bagel has storage facilities for both chilled and frozen foods. It mainly uses fresh produce.

KC Peaches Cafes and Catering

ADDRESS

10A Trinity Enterprise Centre,
Pearse Street, Dublin 2

TELEPHONE

01 677 0333

WEBSITE

www.kcpeaches.com



Company Profile

KC Peaches was founded in 2006, one of the first wholefoods café & catering companies in Dublin providing healthy, fresh all-natural food at affordable prices for 'eat in' or 'on the go'.

The Company operates three café/restaurant locations in Dublin city centre, a Pizza shop called Proof Urban Italian, a large urban kitchen unit, and also operates an office, event and contract catering service.

KC Peaches employs approx. 170 people which includes a team of skilled savoury and patisserie chefs. The central production kitchen produces all dishes from scratch daily and dispatches over 4,000 meals per day to the KC Peaches cafés, catering clients and private clients.

Relevant purchasing contact

Purchasing Manager: Robert Ballesty
Phone: 01 677 0333
Email: robert.ballesty@kcpeaches.com
Email is the preferred method of contact

Product mix

KC Peaches offers a large selection of handmade sandwiches, hot dishes, soups, seasonal salads, juices & smoothies, premium hot beverage & barista coffee, a selection of homemade pastries and desserts - all of which are produced fresh from scratch daily by a team of chefs.

The KC Peaches cafes cater for all day eating occasions including breakfast, morning pastries, lunch, afternoon, coffee & cake, treats, 'on the go' and evening.

For catering clients, the Company offers a wide menu variety which can be developed further and bespoke to customer needs occasions, all of which is delivered by their own in-house team.

The KC Peaches offer is diverse and includes a large selection of vegan, vegetarian, gluten free & dairy free options.

KC Peaches provides healthy, fresh, all-natural food, free from additives, preservatives, artificial colours or flavours.

Opportunities for Irish food and drink suppliers

KC Peaches has a strong preference to source from Irish suppliers.

There are future opportunities in the 'healthy eating' market and innovation is key in this area.

The Company is continuing to expand the 'free from' 'vegan' 'gluten free' and 'dairy free' categories.

Purchasing policy and supplier requirements

KC Peaches likes to use the best local, sustainable suppliers that align with their food philosophy.

Whenever possible and where financially viable, the Company aims to source locally.

The Company operates an approved supplier and product procedure and tenders for their main food ingredients quarterly / seasonally.

Supplier quality standards are HACCP at a minimum. KC Peaches is an 853 accredited production facility. All supplier's premises are audited and generally, this is a supplier cost.

Suppliers are required to deliver to each individual outlet.

The Purchasing Manager, culinary and senior operations team influence purchasing decisions. The Purchasing Manager agrees the terms and orders are placed by chefs and managers.



The frequency of goods inwards and delivery windows varies per outlet. Below is a brief outline:

- Central production kitchen - 5 days, early morning deliveries preferred
- Cafés - 7 days from 6.30AM
- Catering outlets - 5 days, site-specific

The ordering process is via email or phone. The company uses Procure Wizard for all ordering.

Boxes, crates and loose products are all acceptable in terms of containers.

There are various shelf life expectations and requirements, depending on the product.

Distribution providers

KC Peaches receives both direct deliveries and via national distributors; Sysco and Musgraves Wholesale Partners.

Advice to new suppliers

New suppliers should contact the Purchasing Manager by email.

All products need to be whole foods and preservative/additive free.

Other information

LTA's (Long Term Agreements) with suppliers are in place.

There is minimal room for brands in the operation.

There is greater growth in chilled foods than frozen. The Company has both chilled and frozen storage facilities.

MBCC Foods (Ireland) Ltd. T/A Costa Coffee



ADDRESS

**MBCC Foods (Ireland) Ltd, Unit 12 Retail Park,
Eastgate, Little Island, Co. Cork**

TELEPHONE

021 500 3526 (02)

WEBSITE

www.costaireland.ie

Company Profile

MBCC Foods (Ireland) Ltd. own the Master Franchise for all Costa Stores in both the Republic and Northern Ireland. As of September 2025, there are 161 stores. 37 in Northern Ireland and 124 in Republic of Ireland.

Costa Coffee is the second largest coffee house chain in the world and was founded by Italian brothers Sergio and Bruno Costa in 1971. Costa Coffee source, store, blend, roast, grind and serve their own coffee. All Costa coffee comes from Rainforest Alliance certified farms.

The outlets also stock tea, iced drinks, hot chocolate, bottled drinks and an extensive range of food.

Relevant purchasing contact

Technical &

Product Manager:

Deirdre Sloan

Email:

deirdre.sloan@mbccfoodsireland.com



Product mix

In addition to hot and cold beverages, the food offering consists of:

- Locally produced sandwich range;
- Freshly baked all butter pastries;
- Scones, Teacakes and Toast;
- Fresh Porridge and Soups;
- Greek Style Yoghurt;
- Muffins;
- Traybakes;
- Whole Cakes/Loaf Cakes;
- Impulse products.

Stores also stock a range of gluten free and vegan products.

Opportunities for Irish food and drink suppliers

MBCC Foods Ireland are always seeking opportunities to work with local suppliers with high quality and innovative offerings.

Opportunities exist for suppliers with innovative products in any of the categories described above or other relevant products.

Purchasing policy and supplier requirements

Suppliers to MBCC Foods must hold GFSI certification or intend to gain GFSI certification. Prospective new suppliers to MBCC Foods Ireland/Costa will be issued with a 'Pre-Assessment Questionnaire'.

If the response to the questionnaire is considered satisfactory by MBCC Foods (Ireland) Ltd., then the supplier will progress to the next stage in supplier approval which may include a site audit.

All suppliers must meet the criteria set out in MBCC Foods Ireland's Supplier Approval policy and Costa brand policies. The company states that it is keen to work with local suppliers that meet its quality and food safety requirements.

Suppliers deliver products (whether fresh, frozen or ambient) to the central distribution hub in Co. Down, from where products are delivered daily to Costa shops.

Distribution providers

Most products are delivered to store by Deli Lites Ireland Ltd www.delilites.co.uk as well as via suppliers' own distribution.

Advice to new suppliers

Suppliers should send proposals by email: deirdre.sloan@mbccfoodsireland.com

Other information

Brands other than Costa own brand are also stocked.

The company seeks to build long term relationships with its suppliers.

HOTELS



Cliste Hospitality Procurement

ADDRESS

4th Floor, 11 Anglesea St, Ballintemple
Cork T12 CYR8

TELEPHONE

021 4355658

WEBSITE

www.clistehospitality.ie



Company Profile

Cliste Hospitality's Procurement Division has a proven track record in supporting independent hospitality businesses across Ireland offering expert and efficient sourcing solutions to external hospitality partners.

Cliste Hospitality Procurement combines deep market knowledge with strong buying power to secure value for clients. It's close affiliation with Cliste's hotel portfolio, particularly

The iNUA Hotel Collection <https://www.inua.ie/> (including Muckross Park Hotel & Spa and Radisson Blu properties in Cork, Limerick, Athlone, and Sligo) enables economies of scale and streamlined processes that benefit all our procurement partners.

Relevant purchasing contact

Head of Procurement: Siobhan Hamilton
Email: s.hamilton@clistehospitality.ie
Tel: 021 4355658

Email should be used as a first method of contact. Phone can be used as a follow up.

For producers interested in working with the group, please email procurement@clistehospitality.ie with full company information, references, and a clear explanation of what the proposed product can bring to the group.

Product mix

A comprehensive product mix is tailored to meet the full spectrum of hotel procurement needs, ensuring consistency, quality, and value across every department.

These include:

- Fresh food and beverages
- Linens, guest amenities, and cleaning chemicals
- Maintenance supplies and operational equipment
- Energy, IT, and waste management solutions
- Spa and leisure products

Access to Cliste Hospitality Procurement's supplier network and negotiated pricing, helps hotels maintain brand standards, improve operational efficiency, and achieve significant cost savings.

Opportunities for Irish food and drink suppliers

Partnering with Cliste Hospitality Procurement presents a valuable opportunity for suppliers who share the same commitment to delivering quality, consistency, and value for money.

The company welcomes suppliers that bring forward-thinking collaboration, offer innovative solutions, provide reliable service, and demonstrate a strong focus on ESG principles.

Cliste Hospitality Procurement strongly recommends that producers research the status of their product category within the group before making contact.

Purchasing policy and supplier requirements

All procurement decisions are centralised and managed strategically to ensure consistency across the group. Suppliers are evaluated on quality, reliability, ESG alignment, innovation, and competitive pricing. This centralised approach allows for streamlined operations, strong supplier relationships, consistent adherence to brand standards. Prospective suppliers must engage with the procurement team directly and adhere to the onboarding requirements before any engagement or supply agreement is considered.

For core suppliers with access to all hotels, use of the Access Hospitality/ Procure Wizard ordering platform is required. Deliveries are made directly to each individual outlet.





Distribution providers

Cliste Hospitality Procurement works with a broad network of suppliers, allowing for one or more trusted partners in each category as needed. For high-spend or strategic categories, the company conducts formal tenders.

Depending on the nature of the category, Cliste Hospitality Procurement may buy directly from suppliers, or through wholesale partners. Purchasing via wholesale allows the group to maintain a lean procurement model, reduce administrative workload, and lower carbon emissions.

Importantly, even when the group purchases through wholesale channels, they maintain direct relationships with most suppliers to ensure first hand market information and overall alignment with procurement standards.

Advice to new suppliers

Begin by conducting research on the hotels serviced by Cliste Hospitality Procurement and identify the gap the producer is planning to solve.

Use email as the initial method of contact and include in this a clear explanation of what the proposed product can bring to the group.

Dalata Hotel Group PLC



ADDRESS

3 Arkle Road, Sandyford Business Park
Dublin 18, D18 T6T7

TELEPHONE

01 206 9400

WEBSITE

www.dalatahotelgroup.com

Company Profile

Dalata hotel Group PLC is the largest hotel operator in Ireland, Dalata own and operate 56 hotels under two brands throughout Ireland UK & Europe, Clayton Hotels and Maldron Hotels.

Ireland Clayton Hotels:

Dublin Leopardstown, Dublin Airport, Dublin Ballsbridge, Dublin Burlington Road, Dublin Liffey Valley, Dublin Charlemont and Dublin Cardiff Lane, Belfast, Galway, Sligo, Limerick, Cork Silversprings and Cork Lapps Quay

UK Clayton Hotels:

Manchester Airport, Manchester City Centre, Leeds, Birmingham, Cambridge, London Chiswick, City of London, London Wall, Bristol, Glasgow and Cardiff, Wales.

Europe Clayton Hotels:

Clayton Hotel Dusseldorf, Germany, Clayton Hotel Amsterdam American, Holland

Ireland Maldron Hotels:

Dublin Newlands Cross, Dublin Airport, Dublin Kevin Street, Dublin Parnell Square, Dublin Smithfield, Dublin Tallaght, Dublin Pearse Street, Dublin Merrion Road, Derry, Cork South Mall, Galway Oranmore. Galway Sandy Road, Belfast City, Belfast International Airport, Limerick and Portlaoise.



UK Maldron Hotels:

Newcastle, Manchester City Centre, Manchester Cathedral Quarter, London Finsbury Park, London Shoreditch, Brighton, Liverpool and Glasgow.

Dalata also own The Gibson Hotel Dublin, The Samuel Hotel in Dublin Docklands and The Radisson Hotel, Dublin Airport.

Dalata Hotel Group currently under construction:

- Maldron Hotel Croke Park Dublin (Spring 2026)
- Clayton Hotel Edinburgh, St Andrews Square (Late 2026)
- Clayton Hotel Edinburgh, Morrison Street (2027)
- Clayton Hotel Old Broad Street, London (2027)
- Clayton Hotel Berlin, Germany (Late 2026)
- Clayton Hotel Madrid, Spain (2028)

Dalata Management Services currently manages:

- Belvedere Hotel, Dublin
- Hotel 7, Dublin

Relevant purchasing contact

Head of Procurement and Food & Beverage

Email: tmcguigan@dalatahotelgroup.com
Phone: 01 206 9400

Group Purchasing Manager:

Email: coneill@dalatahotelgroup.com
Phone: 01 206 9400

Purchasing Operations Assistant:

Email: dbyrne@dalatahotelgroup.com
Phone: 01 299 9020

Purchasing Operations Executive UK & NI:

Email: mkumar@dalatahotelgroup.com
Phone: 01 2061228

Group Executive Head Chef:

Email: dbrennan@dalatahotelgroup.com
Phone: 01 206 9400

Group Food and Beverage Manager:

Phone: 01 206 9400
Email: afriswell@dalatahotelgroup.com

Group Food Development Chef:

Phone: 01206 9400
Email: jhayde@dalatahotelgroup.com

Product mix

All eating occasions are catered for: Breakfast, Lunch, Coffee Dock Bar Food, Banqueting, Restaurant Dinners and Snacks.

Restaurant and Bar Brands within the group include the following:

- Grain and Grill - Maldron Hotel Restaurant Brand
- The Grill - Clayton Hotel Restaurant Brand
- The Italian Kitchen - Italian Restaurant Brand in Clayton
- Red Bean Roastery Coffee Brand within all Dalata Hotels

Sub Brands include:

- 'Meetings Made Simple' - Meeting and Events Brand
- 'The Vitality Breakfast' - Healthy Breakfast

Opportunities for Irish food and drink suppliers

Dalata have been working on the development of their offer, engaging with Irish suppliers through Bord Bia to develop menus using locally sourced ingredients where possible.

Dalata are committed to only serve food sourced from Bord Bia Quality Assured Suppliers who hold the Origin Green Certification on their hot breakfast offer across Irish hotels.

A big emphasis is also on catering for guests with allergens with the development of a full Allergens Policy including full information on all menus. Dalata Hotels have also developed a Free From table in all restaurants for breakfast, this offers a clear opportunity for suppliers.

As a leading PLC company in Ireland, Dalata understand the part they have to play regarding Sustainability across the Irish and UK business. The Company have set up an ESG Sub committee at Board level with a number of pillar groups reporting to it.



The Environmental Steering Group looks at all areas where the impact on the environment can be protected and works in conjunction with the Procurement Team and Group Executive Chef on many projects around Sustainable Procurement and Food Origin.

There is an expectation for all suppliers to have an understanding and a proactive approach to all things sustainability-linked.

Packaging is key, along with a plan around ethical sourcing, Modern Slavery and environmental impacts.

Whilst every effort is made to work exclusively with Irish producers, this is not always possible, but Dalata are always talking to Irish producers to find suitable products.

Producers are named on the menus where appropriate and a producer with an innovative product should request this support.

Purchasing policy and supplier requirements

Many of the key categories are tendered and producers need to request the tender schedule by contacting the Head of Purchasing.

Distribution capability and HACCP are key requirements. The Purchasing Team or Group Executive Head Chef will visit potential suppliers who will also need to have an audit by a third party consultant. These audits are usually for large distributors etc. If smaller producers supply a large third party (e.g. multiple Retailer), then their accreditations are accepted.

The group have developed a Supplier Code of Conduct along with a Sustainable Procurement Policy which are available as a download on www.dalatahotelgroup.com

A significant amount of supplier engagement has been at the centre of Dalata purchasing in 2023 and 2024, Dalata has set a Group target that they will collect Scope 1 and Scope 2 Carbon Emissions from all Tier One Suppliers in 2024 (Tier 1 = suppliers with an annual spend in excess of €1m). All Purchasing is centralised through the Group Head of Procurement, who sets the terms. The hotels themselves place the orders with approved suppliers through the Procure Wizard Platform. The central billing element is through the new central payment's office in Cork.

The case size and shelf-life expectations are detailed in the specifications for each tender. Packaging requirements are generally for larger sizes as the hotels in the Dalata group are generally in the larger size range (over 200 bedrooms).

All types of containers are acceptable, but returnable and recyclable packaging is preferred and many suppliers to the group now use these types, e.g. plastic returnable containers are used for meat. Arrangements are in place at many hotels for suppliers to collect and recycle their cardboard packaging.

All packaging must be clearly labelled and have all the legally required information.

Distribution providers

The meat supply to Dalata Hotels in Ireland is shared between: Musgrave Marketplace, Quigly Meats, Williams Gate, Dawn Meats and McCarthy Meats, Cork.

All the frozen, chilled and ambient product is supplied by Musgrave Marketplace. It has been a practice within Dalata to find good Irish producers and reach an agreement with Musgrave to distribute the products to all Dalata Hotels as part of the main distribution agreement. There are opportunities for good Irish suppliers to approach Dalata with a product and if the product is something Dalata want to use, then an agreement can be entered into with Musgrave regarding distribution.

In accordance with the group's drive to support regional suppliers, in addition to local meat supply, Dalata also has local suppliers in Dairy, Fish and Fruit & Veg.

Dairy supply from the following distributors:

- Tirlán Foods
- Aurivo (North West)
- Clona West Cork Foods (South)
- Arrabawn (Galway)

Fish supply from the following suppliers:

- Atlantis Seafoods
- Kish Fish
- Starcrest Seafoods Donegal
- Wrights of Marino

Fruit and Veg produce from the following suppliers:

- Musgrave Marketplace
- Richardsons
- Total Produce / Gold City
- Cullens of Wexford
- Keelings Foodservice
- Glynn's of Galway

Bread is supplied by Irish Pride & The Bretzel Bakery. Tea and Coffee is supplied by JJ Darboven.



Advice to new suppliers

Potential new suppliers should approach the Purchasing Department, preferably by email

Dalata Hotel Group is looking for suppliers to approach them with interesting new product ideas.

Other information

Credit terms are 30 days end of month. Paid centrally from the Group's shared services office in Maldrone Hotel, South Mall Cork.

Both branded and unbranded food products are used by Dalata group. The use of brands will depend on consumer demand in the hotels.

As the group has expanded, the use of chilled products has been on the increase but still rely on frozen for part-baked breads, pastries etc.

Hotels in the group have both chilled and frozen storage facilities, but in some cases this can be limited in terms of the size of the storage versus the hotel turnover. Delivery schedules can differ from hotel to hotel due to storage capabilities

The Doyle Collection



ADDRESS

156 Pembroke Road, Dublin 4

TELEPHONE

01 607 0040

WEBSITE

www.doylecollection.com

Company Profile

The Doyle Collection is a unique selection of eight hotels, extending across five major cities in the US, UK and Ireland. Each has its own contrasting character, but all share a common goal: to provide a modern interpretation of hospitality and service.

The Doyle Collection consists of three hotels in Ireland. The Westbury Hotel and The Croke Park Hotel in Dublin and The River Lee Hotel in Cork. There are a further four hotels in the UK: three in London and one in Bristol and one hotel in Washington, US. The main activities are the provision of four star plus and five star accommodation, fine dining restaurants, cafés, food and beverages, meetings, conferences and weddings. The customer profile is now 55% corporate and 45% leisure.

Relevant purchasing contact

Head of Group Procurement & Sustainability: Ruth Duggan
E-mail: ruth_duggan@doylecollection.com
Phone: 086 405 2284

Group Purchasing Manager: Andrea Wehrley
E-mail: andrea_wehrley@doylecollection.com
Phone: 01 607 0040

Please mail or email a company profile, i.e. a description of the products, specifications and contacts in advance of contacting the Purchasing Office.



Product mix

The hotel restaurants are constantly evolving to reflect changing tastes, trends and diversity of customers. Breakfast, lunch and dinner are fully catered for along with weddings and Conference & Banqueting.

Restaurants cater for the high end of the market, with most food cooked from scratch in each of the restaurants.

Opportunities for Irish food and drink suppliers

There remain strong opportunities for good artisan products across the board, but at the right price and with well organised distribution.

The group has very strong relationships with their existing suppliers, and they will look to introduce innovative new products and source products that are required. All food offerings use Irish products as much as is feasible.

Purchasing policy and supplier requirements

There exists a strong preference to source local produce. Good quality produce and products are the cornerstone of the group's purchasing policy. Equally, ingredient pricing is an important function, particularly at the moment when keen pricing is vital to facilitate customer value and special offer menus.

Suppliers' premises are audited directly every 12 months. There is typically no charge to suppliers for these audits. Full HACCP and EHO accreditation and the most recent audit documentation must be available on request at all times.

Purchasing is fully controlled on a central system through the Group General Manager, who also manages the expectations and requirements of the Head Chefs and Food & Beverage Managers at each property.

Tendering is generally every 12 months, but prices are monitored regularly as part of ongoing cost reviews and regular contact is kept with all incumbent suppliers.

Pricing is based on fixed prices with no particular emphasis placed on LTAs, rebates/retrospective deals.

Deliveries are made six days per week and vary by product category. They must be made to each hotel individually.

Payments are made through the central system at the group's Head Office with all statements, etc. handled there.

Distribution providers

Sysco Foods, Redmonds Fine Foods, Odaios, Corrib Foods, Robinson Meats, Tirlán, La Rousse, Condrens, Quigleys and Michael Twomey Butchers are the predominant distributors.

Advice to new suppliers

New suppliers must be prepared before they approach the Purchasing Office, i.e. they must have done their market research and have spent time understanding and building their knowledge about the Doyle Collection business.

The product offering must have a reasonable expectation to fit with the business or replace an already existing product. Distribution must be established, particularly for artisan foods. Alternatively, artisan producers should link in with one of the group's distributors to bring forward a proposal.

Other information

Credit terms are 30 - 45 days maximum.

FBD Hotels & Resorts

ADDRESS

Killashee Lodge, Killashee, Naas
Co Kildare W91 DTX0

TELEPHONE

045 831003

WEBSITE

www.fbdhotels.com



Company Profile

FBD Hotels & Resorts is a premium collection of seven 4* deluxe properties across Ireland and Spain.

In Ireland: Castleknock, Grand Hotel Malahide, Killashee, The Heritage and Faithlegg.

In Spain: La Cala Resort and Sunset Beach Club.

As of 2025, FBD operates 1,387 rooms, employing approximately 1,905 staff. FBD focuses on sustainability, authenticity, and excellence.

Target customers include leisure travellers, corporate guests, wedding/event clients, golf and spa tourists and long-stay holidaymakers. FBD focuses on experience-driven hospitality with local authenticity.

Relevant purchasing contact

Purchasing Department: Chris Whooley
Email: Chris.Whooley@fbdhotels.ie

Product mix

The business offers guests breakfast (buffet and à la carte), casual dining, fine dining, afternoon tea, weddings and banquets, corporate catering and seasonal outdoor dining.

Cuisine types vary across contemporary Irish, European and international influences. Seasonal menus using local produce also feature.

The guest mix typically encompasses leisure guests, families, corporate clients, weddings and walk-ins.

Food styles include a range of prepared-to-cook and heat items used in banqueting, casual and corporate settings; fresh-to-order in fine dining and à la carte menus.

Opportunities for Irish food and drink suppliers

There is a strong growth opportunity in the beverage category due to consistency and year-round appeal. The food offer evolves seasonally.

Opportunity areas include beers, wines, spirits, and non-alcoholic beverages with provenance. Artisan foods from producers, who are both consistent and can scale.

The business has identified specific growth opportunities in premium frozen bakery, Irish seafood (flash-frozen), artisan dairy and meats for breakfast and casual dining.

Examples of innovative product of interest are in categories such as frozen bakery, dairy innovation, charcuterie, alcoholic and non-alcoholic beverages.

Purchasing policy and supplier requirements

There is a strong preference to source locally across the individual hotels. FBD Hotels has a longstanding culture of supporting local producers, which aligns with their roots in agriculture.

The procurement policies are currently under review as part of a wider effort to streamline operations and strengthen supplier relationships. This revision aims to enhance consistency across the group, support sustainable sourcing practices, and ensure alignment with evolving commercial and ESG objectives. The updated policies are expected to be finalised and rolled out in late 2025.

Purchasing Contracts are centralised in Head office, but all buying and deliveries are managed and resourced locally by the individual hotels and teams. In the first instance, contact should be made with the Head Office team.



Food purchasing decisions are influenced at both the group and local levels. At group level, Liam Moran and Chris Whooley oversee procurement and evaluate options that make commercial sense while ensuring suppliers align with their ESG commitments.

However, the business places a strong emphasis on local autonomy. The executive head chefs play a key role in selecting what works best for their individual kitchens, particularly when it comes to seasonal and regional produce.

At individual hotel level, delivery frequency is typically over 6/7 days but varies from supplier to supplier. Orders are placed via the Access Hospitality/Procure Wizard ordering platform.

EDI is required in some scenarios. Case sizes vary by product category and will be agreed by the Buyer.

The business is flexible when it comes to packaging—all container types are acceptable, provided they are appropriate for the product being delivered. Suppliers are however actively encouraged to support sustainability by recycling and reusing delivery boxes, including taking back packaging where feasible.

Labelling requirements can vary depending on the product type, but in general, the requirements are the following:

- Product name and description
- Use-by or best-before date
- Batch or lot number
- Storage instructions
- Country of origin

Discussions around shelf life should be had with the Buyer.

Distribution providers

FBD Hotels and Resorts work with a number of Distributors:

- Musgrave Marketplace- Dry/Frozen/Fruit/Desserts/ Poultry
- La Rousse-Dry/Frozen/Fruit/Desserts
- Keelings- Fruit/Vegetables
- Sysco-Dry/Frozen/Fruit/Vegetables/Desserts/Poultry
- Musgrave Beverages - Spirits/Beer/Wines/Minerals

Advice to new suppliers

For producers approaching the business for the first time, the advice from the Buying Team is to consider the following points:

- Pricing is a key factor, but value for money in terms of quality, service, and consistency is also important.
- Suppliers who can offer authentic stories, ethical sourcing, and unique products will stand out, especially where values align with FBD
- Consider ESG, commitments, including the approach to packaging, food waste, carbon footprint, and ethical practices.
- Outline your delivery capabilities, including frequency, cut-off times, and flexibility across multiple hotel locations.
- Share company background, including history, scale, and any existing partnerships with hotels or hospitality groups.
- The business appreciates suppliers who understand the balance between group-level efficiency and local relevance.

The business has Long-Term Agreements (LTAs) in place, although these are currently more common on the beverage side of procurement.

Standard credit terms are 30 days.

Chilled and Frozen storage space is available across locations. In general, both chilled and frozen food categories are experiencing growth, but the chilled category is showing stronger momentum. This is driven by increased consumer and operator demand for fresher, less processed options.

MHL Hotel Collection

ADDRESS

Simmonscourt Road, Ballsbridge, Dublin 4

TELEPHONE

01 417 6900

WEBSITE

www.mhlhotelcollection.com



Company Profile

The MHL Hotel Collection is a collection of individual hotels in key city and resort locations throughout Ireland.

MHL Collection comprises of eight hotels in Dublin, one in Co. Wicklow and one in Galway, Limerick and Belfast. In addition, MHL manage two sister hotels in Galway.

The College Green Hotel is 5-star city centre property in Dublin. This hotel highlights local and seasonal produce on its menus. Food is served in the Mooreland's Restaurant, The Atrium Lounge (which serves afternoon tea and light lunches), and The Mint Bar which serves cocktails.

Head Chef: stephen.maguire@thewestindublin.com

The InterContinental Hotel is located in Ballsbridge, Dublin and is the group's flagship 5-star urban resort. The hotel features curated menus using seasonality and premium fresh local ingredients. There are multiple dining spaces including Seasons Restaurant, The Lobby lounge, The Reading Room, The Whiskey bar and The Garden terrace, each providing different food offerings, varying from fine dining to all day bites.

Head Chef: alberto.rossi@icdublin.com

The Trinity City Hotel is in Dublin city centre near Trinity College. The hotel operates a Courtyard Restaurant & Garden which is the main dining space and Brunswick Bar & Lounge which has a casual all day offer. Their menus include lunch, dinner and bar service.

Head Chef: darren.doran@trinitycityhotel.com

The Hilton Hotel is situated overlooking the Grand Canal near St Stephen's Green. Hilton Dublin offers Charlemont Bar & Bistro as its in-house dining outlet, which serves breakfast, brunch, lunch and dinner. Casual coffee snacks are served throughout the day.

Head Chef: edward.saad@hiltondublin.ie

The Spencer Hotel is situated in the IFSC on the Liffey banks. The Spencer includes East Restaurant which offers Asian Fusion dining, as well as lounge dining offering all day casual plates.

Head Chef: bart@thespencerhotel.com

The Morgan Hotel is located in Temple Bar. Its 10 Fleet Street Restaurant & Bar offers a full menu of breakfast, brunch, lunch, dinner. The food offer includes all day dining with small plates and sandwiches as well brunch and dinner offers.

Head Chef: sorin.alexandru@themorgan.com

Brooks Hotel is 4-star boutique hotel on Drury Street and features 62 Drury Street Bar & Brasserie, serving breakfast, lunch, dinner brasserie style.

Group Head of Food Operations: adrian.bane@mhlhotel.com

Moxy Hotel is more boutique / midscale concept in central Dublin. Moxy offers communal and casual dining and bar experiences. The food style is a mix of light bites and bar snacks with breakfast served each morning.

Head Chef: fnbmanager@moxydublincity.com

Powerscourt Hotel Resort & Spa is a five-star resort located on the Powerscourt Estate, Co. Wicklow. The hotel offers a range of dining options including Sika Restaurant, which focuses on contemporary Irish cuisine with an emphasis on local and seasonal produce, the Sugar Loaf Lounge, with Afternoon Tea and all-day light dishes, and The Sally Gap Bar & Brasserie, for casual meals and bar food serving lunches and dinners.

Head Chef: cormac.mccreary@powerscourthotel.com

The Galmont Hotel and Spa is located in Galway city centre. The Galmont offers Marinas Restaurant with contemporary Irish menus featuring local produce and Coopers Bar & Lounge for lunch and evening dishes.

Head Chef: adrian.walsh@thegalmont.com

The Glenlo Abbey Hotel is a 5-star resort estate in Galway and offers multiple dining venues. The Pullman Restaurant is focused on fine dining and Palmers Bar & Kitchen is focused on brunch, lunch and dinner menus featuring local produce.

Head Chef: cristian.marginean@glenloabbey.ie

Harbour Hotel is a 4-star waterfront hotel in Galway. Their Dillisk on the Docks restaurant offers breakfast, lunch, dinner, afternoon tea.

Group Head of Food Operations: adrian.bane@mhlhotel.com



Limerick Strand Hotel is located in Limerick city. They promote award-winning dining as a core feature of the property. The River Bar and Restaurant focuses on all day dining, with an emphasis on seasonal Irish produce. Head Chef: patrick.anslow@strandlimerick.ie

Moxy Hotel Belfast The main food offer in this hotel is offered via “Bar Moxy” which functions as both the bar and restaurant. The focus is on quick bites and small plates with an additional 24/7 “grab and go” station for food and snacks.
Food & Beverage Manager: sean.laird@moxybelfastcity.com

The MHL Hotel Collection is the second largest hotel group in Dublin city, with over 1,450 five and four star bedrooms. In total, the MHL Hotel Collection manages over 2,300 bedrooms in the cities and counties in which it operates.

Relevant purchasing contact

Group Procurement Manager: John Coleman
Email: john.coleman@mhlhotel.com

Email is the preferred method of contact, and the Group Procurement Manager should be contacted in the first instance.

Product mix

The product mix is site specific and varies between the hotels. There is a common interest across hotels in Irish sourced goods.

For full clarity of product mix, the individual hotel menus should be researched.

Suppliers of seasonal product are welcome to supply periodically.

Opportunities for Irish food and drink suppliers

Many of the hotels within the group attract American tourists, who have strong interest in products with Irish provenance. There is also growth in fast casual dining menus and potential for products that can support this offering.

There is a strong interest from the group in local and seasonal products.

Purchasing policy and supplier requirements

Normal food safety standards and accreditations are a minimum requirement, with EHO, DAFM, or SFPA registrations, being mandatory.

Robust HACCP plans are also a minimum requirement. For high-risk categories, higher level accreditations may be required. While audits are not necessary for every producer, these may be required on occasion and would be conducted through the distribution partners.

Invoicing is via the individual sites and invoicing/payment discussions will take place at the point of listing.

Distribution providers

The Group works with three preferred distributors:

- Musgrave Marketplace
- Sysco
- La Rousse

Producers looking to supply the group for the first time should first speak with the MHL procurement team before engaging with distributors.

Advice to new suppliers

Producers wishing to supply MHL hotels for the first time should spend time visiting the sites, reviewing menus and observing dining options before making any approach.

MHL are open to considering new and innovative products, where the producer has identified a fit within the menu from research undertaken.

MHL have a responsibility to mitigate the environmental impact by using eco-friendly and sustainable suppliers and produce. Producers wishing to supply need to ensure their sustainability credentials match this commitment.

O'Callaghan Collection

ADDRESS

Merrion Building Merrion Street Lower, Dublin
D02 X271

TELEPHONE

01 607 3900

WEBSITE

www.ocallaghancollection.com



Company Profile

O'Callaghan Collection is one of the leading privately-owned hotel groups in Ireland. O'Callaghan Collection is a group of five luxurious and boutique hotels in Dublin, and Gibraltar, all of which have been recently updated and refurbished,

The hotels are situated in convenient locations, providing a comfortable resting spot just minutes from the city centre. Each hotel has its own unique identity, with special features such as work hubs, terrace area, cocktail bars and specialty restaurants carefully chosen with the needs of guests in mind. From versatile meeting spaces and diverse dining options to premium fitness facilities, the Collection can accommodate any occasion, whether for business or leisure.

Dublin based hotels comprise The Alex; The Green; The Davenport and The Mont. The hotel in Gibraltar is The Elliott Hotel, opened in 1996.

Relevant purchasing contact

Head of Group Procurement: Eddie Keelan
Email: eddie.keelan@ocallaghancollection.com
Preferred method of contact is email.

Procurement Executive: Cloe Burke
Email: Cloe.burke@ocallaghancollection.com

Product mix

O'Callaghan Collection Hotels offers all eating occasions: breakfast, lunch, coffee, bar food, banqueting, restaurant dinners and snacks.

Restaurants and Bar brands within the group include the following:

- The Secret Garden Outdoor Terrace (The Alex)
- Steam Café (The Alex)
- The Carriage Bar and Restaurant (The Alex)
- Speranza Restaurant (The Mont)
- The Sin Bin Bar (The Mont)
- The 1863 Lounge Bar (The Davenport)
- Lady Jane Dining Room (The Davenport)
- Pen & Player Cocktail Bar, Harcourt St (The Green)

Opportunities for Irish food and drink suppliers

The group is constantly working on developing menus that correspond to the lifestyle and eating habits of guests and use genuine Irish food.

O'Callaghan Collection has strong relationships with its suppliers and focuses on purchasing locally to support Irish suppliers.

Producers will be named on the menus where appropriate and a producer with an innovative product should request this support.

Purchasing policy and supplier requirements

Good quality produce and products are the cornerstone of the group's purchasing policy. Equally, ingredient pricing is an important function.

The Head of Group Procurement will visit potential suppliers, to check premises and production processes.

Full HACCP and EHO accreditation and the most recent audit documentation must be available on request at all times.

Purchasing is centralised through the Head of Group Procurement, who sets the terms.





The hotels themselves place the orders directly with approved producers.

Tendering is generally every 12 months, but prices are monitored regularly as part of ongoing cost reviews and regular contact is kept with all incumbent suppliers.

Since December 2018 O'Callaghan has transferred all of its orders process to Advance Procure Wizard which has made the process more efficient and precise.

Deliveries are made six days per week and vary by product category. Fresh food is delivered on a daily basis and deliveries are made directly to each hotel.

The O'Callaghan Collection is the first hotel group in Ireland to have all its hotels Green Key accredited and strives to ensure they use the best quality locally sourced, organic food where possible.

Distribution providers

O' Callaghan Collection uses Irish suppliers where possible. The suppliers listed below relate to Irish hotels only:

Meat suppliers:

- FX Buckley
- O' Mahony Meats Ltd
- Robinsons

Fish supply:

- Kish Fish
- Glenmar

Fruit and Veg supply:

- Keelings Select

Food supply:

- La Rousse Foods Ltd
- Sysco
- Italicatessen
- Odaios Foods
- Pure Oil
- Sunshine Juices
- Sisu
- Hendersons
- Handi Snax

Bread suppliers:

- Bread is supplied by Irish Pride and Bretzel Bakery.

Tea and coffee suppliers:

- Bewleys (all hotels in Dublin) and Cloud Picker (Steam Café).

Advice to new suppliers

New suppliers should contact the Head of Group Procurement, preferably by email.

Suppliers are advised to offer competitive quotes. The product offering must have a reasonable expectation to fit with the business or replace an already existing product.

O'Callaghan expect suppliers to approach them with interesting and innovating new products.

Other information

Credit terms are 30 days end of month of month of invoice.

The Talbot Collection

ADDRESS

On The Quay, Wexford

TELEPHONE

053 9122 566

WEBSITE

www.talbothotels.ie



Company Profile

The Talbot Collection is a family business, owned by the Pettitt family who also own five SuperValu retail outlets in the Southeast; three in Co. Wexford, one in Co. Kildare and one in Co. Wicklow.

The Talbot Collection consists of six hotels as follows: Talbot Hotel Wexford; Talbot Hotel Carlow with The Dome Family Entertainment Centre; Talbot Hotel Stillorgan; Talbot Hotel Middelton; Talbot Hotel Cork and Talbot Hotel Clonmel.

The Collection also includes a luxury aparthotel; Talbot Suites at Stonebridge and the private wedding and corporate events venue; Newbay House Wexford.

For more information visit www.talbothotels.ie

Relevant purchasing contact

Purchasing Manager: Lorraine Minnock
Email: lminnock@talbotcollection.ie
Phone: 053 9122 566

Please contact each individual hotel to connect with their Head Chef.

Product mix

All hotels in the group offer breakfasts, lunches, dinners, bar food, function catering, snacks and beverages.

The hotels serve a broad range of customers including business and leisure clients on long and short stays. The hotels aim to be family, as well as business oriented.

A broad cuisine is served, including a range of meat, poultry, fish and vegetarian dishes and salads. Specialist ethnic dishes are not a feature of the menus but are available upon request.

The majority of meals use fresh, local ingredients where possible. The deciding factor is always quality. The hotel kitchens also produce homemade breads, desserts, preserves and some flavoured oils. These products are available to purchase in certain hotels.

Relatively few pre-prepared ingredients are used, the main exceptions being some sauce mixes and pastry cases.

Opportunities for Irish food and drink suppliers

Growth areas for food noted by the company are gluten-free and vegan foods. Food with locally produced ingredients is very popular with the company's customers.

The company ethos is to provide delicious and creative dishes that represent value for money.

The hotels purchase fresh rather than frozen ingredients. All vegetables and potatoes are purchased as fresh and pre-prepared, but not pre-cooked.

All food supplies to the hotels must be properly sealed and wrapped according to the specification on the order. There are also strict requirements for weight per package. These are set out during the ordering process.

Purchasing policy and supplier requirements

Support to local food and beverage suppliers is paramount with each property creating strong bonds within the community to support jobs and drive local commerce.

Supplies are sourced by the Head Chef of each property with support and guidance also offered by the General Manager of each property and Group Purchasing Manager.



All orders are placed through Access Procure Wizard, and suppliers must conform to the e-procurement process if interested in supplying the Company. Terms and conditions are set centrally by the Purchasing Manager.

Communication with suppliers is generally via the Head Chefs for each hotel who meet regularly with sales representatives of suppliers and distributors. The Chefs also try to maintain regular telephone contact with suppliers and (in the case of larger suppliers), the telesales teams.

Delivery windows are specified for suppliers. Normally a day and time are specified. Many items can be accepted between 7:30AM and 4:00PM. The arrangements may vary between hotels.

Suppliers are not subject to formal audits, although HACCP is insisted on where relevant. The Head Chef of a hotel would generally visit food producers' premises before finalising supply.

The hotels purchase fresh rather than frozen ingredients. All vegetables and potatoes are purchased as fresh and pre-prepared, but not pre-cooked.

All food supplies to the hotels must be properly sealed and wrapped according to the specification on the order. There are also strict requirements for weight per package. These are set out during the ordering process.

Distribution providers

The hotels use a variety of distributors for food and ingredient purchases. Sometimes goods are purchased directly from suppliers, e.g. beef. Other goods may be purchased via distributors such as Sysco or La Rousse Foods.

Advice to new suppliers

New suppliers should make first contact with the company via the Head Chef of a particular hotel. Email is preferred as it is more convenient for 'hands on' Chefs. If the product is considered suitable, it may be referred for discussion between the supplier, the Chef and the Purchasing Manager.

Other information

Credit terms offered to suppliers are normally 30 days, but this may vary in individual cases.

Tifco Hotel Group



ADDRESS

c/o Tifco Ltd 31, Northwood Court, Northwood Park, Santry, Dublin 9

TELEPHONE

01 862 9000

WEBSITE

www.tifcohoteis.ie

Company Profile

Tifco Hotel Group comprises several large international hotel brands including:

- Crowne Plaza Hotel, Dublin Airport
- Crowne Plaza Dublin-Blanchardstown, Dublin 15
- Holiday Inn Express, Dublin-Airport.
- Travelodge Hotels Ireland
- Arthaus Hotel, Dublin

Additional hotels managed by the Group include:

- Hilton Dublin-Kilmainham, Dublin
- Clontarf Castle Hotel, Co. Dublin
- The Hendrick Dublin-Smithfield
- Hotel Killarney, Kerry
- Innishfallen Hotel, Co. Kerry.
- The Clybaun Hotel, Galway

Founded in 1998, Tifco Hotel Group is one of Ireland's second largest hotel operator with almost 3,000 bedrooms located throughout Ireland, with almost 2,000 rooms located in Dublin.

Tifco Hotel Group is one of Ireland's largest suppliers for conference meeting and event facilities, with a comprehensive offering of hotels and venues by way of size, scale, locations and choice. The hotels are strategically located and offer excellent proximity to Dublin city centre and Dublin airport and many other regional hubs across the country. The variety of scale, choice and locations of the hotels offered by Tifco Hotel Group make it an ideal one stop solution when planning a conference or event in Ireland.



The Group offer a combination of international hotel brands, with the Crowne Plaza hotels at Dublin Airport and Dublin-Blanchardstown, the Hilton Hotel in Dublin Kilmainham, the Holiday Inn Express Dublin Airport, and a collection of non-branded hotels.

Tifco Hotel Group's portfolio features a number of partner hotels such as the internationally branded Hilton Dublin Kilmainham, along with a diverse portfolio of unique private label hotels which include the 11th Century Clontarf Castle Hotel in Dublin, the family friendly Hotel Killarney in Co. Kerry and Clybaun Hotel Galway.

Tifco Hotel Group is also one of Ireland's leading Hotel Asset Management Contract and Consultancy companies and can provide both short and long term solutions for hotel owners and investors.

Further information on Tifco Hotel Group can be sourced from www.tifcohotels.ie

Relevant purchasing contact

Procurement Manager: Raymond Gallagher
Email: rgallagher@tifcohotels.ie
Phone: 01 862 8826

Product mix

The wide range of guests results in a wide variety of foodservice offerings including: formal dining, functions, breakfasts, lunches, and casual dining and bar food.

Opportunities for Irish food and drink suppliers

Food is a huge part of the business and a critical part of the group's success over the years and presentation and quality are a fundamental element of that.

Tifco advocate the importance of buying the best quality produce to achieve the best results, with chefs that are passionate about food, spending time preparing every dish and sourcing the freshest ingredients-farmed locally by Irish and local growers where possible.

The company develops strong relationships with their core suppliers, in a partnership approach that supports a relentless pursuit of quality and new innovations in the kitchens and meticulously agreed specifications to ensure consistency.

Tifco is also focused on sustainability and has recently signed up to the Chartered Institute of Purchasing & Supply Sustainability Index, which all of their core suppliers must register and adhere to in order to demonstrate the sustainability of their own supply chain.

Sourcing the right product for their chefs is an art in its self, where price is as important as freshness, as quality, as supporting indigenous producers.

The company conducts competitive tenders each year and has set up a Chef's Council to taste each new product on their menus, to ensure that their food sourcing process delivers the best food offering to their guests.

Purchasing policy and supplier requirements

Group purchasing policy favours family owned and run Irish food producers. Purchasing decisions are made by the Procurement Manager in close consultation with the Head Chefs of each hotel.

Food supplies are delivered directly to each hotel. There is no centralised delivery and distribution system.

EDI (electronic data interchange) is not used by the group. Once terms have been agreed, orders are placed by the chef at each hotel.

Delivery windows must be arranged with each individual hotel. For fresh products deliveries can be required up to six days per week.

Before they can supply the group, suppliers must complete a supplier questionnaire. First-time suppliers are also subject to audit and must have HACCP systems in place. The audit is carried out by an independent consultant hired by the group.

Hotels in the Group will accept most types of packaging, however wooden packaging is not permitted in kitchens. Suppliers should make arrangements for re-cycling or collection and return of packaging. There are no special labelling requirements beyond what is required by law.

Distribution providers

Distribution is direct to each hotel or via local distributors, as this can provide a great deal of flexibility.

The company maintains a preferred list of distributors.

Advice to new suppliers

Potential new suppliers should approach the Procurement Manager, who will discuss the approach with hotel chefs before making a decision. A supplier can also approach a chef directly, who will in turn contact the Procurement Manager.

Other information

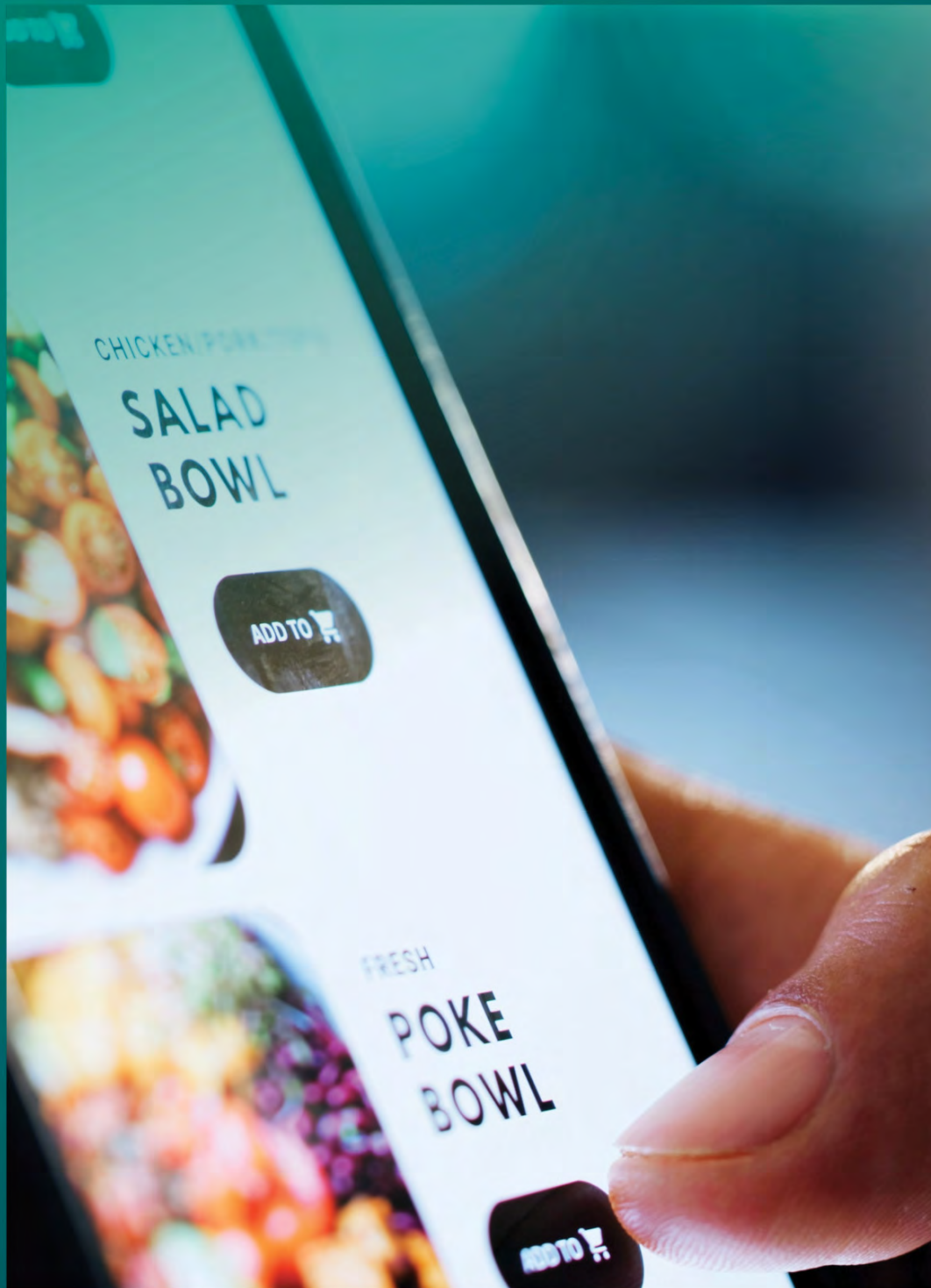
Credit terms for suppliers to the Group are normally '45 days'.

The group prefers to have Long Term Agreements with suppliers where possible, although the precise terms will depend on the type of food product that is supplied.

The majority of purchasing agreements are for at least one year and some are for up to three years, with provision for price reviews, depending on the market.



TECHNOLOGY





Access Hospitality

ADDRESS

Unit 2302, Building 2000, Citygate
Mahon, Cork, T12 K06Y

TELEPHONE

+353 91388091

WEBSITE

www.theaccessgroup.com/en-ie



Company Profile

Access Hospitality is a leading provider of food and beverage software solutions in the hospitality industry.

The full suite covers;

1. Purchase to Pay Software (Procure Wizard)
2. Food & Beverage Management System
3. Stock Control Systems
4. Reservations & Ticketing (Collins & ResDiary)
5. HR & TNA (Rotaready)
6. Access EPoS
7. Customer Relationship Management System (Acteol CRM)
8. Property Management System
9. Revenue Management System from SHR Group

The Company's suite of tools are connected with each other; providing customers with a single touch point to control all their business costs.

The software provides a complete kitchen management system that gives full visibility over menus, dishes, waste management, stock, allergens and nutrition resulting in a tighter control over margins.

The Access Procure Wizard proposition to suppliers includes:

- Order Management
- Product Management
- Price Management
- Invoice Management
- Reporting

Access Procure Wizard is used to process over €1,200m worth of transactions per month globally and last year generated Access customers €475m of credits from suppliers where their solution spots errors in deliveries and invoices.

Customers (i.e. Foodservice Operators and Distributors) hold responsibility for setting up producers on the system.

It is important for the producer to firstly establish a direct trading relationship with the foodservice operator or distributor customer.

The front end of the Procure Wizard system facilitates ordering, prices and product management.

The backend of the system manages invoices and credit notes and reconciles with the accounts. This is the Purchase to Pay Module.

Once producers have a relationship with one customer, they can approach other customers using the system directly. The foodservice operator or distributor creates a link to the producer so the producer has sight of volume being put through the system

Relevant purchasing contact

Sales Director: Tom Doherty
Tel: 087 294 3131
Email: tom.doherty@theaccessgroup.com

Preferred method of contact is email or mobile.

Product mix

The Access Hospitality Platform consists of nine main solutions:

1. Purchase to Pay Software (Procure Wizard)
2. Food & Beverage Management System
3. Stock Control Systems
4. Reservations & Ticketing (Collins & ResDiary)
5. HR & TNA (Rotaready)
6. EPoS
7. Acteol CRM (to support marketing and drive loyalty)
8. Guestline PMS (a complete end-to-end guest experience platform)
9. SHR Group for revenue management

Opportunities for Irish food and drink suppliers

Access Hospitality currently has over 2,000 customers on the island of Ireland covering Hotels, Restaurants, Bars, Garden Centres and Nursing Homes including:

Dalata, MHL Collection, Winward Purchasing, Mercantile Group and Cliste Hospitality. The system also works well for smaller groups and independent establishments. There are currently 1,900 full system suppliers.

Purchasing policy and supplier requirements

For Procure Wizard, a full system supplier manages their own data on the system for their specific customers, this include pricing and invoice reconciliation. Producers must firstly establish a relationship with the foodservice operators or distributors they wish to supply. Foodservice operators and distributors then contact Access Hospitality to let them know that they wish to purchase from a specific producer.

Access will in turn contact the relevant producer and upload them to the system. Once producers have their products and prices set up on system, they can have visibility of all existing customers using Access Procure Wizard. Access Hospitality software are all Cloud based systems.

There is a small admin charge for suppliers to be put up on the system, this ranges from €75 to €150.

Distribution providers

Key Distribution Suppliers include Musgrave MarketPlace, Sysco Ireland, Lynas Foodservice, BWG Foodservice and Henderson's. Refer to the website for a full list of suppliers. www.theaccessgroup.com

Advice to new suppliers

Be aware that a growing number of foodservice operators are placing orders electronically as they move away from more traditional ordering methods.

Other information

Payments are still made directly from the foodservice operator to the distributor or producer. Procure Wizard is just the portal to manage the relationship between customer / supplier, it is not a Purchasing Group.

Nutritics



ADDRESS

22 Town Centre Mall, Main Street,
Swords, Co Dublin

TELEPHONE

(01) 699 4302

WEBSITE

info@nutritics.com

Company Profile

Nutritics is the leading provider of recipe development and menu management software to the food industry. Their user friendly software allows for ease of compliance with food law, optimal menu management and publishing and facilitates a direct link of food information between suppliers, operators and customers.

The Company was founded in Ireland in 2013 and has grown organically to now serve over 10,000 food businesses in 100+ countries. It is the only software business globally to be independently accredited by EUROFIR for accuracy in recipe calculation methods.

The software provides a complete menu management system including:

- Direct link with suppliers to share food information;
- Food labelling design, cost management, waste management, automated allergen & nutrition calculation, menu engineering;
- Customer & online ordering, customisable digital menu publishing and food label printing.
- Accessible menus for the visually impaired community

The software contains a database of foods supplied into the Irish market, from which operators build recipes and menus. It is therefore important that any supplier wishing to sell into the Irish market establishes a relationship with Nutritics, either directly or through the foodservice operator to add their products to the database for use.

The software is used across the sector in commercial and non-commercial settings such as restaurants, caterers, hotels, pubs, retail, manufacturing and healthcare.



In 2024, Nutritics acquired Good Food Talks, a solution that enables operators to offer accessible menus to the visually impaired community, supporting their Social and community commitments.

Relevant purchasing contact

Senior Director: Claire Chalmers
Tel: (01) 699 4302
Email: info@nutritics.com

Product mix

The Nutritics offering consists of three main components:

- 1. Supplier Portal:**
Live information feed direct with Suppliers to enhance transparency, accuracy and reliability of food information.
- 2. Back of House Recipe Development & Menu Management:**
Recipe and allergen management, detailed cost analysis, waste and environmental impact monitoring, nutrition calculation, automated food labelling templates, menu engineering.
- 3. Menu Publishing:**
Publish bespoke digital menus to any customer touchpoint, allow customers to order based on menus in back of house system and print food labels. Menu performance can be reviewed through an analytics dashboard to see what customers are viewing and ignoring.

Opportunities for Irish food and drink suppliers

Nutritics is used by Irish food operators to review product information and build their menu offer. These operators are in commercial and non-commercial settings such as restaurants, caterers, hotels, pubs, retail, manufacturing and healthcare.

Suppliers are encouraged to have their product information available within the Nutritics system, not only to improve listing opportunities with foodservice operators, but also to engage with additional Nutritics customers across the healthcare, sports and education markets that require product information for dietary analysis and meal planning purposes.

Nutritics can also assist suppliers by supporting the development of compliant food labels.

Purchasing policy and supplier requirements

Suppliers manage their own information on Nutritics and they can choose to share this with specific customers or the general Nutritics user base. Information is added via a secure login to the Nutritics cloud based system.

Suppliers must either contact Nutritics directly (suppliers@nutritics.com) to add their products to the system, or they will be contacted by Nutritics if a customer wishes to add their information.

Nutritics do not engage in any promotion of specific supplier foods and all information is made available on an equal basis to each Nutritics user.

There is an administration charge of €100 per supplier p/a to maintain the portal. The portal is managed on a not-for-profit basis to assist suppliers with providing their information to the industry.

Distribution providers

Nutritics works with both large and small food distributors and suppliers across the island of Ireland. A full list of current suppliers is available to all Nutritics users within the software.

Nutritics also works with international suppliers and distributors supplying products into Ireland and Irish suppliers and distributors providing their products internationally.

Advice to new suppliers

Please get in touch with the Nutritics team with any comments or questions about adding your product to the software.

The team at Nutritics are available to help and have vast experience in providing support and guidance to onboard products in compliance with food law. Nutritics is a strong supporter of the Irish food industry and aims to connect stakeholders to enable better food choices.

Other information

Internationally, there has been a significant regulatory shift towards food transparency and environmental impact reporting.

This includes the introduction of CRSD Sustainability Reporting Regulations which will apply to all companies over the coming years.

GROUP PURCHASING



Avendra International

ADDRESS

70 Sir John Rogerson's Quay
Dublin 2 Ireland

TELEPHONE

+353 86 466 9125

WEBSITE

www.avendra.com



Company Profile

Trinity Purchasing and First Choice Purchasing are now part of Avendra International, a leading strategic procurement and supply chain partner to a wide range of organisations, including hotels, hospitality and leisure resorts, healthcare, and educational institutions worldwide.

Global Procurement. Local Expertise.

The company has a vast network of over 2,600 supplier partner agreements worldwide, backed by a local team with expert knowledge to ensure their client's purchasing aligns with their goals.

They currently support procurement efforts in over 80,000 client locations across the globe, helping businesses reduce costs while maintaining high standards of quality and sustainability.

Avendra's proven track record and comprehensive service offerings make them the procurement partner of choice for businesses seeking to streamline their supply chains and improve operational efficiency.

Relevant purchasing contact

Managing Director

Avendra International Ireland:

Email:

Mobile:

David Reynolds

Reynolds-david@avendra.com

+353 86 466 9125

Opportunities for Irish food and drink suppliers

Avendra International Ireland is always on the lookout for innovative products, with a preference for locally sourced goods. Suppliers must be able to compete on pricing while maintaining high sustainability standards.

Although competitive pricing is critical, the company also prioritises quality, consistency, and reliable service.

A commitment to sustainability drives the business to partner with suppliers that source responsibly and help their clients reduce their carbon footprint.

Purchasing policy and supplier requirements

The business works with suppliers that provide quality products and services at competitive prices.

All products and services must comply with EU standards, and all suppliers must have appropriate accreditations in place before they will be considered.

Distribution providers

Avendra International works with a wide range of suppliers and distributors. Suppliers are selected through a tender process, typically with one nominated supplier per product type to ensure compliance. In some cases, a secondary supplier may also be appointed.

Advice to new suppliers

Interested suppliers should visit the website www.avendra.com or contact David Reynolds at Reynolds-david@avendra.com for more information and details on how to become a nominated supplier.

All suppliers are carefully vetted. References will be sought.



Windward Purchasing Limited

ADDRESS

Windward Purchasing, Park Inn Hotel
Shannon, Co Clare

TELEPHONE

(061) 770 007

WEBSITE

www.windwardpurchasing.ie



Company Profile

Windward Purchasing is a leading hospitality procurement company with a strong emphasis on reducing and controlling costs.

With clients across the island of Ireland, all Windward Purchasing hotel procurement partners benefit from an extensive supplier network and enjoy considerable savings through group purchasing agreements.

Windward Purchasing are a group of experienced hotel procurement operators and currently manage the procurement activity for some 50+ hotels.

Relevant purchasing contact

Director of Procurement:	Niall Kelly
Purchasing Manager:	Colm Killackey
Procurement Systems Manager:	Robbie Murphy
Procurement & Finance Assistant:	Sinead King
Head of Business Development:	John Callanan
Tel:	(061) 770 007
Email:	purchasing@windwardpurchasing.ie

Product mix

All categories are catered for with a wide variety of cuisines being provided for across all the various hotels, encompassing both local and international dishes.

Opportunities for Irish food and drink suppliers

Windward has a strong preference to source and buy Irish and local where possible. There is no interest in procuring foreign substitutes for food that is available locally.

The Director of Procurement goes to great lengths to ensure that where feasible, the origin for each food ingredient is Irish.

There are always opportunities for suppliers who have a quality offering, represent good value for money and can work with supplying the various sites across the country.

Purchasing policy and supplier requirements

There is a preferred nominated supplier listing in place. All suppliers must have strong HACCP in place and those with BRC and Bord Bia Quality Assurance Mark will be looked upon more favorably.

Suppliers must be willing to cover the cost of any supplier audit. Purchasing is centralised, with distribution to each outlet.

All orders are placed through Access Procure Wizard, and suppliers must conform to the e-procurement process if interested in supplying the Company.

Distribution providers

The group's preference is to deal directly with both producers and distributors and build on key relationships. All suppliers must have their own distribution service.

Advice to new suppliers

Interested suppliers should send an email to the Director of Procurement including: company information, structure, trading history and key categories in which they specialise. Advice to new suppliers is to be innovative and to contact the Company with any new product ideas.

Other information

Credit terms are 30 days from end of month. Long Term Agreements (LTA's) are in place with key suppliers. Branded products are used based on consumer demand. There is greater demand for fresh produce, though both chilled and frozen storage facilities are available.



LEISURE/EVENTS



Feast Catering & Events

ADDRESS

56a Blackthorn Road,
Sandyford Industrial Estate, Dublin 18

EMAIL

info@feast.ie

WEBSITE

www.feast.ie



Company Profile

Based in Dublin, Feast Catering is a full-service catering company established in 2003, with many years experience running a variety of events from private parties or barbeques in clients' homes to corporate catering for product launches, gala dinners and marquee weddings. Feast is part of the Itsa Group (profile included in the Coffee Shops section of this Directory).

Feast Catering & Events is the resident caterer in Powerscourt House and Gardens in Enniskerry, Co. Wicklow catering weddings, corporate events and private parties

Relevant purchasing contact

Executive Chef: Philip Boyd
Email: hqkitchen@itsa.ie
(preferred method of communication).

Product mix

The focus is very much on high quality, fresh produce, meats and ambient goods. Feast offer a range of cuisines targeting a broad range of customers from weddings to corporate events.

Cooking is from scratch at a centralised location (occasionally on site) and freshness is always paramount.

Opportunities for Irish food and drink suppliers

Different specialised artisan lines are always of interest, especially high-end wines, coffees, snacks and meats.

Desserts are of particular importance to certain menus.

Opportunities exist for suppliers of fresh meat, poultry and fish.

Other areas of interest include healthy snack products and innovative Irish drink products ranging from health based to organic beverages.

Purchasing policy and supplier requirements

The company has a strong preference for local Irish produce.

Feast requires a minimum of HACCP, while BRC and Bord Bia Quality Assurance (for relevant products) are also welcomed.

Purchasing is centralised through the Head Chef.

A supplier audit is conducted with all new suppliers. Existing suppliers are typically reviewed annually, but that is not always the case.

A six day delivery is preferred, with deliveries required before 11AM. Orders are currently placed by email or phone. The company also uses an inventory system for ordering/receiving goods.

Shelf life expectations and requirements are product dependent.

The company has a core supplier base (approximately 45 suppliers).

Distribution providers

Feast receives both direct deliveries from small suppliers and via national suppliers: Sysco and Keelings.





Advice to new suppliers

Feast is a strong supporter of Irish, regional artisan products.

Many suppliers may overlap with other Itsa group businesses e.g. Itsa.

Approach the Head Chef and/or existing distribution providers.

Email is preferred contact option, detailing company and product information, followed up with a telephone call.

Other information

60 day credit terms.

LTA discounts expected for larger volumes.

The company is open to stocking branded products.

The company has both chilled and frozen storage facilities at its Sandyford location.

Levy Ireland



ADDRESS
2050 Orchard Avenue, Unit 3, Citywest Business Campus, Dublin 24

TELEPHONE
01 466 3005

WEBSITE
www.levy.ie

Company Profile

Levy Ireland brings together the existing portfolio and experienced team members of Fitzers Catering, while leveraging the innovative and powerful resources of Levy UK + Ireland.

Levy are culinary innovators, finding new ways to provide world-class culinary experiences for sporting venues, concerts, events, conventions and heritage sites across the nation.

The company has crafted menus for every taste and occasion, from large stadiums & sporting venues, convention centre product launches & gala dinners, outdoor marquee corporate hospitality and festival food for the stars - wherever they are, they deliver a showstopping selection of culinary creations.

Every guest that dines with Levy experiences something truly sensational. The company wants to deliver enjoyment at every moment and to let their customers soak up the atmosphere at their events. The menu is shaped around a commitment to seasonal produce; combining the best from local Irish ingredients and food cultures and reworking ideas using modern techniques focused on freshness, local sourcing, and compelling flavour combinations.

Levy are passionate about creating experiences that are also sustainable, ensuring these memorable events don't leave a negative mark on Ireland's beautiful island. The company has a focused climate action plan to be Net Zero by 2027, and they have a plan to get there - a plan they are calling Recipe for Change.



Relevant purchasing contact

Group Executive Chef: Leonard Fearon
Purchasing Group Manager: Connie Greally
Both can be contacted at: (01) 466 3005

Product mix

At its core, Levy Ireland's key philosophy is loyalty: loyalty to the island of Ireland, loyalty to locally recruited employees, loyalty to clients and loyalty to procuring Irish produce.

Everyone who works at Levy Ireland is empowered to bring their true self to work, and that's why they are building a team that reflects the diversity of the customers and clients they serve.

With a love for trying new flavours and techniques, a sustainable mindset and a talented network of passionate foodies, Levy is in the business of serving great food.

1. Local Produce
2. Sustainability
3. Quality

The company is committed to buying Irish products and ingredients, when and where possible.

The majority of its goods are purchased from the island of Ireland and Levy is committed to purchasing 100% Irish red meat, poultry and dairy.

Food preparation is venue dependent, however all food is served to give the best quality and taste in compliance with food and safety legislation.

Opportunities for Irish food and drink suppliers

While constantly reviewing market changes and trends, combined with a focus on reducing their carbon footprint, suppliers should engage on these initiatives for future planning and new product development.

The company also has a policy of building long-term relationships with producers. At the same time, the company is open to discussions with new producers of innovative products.

Purchasing policy and supplier requirements

Levy operates a tendering process for all of the key categories and has awarded business for a number of years' duration to successful suppliers. Irishness, Quality, Sustainability, Service and Price are all part of the decision criteria.

The company will look for references from other venues and may arrange on-site audits. Suppliers should note that they bear the cost of these audits. Food safety and sustainability are high on the company's agenda.

Suppliers can deal with each location, but purchasing is generally centralised via the main office in CityWest Business Campus, Dublin 24.

Goods are delivered 7 days a week and the ordering process is done via email and phone.

Suppliers must be fully compliant with legal labelling, sustainability and packaging requirements.

Distribution providers

The company prefers the majority of producers to supply directly. In addition, Musgraves, La Rousse, Keelings and Caterway distribute specified products.

Advice to new suppliers

Levy places strong emphasis on initial supplier contact and requests that emails, leaflets, etc. be of a professional standard, as this initial contact very often determines whether or not they proceed with a producer.

Preferred method of contact is through email or phone. The company encourages Irish producers to examine the company's menus to see where imported products could be substituted. The company also emphasises the importance of producers attending venues like The Convention Centre Dublin, Leopardstown, Fariyhouse, the Curragh Racecourses and the Aviva Stadium so that they gain a full understanding of the on-site food requirements.

Advance research of the company's full operation is essential for producers that wish to succeed.

Other information

The company has dried, chilled and frozen storage facilities.

With Taste

ADDRESS

60-61 Cherry Orchard Industrial Estate
Dublin 10

TELEPHONE

01 626 8293

WEBSITE

www.withtaste.ie



Company Profile

Established in 1985, With Taste offers a comprehensive range of Food & Beverage service solutions.

With Taste offers customers and clients a comprehensive range of innovative food and bar services solutions providing public, corporate and outdoor options to clients and the venues in which they operate. As a wholly owned Irish company, With Taste prides itself on combining passion for food with skill and expertise.

Operating in many locations with vast experience in dealing with high volumes of people and delivering an end to end approach to managing complex and varying venues that require different levels of food and beverage service.

Current contracts are held in the National Concert Hall and the Round Room at the Mansion House, alongside several OPW sites in Dublin.

With Taste has operated Bloom at Phoenix Park for Bord Bia since 2008.

Eathos, a high street café and eatery offering wholesome food is part of With Taste Group.

The company's in-house central production facility is located in Cherry Orchard, Dublin - a state of the art facility with 20,000 square feet of culinary preparation kitchens (including its own patisserie unit) wine cellars, warehousing and offices.

Relevant purchasing contact

Executive Chef:	Jason Mc Loughlin
Email:	kitchen@withtaste.ie
Phone:	01 626 8293 / 086 053 6019
Purchasing & Logistics Manager:	Liam Bannable
Email:	liam@withtaste.ie
Phone:	01 626 8293 / 087 767 8333

Product mix

With Taste's quality has been built up over the years with heavy focus around high quality fresh produce.

All food is prepared and cooked from scratch and uses quality ingredients in the central production unit.

With Taste is committed to purchasing Irish products where and when possible, with 100% commitment around meats, fish and dairy.

Opportunities for Irish food and drink suppliers

The company is experiencing growth in demand for the foods that it produces in its central production kitchen. This presents an opportunity for Irish producers of raw ingredients.

The company has a preference to source local produce and supports artisan producers. In addition, the company supports green miles schemes. Environmentally friendly packaging and sustainability is also a growth area in the business.

With Taste welcomes approaches from suppliers who are proactive and have innovative ideas. The company wants to work in partnership with local suppliers and artisan producers with a view to developing long standing relationships

Purchasing policy and supplier requirements

Compliance to food safety standards, quality, adherence to specifications and pricing are all considerations taken into account when selecting suppliers.



A standard operating procedure is sent to all suppliers who are required to furnish documentation to substantiate the integrity of their food safety systems.

New suppliers receive a general factory visit.

All suppliers are subject to on-the-spot quality assurance audits that are carried out using the company's internal audit criteria. Audits are paid for by the company as part of their QA specification.

Purchasing is centralised through the Purchasing Manager who liaises closely with the Culinary Director.

Orders are placed via Procure Wizard. All deliveries are to the central production unit and designated sites.

Contracts are reviewed on an on-going basis, with food requirements for large events such as Bord Bia Bloom tendered separately.

The central kitchen operates six days per week and daily morning delivery of very short shelf life ingredients is required.

Shelf life is product dependent, with the majority of produce delivered fresh.

Distribution providers

The company has over 150 suppliers in total. The supplier list includes fresh meats, fish, dairy, dried goods, fruit and vegetables and bespoke ambient ingredients.

A considerable amount of small, large and specialist producers and suppliers deliver directly to the CPU.

Advice to new suppliers

New suppliers should contact the Purchasing Manager via email and present a concise business case for their product. The email should be followed up with a phone call to agree the provision of samples.

Suppliers should be cognisant of the need for competitive pricing in the current market.

With Taste has chilled, frozen and ambient storage facilities.



TRAVEL



EFG Catering

ADDRESS

Knockbeg Point, Shannon Airport
Shannon, Co. Clare

TELEPHONE

061 475 629

WEBSITE

www.efg.ie



Company Profile

The core business of EFG Inflight Ltd. is flight catering. The company provides catering services to scheduled and charter flights, including private and corporate jets, which operate through Shannon Airport.

It has also diversified into retail food manufacturing of a gourmet range of handmade sandwiches and salads under the trade name Zest!

The company also owns and operates five Zest cafes at the following locations: Ennis, Co. Clare; Pery Sq Limerick, CityEast Retail Park, Ballysimon, Limerick, Caseys Furniture, Raheen, Limerick and the Departures Lounge, Shannon Airport.

Relevant purchasing contact

Executive Chef: Danny Miller
Email: danny@efg.ie
Phone: 061 475 626

Product mix

Each customer has its own detailed menu specifications.

The meals for business and first class customers are prepared in-house in accordance with the airline's specifications.

The meals for economy class passengers are ordered from the UK and Continental Europe through a specialised distribution network.

The food for private and corporate jets is prepared as per customers' orders using the finest and freshest ingredients. An online order and payment system was added to the company's website to facilitate this.

The vast majority of in-flight food is prepared to heat, or prepared to eat in advance of boarding.

Opportunities for Irish food and drink suppliers

EFG Inflight Ltd. hosts menu presentations for its customers from time to time. The use of Irish ingredients is encouraged by the company. However, airlines often have very specific requirements in terms of the origin of ingredients.

The airline industry can hold significant opportunities for Irish producers. These opportunities should be explored directly with the airlines rather than catering providers such as EFG Inflight Ltd. In 2014 EFG served Aer Lingus, Delta Airlines, United Airlines, American Airlines, with the addition of Kuwait Airlines in 2016 and a number of charter operators.

Key areas for growth in terms of existing product offering are baked goods and fresh, ready to eat products.

Many airlines purchase products centrally and products distributed from a central facility in the UK. This represents a significant opportunity for Irish suppliers as it involves a single delivery point.

Purchasing policy and supplier requirements

A number of factors are taken into consideration as part of the purchasing policy: quality, price, origin of the products, delivery pattern etc. The weight of the factor changes depending on the market segment the product is used in:

1. Corporate and Private Jets - quality is the only consideration.
2. Business and First Class - quality at a reasonable cost.
3. Economy - cost is the primary consideration.

EFG Inflight Ltd has a strong preference to source local produce. Where they have a choice within the specifications laid down by the airline, they buy Irish.

Suppliers are audited by EFG Inflight on a regular basis in accordance with relevant regulations and best practices in the industry. There is no charge for these audits. Some airlines require monthly microbiological testing of produce.

Purchasing is centralised through the Purchasing Manager who is influenced in his decision making by the Directors of the company: Ean Malone and Fiona Barry.

Products are assessed for quality by the Head Chef and the Production Manager.

The Chef and Production Manager place orders; predominantly by phone. Goods are received between 6AM and 4PM.

The company does not have a preferred case size, but looks for minimal packaging. Labelling must conform to legal requirements. Specific labelling requirements for some products may be agreed with suppliers.

Shelf-life requirements are very much product specific.

Distribution providers

The company has over 40 suppliers (both Irish and international) of ambient, chilled and frozen products.

Major distributors used are: Mangans Wholesale (part of BWG Foodservice), Sysco Foods, Complete Cuisine and Clancy Lewis. A number of local producers deliver directly. They also use artisan providers.

Advice to new suppliers

Contact the Purchasing Administrator via email and arrange a meeting via telephone. The company is a strong supporter of local producers.

Other information

All suppliers are paid on the 15th of the month following invoice and supply.

EFG Inflight Ltd has Long Term Agreements with its larger suppliers.

EFG Inflight Ltd has a preference for products which could be labelled or branded for Zest.

The company has storage facilities for both chilled and frozen foods.



Irish Ferries Ltd.

ADDRESS

Irish Ferries, P.O. Box 19
Alexandra Road, Dublin 1

TELEPHONE

01 607 5700

WEBSITE

www.irishferries.com



Company Profile

Irish Ferries is a marine transport operator. As part of Irish Continental Group PLC, the company operates a multi-purpose ferry fleet on the Dublin-Holyhead, Rosslare-Pembroke, Dover-Calais and Dublin-Cherbourg routes. Its core businesses are passenger and freight transportation.

The passenger services consist of motor, coach and foot passengers travelling to and from Ireland the UK and France. The main reasons for these journeys are holidays and business. In 2023 the company carried 2.782 million passengers.

Irish Ferries operate galleys on all their services and are significant players in the foodservice market. The fleet is summarised below:

Motor Vessel (MV) W.B Yeats operates the Dublin to Cherbourg route during the summer and Dublin to Holyhead route in the winter. It is the largest ship to sail the Irish Sea. The new cruise ferry can accommodate 1,885 passengers and crew, with 435 cabins and capacity for 2,800 lane metres of freight (165 freight vehicles), plus an additional dedicated car deck with capacity for 300 passenger cars. This ship operates one overnight crossing per day.

MV Ulysses serves the Dublin to Holyhead route and caters for up to 1,900 passengers per single trip. When it was first introduced, it was the largest passenger ferry in the world, as a result of its large vehicle carrying capacity. This ship operates four crossings per day.



MV James Joyce operates on the Dublin to Holyhead route and caters for up to 1,600 passengers and their cars plus freight drivers. This Ship operates four crossings per day

High Speed Craft (HSC) Dublin Swift serves the Dublin to Holyhead route in just over two hours per crossing and caters for up to 800 passengers per single trip. This ship operates four crossings per day.

MV Isle of Innisfree serves the Rosslare to Pembroke route and caters for up to 1,200 passengers per single trip. This ship operates four crossings per day.

MV Oscar Wilde serves the Dover to Calais route. This ship operates 10 crossings per day. The ship can accommodate up to 2,080 passengers and freight drivers.

MV Isle of Inishmore serves the Dover to Calais route and caters for up to 1,590 passengers per single trip. This ship operates 10 crossings per day. Supply of this vessel is preferred in the UK or France.

MV Isle of Innisfree serves the Dover to Calais route and caters for up to 1,200 passengers per single trip. This ship operates 10 crossings per day. Supply of this vessel is preferred in the UK or France.

MV Isle of Inisheer serves the Dublin to Cherbourg route and caters for up to 477 passengers per single trip. Supply of this vessel is preferred in the UK or France.

A wide range of customers purchase food on the company's ferries, with more meal purchases taking place on the Ireland - France routes.

Relevant purchasing contact

On Board Services Manager: Fergal Kelly
Email: fergal.kelly@irishferries.com
Phone: 01 607 5700

Product mix

On board there are separate eating facilities for crew and passengers. All the MV vessels have complete galleys and cook food from scratch, except for bread, dry goods, breakfast cereals and fresh fruit and vegetables.

For safety reasons, the high-speed craft does not have a full galley. Some of the menu requirements are baked on board. Sandwiches and desserts are also made on board.

The MV WB Yeats has seven food outlets serving hot and cold meals - bar, self-service restaurant, à la carte restaurant, café, commercial driver's restaurant, club class lounge and a cinema.

The MV Ulysses has five food outlets serving hot and cold meals - a self-service restaurant, café, club class lounge, commercial driver's restaurant and a cinema.

The HSC Dublin Swift has three food outlets on board serving hot and cold meals - a self-service restaurant, café and a club class lounge.

The MV James Joyce has four food outlets serving hot and cold meals - bar food, self-service restaurant, café and a club class lounge.

The MV Isle of Innisfree has five food outlets serving hot and cold meals - bar food, self-service restaurant, café, commercial driver's restaurant, and a club class lounge.

The MV Oscar Wilde has five food outlets serving hot and cold meals - bar food, self-service restaurant, café, commercial driver's restaurant, and a club class lounge.

The MV Isle of Inishmore has five food outlets serving hot and cold meals - bar food, self-service restaurant, café, commercial driver's restaurant and a club class lounge.

The MV Isle of Inisheer has four food outlets serving hot and cold meals - self-service restaurant, café bar, commercial driver's restaurant and a club class lounge.

All vessels serve healthy, gluten free, vegetarian and vegan options.

Opportunities for Irish food and drink suppliers

Cost competitiveness and quality of product, along with timely delivery and back up service, are considered to be essential qualities of a successful supplier. Cost competitiveness is becoming an increasingly important consideration.

The company does not see opportunities for import substitution as it has a policy of supplying Irish made foodstuffs where possible.

Purchasing policy and supplier requirements

Irish Ferries use the Access System Procure Wizard to process all orders.

Suppliers should contact the On Board Services Manager to establish the next tender date. After quality, price and the ability to meet the delivery windows are the key criteria in making a purchasing decision.



The ships are supplied directly by suppliers. Thus suppliers can only deliver whilst the ships are in port. The delivery windows change with the seasons and current docking times can be checked via the company's website.

Irish Ferries reserve the right to conduct a HACCP audit of all suppliers. This audit is conducted by Irish Ferries and there is no charge. The ships submit orders to the Purchasing Department which is approved through the system which forwards the orders on to suppliers via email.

Purchasing is centralised through the On Board Services Manager. The supply base is constantly under review. Irish Ferries does not have preferences for the packaging of the foodstuffs supplied. The only labelling requirements are that the labels conform to the law.

Items with a long shelf-life are preferred, resulting in a preference for frozen over chilled products. Chilled food products are not used, except for milk, dairy products and spreads. Deliveries of fresh vegetables are required twice a week as a minimum.

Distribution providers

Both direct supply to the ships and supply via a distributor are possible. All of Ireland's leading distributors supply Irish Ferries. As distributors are subject to change, current distribution options should be discussed with the On Board Services Manager.

Advice to new suppliers

Contact should be made with the On Board Services Manager via phone or email. Samples will be requested and should be sent free of charge directly to the vessels for comment on their suitability. If there is interest from the vessels, prices should then be sent to the On Board Services Manager.

Direct supply to the ships from producers must be possible. To achieve this, the majority of suppliers use interim distributors. The first test for new products is that they are acceptable to the passengers on the ships. If the products pass this test, price and supply arrangements may be discussed with the On Board Services Manager.

Other information

Credit terms for Irish Ferries are 55 days from end of month. The company has LTAs (Long Term Agreements) with some suppliers.

Brands are used where they are recognised by and requested by passengers on the ships.

Retail inMotion

ADDRESS

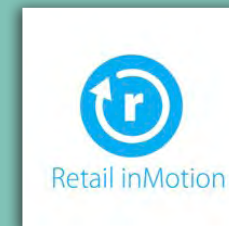
**Building 11, Cherrywood Business Park
D18 DH50, Dublin 18, Ireland**

TELEPHONE

01 445 1212

WEBSITE

www.retailinmotion.com



Company Profile

Retail inMotion (RiM) is the industry leader in-flight retail specialist. As first-in-class product, service and technology provider to airlines and train retail operators globally, RiM services over 30 clients globally and has offices in Dublin, Frankfurt, Dallas and Hong Kong.

With a proven track record from a global portfolio of clients, Retail inMotion has developed a market-leading proprietary technology Platform (Vector In-Flight) to maximize in-flight profits by driving retail revenues and reducing operating expenses for transport operators. Specialised services include procurement and new product development, crew sales training and promotions, concept development and design, hardware and software development and a best-in-class logistics and supply chain network.

Retail inMotion specialises in developing and delivering curated retail programmes, encompassing food and beverage, boutique and duty free, supported by its end-to-end Vector technology, which serves over 550 million passenger journeys globally each year.

Roughly 19% of all commercial aircraft in the world use Retail inMotion's technology in some form. With its mission to be the leading partner for excellent travel retail experiences, Retail inMotion focuses on delivering a holistic approach to aviation retailing.

Relevant purchasing contact

Team Procurement:

Email: team.procurement@retailinmotion.com



Product mix

Retail inMotion offers a comprehensive portfolio of local and global products at highly competitive prices including fresh, frozen and ambient foods, as well as globally curated boutique and lifestyle brands for its customer on-board retail programs, as well as pre-Order and Webshop solutions for an omni-channel experience.

It caters for a demographically broad customer base with a wide range of products, selected for the distinct target traveller group of its customer airlines for a differentiated approach.

Retail in Motion works with some of the biggest global consumer brands in the business, as well as creating a wide range of products which are specifically developed for inflight catering, including Boxerchips, Crumble & Co Cakes and Dylan & Domino hot meals or Lavazza SuperLid and feature locally, co-created products for a brand authentic representation onboard.

Sectors Served

The company specialises in retailing excellence with a focus on in-flight catering and Inflight Boutique sales at all price levels, covering both the buy on board and complimentary sectors, in addition to In-Aisle Ordering, PreOrder and Home Delivery services for a holistic travel experience.

Opportunities for Irish food and drink suppliers

Retail inMotion has a significant client base in the travel retail market across the world. Existing customers include the likes of Ryanair, EasyJet, HK Express, TUI, Condor, Lufthansa, Austrian, Swiss, Spirit, Jet2.com, Aer Lingus, Eurowings and many more.

Its products are stocked on airlines operating across the globe with a reach of over 350 million passengers annually.

There are excellent opportunities for Irish suppliers in fresh, frozen and ambient products which maximise the space available on-board. Retail inMotion seeks an innovative, problem solving relationship with its suppliers.

As part of the company's global reach, it is actively looking for products with Halal certification, ecological and sustainable origin, as well as from health or wellness savvy backgrounds. As part of its Global Procurement Initiative, the company continuously strives to promote sustainability and environmentally friendly products.

Purchasing policy and supplier requirements

Retail inMotion's goal for every purchasing transaction is to obtain the best value possible.

Best value is determined by evaluating many factors (such as value to the passenger and airline, price, delivery capabilities, quality, past performance, training, financial stability, service capabilities, ease of ordering, and reliability of payment) and selecting a vendor that offers the best combination of those factors. All procurement is managed centrally. The supply chain is managed from various strategic central distribution centres located in the UK, Belgium, the Netherlands, Germany and Italy via 3PL providers, as well as other relevant locations.

Supply chain optimization is managed by an in-house and industry specific ERP (Enterprise Resource Planning) system 'Vector' that provides customers with an 'end-to-end' in-flight retail management solution.

HACCP and BRC are minimum requirements and Retail inMotion also carries out its own hygiene and health and safety audits. All suppliers must be registered with the Food Safety Authority of Ireland (FSAI). Audits required to achieve certification must be paid for by the supplier.

Packaging and labelling is extremely important to Retail inMotion. Labels must include an EU licence number where appropriate (e.g. for meat) and must also include nutritional and allergen information. Within a tender process for product categories, Retail inMotion tries to involve as many local companies as possible. From a purchasing and supply chain point of view, Retail inMotion likes to combine multiple suppliers into one overall distribution network. This is to help reduce the number of deliveries into each airport. Retail inMotion aims to use one distributor for most stock items. Agreement of terms is done as part of the tender process where the three parties (Retail inMotion, producer and distributor) agree on financials, fees, stocking, service levels etc. All financials are taken into account in a tender round. All contact is through the Head of Procurement.

Supplier requirement and ordering procedure

All suppliers need to be able to manage the logistics of deliveries into the central distribution centres and should price efficiently for volume orders.

Advice to new suppliers

Retail inMotion uses a mix of both Irish and international brands at each of its locations. It has both ambient and frozen storage facilities.

SSP Ireland

ADDRESS

10-12 LinkBuilding, Mezzanine level, Terminal 1,
Dublin Airport, Co. Dublin

TELEPHONE

01 852 8800

WEBSITE

www.foodtravelexperts.com



Company Profile

SSP (Ireland), The Food Travel Experts, is the leading dedicated operator of food and beverage brands in travel locations worldwide, with operations in 140 airports and 300 railway stations in 37 countries.

Since its takeover of catering facilities at Dublin airport in 1984, SSP now serves approximately 55,000 of Dublin's passengers per week through its outlets across both terminals.

Relevant purchasing contact

Procurement & Supply Chain Director: Paula Merrigan
Email: paula.merrigan@ssp.uk.com

Head of Procurement: Nick Hill
Email: Nick.Hill@ssp-intl.com

Procurement Manager: Blossom Somba
Email: blossom.somba@ssp.uk.com

Supply Chain: Jimmy Cobb
Email: james.cobb@ssp.uk.com

Local contact at Dublin Airport: Lukas Jus
Email: lukas.jus@ssp.uk.com
(preferred method of contact).

Product mix

A selection of modern bars, restaurants and cafés offering a full range of beers, wines, spirits, tea and coffee, in addition to food offerings throughout the day.

SSP Dublin Airport units include the following:

Burger King (T1 LS); Café Bar Mezz (T2 AS); Café Pod 3 (Gate 421 T2 AS); Cloud Picker (Gate 402 T2 AS); Cloud Picker (Gate 409 T2 AS); Cloud Picker (T1 LS); District 6 Starbucks Mezz (T1 LS); Dubh (T2 AS); Café Bar (T2 AS); Food Village Mezzanine (T1 LS); Garden Terrace Mezzanine (T1 AS); Gate Clock (T1 AS) Java Coffee (T1 AS); Nineteen 40 Pier 1 (T1 AS); Phoenix Lane SBG (T2 AS); Starbucks IDL (T2 AS); Starbucks Pod (Gate 332 T2 AS); Tap n Brew Pier 1 (T1 AS); The Fallow IDL (T2 AS); The Lansdowne (T1 LS Arr); The Mezz Street Food (T2 AS); Upper Crust T1 (LS Arr); Whiskey Bread USBCP (T2 AS).

Opportunities for Irish food and drink suppliers

In response to the changing needs of passengers, SSP Ireland, in conjunction with EnviroSell and Clear, conducted global food travel research.

The key finding showed that 66% of passengers perceive food and beverage to be a priority when in an airport.

With this in mind, SSP Ireland is continually seeking ways in which to add value to the passenger experience. Nowhere has this been more prevalent than at Dublin airport.

Potential suppliers should thoroughly research the menus of existing outlets and approach SSP with products that fit the branding of these outlets, providing a wider choice of food offerings.

Purchasing policy and supplier requirements

SSP is always keen to work with local suppliers. Food quality, safety, meeting legal requirements and demonstrating due diligence is mandatory.

SSP requires BRC or equivalent food safety accreditation. All suppliers must be audited by SSP or its representatives. All audits are at the supplier's expense. All new suppliers must have accreditations commensurate with the risk of their operation.

SSP operates standard terms and conditions which are shared with current and potential suppliers.

Purchasing is centralised through the Procurement Director.

Various events trigger a tender or review process of SSP's extensive product range. The Procurement Team agrees the costs for the products, while the individual units order goods.

There are daily delivery windows into third party distributors and SSP is always looking for efficiencies in reducing drop numbers.

Distribution providers

Distributors to SSP include:

- Irish Merchants
- Musgrave Foodservice
- Sysco
- Hendersons Foodservice

Advice to new suppliers

Potential suppliers should contact SSP via the purchasing email address above.



**INSTITUTIONAL
(COST) CHANNELS**

**BUSINESS & INDUSTRY
(B&I)**



Aramark Ireland

ADDRESS

Head Office, Newenham House, Northern Cross,
Malahide Road, Dublin 17

TELEPHONE

01 816 0700

WEBSITE

www.aramark.ie



Company Profile

Aramark is a leading provider of award-winning food, facilities and property management services to clients in the Business and Industry, Education, Healthcare, Retail, Defence, Judicial, Energy and Sports and Entertainment sectors.

Employing over 6,000 people across Ireland and UK, Aramark Ireland's mission states: we are rooted in service, we do great things for our people, our partners, our communities and our planet.

Relevant purchasing contact

Retail Confectionery/Soft Drinks/Alcohol/Distributors
Fresh Produce/Proteins/Seafood/Dairy/Oils/Bakery & Desserts

Name: Dermot Connolly
Email: Connolly-dermot@aramark.ie

Food To Go/Hot Beverage/ Frozen Vegetable/Potato/Ambient

Name: Red Kitching
Email: Kitching-Red@aramark.co.uk

Food Packaging/Consumables/Equipment Supply/Maintenance/
Design & Build

Name: Helen Leys
Email: Leys-Helen@aramark.co.uk

Product mix

Aramark provides a broad range of food and beverage hospitality services across a wide range of sectors.

As part of Aramark's foodservice division, Aramark's menu planning is undertaken locally and is site specific in conjunction with their Culinary team. Aramark's key focus areas are health and wellness, sustainability, local sourcing and seasonality, along with great quality service and hospitality.

All types of cuisine are provided at client locations, from hospitality and event catering, to day-to-day workplace foodservice provision, or stadium and visitor experience catering. Within the Healthcare division, Aramark provide both patient and staff feeding and on campus catering in education universities and colleges.

Opportunities for Irish food and drink suppliers

Local products are actively promoted in locations as part of the sustainability, farmers market and health and wellness seminars.

The company assesses each of its categories individually and sources local produce that will fit into these categories. Aramark continually looks for local products from regional suppliers across their Northern European business.

Purchasing policy and supplier requirements

Aramark is committed to buying Irish where possible. The default position is to buy local, even if this incurs a slight additional cost. If a product is not made in country, the company looks to source it from within the EU.

The focus has moved from product 'handled' in country, to product manufactured and grown in country.

At Aramark 90% of protein and vegetables are purchased fresh, as opposed to frozen.

Aramark has stringent food safety requirements and supplier selection processes. Suppliers are audited by an in-house team whose standards are based on ISO 22000 requirements. BRC accreditation is recognised.

In the case of product coming through an approved distributor (e.g. Sysco Foods Ireland), the distributor's supplier approval process satisfies the requirements of Aramark.





Purchasing is centralised through the Supply Chain Department. The Supply Chain Department takes the input of the Culinary Team into account when arriving at a purchasing decision.

Each site currently orders individually through an on-line ordering system or by web, phone, or e-mail. With the exception of high volume suppliers, distribution through a distributor is preferred. Both chilled and frozen storage facilities are available on each site.

Aramark expects their suppliers to be compliant in terms of packaging and labelling requirements, with a strong focus on health and wellness.

Distribution providers

Sysco Foods Ireland is the preferred Distribution Partner for all food and related consumable items. This provides regional producers with limited coverage, the ability to access all Aramark locations.

Small “direct to store” suppliers are also accommodated, however they need to meet specific requirements in terms of Food Safety, Insurance and Invoicing.

Advice to new suppliers

Suppliers should put together a proposal on why a product will work and what it will add to Aramark’s portfolio.

Suppliers should also think through distribution options and be prepared to work with a distributor. The proposal should be emailed to the Supply Chain Group at purchasing@aramark.ie.

It is important that new suppliers research the fit of their products with the business and also their ability to be aligned with their central distribution network or EDI. Suppliers should also be proactive in marketing their products.

Also watch out for Aramark’s New Supplier Showcase which is a key feature of the bi-annual Catex exhibition.

Artizan Food Co.



ADDRESS

Naas Road, Dublin 12

TELEPHONE

01 662 4848

WEBSITE

www.artizanfood.ie

Company Profile

Artizan Food Co is a leading, Irish and female-owned workplace catering business operating in Dublin and London.

Established in 2005, the company operates from a 40,000 square feet, Central Production Kitchen on the outskirts of Dublin, while also operating in-house restaurants for a number of clients. It recently launched in London, having successfully won a contract to manage the hospitality services of a key US tech client.

The company is proud to list Avolon, Meta, Salesforce, Stripe, and X as some of its partners.

Relevant purchasing contact

In the first instance, please email procurement@artizanfood.ie with details of your product. Please also outline in this email any special requirements around minimum purchasing volumes etc.

Product mix

Artizan Food Co offers a range of services to clients, with purchases falling into the following categories:

- Fresh fruit and vegetables
- Dairy and chilled products
- Fresh meat and fish
- Ambient products and snacks
- Coffee and tea
- Soft drinks
- Confectionery
- Compostable packaging



Opportunities for Irish food and drink suppliers

The company is always on the look-out for niche products across their range of services.

Purchasing policy and supplier requirements

As a champion of Irish produce, Artizan Food Co's first port of call is to Irish suppliers.

The company has an approved supplier list and their vetting process is thorough, however this should not prohibit new suppliers from making contact.

All suppliers must have the necessary certifications and Artizan Food Co may conduct audits/visits to validate the supplier.

Artizan Food Co is looking to partner with like-minded companies that support their sustainability ethos.

Distribution providers

Deliveries are required on a frequent basis to both its Cloud Kitchen and client sites.

Advice to new suppliers

Email the Procurement team with necessary details and they will be in touch. The process is very smooth and quick.

Other information

Suppliers should not be hesitant in coming forward with new products as Artizan Food Co is always looking to extend their product mix and offering to clients.

Baxter Storey Ireland



ADDRESS

2nd Floor Avoca Building, Fitzmaurice Road, Rathcoole, Co. Dublin

TELEPHONE

01 458 0674

WEBSITE

www.baxterstorey.com

Company Profile

BaxterStorey Ireland was established in Ireland in 2007. Since 2007, the company has grown its contracts in Ireland to 91, with an annual turnover in-excess of €61M.

BaxterStorey Ireland currently operates in Business & Industry, Leisure, Retail, Education and Healthcare Sectors.

Its contracts are spread across Ireland, with significant presence in Dublin, Cork and Limerick.

BaxterStorey Ireland currently employs 1,200 staff.

Relevant purchasing contact

Head of Food: Gar Byrne
Email: gbyrne@baxterstorey.com

Fresh meats, poultry, game and fish; fresh vegetables and fruit; ambient grocery items; dairy products; teas; coffee; cold beverages.

Opportunities for Irish food and drink suppliers

BaxterStorey Ireland focusses on sustainable, locally sourced, seasonal fresh produce.

The company actively seeks to work with small, local, independent producers and growers that have exciting, new, innovative products to offer.

Purchasing policy and supplier requirements

Suppliers should be aware that quality, value and service are extremely important to BaxterStorey Ireland, who look to work in partnership with their supply base.

The company performs supplier audits, usually on an annual basis. Audit frequency is dependent upon the risk category.

The purchasing function is managed locally by Culinary Director, Trevor Lawless, and tenders are issued as and when required.

BaxterStorey Ireland has a policy of nominating multiple suppliers for each food category.

Ordering is normally completed online.

Distribution providers

BaxterStorey Ireland works with a national, specialist food distribution partner.

Advice to new suppliers

Approaches from potential new suppliers are welcomed. They should email Head of Food, Gar Byrne at gbyrne@baxterstorey.com

Other information

Credit terms are 40 days from end of month.

Carroll Food Services Limited



ADDRESS

**4 Thorncastle Street, Ringsend
Dublin 4 D04 F6Y4**

TELEPHONE

01 6686095

WEBSITE

www.carrollfoodservices.com

Company Profile

Carroll Food Services is a contract catering company founded by Kenneth Carroll in 1994 to continue the Carroll heritage in the industry. The company has operations throughout the country.

The company operates in several foodservice sectors including Business & Industry, education and healthcare. The company feeds in excess of 4,000 people per day throughout its sites.

Carroll Food Services has operations nationwide. The company has 20 clients locations with plans to grow further.

Relevant purchasing contact

Operations Manager:	Ciaran Bowes
Email:	cbowes@carrollfoodservices.com
Managing Director:	Kenneth Carroll
Email:	kcarroll@carrollfoodservices.com

Product mix

All eating occasions are catered for - breakfast, lunch, snacks and evening meals which are mostly produced on site in clients' premises.

The company also provides catering services to clients requiring a delivered offering for events and meetings.



Opportunities for Irish food and drink suppliers

The company operates seven days per week.

Carroll Food Services are very supportive of Irish suppliers and buy Irish produce, where possible. The company also supplies fresh produce, provisions and meals to offices and outlets that do not have their own kitchen facilities and works with suppliers operating central kitchens in the delivery of such services.

There is growth for expansion here and opportunities for Irish producers to supply these ingredients.

Purchasing policy and supplier requirements

Carroll Food Services are open to approaches and will look at price lists.

Suppliers must be HACCP compliant and other accreditations are welcomed. Supplier audits are carried out regularly and there are no charges for this activity.

The company has good relationships with its key suppliers and it has confidence in its traceability systems.

The Operations Manager, in consultation with the Managing Director, is the main purchase influencer, but ordering is managed by each individual outlet.

Orders are placed by telephone, email and supplier e-portals. Flexibility is required on cases sizes and shelf life as it is dependent on each site's storage capacity.

Carroll Food Services are keen advocates on sustainability and look to suppliers to support this.

Distribution providers

Potential suppliers are expected to deliver to each site/unit as required. It is also important that suppliers can deliver small quantities frequently due to storage issues.

Key suppliers include Sysco Ireland, Musgrave Foodservice, M&K Meats, Kish Fish and Keelings.

Advice to new suppliers

Send an introductory email to cbowes@carrollfoodservices.com in the first instance.

Quality and price, along with service are key criteria.

The company will deal directly with new suppliers, but the preference is to consolidate supply arrangements.

Suppliers that can assist with decanting product and removing excess packaging will be welcomed, as the company often operates in locations with little storage and/or preparation space.

Other information

Credit terms are 30 - 60 days.

Both Long Term Agreements (LTAs) and fixed price contracts are in place.

The company does not currently stock branded products, but is open to branded opportunities.

Compass Ireland

ADDRESS

3rd Floor, 43a Yeats Way
Parkwest Business Park, Dublin 12

TELEPHONE

01 629 6100

WEBSITE

www.compass-group



COMPASS
IRELAND

Company Profile

Compass Ireland is part of Compass Group PLC, the largest contract food service company in the world operating in over 40 countries.

Named 'Most Innovative Foodservice Provider 2024' by the All Ireland Business Association, Compass Ireland is a driving force in the Irish food and hospitality industry, serving over 40,000 meals a day, and supporting over 130 sites across the country.

Their 'Net Zero' climate commitment underpins a sustainability culture that runs throughout the business, whose hyper-local sourcing philosophy currently supports hundreds of local farmers and artisans across the nation.

They feature within Ibec's 2024 index of the Top 100 companies leading in wellbeing, which recognises businesses that excel in supporting employee mental health and wellbeing.

Key statistics: Compass Ireland

- In Ireland since 1987
- 2,000 employees
- Approximately 130 sites across Ireland

Relevant purchasing contact

Head of Sourcing: Edward Fagan
Email: CommercialSupportIreland@compass-group.ie

Contact by email is the preferred method of communication.

Product mix

Compass Ireland delivers staffed and fully automated food solutions that include workplace restaurants and cafés, home and workplace meal deliveries via their Copper Pan Kitchen brand, events hospitality and more.

Product mix spans fresh, locally sourced meals, retail snacks, healthy grab-and-go items, and hot or chilled food-to-go options.

Alongside full catering services, cafés, and event catering, Compass continues to expand plant-based and dietary alternatives. Compass is also investing in technology such as AI-powered frictionless stores and app-based ordering, creating opportunities for suppliers to provide products that meet demand for convenience, quality, and innovation.

Opportunities for Irish food and drink suppliers

Compass is deeply committed to working with local suppliers, and welcomes Irish-based businesses that can:

- Deliver products/services demonstrating strong sustainability credentials.
- Supply local alternatives to otherwise imported produce.

Purchasing policy and supplier requirements

HSE (Health, Safety & Environmental) is Compass Ireland's number one priority. Potential suppliers must demonstrate their own exemplary HSE credentials.

Compass employs independent, external auditors such as EIQA to audit all current and potential food suppliers. Buying policy considers the balance between quality, sustainability, health and wellbeing and consistency.

Compass look for partners that have sustainability at the centre of their operation and share similar initiatives under food waste, sustainable packaging, initiatives to reduce CO2 emissions/transportation etc.



All commercial contracts, product approval and pricing negotiations are centralised and managed by the Commercial Manager.

Products are reviewed by a panel of senior chefs, buyers, marketing and operations professionals.

Regular reviews are conducted concerning quality, taste and commercial potential.

Distribution providers

Compass operates an efficient, central distribution platform through its partnership with Sysco.

In most cases, prospective suppliers are expected to deliver single-drop orders through this central distribution partner.

Direct supply is also an option, and the commercial team will work closely with suppliers to determine the most appropriate route to market.

Advice to new suppliers

Email is the preferred method of contact for potential suppliers. For new suppliers it is important to have a clear understanding of Compass' business in addition to the ability to:

1. Demonstrate HSE credentials
2. Demonstrate Sustainability credentials
3. Promote local provenance
4. Identify the opportunity based on market trends
5. Follow and engage with their social platforms; LinkedIn, Instagram etc.

Other information

Credit terms vary. In general, it is 75 days with direct producers and 55 days with distributors.

Corporate Catering Services Limited



ADDRESS

Richmond House, Corofin, Co. Clare

TELEPHONE

065 683 7300

WEBSITE

www.ccsli.ie

Company Profile

Corporate Catering Services Limited (CCSL) is one of Ireland's largest, independent contract catering company with a diverse portfolio of clients across many sectors.

CCSL operates in several sectors including Business and Industry, Transport, Education & Healthcare. The diversity of their client base inspires on going creative development across their portfolio. The culinary team led by the CCSL Food Innovation Manager draw inspiration from local producers, international events, food fairs, innovative retailers and an active food forum where new ideas are developed.

Food quality and integrity has always been a key part of the CCSL philosophy and they only deal with reputable local suppliers who can provide the flexible, frequent service they demand. Confidence in 'quality' is high on their customers' agenda. Their customers need to know that the product is not only good for them, but increasingly, has minimal impact on the environment.

Established in 1991 by Mary Healy, the company takes a 'hands on' approach to doing business. Each catering operation is different to reflect the culture, ethos and needs of the individual client.

Simplicity is at the core of everything CCSL does, from the style of food, to the company's open and honest accounting policies.



Relevant purchasing contact

Procurement and Purchasing Manager

Email: info@ccsl.ie
Phone: 065 683 7300

Product mix

CCSL chefs draw their inspiration from international influences, classic regional dishes and old-fashioned traditional favourites to create nutritious and delicious meals every day and for every occasion.

The food offer is constantly evolving to reflect changing tastes, trends and the diversity of the client base.

Ranging from breakfasts and lunches to fine dining, hospitality, banqueting, vending services and live cooking, everything is cooked on-site using fresh ingredients.

Opportunities for Irish food and drink suppliers

CCSL is continuously innovating. They are interested in products that will enhance the dining experience across their portfolio.

Products being proposed need to be of a high quality. The company is particularly interested in healthy Irish sourced products with an emphasis on low salt, fat and sugar content to support its Nutrition Matters healthy eating initiative.

CCSL menus are designed to give customers a nutritious and balanced diet while never compromising on taste, flavour and quality. During food preparation, CCSL's chefs substitute salt and sugar with healthy alternatives.

Working to tight profit margins in a challenging and competitive market sector, cost is always a consideration, but quality remains a key factor in any purchasing decisions made.

Seasonality is also important. The company's policy is to use local suppliers wherever possible.

This offers quality Irish food and drink producers an opportunity to supply and support its portfolio of clients throughout Ireland, from Wexford to Belfast and from Dublin to Sligo.

Purchasing policy and supplier requirements

As an Irish company, CCSL has a preference to source local produce where quality and price compare favourably with imported alternatives.

Service is important for purchasing decisions and tenders.

Supplier requirements are HACCP and relevant health board approvals. CCSL carries out audits of suppliers premises and there is no charge for this.

Purchasing is centralised at Head Office but deliveries are made to sites throughout Ireland.

Tenders for all supplies are carried out annually in October or November for the following year. The Procurement and Purchasing Manager makes the purchasing decisions, agrees the terms and places the orders.

The frequency of goods inwards is between five to seven days, depending on the product.

The majority of orders are placed by phone.

Distribution providers

All of CCSL's purchasing is direct with suppliers and handled in-house.

Advice to new suppliers

Potential suppliers should send an expression of interest via email and when products are being reviewed during the tender process, CCSL will revert to them.

CCSL is open to innovative new ideas, strong branding and marketing support.

Other information

Credit terms are 45 days.
Annual turnover: €18 million.

There is room for brands in the operation, although the company is continuing to develop its own brand. There is greater growth for chilled foods. The company has both chilled and frozen storage facilities.

Food Space

ADDRESS

Landscape House, Landscape Road
Churchtown, Dublin 14

TELEPHONE

(01) 215 7000

WEBSITE

www.food-space.com



Company Profile

FoodSpace is a division of the Apleona group of companies. The FoodSpace division was created to focus on providing high-quality contemporary foodservices underpinned by sustainable practices, either as a standalone caterer or as part of an integrated facilities management model.

The Company's restaurants and cafés across Ireland feature menus and offers that are planned around fresh and seasonal produce. All food is prepared and cooked from scratch.

The Company is currently serving an estimated 4,000 customers daily, offering a range of services that include workplace restaurants and coffee bars, second and third level education dining venues as well as hospitality and event dining.

The Company is a member of the Sustainable Restaurant Association.

In 2018 the Company was awarded the maximum 3 stars across all kitchens for sustainable practises.

Relevant purchasing contact

Culinary Director **Conor Spacey** has responsibility for purchasing all raw materials, ingredients and dry goods used in the Company's kitchens.

Email: conor.spacey@food-space.com

Product mix

The Company's menu planning is undertaken locally by the kitchen teams. All menus are tailored to the site and customer demographic and to match client service requirements.

All menus are reviewed by the Company's Executive Chef, ensuring use of seasonal produce, well balanced menus and evidence of innovative ideas.

Range of products purchased includes:

- Fresh fruit and vegetables
- Dairy and chilled products
- Fresh meat, poultry and fish (all Irish and sustainable)
- Ambient and dry goods
- Coffee and tea
- Some frozen food products
- Non-food products / compostables

The Company's key focus areas are building a network of high quality "local hero" suppliers who can provide great seasonal produce and artisan ingredients / products. Health and wellness is also a key feature of the Company's offer.

All types of cuisine are provided at the Company's locations, from hospitality and special events to day-to-day workplace foodservice for FoodSpace's business clients. Education is also a key sector for the Company both at second and third level.

Additionally, the Company offers a wide range of "On the Go" impulse items, from chilled drinks, juices and waters, crisps, snacks and a confectionery range as well as healthier options such as fresh cut fruit, nuts, seeds and other innovative snacks.

Opportunities for Irish food and drink suppliers

FoodSpace is committed to working with Irish suppliers.

The Company cultivates relationships with local growers and producers who share their beliefs in fresh, seasonal produce and ethical, sustainable practices.





The Company's 50-mile menu programme underpins this ethos: any dishes carrying this brand must be 100% comprised of ingredients that have been sourced within 50 miles of the kitchen.

Each site has their own key suppliers for fresh meat (usually a local butcher); fish (local fishmonger); fresh bread & bakery, locally grown vegetables and often additional menu items that are "hero" products in a geographical area or region.

Purchasing policy and supplier requirements

The Company is committed to buying locally where possible and the default position is to buy within the local community even if this incurs a slight additional cost.

If a product is not made in Ireland, the Company's preference is to source it from within the EU.

The Company's sourcing decisions are balanced between quality, pricing, and consistency of service / product. In particular, the Company is looking for high quality foods & ingredients that can meet to quality and traceability standards, as well as ethical financial and business sustainability checks.

FoodSpace as part of the Apleona Group has stringent food safety requirements. HSE (Health, Safety & Environmental) is the Company's number one priority. It is imperative that any potential supplier is in a position to demonstrate their own HSE credentials.

All direct suppliers of food and beverage products are required to hold third party food safety accreditation in line with the company's approval criteria. Recognised criteria and schemes would include BRC, IFS, SALSA, STS Public Sector Standard, Bord Bia Quality Assurance certification, EIQA Q Mark for Hygiene and Food Safety, ISO 22000 and FSSC 22000.

The Company employs internal auditors to audit all suppliers that would be considered in a high risk category. External Auditors are also used when appropriate.

Each site currently orders individually by phone, fax or e-mail. Both chilled and frozen storage facilities are available on each site.

The Company expects suppliers to be compliant in terms of packaging and labelling requirements. Supplier's delivery schedules must be in line with agreed windows.

Distribution providers

FoodSpace does not operate a centralised distribution operation.

Advice to new suppliers

Email is the preferred method of contact for potential new suppliers. They should make contact with Culinary Director **Conor Spacey** at conor.spacey@food-space.com

Other information

Credit Terms are agreed with individual suppliers. The Company is cognizant of the needs of small local businesses and suppliers.

Gather & Gather Ireland Ltd.

ADDRESS

79 Fitzwilliam Lane, Dublin 2

TELEPHONE

087 929 5903

WEBSITE

www.gatherandgather.com



Company Profile

Gather & Gather was created in 2013 to bring people and food together.

The company delivers a range of food services from in-house dining and coffee brew bars to hospitality and fine dining, as well as vending, event catering, venues and retail.

Although the company is sizeable, the regional structure of the procurement network means that suppliers can be small artisan producers focused on the local area. The business offers services in both the Dublin and Cork regions and therefore works with suppliers in both the Leinster and Munster regions.

Commercial Manager: Diarmuid Doyle
Email: diarmuid.doyle@gatherandgather.com
Mobile: +353 87 981 5030

Head of Commercial: Nigel Staveley
Email: nigel.staveley@gatherandgather.com
Mobile: +353 87 941 7356

Product mix

The company offers a full range of service options to its clients, including foodservice management; workplace restaurants, coffee bars and public cafés, along with fine dining and hospitality, event catering and vending.

The range of products purchased includes:

- Fresh fruit, vegetables and salads
- Dairy and chilled products
- Fresh meat and fish
- Ambient products
- Coffee and tea
- Soft drinks and confectionery
- Frozen food products
- Non-food products

Opportunities for Irish food and drink suppliers

Gather & Gather operates regional sourcing across both Ireland and the UK.

It is keen to source both ingredients and supplies from sustainable and ethical producers across Ireland in line with this policy.

Gather & Gather is pro-actively seeking high quality, innovative products and opportunities for Irish suppliers include mainly 'niche' products, such as specialist butchery products, cheeses, fresh breads and bakery products, ice-cream, yoghurts, any innovative snacking products, flavoured waters and speciality teas.

Purchasing policy and supplier requirements

The company operates a regionalised supply policy to ensure freshness and flexibility. The Republic of Ireland is one region and there are eight across the UK

In particular, in Ireland the company is seeking high quality artisan foods that can conform to the company's strict quality and traceability standards, as well as ethical financial and business sustainability checks.

All direct suppliers of food and beverage products are required to hold third party food safety accreditation in line with the company's Catering Supply Chain Assessment and Approval criteria.

The criteria and schemes used by the company are: BRC, IFS, Salsa, STS Public Sector Standard, Bord Bia certification, EIQA Q Mark for Hygiene and Food Safety, NSF Due Diligence Standard, ISO 22000 and FSSC 22000.

For Ireland, the main quality assurance standard applied to food producers is the EIQA Q mark.

Supply is based on the company's standard terms and conditions and in

agreement with the procurement team. Supplier's delivery schedules must be in line with agreed windows.

Monthly information on provenance, source or manufacturer will be required, where relevant for product traceability.

The company prefers suppliers to use e-trading if possible, via the 'e-P2P portal' and this may well be a condition of supply. Help is available to suppliers to assist them in accessing and using the supply portal. Suppliers should contact Diarmuid Doyle (see above) to arrange this.

Advice to new suppliers

Suppliers should research the company before contacting it to find out as much as possible regarding its requirements.

Artisan suppliers are welcome, but should have the potential to expand, possibly even to export level, so that they can supply regions other than their own.



ISS - Facility Services

ADDRESS

4-6 Riverwalk, Citywest Business Campus
Dublin 24

TELEPHONE

(01) 468 2900

WEBSITE

www.ie.issworld.com



Company Profile

Founded in 1901, ISS - Integrated Service Solutions, is one of the world's largest Facility Service Groups. ISS has been in Ireland since 1995 and today has more than 3,700 employees.

ISS provides full national coverage of services from five regional offices in Dublin, Cork, Galway, Limerick and Letterkenny.

ISS provides facility management, cleaning, property, catering and support services to a wide range of industries in the Health Care, Pharmaceutical, Education, Financial Services, Manufacturing and Food and Beverage sectors. ISS Catering Services delivers a range of services throughout Ireland from staff restaurants, coffee bars, vending solutions and hospitality & director dining.

In Ireland, key workplace dining clients include Amgen, Hewlett Packard Enterprises, Vhi and Uisce Éireann. Over 10,000 meals every day are served to ISS clients.

Relevant purchasing contact

Head of Food Services:	Steven White
Email:	steven.white@ie.issworld.com
Executive Chef:	Thomas Gerasch
Email:	thomas.gerasch@ie.issworld.com
Food Operations Manager:	Dermot Staunton
Email:	dermot.staunton@ie.issworld.com

Email is the preferred method of communication.



Product mix

At the heart of the ISS food offer is Food with Purpose.

Food with purpose has a strong focus on the use of fresh, locally sourced and seasonal produce.

ISS requires a diversified and varied range of products including:

- Fresh fruit & vegetables
- Plant based products
- Dairy and chilled products
- Fresh meat, poultry & fish
- Ambient, frozen & dry goods
- Non-food products / compostable

Additionally, the company offers a wide range of retail impulse and grab & go items from cold drinks, crisps, snacks and confectionery to healthier options such as fruit, nuts, seeds and other innovative snacks.

Health and wellness through nutritional balanced meals are also a key feature of the ISS Food with purpose ethos.

Opportunities for Irish food and drink suppliers

ISS is committed to working with Irish suppliers and is keen to source both ingredients and supplies from sustainable and ethical producers across Ireland.

ISS is looking for quality artisan foods that have a unique USP which are local to a particular area of Ireland.

Purchasing policy and supplier requirements

HSE (Health, Safety & Environmental) is a number one priority for ISS. It is important that any potential supplier can demonstrate their own HSE credentials.

ISS has a preference to work with Irish suppliers and purchasing decisions are balanced between quality, pricing, and consistency of service.

Recognised criteria and schemes include BRC, IFS, SALSA, STS Public Sector Standard, Bord Bia Quality Assurance certification, EIQA Q Mark for Hygiene and Food Safety, ISO 22000 and FSSC 22000.

Supplier's delivery schedules must be in line with agreed windows.

Each unit currently orders individually by phone or e-mail.

Distribution providers

ISS works with Sysco Foods as their main distributor and with small suppliers for direct delivery to sites, where appropriate.

Advice to new suppliers

Enquiries should be made to thomas.gerasch@ie.issworld.com and dermot.staunton@ie.issworld.com

Other information

Credit Terms are agreed with individual suppliers.

KSG

ADDRESS

McKee Avenue, Finglas, Dublin 11, D11NY90

TELEPHONE

01 814 0600

WEBSITE

www.ksg.ie



Company Profile

KSG is a leading restaurant and hospitality services company that designs and delivers bespoke and innovative food solutions for their clients.

The company sources the best ingredients on the island of Ireland and this fresh produce is delivered to each restaurant every morning.

All cooking is from scratch in small batches in their kitchens, so as to deliver the very highest quality in taste and flavour to their customers.

Environmental and sustainable restaurant practices are important to KSG. The company won Irish Champion at the Sustainable Restaurant Awards in 2016.

The company also operates a City & Guilds Certified Training Academy for its employees - the Academy delivers a broad range of culinary and management courses.

About KSG:

- KSG is 100% Irish owned and controlled company
- Fastest growing catering service provider in Ireland
- KSG was founded in 1920 as a bakery and the company has evolved consistently over time.
- KSG also operate a number of retail formats - SoMa, Noah & Co, Pulse, Craft Lane Bar & Restaurant, Leopold Coffee House, Coffee Doc. and Bluebird Café.

- KSG currently employs over 1,300 employees
- Annual turnover €67m
- Serving more than 13 million meals annually

Relevant purchasing contact

Group Procurement Manager: Marlena Zawiejska
Telephone: 01 814 0600
Enquiries to: Marlena.zawiejska@ksge.ie

Product mix

KSG provides restaurant and catering solutions across a range of sectors including at-work, airports, third level education and healthcare - additionally KSG also operates a number of retail formats in shopping centres. KSG also delivers an array of corporate hospitality to its professional office clients.

Innovation is to the fore of KSG operations, with the majority of units having unique branding and customised menus.

All food is prepared daily by trained chefs using locally sourced produce from Irish farmers and food producers.

Opportunities for Irish food and drink suppliers

KSG is committed to using fresh, seasonal, Irish produce in its restaurant and hospitality menus.

The company works closely with a trusted network of specialist suppliers and places great importance in getting to know their farmers and growers.

Food Innovation is key to the business, as a result of which they are open to adding exciting artisan ranges, particularly those with strong local ties.

KSG works with suppliers who can prove that:

- They can consistently deliver the very best quality products;
- They can stand over the full traceability of their produce;
- They can deliver the best value for money;
- They can ensure nationwide coverage.

The Culinary Operations Team introduced new initiatives and retail dining concepts in 2020, creating fresh opportunities for local producers and artisanal suppliers.





Purchasing policy and supplier requirements

KSG believes its customers should enjoy fresh, local and seasonal produce at competitive prices.

Quality and transparent provenance of its ingredients is paramount.

The Group works closely with a small network of Irish suppliers with the objective of synchronising the harvesting and delivery of produce with the menu cycles of its restaurants.

KSG also source from a series of provincial artisan food producers that are located in proximity to their restaurants. In addition to guaranteeing fresh produce, this also provides opportunities for the company to support local communities.

KSG's Procurement Department and its' Quality, Food Safety and Health & Safety Department are responsible for supplier appraisals, quality approval and on-going monitoring.

Fresh meats and vegetables are sourced from Bord Bia Quality Assured farms in Ireland and delivered by suppliers approved under the Bord Bia Quality Assurance Schemes.

Fresh fish and seafood products are sourced in accordance with BIM Quality Assurance Schemes. All food suppliers must be HSE approved and have a rigorous Food Safety Management System based on the principles of HACCP as a minimum requirement prior to being approved as a supplier. KSG operates a just-in-time delivery system and hold minimal stock levels.

Microbiological testing is carried out regularly to validate the supplier's food Safety Management System and ensure agreed product specifications are met. All deliveries are checked in line with our requirements stated in the KSG HACCP Plan.

Advice to new suppliers

KSG welcomes contact from potential suppliers.

Contact should initially be made via email to info@ksg.ie

Other information

Credit terms are 60 days from month end.

Master Chefs



ADDRESS

Building 7, Delta Retail Park, Ballysimon Road, Limerick

TELEPHONE

061 411 522

WEBSITE

www.masterchefs.ie

Company Profile

For over two decades, Master Chefs has been setting standards within the Irish food industry. Beginning as a conventional event catering operation, the company has evolved into a diverse and award-winning business with prominent clients across healthcare, sport, education, private events and corporate catering.

An independently-owned Irish company, Master Chefs are industry leaders in sustainable practice, fully committed to their goal of becoming a zero-waste enterprise as they continue to champion local produce. At the heart of this vision is Ellan Farm, their organic farm and living platform for sustainable food production. From its rich, nutrient dense soils, they grow seasonal produce, herbs and salads for their kitchens, supply their outlets with farm-fresh ingredients and use surplus crops for pickling, brining and fermenting at their Headquarters. The farm also supports biodiversity and regenerative agriculture practices, ensuring every resource is valued.

The company's ambition is a fully circular food system, from the fields of Ellan Farm to their 10,000 sq. ft. Headquarters in Limerick, where waste is minimised and quality is maximised. Their talented team bring a level of expertise that sets them apart in the Irish market. Master Chefs anticipate their customers' needs, delivering efficiencies without compromising on quality, taste or sustainability. Whether fuelling athletes, supporting bright minds, nourishing frontline workers or energising fans, they provide precisely what is needed in each moment.

WHAT WE DO:

Master Chefs proudly delivers high-quality catering solutions across Education, Healthcare, Sport & Leisure and Events. The business operates as producers, caterers and restaurateurs, managing a network of outlets and events nationwide. Every year, they feed thousands of people at top venues, working with their customers to create bespoke solutions that celebrate Irish produce and deliver exceptional experiences.

HEADQUARTERS & CENTRAL PRODUCTION UNIT:

Master Chefs', wholly owned 10,000 sq. ft. Headquarters in Ballysimon, Limerick, serves as their central production unit and test kitchen. It enables the company to produce fresh, seasonal menus, develop new products and support their outlets with superior quality breads, cakes, pastries and prepared dishes, all made with a focus on sustainability and minimal waste.

Relevant purchasing contact

Executive Chef: Michelle O' Donnell
Email: chef@masterchefs.ie
Phone: 061 411 522

Product mix

Cuisine is inspired by nature, reflecting the seasons and drawing inspiration from all over the world, infused with the very best produce Irish produce. The company prioritises locally sourced Irish produce and their offering includes a wide selection of bespoke and seasonal starters, main courses, finger and buffet foods, desserts, breads, salads and more.

Through Ellan Farm and the CPU, Master Chefs supply their outlets with fresh, bespoke breads, cakes, pastries and other products. Their chefs cook on-site in all outlets, ensuring optimal quality and freshness for every customer.

Opportunities for Irish food and drink suppliers

As the company continues to grow, they welcome opportunities to work with suppliers who share their commitment to quality and sustainability. In particular, they are interested in:

- Local artisan products
- Fresh, high-quality produce from local producers
- New-to-market and innovative products

Master Chefs is committed to purchasing Irish meat, poultry, eggs and dairy produce and to sourcing Irish ingredients when available and in season. Their own fleet of modern transport allows them to support distribution for artisan producers to their own locations and events. The company sees greater growth in chilled over frozen products, in line with their focus on quality and freshness.

Purchasing policy and supplier requirements

Master Chefs' strong preference is to source local produce whenever possible. Purchasing decisions are based on quality, price, consistency, guaranteed supply and service levels. All suppliers must meet their quality control criteria.

The company requires suppliers to have appropriate third-party accreditation before engagement. All purchasing is centralised through their Accounts Department and Executive Chef, although Chefs at larger sites may make local specialist purchases for logistical reasons. All suppliers must be on their approved list, with final approval granted by the CEO, Pat O'Sullivan.

Deliveries are typically made directly to sites by suppliers. Shelf life and case size requirements vary depending on the product.

Distribution providers

Master Chefs works directly with producers for most products. For dry goods, they use Sysco Foodservices and La Rousse Foods. For fruit and vegetables, they work with Curley's Quality Foods in Galway.

Advice to new suppliers

Potential new suppliers should contact the Executive Chef Michelle on 061 411 522.

Mount Charles Ireland

ADDRESS

Unit 39 The Enterprise Centre, Premier Business Park, Ballycoolin, Dublin 11

TELEPHONE

01 431 1383

WEBSITE

www.mountcharles.com



Company Profile

Mount Charles is a home grown, locally owned company with over 37 years' experience in delivering excellence to both clients and customers. The company has grown (together with clients, customers and colleagues) to become Ireland's largest indigenous support service provider, currently employing over 3,000 team members.

Mount Charles has grown organically over time by developing long standing, added value partnerships with clients. The company supports some of the most prestigious organisations in Ireland across Business & Industry, Healthcare, Education, Leisure and Retail sectors and this enables it to leverage an extensive contact network and develop sustainable mutually beneficial partnership opportunities.

Mount Charles actively promotes itself as an indigenous Irish company, with an ethos for success through delivering a quality driven service. It has been rewarded by being appointed Deloitte Best Managed Company from 2012 to 2024, achieving Platinum Status in 2017 through 2023.

Brands in the catering sector include: **Fed & Watered, Real Good Food, Honest, Made, The Kitchen, U: Eat, Moka Independent Coffee, Urban Square Food, Coffee Co and Clover & Grain.**

Relevant purchasing contact

Head of Procurement: Barry McLean
Email: info@mountcharles.com
Phone: +353 (0)1 431 1383

Product mix

The company provides foodservice to a wide range of customers across contract catering, retail and events divisions.

All types of meals, beverages and snacks are catered for. Product mix required is diverse due to customer profiles in each specific catering contract. These range from 'value offer' to 'fine dining' or bespoke client needs.

The frequency of menu change depends on the customer profile.

Mount Charles supplies breakfast, lunch, evening meals, hospitality, speciality hot and cold beverages and branded vended products.

All meals are prepared from fresh at each location.

Mount Charles also has a dedicated Events Division designed to offer a service solution to organisations or private bodies seeking to procure a temporary or permanent Catering and/or Bar Service, or the provision of a hot or cold Catering Service.

Opportunities for Irish food and drink suppliers

Mount Charles source as much produce as possible from local farmers and growers to minimise food miles and reduce carbon footprint. This also meets clients' demands for local produce.

The company aims to maximize the use of high quality, locally sourced and seasonal food.

This is in line with the company's focus on sustainability and support for the local economy. Great pride is taken in providing both large and small suppliers with a route to market. Mount Charles actively supports local agriculture and has an active marketing campaign to showcase this.

Mount Charles' procurement process complies with the relevant Food Safety and Health and Safety standards, Codes of Practice, Company regulations and standards reflect an ongoing commitment to sustainable food procurement and Corporate Responsibility.





The company buys direct from growers, manufacturers or producers, as well as wholesalers, to maintain a robust supply chain, ensuring traceability and due diligence.

For the Public Sector Food Procurement Initiative, all suppliers tender to Mount Charles.

This programme supports the assessment and evaluation of products, services and suppliers against strict criteria including safety, value, quality, operational requirements, environmental performance, ethical policy, specification, service level, ability to supply, responsiveness, customer focus and performance.

Purchasing policy and supplier requirements

Before making new purchasing decisions, the company identifies products or product ranges required. It then identifies a minimum of three suppliers asked to prepare a quotation for this business.

The size of the proposed new purchase will determine whether an official tender will be issued (for large values), alternatively current and new suppliers may be approached directly and asked to quote for the business. In both cases, a brief is prepared and provided to the suppliers detailing:

- Product or services required
- Potential Quantities
- Quality Specification
- Distribution Requirements - number of sites to be serviced, locations and possible frequency of deliveries.
- Timescale for return
- Weighted Criteria (if applicable)

Quotations are evaluated with quality, service, provenance and value for money being key factors in the evaluation process. Contracts are continually monitored to ensure full compliance post contract award.

All suppliers must comply with the company's Quality Assurance and Health, Safety and Environmental requirements to maintain the standards required, including conformity with the relevant BRC standard.

Mount Charles aims to source locally and procure from family operated businesses where possible.

The company has a policy of displaying 'supplier stories' in its outlets to ensure customers are aware of the provenance of the food and the company's ethos. The company promotes the use of EDI (Electronic Data Interchange).

Distribution providers

Mount Charles procures from a mix of distribution partners and small local suppliers.

Advice to new suppliers

Potential suppliers should make contact via info@mountcharles.com in the first instance. This should be done after ensuring that the offering meets with the company's requirements.

The company's key criteria are quality, price and service. Suppliers are expected to trade with Mount Charles via the "Procure Wizard" Purchase to Pay system, either directly, or by listing their products with a foodservice distributor that sells via Procure Wizard.

Other information

Long Term Supplier Agreements are currently in place and LTA discounts are expected for large volume supplies.

Credit terms vary dependant on the specific requirement.

The annual company turnover is €50 million.

Q Café Co. Ltd (The)

ADDRESS

Garden Level, 1 St James' Terrace,
Clonskeagh, Dublin 6

TELEPHONE

01 207 9044

WEBSITE

www.qcafe.ie



Company Profile

The Q Café Company was established in 1999 by Breda Quigley, CEO, with the objective of bringing a high class café style environment into a select market. The company is a 100% privately owned catering company that has developed a reputation for delivering excellent standards in modern and innovative food offers through a great service.

Operating nationwide to many of Ireland's leading companies, the company's core values are built around serving great food. Their teams are highly skilled and command extensive experience.

The company operates 40+ outlets throughout Dublin, Kilkenny, Waterford, Wexford, Galway and Cork, with the majority of contracts gained through referrals.

The company's main target customers are business and industry contracts, along with healthcare and education sites.

Relevant purchasing contact

Managing Director:	Laura Olson
Tel:	01 207 9044
Email:	l.olson@qcafe.ie
Craft Development Chef:	Karen D'Alton
Tel :	01 207 9044
Email:	k.dalton@qcafe.ie

Product mix

The Company caters for high class executive dining including canapés, breakfast, lunch, evening tea, hot and cold deli's and salad bars. Beverages, snacks and a range of speciality tea and coffee are also provided.

In line with the specific needs of their clients and customer requirements, The Q Café Company places a major emphasis on locally sourced artisan-style food in order to deliver freshness and innovation in menu choice and to support sustainability through local purchasing.

All types of cuisine are provided within the business, with a high emphasis on healthy eating, nutrition, foods and snacks that deliver customer benefits at cost effective prices.

The company tailors menus to each outlet and customer requirement. Food is prepared fresh onsite by individual Chefs.

Opportunities for Irish food and drink suppliers

The Q Café Company is proud of its Irish ownership and is committed to providing customers with the highest quality seasonal Irish produce, even where the cost of Irish or locally sourced products differs from imported alternatives.

The Company is ISO 14001 certified and works towards reducing their carbon footprint on the environment.

In most cases, suppliers are required to limit the quantity of cardboard or other packaging delivered with products.

The Q Café Company is Origin Green certified.

The company has built close relationships with their suppliers, creating a greater understanding of the Q Cafe Company's expectations and requirements. The Company is a strong supporter of small businesses and of helping to retain and create Irish jobs.

The main attributes the Company looks for in supply of products are quality, innovation and healthy Irish products.

The Company is open to all approaches from suppliers of innovative products. Opportunities exist for suppliers of good quality gluten free products and Wellness products.



Purchasing policy and supplier requirements

The Q Café operates from an approved supplier list that is managed by their Chefs on each site. All purchasing is done through approved suppliers and approved products only.

The Quality Assurance Department, together with Head Office and Chef's input, carefully select suppliers and conduct annual reviews or audits in order to secure a consistent quality product and service from suppliers.

All suppliers must have quality standards in place i.e. ISO 9001, ISO 14001, ISO 340, ISO 341 to include health and safety standards. HACCP is also a minimum requirement.

All deliveries are checked into outlets in accordance to HACCP and IS 340 standards by each Chef onsite and are rejected if quality, hygiene or temperature specifications are unacceptable.

The company places a high emphasis on supplier conformance and this is managed by the Quality Assurance Department who document and manage all non-conformances and product withdrawals where necessary. The company requires daily morning deliveries to ensure produce is fresh on the day of preparation.

Purchasing terms are agreed directly with head office by the Managing Director. Purchasing decisions are influenced by the Quality Assurance Manager and Chefs.

Shelf life requirements are product dependent, with a strong focus on fresh produce.

Distribution providers

Frequent deliveries are required to ensure fresh produce is onsite for food production.

The Q Café Company currently use BWG Foodservice, Keelings and other smaller local suppliers as their primary suppliers.

Advice to new suppliers

Suppliers should make contact via email to introduce any new products / offers they may have.

A visit to a proposed site may be of benefit to get a feel for how the product will work within the company. Samples may be sent to units upon approval.

Other information

Suppliers are encouraged to assist The Q Café Company in the marketing of their products on sites in order to benefit The Q Café Company, the client site and the end customer.

The company has both chilled and frozen storage facilities on each site.

Credit terms are 30 days.

There are existing Long Term Agreements in place with suppliers.

Sodexo Ireland

ADDRESS

Fourth Floor, One Grand Parade
Dublin 6 D06 R9X8

TELEPHONE

01 283 3654

WEBSITE

www.ie.sodexo.com



Company Profile

Sodexo Ireland is a leading provider of food and facilities management services, delivering on-site service solutions to clients in business and industry, education, financial services and healthcare. The company employs 2,000 staff based in 220 client locations in ROI and NI.

Sodexo offers an integrated facilities management solution to existing and prospective clients, depending on their needs and requirements.

As well as catering, the company provides a wide range of support services which includes reception, mailroom, waste management, cleaning services, helpdesk, security, grounds maintenance and in-house gym management.

Relevant purchasing contact

Category Manager: Joe Coombe
Email: joe.coombe@sodexo.com

Email is the preferred method of contact.

Product mix

Sodexo's menus usually operate a four-week cycle and change seasonally in line with what fresh produce is available through the local supply base. They offer a broad range of cuisine depending on each individual site, from high end hospitality to value catering.

Catering options include coffee shops, retail shops, staff catering, student catering, patient catering and 24-hour service manufacturing including weekends.

Opportunities for Irish food and drink suppliers

The core list of ingredients tends to remain unchanged with variety and innovation introduced via the company's Food Platform development team.

Chef forums are organised on a regular basis, at which new ideas and best practices are shared with chefs from the various sites.

There is an ongoing drive to buy Irish and the company sources as much product as possible from local suppliers and artisan producers, including 100% Irish beef, lamb, eggs, and milk products.

Purchasing policy and supplier requirements

Key elements of Sodexo's purchasing policy are taste, price and food safety standards.

All new products of interest are first reviewed by the company's taste panel headed by the Culinary Director.

Sodexo have clear policies and targets to achieve around animal welfare, sustainability, modern slavery, carbon emissions, plastic, and food waste - products and vendors are assessed on these criteria.

If the product passes the taste and CSR tests, then pricing is reviewed. The next step in the purchasing process is a food safety audit of the supplier by Sodexo Safeguard, the company's food safety division.

The audit criteria are set by Sodexo and a charge applies for this.

Purchasing is centralised through the Sodexo Supply Management team. The opinions of the Craft Development Team and taste panel are taken into account when arriving at a purchasing decision.

Pricing is benchmarked against UK prices which are provided by Sodexo UK. Although key tender dates are not fixed, all major contracts for supply are for a fixed term. The length of the term varies and is set by the Category Manager.

Each site places its own orders.



Sodexo's Corporate Sustainability policy and priorities are structured under the Better Tomorrow programme, details of which can be found at the Sodexo corporate website. Sodexo's purchasing policy is guided by this programme.

Distribution providers

Sysco Ireland is the largest distributor, delivering the majority of Sodexo's product requirements including ambient, frozen and chilled foods, red meat, pork, poultry, bacon, dairy products and fruit and veg.

La Rousse Foods supply high end artisan produce for hospitality events and functions, with Keeling's sourcing local fruits and vegetables.

Bunzl Irish Merchants, provides distribution solutions for catering disposable and janitorial ranges.

Advice to new suppliers

All approaches should be directed to the Category Manager via email in the first instance.

Other information

Over the last 18 months Sodexo has worked with clients to recant from restricted services, enhance offerings and to provide a fit for purpose and consumer led approach.

The "Food Platform" are critical stakeholders for Sodexo's supplier partners and will look to work collaboratively on consumer insight and product development.

While continuing to recognise the important regional variances, the region of UK & Ireland is managed under a single Supply Management team, opening up opportunities for suppliers to potentially widen their coverage.

There is room for brands in the operation, however Sodexo has a range of internal brands which vary according to the business sector, and are quality and value driven.



HEALTH SECTOR, DEFENCE & PRISON SERVICE



Defence Forces

ADDRESS

SO Food and Catering Procurement , Ordnance Branch, McKee Barracks, Blackhorse Avenue, Dublin 7

TELEPHONE

+353 1 804 6095/6025

WEBSITE

www.military.ie



Company Profile

The Defence Forces (DF) food and catering procurement office is responsible for planning and managing the food and catering requirements of the Irish Defence Forces and conducting any associated procurements associated with these requirements.

The Defence Forces food and catering portfolio comprises 15 military locations nationwide and also includes requirements associated with the provision of food support to training exercises and overseas missions involving Irish Defence Forces Troops.

The budget associated with the procurement of all food and catering services required by the Defence Forces is approximately €7.5 million per annum.

Relevant purchasing contact

Tenders and competitions for the supply of food and catering goods and services to the Irish Defence Forces are conducted via the website www.etenders.gov.ie and suppliers should monitor this site. Public procurement competitions for the Irish Public Service (including the Defence Forces) are mostly conducted through the Office of Government Procurement (OGP) www.ogp.gov.ie

The Defence Forces Food and Catering Procurement Officer, Commandant Paul Connolly (foodprocurement@defenceforces.net) is the main point of contact for suppliers.

Product mix

The Defence Forces currently have food contracts for the following food categories: Ambient, Poultry, Meat, Eggs, Dairy, Frozen foods, Bread, Fruit and Vegetables and Fish.

The Defence Forces also has a food contract for the supply of 24 hour “Operational Ration Packs” (ORPs) designed by prospective suppliers in line with Defence Forces requirements.

The Defence Forces also has a contract for cleaning services associated with DF Dining Complexes and kitchens.

Opportunities for Irish food and drink suppliers

Suppliers should monitor the e-tenders website (www.etenders.gov.ie) for upcoming tenders associated with the Defence Forces food and catering requirements.

Producers may also have opportunities to supply food products to those contractors who supply food and catering goods and services to the Defence Forces.

Purchasing policy and supplier requirements

Suppliers are required to provide regular services with flexibility to the Defence Forces, an organisation that has a significant and diverse portfolio of operational and training requirements which often have an associated food and catering requirement.

Most Defence Forces food and catering contracts are for a three year term with a one year extension option i.e total duration of four years.

Order placement and supplier interface around ordering, receipt of goods and services and consolidation of invoicing takes place at a barrack level i.e across 15 different barrack locations. Each barracks has frequent delivery windows, which are agreed locally between the barracks and suppliers.

The preferred method of ordering is via email although other means are also used. A key requirement from suppliers is the prompt and accurate issuing of invoices to the Defence Forces in order to enable the Contracting Authority to complete payments promptly and effectively.

Suppliers must be in a position to deliver nationwide with high frequency in order to fulfil the requirements for fresh produce which pertain to many of the Defence Forces food contracts.



Distribution providers

Various distributors are used at present and these may offer a route to market for potential suppliers.

Advice to new suppliers

All Defence Forces food and catering contracts are advertised through the e-tenders website. Suppliers should familiarise themselves with tendering procedures associated with public procurement and should engage with the Office of Government Procurement (OGP) website www.ogp.gov.ie for further information.

No samples are required unless the supplier is shortlisted as part of the tender process.

Each location has excellent chilled, frozen and ambient storage.

Other information

Contracts are fixed price.

No Long Term Agreement (LTA) discounts are in place.

Health Service Executive



ADDRESS

HSE Procurement Portfolio & Category Management, Cherry Orchard Hospital, Ballyfermot, Dublin 10

TELEPHONE

01 695 5286

WEBSITE

www.hse.ie

Company Profile

HSE Procurement Sourcing and Contracting is responsible for strategic sourcing, tendering, and contracting for all HSE's non pay expenditure. Estimated value of annual foodservice spend is €70 million.

Relevant purchasing contact

Category Specialist, HBS Procurement

Sourcing & Contracts:

Gerry Brennan

Email:

gerry.brennan@hse.ie

Phone:

087 965 5815

Product mix

- Fresh meats - lamb, beef, pork;
- Fresh poultry - chicken, turkey;
- Fresh fish;
- Fresh bread confectionery;
- Fresh eggs and pasteurised eggs;
- Fresh fruit and vegetables;
- Fresh dairy produce;
- Ambient food products;
- Frozen food products.

The HSE purchases a wide array of products of all types, in total about 3,000 product lines are purchased.



Opportunities for Irish food and drink suppliers

Suppliers should consider developing differentiation strategies that provide innovative product and supply chain channels to improve the existing level of service and reduce costs.

Opportunities are more likely to come in the form of changes to product offerings that reduce cost and improve the efficiency of distribution, than in new types of food product.

Purchasing policy and supplier requirements

Foodservice Category Strategy

- Planned, proactive and continuous engagement with the internal customer and supply communities.
- Determine opportunities in the supply market to reduce costs and improve service levels.
- Conduct a robust competitive process in line with HSE Procurement Policy and EU Procurement Directives.

How to do Business with the HSE

- The main route for new business is through the Irish Public Sector Procurement website www.etenders.gov.ie.
- Register your company interest by category of product and receive notification of new tender opportunities as they arise.
- Engage with HSE Procurement through Sourcing and Contracting & Logistics and Inventory Management.

Things to consider when tendering to the HSE

- Is the requirement clear? If not, seek clarification in line with the communications protocol specified in the tender documents.
- Answer all the questions as fully as possible, give examples and reference previous relevant experience.
- Be clear and concise.
- Follow the requested format and instruction to tenders.
- Attach all requested documentation.
- Make sure to get your tender in on time and to the correct address.

Suppliers will be audited against food safety and food quality requirements. HACCP is a basic minimum and suppliers will not be considered if this is not in place. Beyond this, suppliers will be expected to comply with the Bord Bia Quality Assurance Mark or equivalent.

Contracting is centralised as part of the HSE National Procurement Directorate under HSE Procurement Sourcing and Contracting Portfolio.

Ordering decisions are normally made locally as the HSE is responsible for a wide range of institutions, from large hospitals to small establishments.

The HSE has ambient, chilled and frozen storage facilities.

Distribution providers

Foodservice product is sourced both directly from manufacturers / processors and via wholesalers. The HSE deals with virtually all the large distributors and many smaller ones also.

Advice to new suppliers

Seek to achieve effective marketing and communications with HSE Sourcing and Contracting & Logistics and Inventory Management. Cover the main channels of product traceability, quality, innovation and value for money.

Irish Prison Service

ADDRESS

IDA Business Park, Ballinalee Road
Longford, Co. Longford

TELEPHONE

043 333 5100

WEBSITE

www.irishprisons.ie



Company Profile

There are 12 institutions in the Irish prison system.

Prisoners are served three meals per day. Meals are cooked from scratch in the prisoner kitchens.

All contracts for supply of ingredients to the prisoner kitchens are awarded by the Irish Prison Service (IPS). Contracts are awarded on a regional basis.

Tenders for Irish Government contracts, including those for the Irish Prison Service, are advertised through the Irish Government tenders website: www.etenders.gov.ie

Relevant purchasing contact

support@ogp.gov.ie
www.etenders.gov.ie

Product mix

Meals for prisoners are prepared in-house by IPS staff with the assistance of some inmates. The three meals provided are breakfast, dinner and tea. There is a standardised 28-day menu. At the end of each 28-day cycle, the menu starts again. As a result, orders are relatively steady and predictable.

All meals are cooked from scratch. Some vegetables are purchased 'ready to cook'.

Opportunities for Irish food and drink suppliers

All OGP procurement activity is conducted through the eTenders platform, www.etenders.gov.ie, where all relevant information is available.

The eTenders site (www.etenders.gov.ie) displays on a daily basis, all Irish public sector procurement opportunities currently being advertised in the Official Journal of the European Union (OJEU), as well as other lower-value contracts uploaded to the site from awarding authorities.

At any given time it will contain open opportunities in the form of Tender Notices, Prior Indicative Notices (PIN) and Contract Award Notices (CAN). It also provides associated tender documents that can be downloaded from the site.

In order for suppliers to submit responses for these public sector procurement opportunities, they must be registered on the eTenders website.

Once registered, suppliers can setup business email alerts for recently published tenders.

Purchasing policy and supplier requirements

Each procurement opportunity will have specific requirements detailed within the tender documents.

Distribution providers

The main distribution providers to the Irish Prison Service, by region, are as follows:

Bread products:	Johnston Mooney & O'Brien
Cooking Oil:	Frylite (Dublin) Ltd
Dairy	Products: BWG Foods UC
Dry Goods:	Musgraves Ltd
Flour:	Musgraves Ltd
Frozen Goods:	Lynas Foodservice Ltd
Fruit and Vegetables:	Tichome T/A Lavins Fruit & Veg and Sysco
Meat Products:	O'Mahony Meats and BWG Foods UC





Advice to new suppliers

Log onto www.etenders.gov.ie and register as a supplier, complete your company profile and setup business alerts.

Other information

Credit terms are in line with those for State institutions, i.e. 30 days, with penalties for later payment. The credit terms are clearly set out in the tender.

Office of Government Procurement



ADDRESS
OGP, 3A Mayor Street Upper, Dublin 1, D01 PF72

TELEPHONE
01 7738000

WEBSITE
www.gov.ie/ogp

Company Profile

The Office of Government Procurement (OGP) plays a central role in helping the State to achieve value for money when buying goods and services. It operates as a division of the Department of Public Expenditure, Infrastructure, Public Service Reform and Digitalisation.

The OGP is responsible for sourcing common products and services for the public service, from pens and paper to laptops. Its sourcing teams offer an extensive range of commercial agreements to help clients buy what they need when they need it. This saves them time and money.

The OGP also supports complex one-off projects like the roll-out of the new passports service. Its remit includes a range of other activities that support procurement transformation, like policy and training. It provides specific training through a Commercial Skills Academy (CSA) as well as advisory services for public sector clients and suppliers.

The OGP develops and manages procurement policy and procedures which lead to better procurement practices. It develops strategic green and socially responsible policy, alongside progressive construction policy. The OGP Operational Excellence and Service Delivery teams are focused on digitalisation to make the procurement process more accessible and easier to understand.

A key part of public service reform is to achieve better value for money through public procurement.



Relevant purchasing contact

support@ogp.gov.ie
www.etenders.gov.ie
www.buyerzone.gov.ie
www.gov.ie/ogp

Opportunities for Irish food and drink suppliers

Suppliers can access opportunities to sell to Government on the national tendering platform, eTenders. Public sector bodies advertise a variety of procurement opportunities on eTenders.

eTenders also contains Contract Award Notices (CAN), and Prior Information Notices (PIN), along with tender documents that can be downloaded from the site.

To access eTenders, suppliers need to register on the site. Once registered, they can set up email alerts for new tender competitions published that are relevant to their business. These email alerts are based on Common Procurement Vocabulary (CPV) codes that reference different categories of goods and services, including catering products (such as cups, cutlery, napkins etc.), catering/canteen services, hospitality services and light catering equipment.

Visit www.gov.ie/ogp for more information. Suppliers can also watch a video of a food supplier that worked with the OGP [here](#).

Purchasing policy and supplier requirements

Each procurement opportunity has specific requirements detailed in the tender documents.

Advice to new suppliers

Log onto www.etenders.gov.ie and register as a supplier, complete your company profile and set up business alerts.

Trinity Care



ADDRESS

**Gormanston Wood, Gormanston
Co. Meath, K32 NA71, Ireland**

TELEPHONE

(01) 841 0494

WEBSITE

www.trinitycare.ie

Company Profile

Trinity Care Nursing Homes is a group of twelve care facilities across seven counties in Ireland, including Dublin, Meath, Kildare, Louth, Wicklow, Kilkenny and Cavan.

The organisation provides a broad range of services such as long-term residential care, dementia and Alzheimer's care, respite and convalescence stays and specialist rehabilitative care for acquired brain injuries. Its mission is to enhance residents' quality of life by offering person-centred care in homely environments, guided by values of respect, excellence, passion, and a pioneering spirit.

Facilities place strong emphasis on fresh, seasonal meals, daily activities, community engagement, and dementia-friendly design where appropriate.

Food is one of the key parts of the day for residents and the focus is on presenting "a dining experience" as part of this.

Relevant purchasing contact

Head of Catering: Arman Cahatol
Email: acahatol@trinitycare.ie
Preferred method of contact is email.



Product mix

Across the group between 930 and 950 residents are fed daily by the inhouse catering team, in addition to staff meals.

The meals service operates across breakfast, lunch, tea, and supper as well as tea rounds throughout the day. Meals are produced fresh onsite by the catering team.

Typically, in the larger homes within the group, these homes are broken down into smaller units. The cooking is done in the main kitchen, and food is then transferred by hot/cold unit to each of the units where the unit catering team serve the guests.

Menus are typically on a rolling cycle (e.g. 3 or 4 week menu rotation) offering alternatives so residents have variety.

Opportunities for Irish food and drink suppliers

There is a very strong focus on providing nutritionally appropriate food. The business also needs to cater for modified diets such as dysphagia, as well as other dietary intolerances.

The head of catering is always looking for producers with innovative new products suitable for a care environment. Any producer who can add value by simplifying the food preparation process by doing more of this work offsite, should discuss ideas with the head of catering.

Equally important to Trinity Care is the presentation of food in order to ensure that it looks appetising - producer input on this is also relevant here.

Purchasing policy and supplier requirements

Trinity Care purchase via the Avendra International group, who are a purchasing partner.

All suppliers must be registered with the EHO and have HACCP plans in place, as key requirements.

While the group welcomes direct dialogue with new suppliers, it is probable that these suppliers may be routed through one of the distribution partners as part of the logistics plan.

Invoicing is direct to Trinity Care and the credit terms are typically 30 days.

Distribution providers

Trinity Care work with a number of distribution partners and key category suppliers including the following:

- BWG Foodservice
- Hendersons
- Musgrave Marketplace
- Tirlán
- Quigleys
- Keeling's
- Kish Fish
- Pat the Baker

Advice to new suppliers

The residential care sector has expanded rapidly in Ireland in the last decade. For many producers considering supplying this channel, this is a completely new sector, which needs to be researched extensively before making any approach to the head of catering in Trinity Care.



SCHOOL MEALS

Ashdale Catering

ADDRESS

Unit D1, Ballycurreen Industrial Estate, Frankfield,
Co. Cork

TELEPHONE

Tel: 021 4382700

WEBSITE

www.ashdalecatering.ie



Company Profile

Ashdale Catering Limited is based in Cork and is a family-run business that has been operating since 1993. Founded by Martin McGinn, the business specialises in providing hot school lunches and currently delivers approximately 13,000 meals daily across more than 50 schools in Cork city and county.

A dietitian helps plan the menus, which also includes vegetarian and gluten-free options. The model allows schools without ovens or full kitchen facilities to still receive freshly prepared meals, ready to eat.

In 2025, the company moved to a larger premises in Frankfield, to meet rising demand.

Ashdale Catering has built its business around government-funded school meal contracts, particularly under the Department of Social Protection and Cork Education and Training Board.

As well as selling through their shops, they have recently increased their focus on corporate catering. The catering business offers a wider range of products than are available in the traditional store.

Relevant purchasing contact

Head of Purchasing:

Email:

Company:

Hugh O'Neill

hugh@ashdalecatering.ie

021 4382700

In the first instance, contact from a potential supplier should be established by e-mail.

Product mix

Food standards and nutrition form a central part of the company's offering. Ashdale publishes detailed nutritional analyses of its menu items online and promotes a fresh-food policy that emphasises locally sourced ingredients, scratch-made sauces, and balanced meals.

Menus are varied with the food provided covering hot lunches and healthy breakfast and snacks. Each day features 8- 12 hot meal options which cater to all nutritional, dietary and cultural preferences. Sample menu items include chicken curry with pilau rice, breaded chicken wrap, chicken noodle soup and spaghetti bolognese.

Offering nutritionally balanced meals is a priority, in order to align with Government guidelines.

Opportunities for Irish food and drink suppliers

Ashdale are keen to hear from local Irish producers who feel they have items which could fit within the menu.

Producers should first review some of the online menus to get an understanding of the culinary offering and be able to identify a gap for their product.

There are gaps in the availability of gluten-free and low-fat products that have balanced nutritional content. There are also opportunities to explore new breakfast items e.g. granola pots.

It should be noted that Ashdale's policy is to manufacture all dishes from scratch at its central facility, therefore products which present as potential ingredients will be of keen interest. Added value products produced externally will also be considered, particularly for breakfast options.

Purchasing policy and supplier requirements

Ashdale are keen to hear from local Irish producers who feel they have items which could fit within the menu.

Producers should first review some of the online menus to get an understanding of the culinary offering and be able to identify a gap for their product.



There are gaps in the availability of gluten-free and low-fat products that have balanced nutritional content. There are also opportunities to explore new breakfast items e.g. granola pots.

It should be noted that Ashdale's policy is to manufacture all dishes from scratch at its central facility, therefore products which present as potential ingredients will be of keen interest. Added value products produced externally will also be considered, particularly for breakfast options.

Distribution providers

The business deals with a number of the established foodservice distributors as well as some larger producers directly, where volume justifies this.

Examples as follows:

- Sysco
- Richardsons
- Musgrave Marketplace
- Quigleys Meats

Advice to new suppliers

Potential suppliers need to be very mindful that the end consumers for these products are children.

Accordingly, all food and food ingredients are required to comply with Government standards, specifically regarding reduced levels of salt, saturated fat, and sugar.

Thorough research should be conducted ahead of making any approach.

Carambola



ADDRESS

**Unit B5, Annacotty Business Park
Dublin Road, Limerick.**

TELEPHONE

061 500200

WEBSITE

www.carambola.ie

Company Profile

Carambola delivers healthy and delicious school lunches, both hot and cold, packed with the best ingredients, individually labelled across Ireland every day.

The current main activity of the business is hot lunches, breakfasts, lunches (hot and cold) and snacks.

Carambola currently supplies lunches under the School Meals Programme which is set to expand to include all primary schools in Ireland by 2025, resulting in every primary school child having access to a hot lunch in school.

Relevant purchasing contact

General Manager:	Jenny Eustace
Email:	jenny.eustace@carambola.ie
Phone:	061 500 200

Preferred method of contact is email.



Product mix

An example of their hot meals menu includes a range of options from chicken curry with rice, pasta bolognese with meat balls, vegetarian pastas and curries, chicken or chicken goujons with vegetables and potato, in addition to roast dinners everyday.

Hot Meals are cooked, chilled and portioned whilst cold and then transported to the school, or a local kitchen for regeneration just prior to lunch service.

Opportunities for Irish food and drink suppliers

The Company is looking for items suitable for a midday hot lunch and for healthy snack items. They are always looking for innovative products in the school food space.

As Carambola supplies more than 6 million lunches per annum, any supplier must have demonstrable capacity for consistency and quality with high volume.

The Company reviews a lot of artisan producers, but prices are often too high. The price point of Carambola products is very tight due to being part of a Government scheme. In addition, some artisan producers may not have the necessary volume capacity.

Purchasing policy and supplier requirements

Carambola has a preference to source local produce, where possible.

There is an approved supplier list and although the Company is open to ideas at any time of the year, all products are tendered for from Easter onwards for the start of the school year.

HACCP is mandatory and demonstrable systems must be in place. All premises are audited by the Company's internal auditor.

The majority of products must be delivered to the Carambola campus in Limerick.

The Purchasing Manager and Head of Customer Care influence the purchasing decisions, which once made are passed onto the Operations Manager who makes further decisions on the feasibility of the production of the product. A final decision is made in line with Finance Director.

The Purchasing Manager agrees the terms and places the orders.

Ordering frequency is product dependent, from daily to every three months pending the shelf life and volume used.

The ordering process is via email.

Shelf life expectations and requirements, preferred case size, and acceptable containers are all product dependent.

Packaging and labelling requirements are all in line with current legislation.

Distribution providers

Distributors used are Sysco Ireland and BWG Foodservice.

Advice to new suppliers

Email the Purchasing Manager to seek a meeting.

Reliability and Quality Control are both of paramount importance.

As this is a Government contract, competitive pricing is a necessity.

Other information

Credit Terms are 45 days from end of month.

There is room for brands in the operation.

Most products are chilled or ambient, although the Company does have frozen facilities for incoming product if necessary.

Glanmore Foods

ADDRESS

Unit 3, Northwest Business Park
Blanchardstown, Dublin 15

TELEPHONE

(01) 897 6026

WEBSITE

www.glanmorefoods.ie



Company Profile

Glanmore Foods is based in Blanchardstown, Dublin and operates from a custom built, state of the art food manufacturing plant, including their own on-site bakery.

Product is delivered nationwide via the company's own distribution network.

Glanmore Foods supplies award winning healthy lunches to both primary and secondary schools throughout the country. The Company is a member of Guaranteed Irish and is an award winning member of Excellence Ireland Quality Association.

The current consumer needs that are serviced include breakfast, morning snacks and lunches supplied to both national and secondary school children nationwide. Detailed menus are available on the www.glanmorefoods.ie website.

Relevant purchasing contact

Manager: Anthony Nugent
Phone: 01 899 1597
Email: anthony@glanmorefoods.ie

Commercial Manager: Janet Miley
Email: janet.miley@compass-group.ie

Email is the preferred method of contact

Product mix

Breakfasts, snacks and lunches are catered for.

All sandwiches/rolls etc. are prepared fresh daily. The Company cooks and packs fresh pasta and also washes, slices and packs all fresh sliced fruits each day.

Glanmore Foods supply hot lunches to national and secondary schools daily. The meals are prepared fresh daily and then heated in the schools for immediate service.

Opportunities for Irish food and drink suppliers

There are growth opportunities for Irish suppliers in all areas of the Company's menu: breakfast, snack and lunch items.

The Company is continuously looking for single serve food products to add to their menu as well as fillings for their sandwiches and rolls as they try to improve and vary their offering to school children.

Glanmore Foods is a member of Guaranteed Irish and as such, aims to source the vast majority of raw materials and food products locally.

Purchasing policy and supplier requirements

The Company uses only Irish if the products are available in Ireland.

Glanmore Foods has an Approved Supplier List. Initial contact is made by the supplier to the Company and if the raw material or finished product are deemed suitable, then samples should be supplied for analysis and tasting by the Product Development Team.

The next step is that the supplier is audited by the Company's Quality Assurance Manager and if satisfied, the supplier is added to the Approved Supplier List.

Glanmore Food requires External Accreditations in addition to the Supplier Audit.

Suppliers are required to deliver to the Manufacturing Unit in Blanchardstown.





The Product Development Team influences the purchasing decisions.

The Operations Manager agrees the terms and the Operations Director or Factory Manager places the orders.

Frequency of goods inwards and delivery windows are determined by the product - this can be daily, a few times a week, weekly, monthly or longer, depending on the product.

The ordering process can be via either email or phone or fax and is case dependent. A PO number is supplied with each order.

The preferred case size and acceptable containers are product dependent.

Individual date codes on finished packs and nutritional information on finished packs are requirements.

Shelf life expectations and requirements are product dependent, but must be feasible and supplied early in the life cycle of the product.

Advice to new suppliers

Contact the Factory Manager only by phone or email to arrange a meeting if the product is of interest. Bring samples to the meeting.

For new suppliers it is important to have a clear understanding of the Glanmore business in addition; The product needs to add value to the Company's customer offering. Product quality needs to be of the highest standard. Availability and continuity of supply are vital. Price point is important when all other areas are in place.

The Lunch Bag

ADDRESS

Lisbunny, Co Tipperary, E45 VP48

WEBSITE

www.thelunchbag.ie



Company Profile

The Lunch Bag was founded in 2019 by Ray Nangle and Ger Killian. Using an innovative app-based platform, The Lunch Bag enables parents and children to order from a varied menu, with all meals freshly prepared and delivered directly to classrooms.

The Lunch Bag has transformed from a local provider into a leading healthy school meal service. Operating from a state-of-the-art production hub in Nenagh, the company now delivers over 100,000 meals each day to more than 600 primary schools across 20 counties. Supported by a dedicated team of over 700 staff, The Lunch Bag meets the evolving needs of schools, families, and government policy.

Operating from a central production hub in Nenagh, Co. Tipperary, the facility has grown significantly, recently expanding to a footprint of approximately 75,000 sq. ft to meet growing demand. The company distributes nationwide through their in-house logistics fleet, delivering to schools and local kitchens around the country.

Meals are ordered in advance by parents through The Lunch Bag's app, assembled at the facility and then distributed daily to schools nationwide. All ingredients and products are stored dry, fresh, chilled or frozen on arrival to the facility. These are then assembled into meals designed to meet strict nutritional and allergen standards and packaged in sustainable materials.

Currently The Lunch Bag employs over 700 people, including 240 full-time staff at its production headquarters in Nenagh and more than 450 operatives across centralised kitchens and schools nationwide.



Relevant purchasing contact

Production Manager: Des Brazil
Email: Des@thelunchbag.ie
Preferred method of contact is email.

Product mix

The Lunch Bag's product mix is carefully designed to meet the daily nutritional needs of primary school children. The core offering is hot school meals, freshly prepared each morning in The Lunch Bag's central kitchen and delivered in insulated packaging to be regenerated and served hot in classrooms (prepared to heat). The menu features a wide variety of child-friendly options, including traditional Irish favourites, pasta dishes, globally inspired meals, and tailored dishes to suit children with special dietary or allergen requirements.

In addition to hot meals, The Lunch Bag offers a full range of cold lunches (prepared to eat), which are ready to enjoy straight from the bag with no heating or handling required by schools. These include a selection of freshly made wraps, sandwiches, rolls, as well as salads and pasta pots, all designed to be both nutritious and appealing to children and school staff.

To support healthy snacking throughout the day or as a supplement to lunch, additional snacks are available. These include fresh fruit portions, cheese and crackers, yoghurt pots, flapjacks, and more, perfect for break time or smaller appetites. The Lunch Bag also caters to school staff with a dedicated teachers' menu, offering premium cold lunch options (prepared to eat) such as gourmet sandwiches, baguettes, wraps, and mixed salad bowls. This service adds convenience for teachers and contributes to staff wellbeing.

Please note; this is a nut free facility!

Opportunities for Irish food and drink suppliers

As a Guaranteed Irish company, The Lunch Bag is proud to work with a wide network of local suppliers from across the country, supporting Irish jobs and championing homegrown produce wherever possible.

As they continue to scale and diversify their menu to meet the evolving regulations of the hot school meal scheme, there are significant opportunities for Irish food and drink suppliers to partner with them in delivering innovative, nutritious solutions.

Key areas for future growth include high-protein, vegetarian and vegan options, products with reduced salt, sugar and fat, functional snacks for energy and focus, allergen-free options and clean-label alternatives that meet the high standards required for school meals. While much of the core range is already sourced locally, some ingredients are still imported due to volume and resources, presenting opportunities for Irish producers willing to innovate.

It is important to note that all products must comply with strict nutritional and allergen guidelines set out for school meals, therefore the business is seeking partners who can work closely with them to develop or adapt products to meet these specific requirements. The Lunch Bag is committed to working hand-in-hand with Irish suppliers who share their vision of delivering healthy, sustainable, and accessible meals to every child in Ireland.

There is also rising demand for compostable packaging and sustainable, eco-friendly alternatives, presenting a clear opportunity for Irish manufacturers to deliver innovative, scalable solutions that align with environmental goals.

Purchasing policy and supplier requirements

The Lunch Bag operates a centralised purchasing model, with all supplies delivered to their single distribution hub, ensuring efficient logistics, consistent quality, and full traceability. Supplier selection is guided by three core principles: uncompromising quality, compliance and reliability of supply.

All orders are managed by their central team, to a weekly ordering system. Purchasing is carried out via email or phone and deliveries scheduled Saturday-Thursday within specified time windows. Shelf-life requirements vary by product category but must support chilled or ambient storage as appropriate.

Packaging must be food-safe, robust, and environmentally responsible, with a preference for reusable, recyclable, or compostable formats. The Lunch Bag evaluates supplier relationships on an ongoing basis, with key windows typically falling during mid-year planning and ahead of the academic year.

Final purchasing decisions are made by their CEO, in collaboration with their MD, Production Manager and Dietitian, to ensure all products meet their exacting standards and regulatory obligations.

All suppliers must complete a detailed questionnaire and The Lunch Bag's team carry out site visits to supplier facilities. Supplier audits are conducted independently. Spec sheets of all products are required. Preferred case size is 10KG and 70-80 boxes per pallet. Cardboard is the most appropriate container with plastics avoided.

Distribution Providers

The majority of products are sourced through Sysco, DC Foods, Glenisk, Irish Pride and Willowbrook.

Exact details of distributors can be acquired by contacting their Production Manager (see contact details above).

Advice to new suppliers

Potential new suppliers are invited to contact the Production Manager to arrange a meeting at their headquarters in Nenagh, Co. Tipperary. Initial enquiries should include detailed product specifications, a competitive pricing proposal, and evidence of a clear understanding of the Hot School Meals Scheme requirements, including alignment with Healthy Ireland nutritional guidelines.

Suppliers should also demonstrate capacity to meet high-volume demands in line with their national production scale. To assess suitability for their regeneration model, product samples will be required for testing. The Lunch Bag operates standard credit terms of 30 days end-of-month. They maintain Long-Term Agreements (LTAs) with key partners to ensure consistent quality, pricing, and supply, aligned with the academic year cycle.



B2B / B2C



Around Noon

ADDRESS

Unit 24A Rampart Road, Greenbank Ind. Est.,
Newry, Co. Down, BT34 2QU

TELEPHONE

048 3026 2333

WEBSITE

www.aroundnoon.com



Company Profile

Founded on the kitchen table of the Chambers family home in 1989, Around Noon has grown exponentially to become an industry leader in the food to go market both in Ireland and the UK, specialising in 'handheld food on the move'.

Around Noon produces hand-made sandwiches, wraps, hot products, salads, snack pots, fruit pots, yoghurt & granola pots and hospitality platters. The company's Head Office is in Newry, Co. Down, which is also home to Around Noon Bakery and Around Noon Print (label printing business).

Around Noon established a manufacturing site in Slough in 2017, moving to a larger facility in Slough in August 2024. Around Noon also has a factory in North London having bought over 'The Soho Sandwich Co.' in 2023.

Around Noon supplies the foodservice sectors including forecourt and convenience retail, coffee shops, travel (rail / airlines), the education & health sectors and workplace restaurants.

Twelve is Around Noon's own brand that offers an extensive range of tasty breakfast and lunchtime options including Vegetarian, Gluten Free and vegan products. **Twelve** delivers quality and innovative products for customers using market insight and a true understanding of consumer behaviours.

Around Noon also offers a fully bespoke service including exclusive product ranges with packaging and label design to clients.

Around Noon Bakery supplies a wide range of bakery products including pastries, scones, cakes, muffins, cupcakes, traybakes and slices.

Around Noon boasts its own distribution network throughout Ireland with depots in Dublin and Cork.

Around Noon has won a wide range of awards in recent years including: FEBE Growth 100, The Sammies Category Designer of the Year, Growth Index 100, Blas na hEireann Gold & Silver, Deloitte Best Managed Companies Platinum, The Sunday Times Hundred and Great Taste.

Relevant purchasing contact

Name: Gary Skirmantas
Email: gary@aroundnoon.com
Phone: 028 302 62333

The preferred method of contact is email.

Product mix

Around Noon provides an extensive range of all-day parts including breakfast, lunch (chilled, hot & frozen) and snack pots.

The product mix includes top-quality delicious sandwiches, wraps, paninis, croques, ciabattas, low calorie, gluten free and vegan options, salads, fruit pots and granola yogurts.

Target consumers include anyone on the move throughout the day wanting to grab a convenient bite to eat on the go e.g. commuters, employees, students, tourists, those travelling through airports or train stations.

Opportunities for Irish food and drink suppliers

There are opportunities for innovative, healthy and free-from ingredients and snacks as there is growing demand for healthier eating options. Health-conscious consumers are an increasing focus for the business.

As Around Noon targets the high end food-to-go market, taste is of paramount importance and the point of difference. Around Noon makes everything from scratch.

Suppliers should visit www.aroundnoon.com for an insight into Around Noon's brand, personality and product range.

Purchasing policy and supplier requirements

BRC is the preferred standard for suppliers, however the company does carry out its own supplier audit for which there is no fee.

There is a preference for artisan products. The company strives to support smaller producers. Around Noon also wants to see suppliers demonstrate their sustainability credentials.

Purchasing is centralised at Around Noon's headquarters in Newry. The Dublin and Cork Depots are for distribution only.

Case size and containers are dependent on the product. There is a need for full technical specification and traceability including ingredients, nutritional analysis, allergens and shelf life.

Shelf life expectations and requirements depend on the product. However, as the majority of the company's products have a shelf life of 3 days, none of the ingredients can have a shelf life shorter than this.

Advice to new suppliers

The company is a supporter of the higher-end of the market for artisan and small producers.

Producers need to come in with a competitive quote and be cost-conscious, as well as environmentally-conscious.

Other information

Credit terms are 60 days, but there is some flexibility with smaller suppliers.

There is room for brands in the operation.

Preference for chilled or frozen products is product dependent. The company has both chilled and frozen storage facilities.

DELI LITES

ADDRESS

**1 Milltown Industrial Estate
Warrenpoint, Co. Down BT3 43FN**

TELEPHONE

048 4175 4807

WEBSITE

www.delilites.com



Company Profile

DELI LITES IRELAND Ltd. is an award-winning manufacturer of artisanal, gourmet, high-quality food-to-go. AA+ BRCGS accredited and Halal certified, the company employs over 350 people across various teams, working together to craft premium food solutions for a wide range of customers, including branded and private-label partnerships across retail, food service, travel, and wholesale sectors.

The story began nearly 30 years ago when founders Brian and Jackie Reid, inspired by the vibrant delis of New York and a memorable European road trip in a trusty Peugeot 206, returned to Ireland brimming with ideas to transform how the world experiences food on the move. That pioneering spirit continues today, with DELI LITES blending global inspiration with the finest locally sourced ingredients to create products that combine innovation, quality, and authenticity.

From hot and cold sandwiches, wraps, salads, and snacks to a wide range of artisanal baked goods, all crafted in a state-of-the-art facility, DELI LITES delivers food solutions that balance convenience with premium taste. The company not only partners with leading names to provide tailored private-label services, bespoke ranges, packaging, and marketing support, but also maintains a strong branded presence of its own, showcasing its innovation and quality directly to consumers.

DELI LITES is proud to partner with Aer Lingus, supplying premium in-flight food solutions that elevate the travel experience. This collaboration demonstrates the company's ability to deliver at scale, while preserving the handcrafted quality and creativity that define its products.



In 2022, DELI LITES became the world's first B Corp-certified sandwich maker, meeting the highest verified standards of social and environmental responsibility.

At the heart of the business are its guiding principles:

- Vision: To transform how the world experiences food on the move.
- Purpose: To sustain people and planet.

These commitments shape every decision the company makes, from reducing food waste and investing in eco-friendly packaging to ensuring responsible innovation drives growth.

With over 30 million products produced annually and an expanding international presence, DELI LITES IRELAND Ltd. is not only creating food on the move, but also shaping the future of it. The company is proud to showcase the very best of Irish food on a global stage, highlighting the quality and flavour Ireland is renowned for.

Relevant purchasing contact

Orders email: orders@delilites.com

Head of Food, Innovation and Development: Gary McDowell
Email: gary.mcdowell@delilites.com

Chief Commercial Officer: Nigel Cairns
Email: nigel.cairns@delilites.com

Product mix

DELI LITES offers a complete food-to-go solution across retail, wholesale, foodservice, and the travel industry. Its extensive branded range includes toasties, wraps, sandwiches, handheld snacks, and artisanal bakery, designed to deliver premium taste and convenience. The company also partners with a diverse portfolio of private-label customers, developing bespoke ranges, packaging, and marketing support to meet their needs.

Always ahead of the curve, Deli Lites continues to respond to consumer trends by creating products that combine great taste with functional benefits, including a growing range of high-protein options that support health-conscious lifestyles.

Opportunities for Irish food and drink suppliers

Key areas for growth in terms of product offering are an increase in demand for plant-based, Halal and High Protein products as well as frozen for foodservice customers and traybakes.

DELI LITES are continually looking to enhance their range with higher quality ingredients sourced within the island of Ireland with a key focus on sustainability and a willingness to work on exclusive products to give their business a point of difference.

All products must be ready to eat to be considered. DELI LITES design recipes with sub-contractors that are open to producing under the DELI LITES brand. The company is constantly seeking innovation from suppliers. Currently there are opportunities for ingredients and bespoke sauces which don't need to be produced in large quantities.

Purchasing policy and supplier requirements

DELI LITES is the world's first B Corp accredited sandwich manufacturer, operating with a clear purpose: to sustain people and planet. The sustainability practices of all potential suppliers are therefore a mandatory consideration during the supplier auditing process.

Suppliers are required to deliver to the Deli Lites site in Warrenpoint where feasible. High-volume items will be procured through a formal tender process. All food products supplied must be ready-to-eat, with the sole exception of unwashed fruit and vegetables.

All suppliers must hold valid BRC accreditation. Suppliers are also required to demonstrate, or be actively developing, a culture of continuous improvement, including a documented procedure enabling staff to report potential food safety concerns in confidence.

Case sizes must meet product-specific and customer-specific requirements. A complete nutritional analysis is mandatory for all products. Shelf-life expectations and requirements must be agreed and are product specific.

Advice to new suppliers

New suppliers are expected to contribute innovation, aligning with DELI LITES' chef-led innovation approach and considering emerging market trends. Producers must be prepared to demonstrate and present their full capabilities as part of the supplier approval process.



Other information

Credit terms are 60 days from invoice date.

LTA's (Long Term Agreements) with suppliers are customer specific.

Deli Lites delivers to their trade customers 6-7 days per week.

Chilled and frozen storage facilities available.

Freshways Food Co.



ADDRESS

Poppintree, Finglas, Dublin 11 D11 F851

TELEPHONE

01 864 8045

WEBSITE

www.freshwaysfoodco.ie

Company Profile

Freshways make food-on-the-go moments special - they don't believe in compromise. The company works with local producers and growers, in their continued quest to deliver new and exciting tastes.

They stay ahead of the curve by conducting ongoing market research, to gain insight into what customers really want. Freshways is committed to helping grow businesses by offering the right solution for the end customers.

This means that customers will always have truly tasty, fresh and healthy, food-to-go.

Relevant purchasing contact

Head of Food, Innovation & Strategic Growth:
Email:
Tel:

Ian Mullin
ianmullin@freshways.ie
 01 864 8050

Commercial Director:
Email:
Tel:

Seamus McCabe
seamusmccabe@freshways.ie
 01 864 8000



Product mix

Freshways are obsessed with sandwiches and everything else needed for a great lunch to go. They make and cut sandwiches fresh by hand every day in their kitchen using carefully chosen ingredients.

Product mix also includes bagels, flatbreads, wraps and artisan breads. They also supply pasta, noodles and further gourmet cafe food-to-go options. Freshways love to innovate to meet their goal of making the best ready-to-go lunches and snacks in Ireland.

Customers include retailers, coffee shops, workplace restaurants, airline and travel operators. Sustainable packaging is available across all ranges.

Food to Go - Sandwiches, Salad, Pasta Salads, Noodles, Rolls, Subs, Flatbreads, Bagels, Wraps, Coleslaw, Sandwich Fillers, Paninis, Croque's, Hot Eats, Hot Hand Held Snacks, Breakfast, Orange Juice, Granola, Vegan Certified, Platters, Meal Solutions, Snack Pots.

Delicatessen - Bulk Cooked Joints, Ham, Prepared Sandwich Fillers, Cheese Sliced and Grated, Chutneys and Relishes, Stuffing.

Side of Plate Salads - Pasta Salads, Noodles, Grains, Rice, Potato, On Trend Flavour Profiles, Vegan, Coleslaw, Ethnic.

Opportunities for Irish food and drink suppliers

The Company's key areas for growth in terms of product offering include:

- Health and Wellbeing
- Vegan and Vegetarian
- Salt Reduction
- Authenticity and Provenance

Freshways always tries to buy local and Irish where possible and choose Irish products over and above imported products.

The Company is always looking for a unique point of difference, added value and innovation etc. Given the nature of their business, they require excellent raw materials.

Purchasing policy and supplier requirements

The Company has a preference to source local produce.

Freshways has strict quality standards that all suppliers must comply with. The Company seeks BRC or GFSI equivalent as a base technical standard.

Purchasing is centralised and suppliers must deliver to the Dublin depot.

There are multiple tenders throughout the year.

The Supply Chain & Logistics Manager influences purchasing decisions from a commercial point of view and the Head of Innovation from a product point of view.

The Supply Chain & Logistics Manager agrees the terms and places the orders.

Frequency of goods inwards and delivery windows are multiple times daily, 7 days per week, often with 2-3 fresh deliveries per day, often from same supplier.

The ordering process is a combination of email and phone.

The preferred case size is product dependent.

For delivery containers, boxes and crates are accepted, glass is not.

Where possible, the company seeks methods to reduce their packaging consumption

All products must carry full nutritional analysis, full micro validation and full traceability.

Ready to eat is a requirement. All raw materials must be ready to eat, including meats, along with a certificate of analysis.



Advice to new suppliers

Call or email to arrange a meeting in the first instance. Suppliers should have raw materials, product overview, specification and pricing available prior to a meeting.

In terms of products for distribution by Freshways, the Company needs a commercial proposal and product proposal identifying the opportunity in the marketplace e.g. consumer research, competitor analysis and the potential size of the market.

Other information

Credit terms are supplier dependent.

There is opportunity for brands e.g. co-branding sandwiches.

Although the Company has both chilled and frozen storage facilities onsite at Head Office, the distribution network is chilled only.

HelloFresh



EMAIL
izabela.czyzykowska@hellofresh.ie

WEBSITE
www.hellofresh.ie

Company Profile

The HelloFresh Group is a global food solutions group and the world's leading recipe box provider. The HelloFresh Group consists of eight brands that provide customers with high quality food and recipes for different meal occasions.

The Company was founded in Berlin in November 2011 and operates in the USA, the UK, Germany, the Netherlands, Belgium, Luxembourg, Australia, Austria, Switzerland, Canada, New Zealand, Sweden, France, Denmark, Norway, Italy, Ireland and Spain.

In Q1 2025 the HelloFresh Group delivered 240 million meals globally. HelloFresh went public on the Frankfurt Stock Exchange in November 2017 and is currently traded on the MDAX (Mid-Cap German Stock Market Index). HelloFresh wants to change the way people eat forever and make it easy for everyone to cook delicious, wholesome meals at home in a sustainable way without compromising on flavour or quality.

Product offering - How the product works:

HelloFresh is a recipe box service offering customers a weekly choice of recipes across a variety of meal preferences (Classic, Calorie Smart, Quick Cook, Family, Vegetarian, Pescatarian & High Protein) for two, four or six people. Customers have the choice of picking from a menu of 40 wholesome weekly recipes plus a range of HelloFresh Market items such as ready-to-eat meals, desserts, appetisers, lunch kits, and other additional categories.



Customers can plan their meals several weeks ahead by ordering through the website, and the box is then delivered by HelloFresh to their doorstep at the time chosen by them. The ingredients for each meal are pre-measured and packed in colour-coordinated individual kits, thus reducing food waste. Each meal is accompanied by a recipe card featuring step-by-step instructions, an ingredient list, and nutritional information to guide the customers. The service is subscription-based with the option to pause or cancel at any time.

Why do customers use this product?

There are a number of reasons why people would choose HelloFresh, including but not limited to:

1. CONVENIENCE

- Reliable and flexible, the fresh ingredients customers need to eat well at home are delivered straight to their door at a time that suits them.
- Ability to cook wholesome recipes in as little as 15 minutes, in six simple steps.
- Ready-to-heat range for even greater flexibility.
- Flexible subscription; customers can skip a week or cancel their box at any time.

2. VARIETY & INSPIRATION

- Save time looking for recipe inspiration with 40 recipes to choose from each week.
- Customers can choose from a variety of global cuisines, dish types, dietary preferences, and HelloFresh Market (HFM) items so customers can fill their weekly box with recipes and products that suit their lifestyle.
- Customers can customise their plate: swap, change, or double the protein.

3. SUSTAINABILITY

- A more sustainable way to shop for food, helping to reduce food waste, carbon footprint, and food shopping expenses.
- The company offsets 100% of its packaging and carbon emissions and only sends customers the ingredients they need, meaning there is little to no food waste.
- A shorter supply chain vs. traditional supermarkets ensures better freshness and less environmental impact.

4. QUALITY

- Uses only the freshest, best-quality ingredients in recipes, with interesting spices, herbs, and sauces to pack every dish with flavour.
- Works closely with local producers committed to the highest standard of quality and taste.
- A short supply chain means freshness and quality can be maintained.

Relevant purchasing contact

HelloFresh constantly looks to develop relationships with new suppliers. They work with a tender system, where tenders normally run every 6 months in summer and in winter. Suppliers are chosen and the price is fixed for the agreed period of time.

Suppliers can get in touch with purchasing through the

Supply Chain Manager:

Izabela Czyzykowska.

Email:

izabela.czyzykowska@hellofresh.ie

Product mix

HelloFresh in Ireland offers pre-measured ingredients to create wholesome dinners from scratch. The company offers a range of preferences, from vegetarian and calorie smart meals to international flavours and family favourites.

They also offer a range of quick cook recipes that can be prepared in as little as 20 minutes.

Their service is perfect for anyone who would like to improve their cooking skills, while trying new flavours and ingredients in the comfort of their own home.

Opportunities for Irish food and drink suppliers

HelloFresh sources a broad selection of ingredients from all categories (protein, dairy, produce, bakery which are mostly sourced locally and long shelf-life products such as sauces, rice, pasta which are often sourced from the EU).

The company constantly grows their ingredient range in each of the above-mentioned categories, adding new flavours and products to recipes as well as HelloFresh Market offerings such as ready-to-eat items, desserts, lunch kits, and more.



Purchasing policy and supplier requirements

Quality standards:

HelloFresh is committed to a very high quality of products. That includes, but is not limited to:

- Most of fresh products are sourced locally and are of Irish origin
- Almost all suppliers are BRC accredited with a few exceptions made for smaller businesses in which case the company conducts a thorough audit themselves to ensure high quality
- All suppliers are audited by HelloFresh or their partners (all costs fully covered by HelloFresh)

HelloFresh strives to work with suppliers that have outstanding quality, more specifically:

- Bord Bia Quality Mark
- Sedex certification
- Better chicken commitment standards

Order placement and delivery process:

All goods need to be delivered to a central location next to the Dublin airport. HelloFresh places orders through the special supplier portal with the frequency and lead time agreed with the supplier. One day a week is dedicated to the inbound of long-shelf life products and two days are dedicated to the inbound of fresh.

Size and packaging:

Given HelloFresh works with pre-portioned ingredients, the size of their products is often smaller than that of retail as it allows the customer to use the ingredient for only one meal and avoid any waste.

The packaging has to be very robust, a lot of different ingredients are assembled in a box together, none of which can break in transit. HelloFresh works with:

- vacuum pack for most protein products;
- pouches for dairy where possible;
- single-packed bakery ingredients (i.e. one baguette in a pack with a label);
- mostly loose produce (each fruit/veg has to be the exact grammage);
- HelloFresh also mostly uses its own brand on the packaging.

Shelf life of the products should be no less than 7 days on delivery to the HelloFresh warehouse.

Distribution Providers

As referenced above, product needs to be delivered to the HelloFresh warehouse.

Advice to new suppliers

It is best to get in touch with Nicolás Godí (Category Manager) via email explaining the business proposal.

The tender process:

- Initial contact;
- First meeting to do introductions on both sides and discuss the fit;
- NDA is signed by both sides;
- HelloFresh shares tender document with the list of ingredients, specifications, estimated volumes;
- Potential supplier submits quotes and provides required information;
- HelloFresh gives feedback on competitiveness of the quotes;
- Supplier amends quotes where possible;
- HelloFresh awards most suitable (price, quality, flexibility) suppliers;
- HelloFresh conducts quality assessment of the supplier;
- Samples are tested by HelloFresh;
- Contract is awarded and SLA signed;
- Onboarding of the supplier is completed.

Other information

Key facts:

Payment terms: 45 days (can be discussed).

Service Level Agreements (SLAs) are signed.

Storage: chilled and frozen.

DISTRIBUTORS

FOODSERVICE DISTRIBUTORS



Artisan Foods Ltd.

ADDRESS

38-39 Canal Walk, Park West, Dublin 12

TELEPHONE

01 620 4984

WEBSITE

www.artisanfoods.ie



Company Profile

Artisan Foods Ltd (AFL) are specialists in seasonal produce and artisan ingredients supplied to the catering industry in Dublin and throughout Ireland.

The company began in 1998 as a specialist importer of top quality ingredients from France and now offers a comprehensive range of both Irish and European ingredients and produce.

Relevant purchasing contact

Managing Director: Simon Kilcoyne
Email: info@artisanfoods.ie
Phone: 01 620 4984

Product range

Artisan Food's offer a broad range of fresh and ambient produce with an emphasis on quality Irish produce. Working closely with AFL approved organic Irish growers and farmers to bring a large range of free range and organic meats, poultry and vegetables.

AFL is also passionate about cheese and has an extensive range of Irish farmhouse and imported cheeses.

Sectors served

The main sectors serviced by Artisan Foods are restaurants and hotels.

Opportunities for Irish food and drink suppliers

The company sees opportunities for the following:

- Growers of high quality locally grown fruits and vegetables.
- Producers of high quality, local and fully traceable poultry and meat products aimed at the foodservice sector.
- Manufacturers of highest quality valued added products for the foodservice sector in a broad range of areas.

Purchasing policy and supplier requirements

The company's policy is to find the right balance between the highest quality and consistency and competitive pricing. A final decision is made following consultation with the Purchasing and Sales Department.

Supplier requirement and ordering procedure

Artisan Foods Ltd operates a fully integrated HACCP system which allows the tracing and identification of products.

For Artisan Foods to consider a new supplier, a HACCP system must be in place. The company also conducts site visits for inspection, which are free of charge.

Ordering is done via email or phone and deliveries are received during trading hours. Suppliers should check the trading hours on the company's website www.artisanfoods.ie.

Geographical spread

The company's depot is located at Parkwest, Dublin. Distribution to Leinster customers is daily and nationwide Tuesday to Friday, by pre-order.

Fleet size

The company's fleet consists of four chilled vehicles, plus a nationwide network of chilled contract vehicles.





Marketing support and services provided

A catalogue and price list is available to customers of Artisan Foods on the secure section of the newly revamped website www.artisanfoods.ie. The company prepares a weekly report specifically targeted to chefs with prices and availability for that week.

There is also a regular market report that highlights seasonal availability of products. This is circulated and also posted on the company website.

Artisan Foods has an active social media presence to alert customers regarding changes, offers and availabilities. The constantly evolving nature of the company's product range makes this an effective way to communicate with customers.

Customers are encouraged to make a site visit where they are shown the Artisan Foods depot. The company also organises tastings and visits to its supplier's farms or production units.

Advice to new suppliers

Artisan Foods is always interested in new products and ideas that fit with the company's ethos and is happy to meet with new suppliers /producers / growers seeking advice on distribution.

ARYZTA Ireland



ADDRESS

Grange Castle Business Park
Clondalkin, D22 E9R0

TELEPHONE

(01) 464 7200

WEBSITE

www.aryzta.ie

Company Profile

ARYZTA Ireland Foodservice provides an unrivalled quality offering to the foodservice market, including a premium range of baked goods, sweet and savoury.

In addition to supplying the foodservice sector (hotels, restaurants, pubs, cafés and delis) ARYZTA Ireland also supply to the retail convenience sector. ARYZTA Ireland also supplies the retail market with bakery and coffee through its Cuisine de France and Seattle's Best Coffee brands.

Relevant contacts

Contact details for Purchasing:

Supplier & purchasing enquires:

Name: Angela Hynan - Procurement Manager
Email: Angela.Hynan@aryzta.com

Customer & sales enquires:

Name: Keith O'Sullivan - Head of New Business Development
Email: Keith.osullivan@aryzta.com

Name: Eric Nolan - Head of Customer Development
Email: Eric.nolan@aryzta.com

Name: Aidan Hanrahan - Senior Account Manager Foodservice
Email: Aidan.hanrahan@aryzta.com



Product range

ARYZTA Ireland supplies frozen, chilled and ambient across bakery, sweet and savoury finished and semi-finished goods.

Brands include: Cuisine de France, Pierre's, Seattle's Best Coffee (Retail), Coup de Pates (Foodservice), Hiestand & La Carte.

Products supplied comprise both in-house and third-party ranges.

Sectors served

The main sectors of the market serviced by ARYZTA are cafes, delis, pubs, restaurants, hotels and corporate catering.

Opportunities for Irish food and drink suppliers

Key growth areas in terms of product offering are quality and innovative products sourced and produced to meet local tastes and palates.

There are always opportunities for suppliers as the Company constantly looks to develop new and innovative products that will fit with changing consumer trends in the market place.

Purchasing policy

The purchasing policy of ARYZTA Ireland is a balance between quality first and foremost, price reliability and consistency.

Purchasing decisions are driven from insights / trends within the market to ensure the Company sources relevant products for their customers.

Supplier requirement and ordering procedure

ARYZTA Ireland operates a comprehensive food safety system based on a sub-tier system. The Quality team ensure all requirements of relevant legislation, customer requirements and the requirements of BRC are covered in the quality system.

Robust supplier approval and monitoring procedures are in place. For all new suppliers, the Quality team will request all the necessary quality documentation including product specification (in line with the quality questionnaire) to conduct an initial risk assessment identifying any potential risks to product safety, legality and quality.

Supplier approval procedure ensures all products are produced under hygienic conditions and that risks to product quality and safety are managed effectively with effective traceability systems in place.

ARYZTA's manufacturing COP (Compliance Order Procedure) must be put in place for all suppliers, as well as a NPD 'rules of engagement' pack and specification approval process to ensure compliance will all legislative requirements. In addition, there is an ARYZTA forbidden raw material list.

All specifications are signed off in accordance with 1169 / 2011 regulations. All product claims are supported by testing. Shelf life and nutritional analysis are obtained during the NPD process and submitted via the spec approval process.

Sourcing contracts are put in place during the NPD process for all new suppliers within the business. For existing suppliers, contracts are reviewed in accordance with changes and scheduled reviews. Orders are placed by supply chain. The Company also accepts finished products. Goods in are scheduled daily into 18 loading bays with a 45-minute window per delivery.

All orders are placed via email, phone calls or CRM system and managed through the SAP database. EDI is not required. Depending on products, all orders are placed with supply chain based on a three-week product run rate. Orders are usually placed three weeks in advance of expected delivery.

The Company backhauled, for which there is a charge.

Geographical spread

The main depot is in Grangecastle in Clondalkin and comprises of chilled, frozen and ambient facilities. The Company services the full island of Ireland with delivery service subject to geographical area.

Fleet size

Third Party Service Providers are used. Vehicles are 40 ft. in size. Temperatures are -18C for frozen, 0-4 C for chilled.



Marketing support & services provided

A catalogue is produced biannually at spring time and supplemented with seasonal brochures for key periods. Customers are alerted to new products via the sales team and national accounts teams. Orders are gathered through the Customer Service Department or via the company's self-service digital platform.

Producers are encouraged to speak to the Company's customers through attendance at various trade events held throughout the year.

Blakes Food Service



ADDRESS

**Unit 11, Oak Road Business Park
Nangor Road, Dublin 12**

TELEPHONE

01 409 7460

WEBSITE

www.blakebrothers.ie

Company Profile

Blake Food Service is an independent, Irish family owned business in operation for over 34 years. The company distributes ambient, fresh, chilled, frozen and non-consumable products to its customers currently serving counties in Dublin, Kildare, Wicklow and Meath.

Blake Food Service stocks an extensive range of products, comprising over 1,200 product lines. All of the company's distribution is conducted through its facility on the Nangor Road, Dublin 12 and is operated in accordance with H.A.C.C.P rules and food safety legislation.

Relevant contacts

Director: Karl Blake
Email: karl@blakebrothers.ie

Blake Food Service carries a complete range of products Blake Brothers Food Service carries a complete range of products comprising ambient, fresh, chilled, frozen and non-consumable products.

Currently ambient lines account for 30% of the business, chilled and frozen accounting for 30%, non-consumables accounting for 30% and 10% in fresh products.

Blake Food Service carry major brands such as, Diggers, Coca-Cola, Stafford's Bakeries, Farm Range, Kerrymaid, Lamb Weston, Doyles Veg Prep and Patisserie Royale, to name a few.



Sectors served

Key customer sectors serviced include gastro pubs, schools, hospitals, nursing homes, cafés, hotels, deli bars, catering contractors, festivals, outdoor caterers and independent distributors.

Opportunities for Irish food and drink suppliers

Blake Food Service is open to approaches from Irish producers and is committed to support Irish producers where possible, thereby increasing their Irish product offering. The company currently purchases from over 60 Irish suppliers.

The company is open to sourcing new innovative products that fit within their portfolio.

Purchasing Policy and Supplier requirements

HACCP compliance is a minimum supplier requirement.

Delivering quality products is of the utmost importance to Blake Food Service. The company looks for the Bord Bia Quality Assurance where possible, in relation to its Irish meat products.

Supplier audits are undertaken with any new suppliers by Blake Brothers. Depending on the supplier, this is normally conducted on an annual basis.

Supplier terms are agreed by the Directors. Orders are then placed by the Purchasing Department.

Fresh meat deliveries take place several times a week, remaining deliveries are product specific.

All orders are placed via phone and email and online platforms.

Geographical spread

The company's distribution depot is located in Dublin off the Nangor road, Dublin 12.

The company currently services Dublin, greater Dublin, Wicklow, Kildare and Meath.

Fleet size

Blake Food Service has a total fleet size of eight vans. All vehicles are multi-temperate i.e. they can carry chilled, frozen and ambient products.

Marketing support and services provided

Blake Brothers Food Service welcomes producer support in terms of product literature and any additional marketing support. The company also undertakes product training with their sales team for suppliers open to making presentations and product tastings.

Advice to new suppliers

New suppliers are encouraged to contact the purchasing department by email or phone to arrange a meeting to showcase their products.

Boyne Valley Group

ADDRESS

Boyne Valley Group, Head Office, Platin
Drogheda, Co. Meath

TELEPHONE

041 987 0300

WEBSITE

www.boynevalley.com



Company Profile

Boyne Valley Group is home to many of Ireland's most iconic food and household brands. Founded in 1960, today Boyne Valley Group spans 33 categories of food and home care products. The brand portfolio positions the company as a market leader in many of the categories in which it operates. Iconic brands include McDonnells, Boyne Valley Honey, Chivers, Koka, Brillo, Erin Soups, Kinetica, GreenAware, Irish Breeze, Don Carlos, Cali Cali, Lakeshore, Killeen, Lifeforce, Homecook, Bonne Maman, Panda & Giovanni di Firenze.

There are three strands to the business operating across Retail Grocery, Convenience & Foodservice:

1. Manufacturing: Primary manufacturing of curry, honey, home-baking products, jelly pots, rapeseed oil and household products.
2. Global Sourcing: Sourcing of both food and non-food products under Boyne Valley Group's own brands, both globally and in Ireland.
3. Partnerships: Local partnerships for major multinational brands.

Relevant contacts

Sales: Senior National Account Manager: Aine O'Connor
Email: aoconnor@boynevalley.com
Phone: +353 (0) 41 987 0300

Procurement: Head of Procurement: Mary Halligan
Email: mhalligan@boynevalley.com
Phone: +353 (0) 41 987 0300

Product range

Boyne Valley Group is home to a portfolio of international and market-leading brands, including McDonnells (renowned for its iconic Curry Sauce, Spice Bag, and Gluten-Free Roast Gravy), Boyne Valley Honey and Koka, each of which hold the number one position in their respective categories. Other leading brands

The portfolio covers a wide variety of market leading brands across ambient categories including honey, preserves, noodles, home-baking, cakes, soups, jelly, curry sauce, snacks, oils, Mediterranean products, condiments and non-food household items.

The company is committed to providing great tasting products that cater to a range of dietary lifestyle requirements, including gluten free, wheat free and sugar free options.

Sectors served

Within the foodservice sector, Boyne Valley Group supplies the market through various national and regional distributors such as Musgrave Foodservices, BWG Foodservices, Stonehouse, Sysco Foods and key independent wholesalers. Boyne Valley Group has a dedicated foodservice sales team covering the island of Ireland.

Opportunities for Irish food and drink suppliers

Boyne Valley Group is actively seeking to develop its foodservice business in line with changing market trends and customer needs.

Purchasing policy

The company is driven by their values and partners with suppliers, manufacturers, contractors and agents that support that vision and purpose and that can demonstrate those values. The Supplier Code of Conduct reflects the standards and business practices expected from suppliers before doing business with them. It covers many filtering criteria such as anti-corruption, conflicts of interest, fair competition, product safety, labour rights, discrimination and supplier diversity.

Suppliers must agree to the Code of Conduct and standard Terms and Conditions before they can bid for business. These offers are evaluated based on a scorecard approach, including financial competitiveness, quality, sustainability and security of supply. Suppliers are tiered and interaction is dependant upon this ranking - ranging from strategic suppliers to operational/transactional suppliers.





Supplier requirement and ordering procedure

Producers are required to be certified to a GFSI food safety standard. Producers are audited to the Group's standards against set criteria. Suppliers bear any potential costs of these audits.

Producers are expected to be fully compliant from a packaging and labelling perspective.

Terms are agreed by the Procurement Team and orders are placed via email from the Supply Chain Team. Deliveries must be arranged in advance in accordance with warehouse opening hours.

Geographical spread

From their depot in Drogheda, the 32 counties of Ireland are serviced. Boyne Valley Group exports a number of products worldwide. This is an area that is actively expanding.

Fleet size

Deliveries to customers supplied directly by Boyne Valley Group are outsourced, using separate providers for chilled and ambient deliveries.

Marketing support and services provided

Customers will be notified of any new products by Boyne Valley Group's Field Sales Representatives and National Account Management Team.

New product launches are supported by promotional activity (e.g. price promotions) and marketing activity such as POS material, digital and traditional media. Additional sales support and information (e.g. product education, images, samples) is also available as required.

Advice to new suppliers

Please contact the Head of Procurement via email and briefly outline the range of products on offer and where they would fit into the marketplace.

Other information

Credit terms are 30 days end of month following.

BWG Foodservice



ADDRESS

Greenhills Road, Tallaght, Dublin 24
D24 Y722

TELEPHONE

01 409 0300

WEBSITE

www.bwgfoodservice.ie

Company Profile

BWG Foodservice is passionate about quality, service and great value for money. Through their offering and expertise, along with their commitment to outstanding service, BWG Foodservice aim to exceed customer expectations.

One key strength is the company's local presence around the country, meaning they are always close to customers, no matter where their business is.

This unique position in the Irish marketplace is led by their local workforce of passionate foodservice experts who take great pride in serving their customers and are supported by one of the largest sales teams in the industry.

Relevant contacts

Foodservice Director: Ricky O'Brien
Email: robrien@bwg.ie
Mobile: 086 853 6530

Head of Foodservice Trading: Karla Murray
Email: kmurray@bwg.ie
Mobile: 087 931 4469

Foodservice Grocery Catering Trading Manager: Mark Lumley
Email: mlumley@bwg.ie
Mobile: 086 857 4015



Foodservice Non-Food

Trading Manager: Bernadette McEntee-Campbell
Email: bmcentee@bwg.ie
Mobile: 086 7811 663

Foodservice Chill & Frozen Trading Manager:

Daniel Healy
Email: dhealy@bwg.ie
Mobile: 086 811 0570

National Sales Manager:

Sylvester Barrett
Email: sbarrett@bwg.ie
Mobile: 087 912 9819

Field Sales Manager:

Anthony Creed
Email: acreed@bwg.ie
Mobile: 086 412 5561

Product range

BWG Foodservice carries a complete range of ambient, chilled, fresh and frozen products to cater to the needs of all food businesses that operate within the Hospitality Sector.

All national brands are stocked, along with their exclusive own label "Chef's Kitchen" range of products. Chefs Kitchen is their trusted own label catering brand that delivers on quality, taste and offers great value to our customers.

Sectors served

All businesses and food operators within the Hospitality Sector are serviced by BWG Foodservice. Customers include hotels, restaurants, cafes, deli's, hospitals, nursing homes, institutions, contract caterers, travel and leisure companies.

Opportunities for Irish food and drink suppliers

BWG Foodservice has expanded its 'Chef's Kitchen' range with over 500 products available in the range. The range focuses on premium quality, taste and price.

The company intends to develop and grow this range and this is creating opportunities for Irish producers. BWG Foodservice deals with Irish suppliers where possible.

The company is continuing to expand its chilled and frozen ranges. This development work is on-going and there is plenty of scope for Irish producers to introduce products and grow sales under the company's private label chilled and frozen products. For example, there are opportunities for producers of prepared meals, sandwich fillers, dairy products, poultry products and frozen goods.

The company continues trading with a number of Irish producers and considerable growth opportunities exist for these producers to grow their sales through BWG Foodservice. The company is always open to approaches from producers.

Another area of opportunity is in the area of commodity dry goods. The main focus of the company is to source Irish produced products and it is always open to innovation and being first to market with new products.

Purchasing policy

The company has a preference to source local produce. Quality, price, service, range and innovation are the cornerstones of the company's purchasing policy. The range is tailored on a continuous basis to meet the needs of an ever-evolving market place.

Trading Managers are the main influencers and have final say in the purchase decision.

Supplier requirement and ordering procedure

The company's warehouse system is state of the art and it demands a very high standard from suppliers (e.g. goods inwards are subjected to rigorous shelf life and temperature checks). Barcodes are required on all outer packaging.

The company requests that their suppliers meet all relevant packaging and labelling requirements, particularly in the area of nutritional and allergen details.

All suppliers are subject to audits by the BWG Foodservice quality assurance team against the company's internal audit criteria. The supplier approval process must be completed and signed off before any stock can be purchased.

The company requires a minimum of HACCP, Health Board registration and external accreditations such as BRC. It is important for Suppliers to provide all Sustainability credentials in relation to the product(s) they supply.



All product listings and terms are managed by Head Office and day to day ordering is handled by buyers at each of the 22 depots nationwide.

Orders are placed with suppliers via EDI and delivery slots are agreed with suppliers and each depot locally.

Geographical spread

Multi temperature depots are located in Dublin, Cork and Galway with additional cross-docks depots in Dundalk, Letterkenny, Wexford, Killarney, Ennis, Limerick & Mullingar and these are supported by 12 Value Centre Cash 'n Carry outlets located nationwide.

Total foodservice warehousing exceeds 2,000,000 square feet.

A next day delivery service is provided for six days a week across all the counties in the ROI.

Fleet size

The dedicated foodservice fleet consists of 60 multi temperature vehicles, with unlimited access to further fleets based on demand.

Marketing support and services provided

BWG Foodservice is committed to bringing their customers extra value with a full range of special offers throughout the year. Every six weeks, BWG Foodservice releases a new promotional brochure featuring innovative product offerings and the latest food trends. These special offers are promoted on the company's website www.bwgfoodservice.ie and social media channels @BWGFoodservice.

New products launches are supported by promotional activity (e.g. price promotions) and the telesales team draws customers' attention to new products, as do the company's sales representatives.

Sales support is provided by the company's business development team which consists of 18 sales representatives. The company welcomes presentations to their sales team from suppliers.

The company operates a state-of-the art demo commercial kitchen and invites customers to visit and try products before they buy them. This innovation hub is located at the BWG Academy in North Road, Dublin.

Advice to new suppliers

Contact the relevant buyer via telephone or email to arrange to submit samples with a sales development plan and pricing. Contact details for the relevant buyers are outlined above.

Other information

BWG Foodservice has seen a significant growth in both the areas of chilled and frozen foods and in particular red meat and fresh fruit and vegetables.

BWG have recently acquired Corrib Food Products.

Clona West Cork Foods

ADDRESS

University Hall Industrial Park, Sarsfield Road,
Wilton, Co. Cork

TELEPHONE

021 434 5915

WEBSITE

www.clonawestcorkfoods.ie



Company Profile

Clona West Cork Foods is a chilled and ambient distribution company serving the Munster region. The company specialises in distributing locally produced food and was formed in 1999 through an amalgamation of a group of small businesses.

Clona Dairy Products Ltd is the parent company.

The company serves both the foodservice and retail needs of the Munster region. Foodservice business is approximately 70% and retail business approximately 30%.

Relevant contacts

Sales Manager: John Buckley
Email: john.buckley@clona.ie
Phone: 021 434 5915

Product range

The product categories supplied to the foodservice sector are dairy (including bulk cheese, Irish farmhouse cheese, Dubliner cheese, and yogurts), cooked meats, breakfast ingredients, salads and dry goods (including rice, soups, oils, pastas and condiments), in addition to the Rich Sauce range of mayonnaises and sauces.

Chilled product accounts for 75% of sales, the remaining 25% being ambient.

Many locally produced brands are carried such as Dubliner cheese, Follain, Irish Yogurt, Ballymaloe Relish, Coolmore and Gubbeen Farmhouse Cheese.

Sectors served

All sectors of the foodservice market are served including hotels, restaurants, bars, cafes and guesthouses.

With regards to the retail sector, the company has central billing for BWG, Gala and Barry's of Mallow.

Opportunities for Irish food and drink suppliers

The company was initially founded to service the needs of local producers and is a strong supporter of these producers.

The company welcomes approaches from producers of new products with a point of difference. It is interested in sourcing gluten free products and is looking to expand its offerings of these types of products.

The company sources some Irish produced charcuterie products, however these tend to be niche products.

There are no obvious opportunities for new products, nor are there clear opportunities for import substitution.

The company deals almost exclusively in Irish products, except where they cannot be obtained in Ireland, e.g. some canned goods.

Purchasing policy

The company has a preference to source local produce. The purchasing policy is to serve the needs of its customer base with as much locally produced foods as possible.

When assessing a new product, Clona West Cork Foods will ask the potential supplier to visit a selection of their customers with samples of the products. The feedback received from the customer base is then taken into account in making a purchasing decision.

Purchasing decisions are made by the Sales Manager and are heavily influenced by the wishes of the customers and the prices they are prepared to pay.





Supplier requirement and ordering procedure

Producers are audited by the Clona Dairy Products QA team, which has its own audit criteria. Clona West Cork Foods bears the cost of these audits.

There is no particular packaging or labelling requirements, however inclusion of a barcode is useful for foodservice customers and essential for products that are also supplied to retailers.

Terms of sale and prices are determined by the Sales Manager.

Orders are placed with suppliers via telephone and email. The company collects produce from many of its local suppliers and receives deliveries at its warehouse in Wilton, Cork from suppliers that are further afield.

The company does not backhaul, but will collect small quantities of returns for small producers. There is no charge for this.

Geographical spread

The company's depot is located at Wilton, Cork and handles ambient and chilled food products, but not frozen.

All of the counties of Munster are served with at least one delivery per week, though most customers receive two deliveries per week.

Fleet size

The fleet consists of eight refrigerated trucks, which range in size from 16 feet to 24 feet long.

Marketing support and services provided

There is no annual catalogue.

A price list detailing the entire range is issued monthly and there is no charge to suppliers for inclusion in this.

The business operates a system of van sales i.e. the truck carries stock of all items and takes a customer's order on calling at the customer's premises.

Suppliers are encouraged to visit the distributor's customers to generate sales and also to educate the sales representatives regarding their products. Suppliers can obtain information on the sales performance of their products by customer from the Sales Manager.

There is one sales representative on the distributor's team. Producers are encouraged to make presentations to the sales representative and the Sales Manager.

Advice to new suppliers

The Sales Manager is happy to talk to new suppliers and to offer them advice. Potential suppliers should make an appointment to meet the Sales Manager and bring samples.

Other information

Credit terms for suppliers to Clona West Cork Foods are 30 days from delivery. For customers of Clona West Cork Foods, credit terms are direct debit or cash on delivery until such time as a credit record has been established.

Clona West Cork Foods has Long Term Agreements of a year or sometimes more with many of its suppliers.

Conaty Food and Catering Supplies

ADDRESS

Unit 41 Rosemount Business Park, Blanchardstown, Dublin 11 D11 HD82

TELEPHONE

01 860 5600

WEBSITE

www.conatycatering.com



Company Profile

Conaty Food and Catering Supplies is owned by husband and wife Cathal and Orla Conaty who are wholesalers of food and drink products, glassware, barware, hygiene and crockery. Established in 1970, the company stocks over 18,000 products.

Conaty's employ over 200 staff between their Dublin and Navan depots and have over 70 vans and trucks on the road.

Conaty Food and Catering Supplies have 3,000 regular customers and supply to hotels, bars, restaurants, pubs, coffee shops, nursing homes and schools daily.

The flagship depot is based in Blanchardstown and is home to their hospitality showrooms.

Relevant contacts

Head of Purchasing: Trevor Lawless
Email: trevor@conatycatering.com
Phone: 087 118 2180

General Manager: Olivia Norris
Email: olivia@conatycatering.com

In the first instance, contact from a potential supplier should be established by e-mail to the Head of Purchasing, followed by a phone call, if necessary.

The General Manager can be copied on any e-mails sent.

Product range

The food offer carried is broken into three temperature categories.

- Ambient
- Chilled
- Frozen

For beverages, the range covers spirits and wines, beers and soft drinks. Wider categories include confectionery, hygiene, disposables, crockery, glassware, cutlery and bar supplies.

The business supplies many branded foodservice food and drink ranges as well as a portfolio of products under the Conaty's brand in some categories. They also carry specialist Irish food brands under the producer's name.

There are approximately 50 'Conaty' products under their own brand name.

Sectors served

Conaty Food and Catering Supplies distribute to all channels within the foodservice sector. They have 3,000 regular customers that place orders on an ongoing basis.

Foodservice channels serviced include hotels, bars, restaurants, cafés, nursing homes, schools and colleges and sports and entertainment venues.

Opportunities for Irish food and drink suppliers

The company is always looking to promote Irish brands and sources locally, where possible. They see a particular opportunity for producers to approach with offerings in the frozen foods category.

They also see opportunities for producers to approach the business with product suggestions that could be branded under the "Conaty" brand name.

There is potential to extend the product offering in the "fresh food" department. A focus on home grown produce has been identified, along with growth opportunities in the alcohol offering.

There are several motivations for Conaty listing Irish producers including:

- Demand for local sourcing
- Shorter lead times
- Marketing advantage
- Adaptability to the Irish market demands
- New trial listings without commitment to large volumes
- Account stability - Repeat orders
- Joint promotion opportunities





Purchasing policy

The company is committed to increasing support for Irish producers where the quality and price are suitable. The main purchasing criteria are quality, price and, where possible, if the producer can offer an option for a “Conaty” branded product”.

Purchasing decisions are led by the Head of Purchasing, who then presents the new product offering to the sales and senior management teams. The business is focused on ensuring any new product offering meets customer needs, where quality and price are paramount in the decision making.

Supplier requirement and ordering procedure

Conaty Food and Catering Supplies require potential suppliers to comply with relevant industry standards including food safety regulations. Suppliers have to demonstrate their compliance and registrations as required. Terms are agreed by the Purchasing Team with regards to price, delivery frequency and delivery times. Where viable, orders are placed in pallets and layers and for some of the bigger lines, there are ordered by container load.

A delivery schedule is in place which helps control the number of deliveries received on any given day.

All orders are placed by re-order executives and overseen by Category Managers.

Geographical spread

The company has two large distribution depots in Dublin and Navan. Both depots have chilled, frozen and ambient storage capacity.

The 3,000 regular customers are spread across Wicklow, Dublin, Drogheda, Meath and Cavan, and are serviced by Conaty’s own fleet of vehicles. The company also partners with 5 courier companies to offer a nationwide service to customers across Ireland.

Fleet size

Conaty’s has a large fleet of vehicles and delivers 6 days a week, Monday through to Saturday. The company offers free delivery to customers, with no minimum order required.

- 70 - Vans (chilled and frozen compartments)
- 5 - Rigid Trucks (ambient)
- 25 - Commercial Car vans

Marketing support and services provided

The Conaty marketing team manage all aspects of a new product launch. If a new product is accepted, the business would look to offer various promotional supports.

- Display space in the customer showroom in Blanchardstown where they showcase all the latest trending products.
- Features in catalogues and flyers throughout the year.
- Producers have access to an interactive website which shows livestock levels, enabling customers to make real time ordering decisions.

Typical ways for producers engage with Conaty customers are as follows:

- Monthly ‘New to Conaty’s’ Flyer
- E-zines to customers
- E-mail to customers
- Showroom tours of food and drink offer
- Engaging video content
- Website banners
- Social Media posts
- WhatsApp Broadcasts

Producers can also support their listing through sample bags, tasting/demo day for the sales team, promotional support via discounts, pictures and videos of new products, collaborations with onsite chefs and video support showcasing the production process.

Orders are taken from customers via tele sales, directly, through the website, Procure Wizard, voicemails, direct via sales reps, via Unify ordering and E-mail. For any large promotions, producers are actively encouraged to work together with the Conaty team to visit customers and help drive sales. The company also works closely with suppliers to facilitate requests for sales information regarding their products in a timely manner.

Advice to new suppliers

In the first instance new suppliers should reach out to the Head of Purchasing by email outlining their proposal. If necessary, follow up with a phone call.

Requirements for new producers -

- Competitive pricing
- Samples of products
- Innovation
- Great service
- Video content on the background of the product
- Ideas for ‘Conaty own brand’ versions

In some instances there are varying LTA agreements in place which are agreed on a case by case basis.

Corrib Food Products

ADDRESS

Kiltullagh, Athenry, Co. Galway

TELEPHONE

0818 22 7000

WEBSITE

www.cfp.ie



Company Profile

Corrib Foods Products (Corrib Foods) is a long established food distribution company, which provides chilled, ambient and frozen distribution service across the 32 counties. Corrib Foods is a full service foodservice distributor and stocks products across all categories.

As well as operating out of its base in Athenry, the company has depots in Dublin, Cork and Sligo

Relevant contacts

General Manager:	Stan Lawless
Purchasing Manager:	John Lawless
Email:	info@cfp.ie
Phone:	0818 22 7000

Product range

The product range is broken down into four categories - chilled, frozen, ambient and catering consumables. The company's catalogue may be viewed online at www.cfp.ie.

The range includes fresh potato products, fresh and frozen poultry, fruit and vegetables, fresh and frozen meat, fish products, frozen bread, confectionery, pizza, finger food, desserts, herbs, spices, cleaning products and catering consumables.

Sectors served

Corrib Foods services all foodservice sectors including hotels, restaurants, bars, cafes, canteens and takeaways. They also service convenience retail, hot and cold deli counters.

Opportunities for Irish food and drink suppliers

Corrib Foods will consider all new Irish producers, but the product must have market potential. Since the company offers a broad product range there is no particular product type they are looking for.

Corrib Foods is still rarely contacted by Irish producers and is more likely to be approached by European producers.

Purchasing policy

Price and quality are the key determining factors in listing producers. A minimum of seven days shelf-life is required to facilitate a product moving through the supply chain.

There is an opportunity for brands within the company's portfolio, but pricing needs to be competitive.

Corrib Foods is listed for central billing with several major hotel chains.

The main influencer of the purchasing decision is the customer. Corrib Foods will source and supply product as requested by their customers.

Supplier requirement and ordering procedure

All suppliers are required to have a HACCP system in place.

The company conducts quality and food safety audits of suppliers. These audits are paid for by Corrib Foods.

Legal packaging and labelling requirements are required. In addition, the inclusion of outer barcodes on cases is an essential requirement for all suppliers.

The terms of purchase and the orders are placed by the General Manager.

Orders may be made by phone, email or fax.



Producers may deliver directly to the Galway or Dublin distribution centres or, in many cases, Corrib Foods will collect from the producers' premises.

Delivery frequency to the distribution centres depends on the product type and shelf life and is agreed specifically with the buyer.

Geographical spread

Corrib Foods is particularly strong in Cork, Galway and Dublin and other large urban centres. For other regions it works in conjunction with a number of smaller local distributors.

Fleet size

The fleet consists of 40 multi-temperature vehicles.

Marketing support and services provided

All producers are encouraged to run promotions throughout the year and there is an opportunity for producers to buy formal advertising space in the catalogue.

However, producers that do not avail of these adverts will still be featured in the catalogue and there is no charge for this. The cut-off date for the catalogue is February-March each year.

A monthly flyer is issued and distributed to every customer where there is a section dedicated to new products. New products are also featured on the company website.

The company conducts most of the sales promotion activities via the catalogue and its sales force. It requires suppliers to submit their 'best price' on the basis that Corrib Foods will look after promotional activities.

Orders from customers are gathered by Telesales staff.

Most customer communication takes place directly via Corrib Foods, but in some cases customers will also talk directly to producers.

Sales information is not shared with suppliers.

At present there are seven sales representatives. Producers can make representations to the sales team.

Advice to new suppliers

Corrib Foods does not seek exclusivity on any products and is open to considering any new product once the price and quality meet the company's requirements.

The product has to be viable and priced competitively for the market.

Other information

Payment terms are 30 days after the end of month of invoice, depending on what has been agreed with the producer.

Pricing is based on a net/net basis with no requirement for LTAs.

Case sizes are determined on an individual basis, depending on the product type.

Changes in the amount of chilled or frozen foods sold is mainly weather dependent. There has been no noticeable change in the proportion of chilled vs frozen food sales.



Craft Food Traders

ADDRESS

Enterprise Centre, Hospital Village, Co. Limerick

TELEPHONE

061 383 930

WEBSITE

www.craftfoodtraders.ie



Company Profile

Formerly trading as Wild Orchard, Craft Food Traders was established by the owners of Wild Orchard Natural Beverages Ltd in January 2018 as a standalone Sales & Distribution business. "Connecting Artisan Irish Food & Drink Producers with Foodservice and Speciality Retail".

The company has a strong focus on foodservice, but also caters to the retail market. The breakdown is about 75% foodservice and 25% retail.

Relevant contacts

Managing Director: Diarmuid Crowley
Email: diarmuid.crowley@craftfoodtraders.ie
Phone: 061 383930
Mobile: 087 967 7495

Product range

75% of the product distributed is chilled and the remaining 25% is ambient.

The range includes juices, smoothies, lemonades, proteine drinks, cookies, protein bars, nuts, snack, coffe, coffee syrups premium chocolate. cookies and a range of free-from products.

Sectors served

Within foodservice, the customer base is predominantly made up of coffee shops, cafes, restaurants and sandwich bars. Hospitals, nursing homes, hotels, corporate and college canteens are also serviced.

Opportunities for Irish food and drink suppliers

The company believes there is some growth in high quality snacks and food-to-go. These sectors offer opportunities for producers.

Craft Food Traders see a great opportunity for good quality Irish suppliers who can compete on a price basis with imported produce.

The company believes that retailers and foodservice operators are currently more inclined to support Irish producers.

Purchasing policy

Purchasing decisions are made by the Managing Director who is influenced by the sales team in making a purchasing decision.

Repeat orders to suppliers are made by the stock controller, based on weekly requirements.

Supplier requirement and ordering procedure

All producers must complete a supplier questionnaire and supply specifications for all their products.

Producers are visited for a general factory tour. There is usually no charge for this. There are no particular packaging requirements; however the company suggests that local producers include reference to the 'artisan story' on their labels, where applicable. All produce must be securely packaged and comply with EU regulations.

Delivery windows are flexible and producers may deliver at any time during the working day as long as it is by prior arrangement.

Orders are placed via phone and email.

The company often collects products from producers' premises or a mutually convenient pick up point can be agreed. At present there is no charge for this service. Products with a minimum shelf life of 21 days are preferred.





Geographical spread

Island of Ireland.

Fleet size

The fleet consists of four vans. Couriers are sometimes used.

Marketing support and services provided

The company does not produce an annual catalogue. It produces a listing with prices each January. It updates this list as required. There is no charge for inclusion on the list.

Customers are alerted to the arrival of new products by email, telesales and van sales teams and product literature is circulated with invoices.

CFT works with suppliers to implement introductory offers and other promotions.

Customer orders are captured through telesales, email, text and phone. Producer visits to selected customers can be arranged. Sales information is available to producers to facilitate sales development.

Both the van sales drivers and the Managing Director work on sales development. Producers can make presentations to the sales team.

Suppliers are encouraged to engage in continuous marketing activity and to support sales efforts as much as possible. Producers are the best sales representatives for their own products.

Advice to new suppliers

Contact the Managing Director by email.

Craft Food Traders prefers to work on a partnership basis with suppliers who take a proactive approach to increasing sales and who will work with the company to gain new business.

Other information

The company's credit terms are payment by the end of the month following the invoice.

The company does not have Long Term Agreements (LTAs) with suppliers.

Cross Fine Foods T/A Cross Distribution

ADDRESS

Cross, Cong, Co. Mayo

TELEPHONE

086 822 0603

WEBSITE

www.crossdistribution.ie



Company Profile

Established in 2002, Cross Distribution is a regional chilled and ambient distributor servicing the region west of the river Shannon.

Foodservice accounts for up to 60% of sales, retail accounts for 20% and supply to butchers makes up the remaining 20%.

90% of customers are supplied twice weekly. Systems are continually updated to ensure customers can avail of the best product range.

In 2014, an updated HACCP and full traceability system was put in place, operated by an internal computer system. 2014 also saw investment in an updated temperature control system to ensure continuous monitoring of warehouse and deliveries by BlueTree Systems.

Relevant contacts

Managing Director: Paraic O'Malley
Email: paraic@crossdistribution.ie
Mobile: 086 822 0603
Phone: 094 954 5664

Product range

Chilled product constitutes 70% of the range, 5% is ambient product and 25% frozen. The product range includes breakfast meats, butters, spreads, cheeses, gratins, chicken, fish, mayonnaises, pancakes and soya milk.

The company offers a full range of products for catering and retail in fresh and frozen, and works with all sizes of companies.

Sectors served

Within foodservice, the company supplies hotels, restaurants, cafes, deli counters, shops and bars.

Cross Distribution services all sectors from corner shops to large supermarkets, from small coffee shops to 5 star hotels and all in between.

Opportunities for Irish food and drink suppliers

The company is open to new ideas and likes to see new lines from producers. It is always interested in reviewing any new products that come on the market.

The company has a policy of using Irish produce where possible. On a like for like product basis it finds Irish quality generally superior.

Quality is important in all lines carried.

Cross Distribution's philosophy is "Local, Fresh, Value".

Purchasing policy

The company has a preference to source local produce. In purchasing, quality is an important consideration and price has to be competitive.

Purchasing decisions are made by the Managing Director, who is influenced by the sales team when making a purchasing decision.

Supplier requirement and ordering procedure

All suppliers are required to provide a copy of their HACCP plan and are visited for a general factory walk. There is no charge for factory audits.

There is no special packaging or labelling requirements, as long as they comply with food safety standards.

Order schedule is agreed with Suppliers before any deliveries take place, an agreed range is put on order sheet with delivery date on it.

The company will deliver to clients between 6AM and 5PM.



Geographical spread

From the company's depot in Cross, Co Mayo, a region from Castlebar down to Ennis and over to Ballinasloe is served. The company services counties Mayo, Clare and Galway.

About 90% of customers are serviced twice per week.

Fleet size

The company has six multi-temp trucks and two vans.

Marketing support and services provided

The company does not have an annual catalogue, but the price list is constantly updated.

New products are introduced to customers by the van sales team with the details of all new lines on a promo flyer that's produced every month. Products are promoted post-launch once sales have stabilised.

Some orders are captured in advance to help the van sales system that is in place. Producers are encouraged to speak to customers to develop sales. Information on the sales performance of a supplier's own products is available.

The company has a team of seven Sales Representatives on the trucks and vans, with two Sales Supervisors promoting sales and two part-time Merchandisers. Prospective suppliers can make presentations to the sales team.

Advice to new suppliers

Potential producers should contact the Managing Director by phone and make an appointment to discuss their proposal and present a 12 month promotional plan to drive sales.

Other information

Credit terms are 30 days.

A mixture of Long Term Agreements and fixed prices are in place.

Delicatessen Meat Supplies Ltd.



ADDRESS

Unit 66, Cherry Orchard Industrial Estate, Ballyfermot, Dublin 10

TELEPHONE

01 626 1706

WEBSITE

www.delimeats.ie

Company Profile

The company was established in 1981 by Leo and Martin Walsh. The company services a wide and varied customer base in both foodservice and retail sectors across a range of categories.

Delicatessen Meats has grown to become a recognised leading provider of quality goods to the foodservice sector.

Relevant contacts

Purchasing and Sales Director: Martin Walsh
Email: martinw@delimeats.ie
Phone: 01 626 1706

Sales Manager: Darren Palmer
Email: darrenpsales@delimeats.ie

Product range

The company carries a broad range of meats, cheeses, salads, sandwich fillers, convenience foods and pizza supplies. The company specialises in working with caterers and providing them with meal solutions.

Product breakdown is 50% chilled, 40% frozen and 10% ambient.

The company's biggest brand is its own label Deli Meats, for which the company works very closely with local suppliers, to supply a range of quality product.



Opportunities for Irish food and drink suppliers

While price does have a bearing, experience shows that quality is always the deciding factor. Most products are in the mid to high end quality range.

There are always opportunities for import substitution across the company's existing range. The company's policy is to try to buy Irish goods where possible and they are always looking for new Irish products that complement the existing range. In recent years, the company has been successful in buying a wider range of locally produced product.

Delicatessen Meats are always open to sourcing new innovative products that fit into the existing offering.

Purchasing policy

Wherever possible, the company has a preference to source locally produced product.

The company has an extensive range of freshly prepared Irish produce in their range.

For any new potential products, the company's sales team will present samples to existing customers for their reaction, before making any purchasing decision. If there is a good reaction to the samples, coupled with the ability to offer good quality and value to the customer, then the product will then be listed.

Supplier requirement and ordering procedure

The company requires suppliers to have BRC accreditation where possible and generally conducts on-site visits. There is no charge for these. Deliveries are accepted between 7am and 1pm Monday to Friday. Frequency of delivery depends on shelf life of the product.

Purchase terms are agreed by the Purchasing Manager. Orders are placed via phone or email.

Geographical spread

All products are delivered to the company's headquarters in Dublin 10. Leinster and Munster are serviced by the van sales team. The west and north are serviced through a telesales team and delivered directly by the company's own fleet. The frequency of service is one to three times per week.

Fleet size

The company currently has a fleet of 21 trucks.

All the fleet are multi-temperature vehicles.

Marketing support and services provided

Product range is open to being updated at any time, there is no cut-off. There is no charge for inclusion in the brochure. Products can also be promoted via the company website.

The company uses POS material, direct mail, sales team and van sales team to promote sales. In terms of promotions, the company will work with producers to see what best suits each product to get maximum sales.

Orders are gathered through telesales and van sales, with the majority coming through the van sales team.

Monthly sales information is available to suppliers.

Delicatessen Meats provides sales support, but suppliers can also help generate sales by visiting clients and potential clients.

The sales team consists of five Sales Reps and Business Developers and 12 Van Sales personnel.

Advice to new suppliers

Potential suppliers can contact the Purchasing and Sales Manager direct via telephone or email.

Other information

The company is always looking to source new and innovative products to add to and enhance their existing range of chilled, frozen, and ambient products.

Excellence Limited

ADDRESS

Unit G1, Horizon Business Park, Harristown,
Swords Co. Dublin, K67C8N4

TELEPHONE

(01) 832 3300

WEBSITE

www.excellence.ie



Company Profile

Excellence Limited are experts in the service and supply of quality food and beverage products, ingredients and concepts to the foodservice sector on the island of Ireland.

This expertise has been built up over the last 50 years as the business has developed unrivalled nationwide depth of distribution to the wholesale sector through which it operates its route to market.

Relevant contacts

Chief Executive Officer: Email:	Tom Gray tgray@excellence.ie Mob: 087 336 5768
Sales Director: Email:	Neil Curley ncurley@excellence.ie Mob: 087 927 7365
Procurement Director: Email :	Paul Ivory pivory@excellence.ie Mob: 087 251 3009
Head of Procurement: Email:	Ger Aherne gaherne@excellence.ie Mob: 087 365 6080

Paul Ivory and Ger Aherne influence purchasing decisions.

The preferred method of contact is mobile and email.

Product range

The product portfolio covers a comprehensive range of categories and ingredients across all meal occasions. Whilst the range is predominantly ambient, Excellence also has a multi temperature capability.

Newforge, the company's own brand, covers a wide range of sub categories and is the backbone of the product portfolio. In addition, the company represents McCormicks (incorporating the Schwartz, Franks and Frenchs brands), Santa Maria, Kraft Heinz, Mondelez (Philadelphia brand) and JDE in the foodservice sector.

It also represents a range of other smaller suppliers to the foodservice sector.

Sectors served

Excellence route to market is predominantly through the wholesale channel. It has an unrivalled depth of distribution to the specialist foodservice wholesale sector.

It is also developing an increasing presence in supplying the manufacturing sector.

Opportunities for Irish food and drink suppliers

Excellence believes that the growing consumer trends of casualisation of food consumption incorporating Street Food, Food-to-Go and expansion of non-traditional takeaway will continue to influence the consumption habits in the Irish market.

Excellence also believes that the trend towards plant-based menu options will continue to strengthen in the coming years. Excellence works with several Irish producers and has a policy where possible to support Irish business.

Purchasing policy

The company's policy is to only deal with producers that meet the highest standards in terms of accreditations.

Paul Ivory and Ger Aherne lead the procurement of all products in conjunction with the Sales Team.

There is a monthly sales meeting to discuss trends in the market, NPD and potential gaps in the range.





Supplier requirement and ordering procedure

All suppliers must hold BRC or a similar national accreditation. Excellence pays for all supplier audits.

All labelling must be FIR compliant. Paul Ivory and Ger Aherne agree the terms and the orders are placed by the purchasing department based on agreed forecasts

Geographical spread

The company has a storage complex in Baldoyle Industrial Estate utilising 40,000 square feet (3,750 square metres) of storage space, which includes 3,200 pallet spaces.

The company delivers to all locations nationally on a daily basis. Within the Dublin area, they provide a Day One for Day Two service; outside Dublin, they provide a Day One for Day Three service

The ordering process can be either EDI, email, phone or fax. Deliveries are pre-booked into the warehouse five days a week.

Fleet size

The company uses sub-contract carriers, some of which have tri-temperature vehicles capable of carrying chilled, ambient and frozen products.

Marketing support and services provided

The company launches an annual catalogue in early spring, but does not charge suppliers for entries in the catalogue.

The company has a sales force of 18 people and new products, food solutions and concepts are showcased through all channels, along with face to face demonstrations, tastings and price promotions where relevant.

Whilst the company's route to market is through the wholesale channel, it has a relentless focus on collaborating with the end user community to provide them with ingredients, ideas, concepts, promotions, innovation and expertise to help them grow their business.

Suppliers are encouraged to participate fully in that collaboration process.

Advice to new suppliers

Potential new suppliers should contact the company via email. The company will look at all opportunities presented to them and evaluate them on merit.

Other information

Credit terms are 30 days from end of month and LTA's (Long Term Agreements) are in place with suppliers.



Farmhouse Foods

ADDRESS

Unit 13b, Dunshaughlin Business Park,
Dunshaughlin, Co Meath

TELEPHONE

01 824 1111

WEBSITE

www.dunnesfarmhousefoods.com



Company Profile

Established in 1972, Farmhouse Foods is a family owned and managed company. It operates from a 'state of the art' premises in Dunshaughlin, Co Meath and specialises in supplying a range of raw and cooked products to the retail and foodservice sector.

It supplies its own brand, 'Farmhouse Foods' products that include fresh and prepared meat and cooked meat. It also buys in meat from suppliers and distributes a wider range of products for other producers.

Relevant contacts

Managing Director: Damien Carroll
Telephone: 087 718 9857
Email: info@dunnesfarmhousefoods.com

Product range

Products include beef, lamb, pork, bacon, turkey and chicken products. A wide variety of foodservice items are also available.

Farmhouse Foods product range varies from standard products to sophisticated ready-cooked meals. A 'complete offering' of frozen products for retail and catering is available.

All meats are software traceable and HACCP compliant.

Other items supplied include sauces, eggs, cheese and butter.

The company supplies a range of approximately 50 foodservice menu items and 14 types of frozen pastries.

As well as buying-in raw materials, the company distributes products for other producers, principally Kepak beef and lamb and McCarren's bacon.

Sectors served

The company serves both the retail and foodservice sectors.

Key foodservice customers include large hotel and restaurant chains.

Opportunities for Irish food and drink suppliers

The company is always open to new products to add to its range of raw and cooked meat products for the foodservice sector.

Purchasing policy

Many of the fresh meat products distributed by Farmhouse Food are manufactured by the company itself.

Its purchasing policy for bought-in products is based on two criteria - that the product is Irish, and, in the case of meat products, that it is Bord Bia Quality Assured.

Supplier requirement and ordering procedure

Suppliers of meat and poultry must source products under the Bord Bia Quality Assurance Schemes. The company does not conduct its own audits of suppliers.

Geographical spread

The company operates from its purpose built production and distribution facility at Dunshaughlin, Co. Meath.

It uses its own fleet for chilled and frozen distribution. It also uses other companies for distribution from time-to-time. Distribution is nationwide, daily.

Fleet size

The fleet consists of seven vehicles, with both chilled and frozen compartments. The size ranges from small vans to rigid five tonne medium sized trucks.

Marketing support and services provided

Promotions are primarily of the company's own 'Farm Foods' brand.

Advice to new suppliers

Potential suppliers should contact the company by telephone in the first instance. If supplying meat, they should ensure that their product will satisfy Bord Bia Quality Assurance criteria.

Credit terms are generally 30 days for suppliers and customers. The credit terms for customers will depend on track record.

Gleneely Foods



ADDRESS

Unit 5, Kilcarbery Park, New Nangor Road,
Clondalkin, Dublin 22

TELEPHONE

01 403 0300

WEBSITE

www.gleneelyfoods.com

Company Profile

Gleneely Foods is a family run business specialising in Irish and Continental Cheese. The business also distributes other chilled products such as charcuterie and olives, as well as a wide range of ambient products such as tomatoes, pasta, oils, coffee, herbs and spices nationwide from its depot in Dublin.

The company commenced trading in 1989 and it services both the foodservice and the retail sectors. The largest sector for the business is foodservice, primarily restaurants, cafes and hotels, along with other wholesale business. However, the retail side of the business is growing, as well as online sales.

Relevant contacts

Directors: Grace Ryan and Michael Covitz
Email: sales@gleneelyfoods.com
Phone: 01 403 0300

Product range

Gleneely Foods has one of the widest product range of Irish and continental cheese in Ireland. The company works with some of the biggest brands in Europe but also works closely with a large number of smaller artisan Irish producers.



The company has its own cheese cutting and packing facility fully approved and registered with the Department of Agriculture.

The company also supplies a range of Irish and European cured meats and olives.

The ambient range of products distributed includes tomatoes, oils, pastas, water, flour, herbs and spices and crackers. The range extends to over 600 products.

60% of sales are achieved from chilled products, the remaining 40% being ambient.

Brands carried by Gleneely Foods include ARLA, Noresland, Granarolo, Singletons Cheese, Cashel Blue, Gubbeen, Cooleeney, Mutti, Belazu, Miller Damsell, Daroma Coffee, Fiorucci Meat, Conservas Ortiz and Tavina Water.

Sectors served

Gleneely Foods services the foodservice, retail and wholesale sectors of the market nationwide.

Within the foodservice sector, Gleneely Foods distributes to restaurants, cafes, hotels, airlines, fast food take aways and schools.

Opportunities for Irish food and drink suppliers

Gleneely Foods is always seeking to develop its business by partnering with Irish producers that are looking for assistance in bringing their product to the market.

Gleneely Foods sees opportunities for many Irish producers but the quality of the product is key.

Purchasing policy

The company has a preference to source locally produced foods, as is demonstrated by its wide range of Irish farmhouse cheeses. The main purchasing criteria are quality, with an emphasis on considering the needs of its customers.

Purchasing decisions are made between Grace Ryan and Michael Covitz. As well as quality, there are a number of other factors such as price, packaging, shelf life and the background of the product.

Supplier requirement and ordering procedure

All suppliers must complete a supplier questionnaire and submit documentation to substantiate their food safety systems.

Suppliers are also audited by Gleneely Foods, which uses its own internal audit criteria. There are no charges to suppliers for this.

Orders are placed with suppliers via email.

Where possible the company collects stock from its Irish farmhouse cheesemakers.

The depot receives deliveries from 5am to 2pm, Monday to Friday.

Geographical spread

Gleneely Foods operates from a state of the art chilled and ambient distribution facility in Kilcarbery Park in Dublin.

In Dublin, a next day delivery service is provided. All other areas are serviced at least once per week.

Fleet size

The company operates a fleet that consists of six refrigerated vans.

Marketing support and services provided

The company does not produce an annual catalogue. It produces a listing with prices throughout the year. New products can be added through the year.

Introductory offers and promotions proposed by suppliers will be passed on to its customers. Gleneely Foods encourages producers to visit its customers. The company will call ahead to its customers to introduce the producer. Information is available to suppliers on the sales performance of their products.

The company is open to producers making presentations to Grace Ryan and Michael Covitz.



Advice to new suppliers

Potential suppliers should emphasise how their offering will add value to the Gleneely Foods range.

Gleneely Foods are as much interested in the background story of the product and the producer as the price. As a family business, they believe in working in partnership with a producer that is proactive in the marketplace and willing to interact with our customers.

Potential new suppliers should contact either Grace Ryan or Michael Covitz to discuss your proposal.

Hannan Meats Ltd



ADDRESS

9 Moira Industrial Estate, Old Kilmore Road,
Moira, Co Armagh, BT67 0LZ

TELEPHONE

048 9261 9790

WEBSITE

www.hannanmeats.com

Company Profile

Hannan Meats is a producer, processor, wholesaler and distributor to the foodservice sector in Ireland, Northern Ireland, Scotland, England, Wales, France, Hong Kong and to some independent retail outlets.

It is an independent limited company that has been in business for just over 30 years.

Hannan Meats specialise in Dry Aged Beef and Dry Cured Bacon and using innovative techniques such as Himalayan salt chambers, they produce multi award winning foods.

They have a retail shop, The Meat Merchant at the factory offering the same restaurant quality food at wholesale prices.

In 2016 Hannan's became the only company to win the coveted Supreme Champion title at The Great Taste Awards for a second time, with a Himalayan Salt Aged Glenarm Shorthorn 4 Rib Roast, the previous win being in 2012 for Guanciale, a cured and spiced pork jowl.

Relevant contacts

Purchasing contacts:	Jim Hannan or David Rosbotham
Email:	jim@hannanmeats.com david@hannanmeats.com
Phone:	048 9261 9790



Product range

Multi Award Winning Foods:

Glenarm Shorthorn Beef, Himalayan Salt Aged Beef, Dry Aged Beef, Dry Cured Bacon, Pastrami and Sugar Pit Cured Pork and Beef are some of their award winning products.

The company produces their own burgers and sausages and under it's Moyallon brand they dry cure beef and pork.

Hannan Meats also stocks product from other likeminded producers whose focus is on quality - Gracehill Black Pudding, Givan's Hams, Rockvale Poultry and En-Place Foods to name a few.

Sectors served

Foodservice sectors serviced include hotels, restaurants, pubs and contract caterers and selected delicatessens and food halls.

Key customers include Fortnum and Mason of Piccadilly, London, the InterContinental Hotel Group, the Merchant Hotel Group and James Whelan Butchers.

Opportunities for Irish food and drink suppliers

Key growth areas and opportunities in the market are for beef with provenance and quality pork products.

Opportunities exist for the development of a range of Irish charcuterie and terrines and pates. Other foods that are currently imported and could be home-produced include confit duck leg.

The company is interested in any new products that are innovative, and can demonstrate provenance. Opportunities exist for any product that can substitute an imported product, e.g. Grana Padano or Parmesan type cheese

The company is interested in artisan producers and welcomes approaches from new suppliers of any new products or ideas.

Purchasing policy

Key elements of the Hannan Meats purchasing policy are quality, price, service and reliability. It is more important that price represents good value for money, rather than a cheap product of inferior quality.

The company has a strong preference to source local produce and is increasingly receiving requests from customers for 100% Irish products.

Peter Hannan, David Rosbotham and Ken Lightbody influence purchasing decisions and agree terms.

Supplier requirement and ordering procedure

Supplier food safety standards are checked via a questionnaire and visits to the supplier's premises, for which there is no charge. HACCP is mandatory.

It is mandatory for all meat products to have an EU licence.

Supplier delivery windows and frequency of supply are up to five days per week.

Orders are placed by email, phone and fax.

Geographical spread

There is a multi-temperature depot located in Moira, Co Armagh.

The geographical area serviced was originally Northern Ireland, Ireland and key accounts in mainland United Kingdom, but the company now also supplies to Portugal, France and Hong Kong.

The frequency of service out is up to five days a week.

Fleet size

The fleet consists of multi-temperature vehicles to service Northern Ireland and outside contractors are used to service further afield.



Marketing support and services provided

The company's product catalogue is updated and published on a number of occasions per annum. There is no charge for suppliers to be included in this product catalogue.

Customers are alerted to the arrival of new products via direct mail, flyers, phone or visits from one of the three sales representatives.

Activities and promotions are encouraged to get product moving. Suppliers are encouraged to speak to Hannan Meat's customers.

The company does supply sales information to customers, depending on their requirements.

Hannan Meats encourage producers to make presentations to their sales team.

Henderson Foodservice Limited



ADDRESS

1 Hightown Avenue, Newtownabbey, BT36 4RT

TELEPHONE

NI 02890 342342 - ROI 1800 805593

WEBSITE

www.henderson-foodservice.com

Company Profile

Henderson Foodservice Ltd is one of Ireland's leading suppliers to the foodservice industry, serving over 4,500 customers across multiple sectors including hotels, restaurants, pubs, education, bakery, wholesale, cafes and coffee shops, workplace catering and travel/leisure.

The company offers a wide range of over 6,000 products, from locally produced to national brands across fresh, frozen, ambient and non-food categories. They are also known for exclusive supply and distribution partnerships with major brands such as K&G McAtamney Wholesale Meats, Koffmann's, and Premier Foods Wholesale Produce, further enhancing their product portfolio.

Henderson Foodservice also exclusively supplies the Country Range brand in Ireland, widely regarded as the best own brand in the foodservice industry.

The company has won multiple awards including Platinum Status for Deloitte Best Managed Company and Investors in People Platinum Accreditation, along with awards recognition from the Institute of Hospitality and Irish E-Commerce Awards.

With over 50 years of heritage, the company's strength lies in its dedicated staff and its commitment to delivering quality and service excellence to customers.



Relevant contacts

New Customer/Contract Queries:

Kiera Campbell, Sales Director
Email: kiera.campbell@henderson-group.com

Marketing & Digital:

Mark Stewart-Maunders, Business Development & Commercial Director
Email: mark.stewart-maunders@henderson-group.com

Supplier Queries:

Des Simpson, Head of Trading
Email: des.simpson@henderson-group.com

Product range

Henderson Foodservice has one of the widest product portfolios on the island, spanning across fresh meat and produce, chilled, frozen, ambient, and non-food.

Their range also includes exclusive brands from K&G McAtamney and Koffmann's, alongside premium ingredients and speciality products, as well as artisan bakery.

With a focus on local suppliers, the Henderson range includes award winning products including Great Taste & Blas na hEireann, Good Food Ireland & NI Good Food producers.

The company works with some of the biggest brands in the world and is also proud to play a part in introducing local artisan products to the market. They recognise the importance of growth and development for local suppliers and the impact this can have on the Irish economy.

Henderson Foodservice owns the Country Range brand in Ireland. From essential store cupboard items through to premium finished products, the Country Range brand provides professional caterers and chefs with a unique value for money proposition without the need to compromise on taste or quality.

Sectors served

A growing customer base spans across 11 foodservice sectors. The company holds key contracts within the education and healthcare channels, in addition to independent catering companies. They also supply supply deli counters and food-to-go operations of the Group-owned and independent Spar, Eurospar and Vivo stores.

Opportunities for Irish food and drink suppliers

Key growth areas and opportunities for the company are in all sectors, but particularly within hotels, restaurants, pubs, food-to-go, and QSR.

The company is always looking for new and innovative product offerings.

Purchasing policy

Henderson Foodservice are passionate about establishing strong relationships with local and international brands and suppliers to continuously explore new opportunities that can further extend its range of quality products.

Quality, value and service are the key elements of the company's purchasing policy. The company strives to offer the best quality available in the market in all its categories.

With a focus on teamwork, the company reviews all new potential products with their sales and purchasing teams to ensure they launch the right products into the business.

Supplier requirement and ordering procedure

Suppliers are required to provide documentary evidence of their food safety processes.

Suppliers must be HACCP compliant and other accreditations are welcomed.

Orders are placed via telephone and email. Delivery times are agreed individually with each supplier.

Geographical spread

Henderson Foodservice distributes nationwide from their bases across the island of Ireland.

Fleet size

Henderson Foodservice has over 50 multi-temperate vehicles on the road for chilled, frozen and ambient products.



Marketing support and services provided

All customers of Henderson Foodservice have a good rapport with their delegated Sales Representatives.

The company uses their award-winning website, social media platforms and telesales activities to enhance its marketing activity and product awareness to customers, including weekly email marketing campaigns to over 2,800 customers.

The company produce multiple product marketing materials each year, featuring new product launches, category focuses and promotions. In addition, an online catalogue is maintained on the company's website and this is updated regularly with added value content and features.

Advice to new suppliers

Potential suppliers are advised to contact one of the Trading Controllers.

Horgan's Delicatessen Suppliers Ltd.



ADDRESS

Horgan's Delicatessen Supplies Ltd, Mitchelstown, Co. Cork, P67 KD21

TELEPHONE

025 41200

WEBSITE

www.horgans.com

Company Profile

Horgan's Delicatessen Supplies are specialists and innovators in the sales, marketing and distribution of speciality food products. A family-owned and operated business since 1921, Horgan's are one of the premier speciality food distributors on the island of Ireland.

Relevant contacts

Purchasing Manager: Paul Horgan
Email: paulhorgan@horgans.com

Sales Manager: Edward Horgan
Email: edwardhorgan@horgans.com
Phone: 025 41200

Product range

Horgan's carry over 1,000 chilled, frozen and ambient products which include both counter and prepack products such as cheese, yoghurt, other dairy products, cooked and continental meats, olives & antipasti, fresh pasta, fresh dips, sauces, oils, jams and preserves, confectionery, juices, and desserts. They also have a large range of vegan and free-from products.

The Company has its own cheese cutting and packing facility which operates at BRC Grade AA and Organic accreditation.

They are an AEO accredited site to aid logistics and Brexit-ready for customs and documentation.



Horgan's have worked with and represented many of the most important and prestigious Irish and European producers over the past 40 years and continue to do so.

Horgan's also carries its own range of award-winning Irish cooked ham and beef products (spiced/corned/pastrami) and a new range of Horgan's olives and antipasti.

Sectors served

Retail, foodservice, industrial and manufacturing.

Within foodservice, Horgan's distributes to airlines, hotels, restaurants and fast service restaurants, both directly and via other channels.

Horgan's also distribute speciality foods to the retail sector in ROI and NI.

Horgan's operates daily into central distribution for all multiple and symbol retailers.

In addition, they have a van sales fleet for direct sales to independent retail and foodservice customers.

Opportunities for Irish food and drink suppliers

Horgan's are always looking for something new and unique to the Irish market so the company can offer their customers new and exciting products.

Horgan's are experts in freeze-thaw operations for short-life fresh products and have the ability to re-pack, sleeve, label and date-code products as per customers' requirements.

Purchasing policy

Horgan's have a truly global sourcing network but are proud to also work with many of Ireland's best producers.

The Purchasing Manager, Managing Director (Michael Horgan) and Sales Manager influence purchasing decisions.

Supplier requirement and ordering procedure

Horgan's requires suppliers to have HACCP as a basic requirement.

The Company distributes a paper audit to all suppliers which is followed up by a visit from their QA personnel.

Orders are placed via EDI, email or phone.

Supplier delivery windows are agreed on a case-by-case basis, but are at least weekly.

Geographical spread

Horgan's operates primarily from its Mitchelstown Head Office, but also have a depot in Dublin. All depots are chilled, frozen and ambient.

Horgan's service the entire island of Ireland and delivers seven days per week.

Fleet size

The company operates a fleet of multi-temperature chilled and ambient vehicles.

Marketing support and services provided

There is a catalogue and website that is regularly updated.

The telesales and sales-rep teams alert customers to new products and gather orders.

Promotions are encouraged to create product awareness. Horgan's meets customers jointly with suppliers, especially for launches.

Sales information is available to suppliers on a regular basis and all sales representatives have hand-held reporting systems.

Advice to new suppliers

New potential suppliers should email in a product brochure and arrange a meeting with the Purchasing Manager if the products are of interest.

Other information

Supplier support is sought for promotions and sales materials (catalogues). This is communicated and agreed in advance.

Keelings Select

ADDRESS

FoodCentral, St Margarets, Co Dublin

TELEPHONE

+353 1 556 5000

WEBSITE

www.keelings.com



Company Profile

Keeling's Select is an Irish fresh produce food distributor based at their farm in north county Dublin. Keeling's Select has become a trusted and respected name in the catering and hospitality sectors in Ireland, with a focus on quality, consistency, and customer service.

The company is committed to sustainability and supporting local growers and producers by always sourcing the best local produce first whenever possible. They understand the importance of fresh, high-quality produce in the kitchen and strive to deliver on this promise every day.

Their team of 150 passionate and dedicated people (who work in many different parts of the business), work tirelessly to ensure that Keeling's Select remains a trusted and reliable supplier to customers, chefs and business owners throughout Ireland.

Keeling's Select takes pride in the quality of their products, services and the relationships they have built with both producers and customers over the years. The business has been recognized with many awards and accreditations such as BRC AA+, FTAI Gold and awards from Bord Bia for their work with small producers.

At Keeling's Select, customer satisfaction is top priority. They believe in open honest communication, flexibility and always going above and beyond to meet the needs of their customers.

Relevant contacts

Commercial Manager:	Sarah Dillon
Email:	Dillon_Sarah@Keelings.com
Phone:	086 143 8311
Purchasing Manager:	Aurimas Argustas
Email:	Aurimas_Argustas@Keelings.com
Mobile No:	086 464 8093
Business Development Manager:	Matthew Carrick
Email:	Carrick_Matthew@Keelings.com
Mobile No:	086 248 0338

Product range

Keelings Fruit Range; berries, citrus fruits, top fruit, apples, melons, grapes.

Others Products; salads, tomatoes, fresh vegetables, exotics, mushrooms, potatoes, cheese, oils, pasta, chipping potatoes, prepared fruit, prepared vegetables, fresh juices, egg products, dairy, sauces, ambient and more.

Sectors served

Hotels, restaurants, cafes, pubs bars and event caterers, facilities management companies, business & industry, nursing homes, health care, education, butcher shops and retail.

Opportunities for Irish food and drink suppliers

Keelings Select is very receptive to Irish growers and producers contacting them with a view to gaining a listing and the Company is very willing to assist them with this process.

The Company works in partnership with their producers and suppliers. Keelings Select wants to help their producers and suppliers work and grow together. Keelings Select support companies with marketing their product to the hospitality sector via their marketing channels.

Keelings Select is actively increasing the level of awareness in the foodservice sector as to where the produce is coming from and they address this through their support of Irish growers.

The key growth areas in terms of product offering are vegan and innovative plant-based solutions for customer's menus.



Purchasing policy

The purchasing policy is shaped by several factors, including the insights of the commercial director, the company's commitment to supporting Irish producers, the business strategy of the Keelings family and demand of end customers.

Supplier requirement and ordering procedure

Bord Bia Quality Assurance approval is mandatory for all Irish growers.

All suppliers have third party accreditation.

Orders are placed centrally by the replenishment team and the purchasing manager places the order for Keelings Select via phone, email or EDI with suppliers.

Suppliers are given agreed lead times and delivery slots. Supplier delivery packs are provided to suppliers to help them understand how Keelings Select operates and to ensure more efficient and faster deliveries.

Backhauling is dependent on location and the cost is negotiable.

Geographical spread

Day 1 for Day 2. Dublin, Athlone, Kilkenny, Louth, Wicklow, Meath, Longford, Monaghan, Waterford, Wexford, Tipperary and Cork.

Fleet size

Over 50 Chilled Delivery vehicles at your service.

Marketing support and services provided

Keelings Select Account Managers can support with any produce knowledge needs. Keelings Select uses a newsletter to alert customers to new products via social media, customer care and upon delivery on a monthly basis.

Suppliers are expected to participate in the promotion of their products through tastings, promotional stock and site visits to help educate Keelings Select staff and customers. All communication with customers goes through the Keelings Select sales team.

Keelings Select want suppliers to view the Keelings team as an extension of their own business and sales team and help them to promote their product.

Advice to new suppliers

New products should be innovative, the supplier needs to understand the Keelings Select business, have sufficient capacity to supply and be prepared to be loyal to the company.

Other information

Credit Terms are negotiable on a case by case basis.

La Rousse Foods

ADDRESS

31 Park West, Nangor Road, Dublin 12

TELEPHONE

01 623 4111

WEBSITE

www.laroussefoods.ie



Company Profile

La Rousse Foods is an Irish company servicing customers nationwide, north and south.

The largest sector for the company is foodservice, primarily hotels and restaurants, along with some retail and wholesale business.

Relevant contacts

Food Director: Colum Lanigan Ryan
Email: colum@laroussefoods.ie

Product range

La Rousse Foods supplies over 2,500 lines of fresh, ambient and frozen produce, with the largest proportion being in fresh product lines.

La Rousse Foods has its own state-of-the-art butchery producing bespoke cuts and supplies fresh meat products sourced from members of Bord Bia Quality Assurance Schemes.

There is also an on-site cheese maturing room offering the facility of ripening and cutting cheeses to customers' requirements.

The company has its own chocolate laboratory and produces an exclusive range of handmade chocolates under the Cocoa Atelier brand.

Sectors served

The main sectors of the market served by La Rousse Foods are medium to high end restaurants, hotels and corporate catering.

Opportunities for Irish food and drink suppliers

High quality innovative and / or artisan products that can be produced on a consistent basis are in demand in the foodservice market.

The company is constantly looking to source innovative product lines.

Purchasing policy

The purchasing policy of La Rousse Foods is a balance between quality, price, reliability and consistency, with quality being a focus within the company.

A combination of the purchasing team and the sales team influence purchasing decisions.

Supplier requirement and ordering procedure

HACCP is mandatory and a minimum QA requirement. La Rousse Foods also visits suppliers' premises, the frequency of which is product dependent. There is no charge for this.

All suppliers are subject to an annual paperwork check on insurance, controlled temperature, quality systems etc.

All terms are agreed through the Food Director and all orders are placed by the purchasing department.

Goods are normally delivered on a daily basis, but this is product dependant. Orders are placed by email or fax.

Geographical spread

The main Irish depot is in Monaghan and the Dublin depot is in Parkwest.

La Rousse Foods delivers to customers daily across the 32 counties of Ireland.





Fleet size

The company has 53 vehicles on the road and they are all compartmentalised to facilitate the transportation of fresh, frozen and ambient products.

Marketing support and services provided

La Rousse Foods produces a biannual product brochure along with monthly product offerings.

Customers are alerted to new products by the company and usually supported by some promotional activity.

The Company's website www.laroussefoods.ie features the online version of the brochure, keeps customers informed of the latest company and sector news and has a log-in portal to a bespoke online ordering system.

Promotional activity is product dependent and the company actively encourages tastings and demonstrations.

The company is open to producers making presentations to the sales team.

Advice to new suppliers

New potential suppliers should approach the company via Colum Lanigan Ryan, Food Director.

Other information

Credit terms are 30 days from month end.

The company does not operate Long Term Agreements with suppliers.

Lynas Foodservice



ADDRESS

Loughanhill Industrial Estate, Gateside Road
Coleraine BT52 2NR

TELEPHONE

Tel: 048 7035 0600 (Freephone: 1 800 936 086)

WEBSITE

www.lynasfoodservice.com

Company Profile

Lynas Foodservice is a family business with over 70 years' experience, and will be 75 years old in 2026. The company has grown to become one of the largest independent food companies in Ireland.

Lynas Foodservice employ over 650 people and delivers frozen, chilled, ambient, and non-food products across Ireland and Scotland using their own fleet.

Causeway Prime, their in-house craft butchery, has been part of the business for more than a decade and is central to their focus on provenance and quality. In recent years, First 4 Fruit and Keenan Seafood have joined the Lynas Group, contributing expertise in fresh produce and seafood. Together, they strengthen their range and support their commitment to local suppliers.

The company is incorporating further AI technology to make ordering and forecasting easier, reduce waste, and improve service. They are also rolling out green technology across their fleet and depots to cut emissions and energy use. Through all this innovation, one thing doesn't change – the customer always comes first.

Relevant contacts

Head of Trading:

Email:

Karl Milligan

trading@lynasfoodservice.com

Head of Sales Ireland:

Email:

Keith Guinane

keith.guinane@lynasfoodservice.com



Product range

Lynas Foodservice stock over 5,000 product lines across every category:

- Ambient - dried and tinned foods, sauces, condiments, cereals, drinks, biscuits, herbs and spices, plus an extensive non-food range covering cleaning products, disposables, and catering supplies.
- Chilled - fresh and cooked meats, poultry, cheese, dairy, prepared vegetables, and deli items.
- Frozen - chips, vegetables, desserts, seafood, pastry, and more.
- Causeway Prime - our own craft butchery, focusing on quality and provenance.
- First 4 Fruit - a specialist fresh fruit and produce supplier.
- Keenan Seafood - one of Ireland's leading seafood suppliers, known for quality and sustainability.

Sectors served

The company serves every part of the foodservice market:

- Independent cafés, restaurants, pubs, hotels, event catering, industry kitchens and family businesses.
- Fast food outlets, sandwich bars, and coffee shops.
- Large contracts and national chains.
- Schools, hospitals, and public sector bodies.
- Hotels and hospitality groups.

Whether it's a single-site independent or a nationwide operator, the aim is always the same – excellent service and products customers can trust.

Opportunities for Irish food and drink suppliers

Supporting Irish suppliers is important to Lynas Foodservice. The company wants to build long-term partnerships with growers, farmers, and producers – from artisan makers to larger-scale operators.

Adding First 4 Fruit and Keenan Seafood demonstrates a commitment to putting Irish food and drink at the centre of their offer. Lynas Foodservice are committed to giving customers the best of local produce, while helping suppliers reach more markets.

Purchasing policy

Lynas Foodservice have a clear preference for sourcing local produce wherever possible, provided it's competitive on price and meets the highest standards of quality and food safety. All labelling must comply with EU and Irish legal requirements.

Their Category Managers make decisions based on customer needs, market trends, and insights – always balancing price, quality, and service.

Supplier requirement and ordering procedure

All producers must meet national legislation, complete a supplier audit questionnaire, and provide documentary evidence of food safety systems. The company may also carry out site audits as part of our checks.

Supplier terms are agreed with Category Managers. Orders are then placed by their Supply Chain Department, usually via email, and deliveries are received into their Coleraine depot from 7am to 3.00pm.

Geographical spread

The main depot is in Coleraine, with 3,000 frozen pallet spaces, and 6,000 chilled and ambient pallet spaces. Lynas Foodservice distribute across all counties in Ireland and into central Scotland. With additional depots in Ballymoney, Dublin, Galway, and Glasgow providing strong local coverage.

Fleet size

The company operates a fleet of over 100 multi-temperature lorries (15-18 tonne), offering customers a true “one stop shop” service.

In addition, they have 11 double-deck trailers and 7 tractor units. All vehicles are Lynas-owned and fitted with real-time tracking and temperature monitoring.

Their investment in smart routing technology means more efficient vehicles, reduced fuel use, and fewer journeys – cutting emissions while still keeping service levels high.



Marketing support and services provided

Instead of a single annual catalogue, the company now produces Sector Handbooks. These are tailored for different types of customers and focus on the products that matter most to them. It means customers get relevant ideas and inspiration that suit their sector, whether that's hospitality, catering, education, healthcare, industry etc.

Lynas Foodservice also support new products through their Internal Sales team, their 60+ field sales reps, and Your Food! Magazine (five editions a year packed with menu ideas and product news).

In addition, they have a strong e-commerce and digital presence. This gives customers an easy way to browse, order, and discover new products. The company uses smart tools here too, to offer smarter product recommendations and make supplier ranges more visible. Plus, they have strong digital campaign offerings via many channels and streams to get the right products to the right customers.

The Lynas Food Outlet stores (11 across Northern Ireland, carrying around 2,000 products) give customers another way to shop and give suppliers extra exposure.

Advice to new suppliers

Producers that would like to work with Lynas Foodservice should email their proposal to trading@lynasfoodservice.com and it will be passed to the relevant Category Manager.

Advice to new producers:

- Understand the foodservice market and the retail/cash & carry market (in relation to Lynas Food Outlet opportunities).
- Be ready with strong food safety standards and reliable supply.
- Think bigger pack sizes and wholesale-friendly formats.
- Branding helps, but it's quality, value, and consistency that matter most.

Above all, the company is looking for suppliers who want to build a long-term partnership and grow alongside them.

Michael Carr Foods



ADDRESS

Unit 6, MoyValley Business Park, Primrose Hill, Ballina, Co Mayo

TELEPHONE

096 70105

WEBSITE

www.michaelcarrfoods.com

Company Profile

Michael Carr Foods is a family owned and managed food distribution company that has been established for over 40 years.

Based in Ballina, Co. Mayo, suppliers of cooked beef, pork, bacon, frozen food and ambient products, mainly to independent operators in the retail and foodservice sectors.

Relevant contacts

Managing Director: Michael Carr
Office Phone: 096 70105
Mobile: 087 259 4509 (Michael)
Email: info@michaelcarrfoods.com

Product range

Michael Carr Foods supplies a full range of pork, bacon, frozen food and ambient products.

Sectors served

The company serves both the retail and foodservice sectors. Retail clients include small local shops, butcher shops and supermarkets.

Foodservice clients include pubs, clubs, restaurants, hotels and private catering.



Opportunities for Irish food and drink suppliers

The company views the foodservice sector as the main growth area as conditions for suppliers to the retail sector are becoming increasingly difficult.

Price competitiveness is becoming increasingly important.

Purchasing policy

Suppliers are chosen on the basis of value. The larger selling product lines are not necessarily the cheapest, but the ones that offer the best value for money. Repeat business is very important, driven mainly by quality and consistency rather than price.

Purchasing decisions are made by the Managing Director, Michael Carr.

Supplier requirement and ordering procedure

Supplier requirements vary with by products. Generally, Irish meat suppliers need to conform with the Bord Bia Quality Assurance system and also be fully compliant with all legal requirements of the Department of Agriculture, Food and the Marine.

The company audits all Quality Assurance and other legally required certification of suppliers. It also conducts product testing and requests audits of suppliers by third parties. Suppliers are not charged for these tests and audits.

Ordering from suppliers is by 'phone, or email.

Geographical spread

The company operates from a chilled and frozen distribution facility at Primrose Hill, Ballina, Co Mayo.

Mayo, Sligo, Leitrim, Roscommon and North Galway are serviced.

Fleet size

The company operates a fleet of ten vans, all of which are divided into chilled and frozen compartments.

Marketing support and services provided

Regular promotions of different product lines take place in conjunction with suppliers. Suppliers are also encouraged to meet and communicate with customers.

Advice to new suppliers

New suppliers are advised to telephone the Managing Director and discuss their proposal. Required steps should be followed after this.

Caffreys (Millbrook) Ltd t/a Millbrook Foods

ADDRESS

Millbrook, Oldcastle, Co Meath, Ireland
A82 P299

TELEPHONE

049 854 1133

WEBSITE

www.millbrookfoods.com



Company Profile

Millbrook Eggs was first established in 1926 and this company has grown through the years to become Millbrook Foods, a distributor of frozen, chilled and ambient food products to the catering, wholesale and food manufacturing sectors.

A sister company, Millbrook Edible Oils, is a leading distributor of sunflower, vegetable and soya oils to wholesalers, food manufacturers and foodservice operators throughout the 32 counties.

Relevant contacts

Head of Procurement: Josy Marshall
Email: jmarshall@millbrookfoods.com
Phone: 049 854 1133

Product range

Millbrook Foods product range include oils, sauces and condiments, dairy and eggs, poultry, meat, seafood, vegetables, savoury and potato ranges, breads and patisseries, desserts and ice cream and grocery and non-food items.

Existing suppliers include: Aviko, Blenders, Boyne Valley, Irish Country Cuisine, Excellence, Glenhaven Foods, Granby of Dublin, JDS Foods, Kepak, Kerry Foods, Lakeland Dairy, Lamb Weston, Lutosa, Manor Farm, Meadow Vale Foods, Pan Euro Foods, Patisserie Royale, Dart, Manor Farm, Grove Farm, Mertonbury Ltd and JJ Darboven, Van Leewan and Coolhull Farm Ltd.

Sectors served

The main sectors served include bars, butchers, canteens, caterers, coffee shops, delicatessens, fast food restaurants, food manufacturers, golf clubs, hotels, nursing homes, restaurants, retail hot counter, schools, wholesalers and food markets.

Opportunities for Irish food and drink suppliers

Millbrook is looking to expand its product range across the board.

The Company currently carries in excess of 1,000 products in the range and has plenty of capacity for expansion. Millbrook is seeing more demand for local Irish products from its customer base.

Purchasing policy

There is a preference for Irish and local products.

For most customers, quality is first preference and price second, though there are those that are more price sensitive.

The Head of Procurement makes all purchasing decisions.

Supplier requirement and ordering procedure

Millbrook runs a detailed check on the quality standards of all of its suppliers and written certification of verified third party accreditations and HSE approval are a requirement. Some audits are carried out at no cost to the supplier.

Orders are managed by an ERP system. All orders are placed by email by the purchasing team.

Delivery methods are a combination of suppliers delivering into the Millbrook depot and Millbrook backhauling from suppliers.

Millbrook delivers to customers 6 days per week.

Millbrook does accept returns from customers, but doesn't charge suppliers for this.

Geographical spread

Although Millbrook's distribution covers the 32 counties, the main distribution network is Meath, Dublin county, Cavan, Monaghan, Louth, Kildare, Westmeath, Offaly and Northern Ireland.

Fleet size

14 vehicles with mixture of temperatures.

Several of the vehicles carry both frozen and fresh produce.

Marketing support and services provided

Millbrook has an online catalogue.

New products are launched on a monthly basis and are promoted via the telesales team, sales reps and flyers.

There are currently four field sales personnel and five telesales personnel.

There is the opportunity for product tastings for the telesales team and sales reps. Presentations can be made to the sales reps.

Advice to new suppliers

Call the Head of Procurement to arrange a one-to-one meeting and bring product samples to the meeting.

Samples also go out to the customer base for their feedback.

Other information

Millbrook signs contracts with some suppliers.

Millbrook joined the Stonehouse Group in April 2019.

The Company has seen an increase in demand for ambient products over the last two years.

Musgrave MarketPlace

ADDRESS

St Margaret's Road, Ballymun, Dublin 11

TELEPHONE

01 883 5155

WEBSITE

www.musgravemarketplace.ie

www.musgrave.ie



Company Profile

Musgrave MarketPlace (MMP) is Ireland's only 100% Irish owned national foodservice, retailer and SME wholesaler. The company stocks over 13,000 lines covering fresh, frozen, dry catering products, confectionery, soft drinks, grocery, alcohol, non-food and equipment.

There are several platforms available to MMP customers. Their 7 MarketPlace branches are nationwide in Ballymun, Robinhood, Sallynoggin, Galway, Limerick, Waterford and Cork. Their multi-temperature central distribution centres in Blanchardstown and Tallaght, and 7 cross dock facilities around the island of Ireland provide a full next day delivery service. Customers can also order by calling telesales on 1890 886 800, or MMP offers a full online shopping solution with a delivered or 'click and collect' service available.

MMP also offer Extended Range, a digital only curated range, hosted on their site on behalf of trusted suppliers, delivered directly to customers from the supplier's own distribution centre. As this service grows, it will give customers even more choice and offer local suppliers the opportunity to access Musgrave MarketPlace's vast customer base across foodservice, retail and SMEs.

Inside the MMP Food Emporium format at Ballymun, Robinhood, Belfast, Cork, Derry, Galway, Limerick and Waterford, customers will find services including Bespoke Butchery, a Brewdoo Concession, and a Food Theatre with regular product demonstrations, as well as expert advice in-store.

MMP is focused on "growing good business" and their sustainability strategy is a driving force behind this.



Their sustainability strategy is all about working with retail and foodservice partners, suppliers and customers to make every community a sustainable community; it's about shifting consumer behaviour by making it easier for shoppers to make sustainable choices; and it's about reducing their carbon emissions to reach net zero carbon by 2040.

Relevant contacts

Within Musgrave MarketPlace, suppliers should contact the relevant Category Managers via email in the first instance, who will put them in contact with the relevant Trading Managers.

Category Manager for Foodservice - Chill/Frozen & Ambient:

Colin Noonan Email: Colin.Noonan@musgrave.ie

Category Manager for Alcohol, Impulse, Tobacco, Grocery & Non-Food:

Keith Heavey Email: keith.heavey@musgrave.ie

Product range

MMP has a complete range of over 13,000 ambient, chilled and frozen products as well as an extensive range of alcohol and non-food products through its delivered business and through the branches.

Chilled and frozen product categories include fresh meat and poultry, fruit & veg, fresh and frozen fish, frozen foods and dairy. Ambient product categories include baking ingredients, cereals, sauces, rice, pasta and noodles, herbs and seasonings, soups and bouillons, desserts, jams and preserves, tea, coffee and beverages, soft drinks and biscuits.

An extensive range of alcohol products is listed, servicing both the On and Off Trade. This ranges include premium spirits, non-alcoholic beers, exclusive restaurant and retail wines and the latest innovating products that the market has to offer.

This is in addition to a wide range of non-food items including food packaging, professional cleaning and catering equipment.

Sectors served

Through the national delivered business, Musgrave MarketPlace service a wide variety of customer classifications with a greater focus on 3- and 4-star hotel groups, pubs and restaurants. They also distribute to contract caterers, hospitals, colleges, schools and nursing homes and most other channels of the foodservice market.

Through their branches, Musgrave MarketPlace service a wider range of foodservice customers including fast food, deli, cafes/coffee shops, and workplace and event caterers.

Musgrave MarketPlace is dedicated to servicing the entire foodservice customer base.

Opportunities for Irish food and drink suppliers

The team is continuously looking for new and innovative products across the ambient and chilled sectors which can provide an opportunity for artisan producers.

There are also opportunities for new value products as there is tremendous growth in 'value' products and tertiary labels.

Musgrave MarketPlace encourages suppliers to make contact regarding any products/product ranges or solutions they may have in the growth areas.

GreenShoots by Musgrave Marketplace is a supplier development programme which give Irish companies the opportunity to present their products to the MWP panel to secure a listing in branch and online. Please contact Ruth O'Keeffe (ruth.okeeffe@musgrave.ie) for more information.

Purchasing policy

Musgrave MarketPlace is committed to sourcing Irish products but recognises that the company is dealing in a global market which is very competitive.

The purchasing policy of Musgrave MarketPlace centres on quality, price and service. Flexibility is also important for new suppliers.

Purchasing decisions are influenced by the Category Managers, Trading Managers and the Trading Director.

Supplier requirement and ordering procedure

For all product categories there is an Approved Vendor Questionnaire (AVQ) which must provide evidence of Health Board or other QA accreditations and approvals. If there are any discrepancies in the AVQ, then the suppliers are automatically audited. Most suppliers are audited either by Musgrave MarketPlace or MRPI (Musgrave Retail Partners Ireland).

All suppliers must be compliant in terms of barcodes, EDI order and invoicing and agreed delivery procedures. Packaging must be suitable for

the branch environment with branding, bar codes and legal requirements clearly displayed on all packs.

In addition, all suppliers must engage with Brandbank, an online content management company, to share imagery and product information for the company's web shop.

Geographical spread

Delivered

Republic of Ireland: Nationwide through cross dock network Dublin, Cork, Kerry, Limerick, Galway & Waterford.

Northern Ireland: Through Belfast cross dock (via Dublin).

Musgrave MarketPlace Cash & Carry

Republic of Ireland: Seven sites. In Dublin, (Ballymun, Robinhood and Sallynoggin), Cork, Galway, Limerick and Waterford.

Northern Ireland: Three sites, in Belfast (Duncrue Road), Derry and Lurgan.

CJ O'Loughlin Quality Foods has two main depots situated in Wexford and Kilkenny. They both offer next day delivery to their customer base and deliver to the following counties: Carlow, Dublin, Kilkenny, Waterford, Wexford and Wicklow.

Fleet size

Musgrave MarketPlace has over 140 vehicles offering tri-temp deliveries of ambient chilled and frozen products.

Marketing support and services provided

Seasonal brochures showcase new and seasonal products as well as providing engaging and inspirational information for their customers in the form of recipes from Head Development Chef Clément Pavie and supplier and customer profiling features.

Brand Website (www.musgravemarketplace.ie)

Email Marketing - MMP provide customers with monthly emails that inform them about their latest offers in areas they are most interested in hearing about.

Social Media - MMP have social profiles on Facebook, Twitter, Instagram and LinkedIn. Customers can follow on these networks and stay up to date with the latest news in the company.

Advice to new suppliers

Potential suppliers should approach the company via email to the relevant Category Manager. The Category Manager will then put the supplier in contact with the relevant Trading Manager.

When meeting the Trading Manager (buyer), suppliers should arrive prepared with a PowerPoint providing an overview of their business, the proposed product range and pricing along with product samples.

If targeting the Musgrave MarketPlace business, distribution solutions need to be provided outlining the product delivery schedule to the ten sites, or alternatively confirming delivery to Musgrave MarketPlace central location.

Musgrave MarketPlace is always interested in products that are different, unique and in particular if they offer exclusivity to Musgraves.

Strategic plans aimed at Chefs need to be put in place in the branches to help drive sales, together with training for the sales team and telesales team.

Producers should research customers and end consumers to establish the potential interest in their products. This will give Musgrave MarketPlace a good idea of the market for the supplier's products.

Producers need to appreciate that the foodservice market is totally different from retail. Products may need to be reformulated and packaged differently for foodservice due to different cooking and storage requirements.



Odaios Foods Ltd

ADDRESS

11 Magna Drive, Magna Business Park
Citywest, Dublin 24

TELEPHONE

01 469 1455

WEBSITE

www.odaios-foods.com



Company Profile

Odaios Foods Limited is an independent fine food chilled, ambient and frozen food distribution company servicing the foodservice sector and fine food retailers across the 32 counties of Ireland.

The company, formed in 2004, is open to new ideas and products with a particular focus on Sustainability.

Odaios opened Co-Lab in 2023. A dedicated training kitchen on site in their offices. Co-Lab's aim is to raise the standard and to be at the centre of chocolate and patisserie in Ireland.

Odaios launched their new eCommerce platform in 2024 which enables customers to place orders 24/7 and access their own account management portal. The website offers customers bespoke pricing unique to them, live stock levels of all products as well as special offers, discounts and new product promotions.

Relevant contacts

National Sales Manager:

Email:

Phone:

Richard Iveson

riveson@odaios-foods.com

01 469 1455

Product range

44% of the products distributed are ambient, frozen accounts for 45%, and chilled accounts for the remaining 11%.

Product categories distributed include breads, pastries, cakes, biscuits, vegetables, fresh meat, shellfish, charcuterie, cheese, dairy products, dry goods, chocolate, ice cream, beverages, preserves and packaging.

Sectors served

Foodservice accounts for 90% of the company's turnover.

Segments served within the foodservice sector include hotels, restaurants, cafés, institutions, quick serve outlets and contract caterers.

Opportunities for Irish food and drink suppliers

A key growth area for the company at the moment is chilled and frozen foods. There are many opportunities for producers as the company is currently developing its premium dessert and bakery offering, to include gluten free and vegan ranges offerings.

Producers should contact the company directly to discuss what product categories are not yet served.

The company is a strong supporter of locally produced sustainable food, in addition to international, thought-leading food producers. Sustainability is vitally important to Odaios' business plan.

Purchasing policy

The company has a strong preference to source local produce with food integrity and sustainability.

Product taste, consistency, carbon footprint, and the commercial ability of suppliers are key considerations taken into account when selecting suppliers.

The buyer team is influenced in their purchasing decisions by Jason O'Brien and Ashley O'Brien, Directors of the company.



Supplier requirement and ordering procedure

Suppliers are required to provide paperwork to demonstrate their food safety systems and representatives of the company visit supplier premises for a general factory walk. Customer orders are taking on the phone and using on-line ordering platforms and/or EDI. Orders are placed via email and phone. Goods are received during trading hours.

Geographical spread

The company's depot is located in Citywest, Dublin. All 32 counties are serviced. A next day delivery service 5 days a week is provided to the greater Dublin area, with all major towns and cities serviced.

Fleet size

The company's fleet consists of 25 vehicles, all of which are multi temperature.

Marketing support and services provided

In 2024 Odaios launched a new eCommerce platform which offers customers the ability to place orders online 24/7, details the full product range, provides each customer with their own pricing, shows current stock levels as well as lead times for pre order products while also offering customers the opportunity to manage their account through their own dedicated account manager portal. This portal is a hub of information for all Odaios customers.

Customers are alerted to the arrival of new products via email, social media, mail-outs and customer visits. Samples of new products are distributed to the customer base and introductory price-off promotions are encouraged. Customers can place orders online, via the phone or through email. Producers are encouraged to visit the customer base to support introduction of their products. Sales information at a general sector level is shared with producers.

There are 14 people on the sales/telesales team, in addition 2 Culinary Support Specialists and an in-house marketing team.

Advice to new suppliers

Contact the Commercial & Buying Manager via email and telephone to make an appointment to review samples and discuss pricing.

Pan Euro Foods



ADDRESS

9C Beckett Way, Park West Business Park
Dublin D12 XN9W

TELEPHONE

01 630 1490

WEBSITE

www.paneurofoods.com

Company Profile

Founded in 2000 to supply the Irish foodservice industry, Pan Euro Foods are considered market leaders in the sector. The company prides themselves on developing innovative products which include their bespoke flavours and coatings.

Pan Euro Foods supply frozen, but also offer chilled and ambient goods. The company serves the foodservice, retail and industrial sectors.

Relevant contacts

Name: Brian Cullinane, Purchasing Director.
Email: brian.cullinane@paneurofoods.com

Name: Paul Skinner, Head of Sales.
Email: paul.skinner@paneurofoods.com

Email is the preferred method of contact.

Product range

Pan Euro Foods carry a broad range of products in the following categories: poultry & game, seafood, meat, dairy, bakery, pizza, finger food, condiments, vegetables, dried goods and seasoning.

The breakdown by product temperature is roughly chilled 20%, frozen 65% and ambient 15%

Diggers, Seafeast, Farm Range, Ternani and Bakers Edge are proprietary brands carried. The company also carries other brands such as Kourellas, Del Campo, and New Leaf to name a few.

Sectors served

Pan Euro Foods supplies all sectors of the foodservice market: QSR, forecourt convenience, coffee shops, hotels and corporate catering.

Key customers include national foodservice distributors Musgraves, Lynas, BWG, Caterforce, Country Range, Booker and Hendersons.

Opportunities for Irish food and drink suppliers

The company sees growth in new, on-trend flavours and is open to premium and innovative lines from Irish producers.

Opportunities exist for producers that have been successful in retail who are now looking to move into foodservice.

Purchasing policy

Key personnel in Purchasing, Sales and the NPD department influence purchasing decisions.

Supplier requirement and ordering procedure

Suppliers are required to have BRC - IFS accreditation.

Any additional supplier audits required are paid for by the supplier.

All legal packaging and labelling requirements are required from suppliers, including full nutritional analysis.

The Buying and Technical Departments influence the purchasing decision. The Purchasing Director agrees the terms and places the order.

Frequency of goods inwards is 5 days a week.

Ordering is carried out via email and EDI is required. No backhaul service is provided.

Geographical spread

The company's depot is located in Castlecoole, Co.Monaghan and provides chilled, ambient and frozen storage capability.

Pan Euro Foods also export to the UK, Spain, Holland and Malta.

Fleet size

Distribution is out-sourced to a number of third party national distributors, all of whom provide multi temp vehicles.

Marketing support and services provided

There is an annual catalogue launch in October each year. Charges for catalogue entries are negotiable.

Customers are alerted to new products via sales presentations and cook-ups.

To encourage uptake of new product lines, free stock for initial order can be provided. Suppliers are expected to provide this stock.

There are eight representatives on Pan Euro's sales team and they hold responsibility for sales support and client visits. It is possible for producers to make presentations to the sales team.

Advice to new suppliers

Potential new suppliers should email the relevant contacts above with an introduction to their company, outlining their unique points of differentiation.

Other information

Credit terms are 30 days, end of month.

Long Term Agreements (LTAs) are in place with suppliers.

There is growth in both chilled and frozen foods.



Plassey Food

ADDRESS

Industrial Estate, Rathkeale, Co. Limerick

TELEPHONE

069 63500

WEBSITE

www.plasseyfood.ie



Company Profile

Plassey Food is a distributor of a wide range of ambient, chilled and frozen food products to the foodservice and retail sectors. It also distributes a good range of non-food products. Plassey Food is a 100% Irish, family owned business, founded in 1989 and serves clients in Munster and parts of Leinster and Connaught.

Product range

Products handled include meat (fresh and frozen), poultry (fresh and frozen), seafood (fresh and frozen), cheese & dairy products, bakery & confectionery, desserts, dry goods, soups, sauces & oils, potato products & frozen vegetables, drinks & snacks, pizza & pasta, deli, finger food & ready meals, packaging and hygiene products as well as a full "Cash & Carry" product range.

The product range also includes Halal meat products as well as a good range of gluten free products.

Sectors served

Plassey Food mainly serves the foodservice sector. Foodservice clients include hotels, restaurants, bars, take-away restaurants, deli counters, corporate & event catering, hospitals, nursing homes and schools.

Besides this Plassey Food also services retail outlets.

Opportunities for Irish food and drink suppliers

Plassey Foods is committed to sourcing from both large scale and artisan Irish suppliers and are always looking for new products that can enhance the existing product range.

Opportunities exist for Irish suppliers that can deliver a consistent supply of products at an agreed quality specification.

Price is important, but secondary to quality. The company sees specific opportunities for high-quality Irish artisan foods.

Purchasing policy

The company's policy is to purchase local Irish produce where possible and where the quality is up to the required standard. Advantages of local products include shorter delivery lead times, more frequent deliveries, greater freshness and greater flexibility of supply.

The company uses central billing and central purchasing. The operation is based at its headquarters and warehouse in Rathkeale, Co. Limerick.

Purchasing decisions are made by Company Sales Director who is influenced by market demand, client feedback and requirements.

Supplier requirement and ordering procedure

Detailed specifications are included in the contract that is drawn up with each supplier (see 'Advice to New Suppliers' below).

Geographical spread

The company has a single warehouse at Rathkeale and serves Munster, south Leinster and part of Connaught.

Fleet size

The company has a large fleet of vehicles incorporating many compartmentalised vehicles that can hold ambient, chilled and frozen foods at the same time.

Marketing support and services provided





The principle marketing support tools for the company are:

1. Annual product catalogue: Hotel/Restaurant/Take-away/Deli. The publication is produced in full colour, in a convenient hard-back format.
2. Monthly promotional publication: 'SuperDeals' is circulated to all clients of Plassey Food.
3. Trade shows form part of the promotional efforts. The company stages annual shows in locations such as Cork, Limerick and Kerry, where suppliers can exhibit their products.
4. Social media & text messaging: Plassey Food uses social media platforms Facebook and Twitter and a sophisticated text messaging platform to promote products and offers to clients and prospective clients.

Advice to new suppliers

New suppliers must first contact the company by phone to introduce and discuss their product(s).

If the product(s) complement the company's existing portfolio and Plassey Food sees opportunities, then the supplier may be invited to present their product(s) in a face-to-face meeting at the Plassey Food offices in Rathkeale.

If the meeting is successful, a contract will be entered into with the supplier. The contract will include details on all product features including: delivery, packaging, shelf-life, traceability and other key specifications.

New suppliers are advised to consult the company's product range which can be found on the website - www.plasseyfood.ie - and consider where their product may fit into and how it enhances the range on offer.

Redmond Fine Foods

ADDRESS

**F1 Southern Link Business Park, Newbridge Road,
Naas, Co. Kildare, W91 XF63**

TELEPHONE

+353 45 883 570

WEBSITE

www.redmondfinefoods.ie



Company Profile

Established in 2005, Redmond Fine Foods is an Irish-owned specialist distributor serving ambitious food and beverage industry professionals across Ireland. Every product in the portfolio is carefully selected and curated. The company focuses on exclusive partnerships with artisan producers, bringing ingredients and solutions that help their customers stand apart.

Redmond Fine Foods search globally for innovative brands, promoting unique ingredients and products that are unavailable through mainstream distribution. The sales team combines deep product knowledge with a consultative approach, supporting chefs, mixologists, and industry partners with inspiration and practical insight. Both directors remain actively engaged with suppliers and clients, keeping the business true to its values.

Always pushing for innovation, the company has expanded its range of specialised tools and equipment, helping their customers explore new techniques and presentations. This complements their strength across ambient, chilled, frozen, and non-food categories, including modern gastronomy, truffles, sous-vide solutions, confectionery, specialised meats and patisserie.

Their multi-temperature fleet delivers daily across greater Dublin and weekly nationwide. High standards in food safety, logistics, and supplier integrity make Redmond Fine Foods the trusted launch partner for artisan and innovative brands seeking to enter the Irish market and an integral partner for Ireland's leading chefs and mixologists.



Relevant contacts

Head of Purchasing: John Dunleavy
Email: info@redmondfinefoods.ie

Product range

Redmond Fine Foods carry an extensive and exclusive range of ambient, chilled, and frozen foods and non-food items.

Product categories include:

- Bakery, Pastry and Desserts
- Chocolate and Confectionary
- Dairy
- Flour, Cereal, Staples
- Fruit Derivatives
- Kitchen Essentials and Specialist Grocery
- Meat, Poultry and Game
- Modern Gastronomy
- Plant Based/ Vegan
- Salt, Pepper, Vanilla and Spices
- Seafood and Caviar
- Snacking
- Sous Vide
- Truffles and Mushrooms
- Non-Food and Specialist Kitchen Equipment.

Sectors served

Hotels, restaurants, contract caterers, bakeries, breweries, chocolatiers, food manufacturers, corporate offices, select retailers, and wholesalers.

Opportunities for Irish food and drink suppliers

Interested suppliers should make contact via email
info@redmondfinefoods.ie.

Purchasing policy

Sourcing high value food ingredients based on best ethical, social, and environmental practices and fully compliant with relevant food safety legislation and requirements.

Supplier requirement and ordering procedure

All suppliers are audited. A comprehensive HACCP system and necessary accreditations and regulations must be in place.

Packaging and labelling must satisfy all relevant legislation.

Geographical spread

Centrally warehoused in Naas, Co. Kildare, the company supplies nationwide.

Fleet size

The company operates a mid-sized fleet of multi temperature controlled vehicles.

Marketing support and services provided

Redmond Fine Foods catalogue of products is available on
www.redmondfinefoods.ie

Social media:

LinkedIn: Redmond Fine Foods
Instagram: @redmondfinefoods

Richardsons, Rooted in Fresh Foods

ADDRESS

Unit 2D, Eastway Business Park,
Ballysimon, Limerick

TELEPHONE

(061) 294 552

WEBSITE

www.richardsons.ie



Company Profile

Richardsons, Rooted in Fresh Foods is an independent Irish owned fresh produce and chilled foods supply company serving the hospitality and catering sectors. The company is proud to have been accredited by the NSAI to the FSSC 22000 Standard (Food Safety System Certification) in 2023 this year. This is the highest obtainable food safety standard globally.

Established over 40 years, Richardsons are trusted suppliers to hoteliers, restaurant owners, catering companies, chefs and culinary leaders across the industry. Customers highlight their commitment to freshness, reliable delivery options and excellent customer service as key points of difference.

Relevant contacts

Managing Director: Matthew Richardson
Email: matthew@richardsons.ie

Operations Director: Sandra Fleming
Email: sandra@richardsons.ie

Finance Manager: Nathalia Diniz
Email: nathalia@richardsons.ie

To make contact with the purchasing team, please email accounts@richardsons.ie and one of the team will revert. For all general enquiries, please email hello@richardsons.ie

Product range

Richardsons are true to their core offering in fresh produce. The Company specialises in sourcing the best tasting varieties of fruits, vegetables, leaves and salads direct from growers locally across Ireland and internationally.

Their goal is to promote the best available seasonal produce at the best value throughout the year.

This core range is complemented with a comprehensive list of chilled, dairy and larder items, ambient foods and quality ingredients. A broad range of biodegradable and compostable packaging is available.

Sectors served

The Company has more than 40 years knowledge and experience in serving hotels, fine dining establishments, Michelin-bibbed, Michelin-starred restaurants, conference and event catering, contract caterers, healthcare and gastro pubs/restaurants.

Opportunities for Irish food and drink suppliers

Richardsons is committed to sourcing and distributing fresh, high quality foods. Locally grown produce, chilled foods and ingredients are of particular interest.

The Company is constantly looking to source new quality focused suppliers with a novel offering. They are happy to engage with growers, together with local, artisan and fresh food producers.

The Company stays up to date with emerging food trends and welcomes new producers to this end.

Given the staff and chef shortages being experienced in the catering and hospitality sectors, all labour-saving innovations around ingredient preparation are of interest.

Purchasing policy

It is essential for all suppliers to be HACCP compliant. Site visits are carried out by the Company's Food Safety Team. There is no charge for audits unless in exceptional circumstances. All packaging and labelling must satisfy legal requirements.

Supplier delivery is Monday through to Sunday as needed.





Supplier requirement and ordering procedure

All ordering is done by automated email.

Geographical spread

Richardsons is based in Eastway Business Park, Ballysimon, Limerick and from this warehouse they service all of Munster and Galway six days a week. The Company has chilled and ambient facilities within their distribution warehouse.

Fleet size

The company operates a fleet of 15 temperature-controlled vehicles.

Marketing support and services provided

Richardsons supplies marketing material on an ongoing basis through their new online ordering webshop on line at www.richardsons.ie

The Company also circulates price lists and promotional flyers electronically. There is no charge to be included in the marketing material except where costs of promotional activities are shared by agreement. The Company has a dedicated customer-service and telesales department that is open from 8.30am to 6pm, Monday to Friday. On Saturdays, the Telesales Team operates from 8.30am - 12.30pm and there is an answering machine service for all other times.

Richardsons have both office and road based sales staff. These sector experts work closely with customers to ensure that all their needs are met in relation to product sourcing and availability, delivery schedules and new product introductions. It is the role of the sales team to support close working relationships with customers, develop new business and to promote seasonal and new product lines.

Advice to new suppliers

To make contact with the purchasing team, please email accounts@richardsons.ie and one of the team will revert.

Other information

Credit terms with suppliers are 45 days. The Company is open to discussing more flexible terms with new start-up producers.

Sheridans Cheesemongers



ADDRESS

Virginia Road Station, Pottlereagh, Kells, Co. Meath

TELEPHONE

046 924 5110

WEBSITE

www.sheridans.ie

Company Profile

Sheridan's Cheesemongers was established in 1995 and operates a food distribution business in addition to three retail outlets - South Anne Street, Dublin; Churchyard St, Galway; and at their HQ in Kells area, Co. Meath.

They also have fully staffed concession counters, one of those being Ardkeen Store, Waterford and the remaining being in Dunnes stores locations nationwide: St Stephen's Green, Pavilions Swords, Cornelscourt, Swan Centre, Blackrock, Blanchardstown, Ilac, Donaghmende, Tralee, Knocknacarra Galway, Newtownmountkennedy, Beacon Court, Portmarnock, Leopardstown, Ashleaf, Point, Clane, Curraheen road Cork, JC Swords, St.Patrick's Street, Bishopstown Cork, Briarhill Galway, Naas Co Kildare & Limerick.

Distribution is across the entire island of Ireland. Sheridans also export cheese to the UK and other European locations. Retail outlets specialise in artisan cheeses, delicatessen and fine dining foods.

The distribution business accounts for approximately 70% of overall sales. Within the distribution business, one third of sales is derived from the foodservice sector, the remaining two thirds is from distribution to the speciality retail sector.



Relevant contacts

Purchasing: Sharon Bagnall
Email: purchasing@sheridanscheesemongers.com

Sales: Lana Begic
Email: sales@sheridanscheesemongers.com

Managing Director: Kevin Sheridan
Email: kevin@sheridanscheesemongers.com

Product range

The range distributed by Sheridan's covers the entire spectrum of speciality and artisan foods and wines. It includes Irish and European cheeses, with a very specific focus on farmhouse cheeses, Irish and European cured meats, cured fish, olives, anti pasti, condiments, oils, vinegars, pasta, sauces, chocolates and sweet and savoury biscuits.

The focus of the product range is on highest quality hand-crafted foods. For foodservice, Sheridans main area of speciality is across Farmhouse Cheeses, Irish and continental cured meats, olives and associated deli products.

The company has developed a number of its own "Sheridans" products, working with small producers to create these foods. These include crackers, onion marmalade, chutney for cheese and duck confit. All are available in foodservice formats.

The company carries other brands, specialising in local Irish products e.g. On The Pig's Back, Achill Island Salt, Janet's Country Fayre, Cookies of Character, Newgrange Gold Oils, David Llewellyn Vinegars and Con Traas Juices.

The product range is approximately 70% chilled and 30% ambient. The company does not deal in frozen products.

Sectors served

Within the retail sector the company focuses on independent outlets.

The company does not have 'key' customers in the foodservice sector. It has a broad customer base, consisting in the main of small independently owned outlets.

Customers include: The Market Bar, Chapter One Restaurant, Mortons, Fallon & Byrne, Avoca and Nolans of Clontarf stores in Dublin and local Supervalu stores and independent retailers nationwide. Selected Supervalu carry Sheridan's range of crackers.

Opportunities for Irish food and drink suppliers

There is still growth in cheese boards in the restaurant trade. Sheridan's has found that the current economic climate has led to a greater awareness of, and preference for, Irish products.

Consumers are seeking out Irish products across all areas, but price is also very important. Growth areas and opportunities for Irish producers are in unique and modern foods across a wide variety of categories.

The main scope for import substitution is in cured meats and meat products.

Sheridan's sees openings for many products in various different markets that can succeed if the quality is right.

Purchasing policy

Sheridan's prefers to buy locally produced goods and deal only directly with the producers of same.

In making a purchasing decision, quality and taste are the most important criteria. Consideration is also given to the saleability of the product, the price, the shelf life, packaging, availability of the product and the professionalism of the producer.

Sheridan's is not listed for central billing with group organisations for wholesale sales. Purchasing decisions are influenced by all the sales staff along with the wholesale and retail managers.

Sheridans sourcing policy for taking on new products is to only deal with producers who wish to deal solely through Sheridans distribution chain, in order for them to continue to offer unique products to their wholesale customers.

Supplier requirement and ordering procedure

All producers must comply with national legislation and are visited by a member of the Sheridan's team, who conducts a food safety audit using Sheridan's own criteria. There is no charge for this.



Sheridan's do not have special individual product packaging or labelling requirements beyond what is required by law. The company does insist on the use of sturdy outer cases and the use of dividers for all glass products supplied.

Terms of a purchasing agreement are agreed by the Financial Controller and the order is placed by the Purchasing Administrator. Orders are placed via phone and email. Delivery slots are agreed with individual producers.

The company does not have a formal back hauling operation, but occasionally small amounts may be collected from small producers. There is no charge for this.

Geographical spread

Sheridan's has one depot at Pottlereagh, Kells, Co. Meath (at the end of the M3), from where a distribution service to the island of Ireland is provided.

A next day delivery service is provided to the Dublin region and all other areas are serviced at least once per week.

The company exports to the UK, the Netherlands, Scandinavia and Italy.

Fleet size

The fleet consists of four, four-tonne chilled vans.

Marketing support and services provided

There is an annual product catalogue to which updates are added during the course of the year. There is no charge to producers for inclusion in this catalogue.

Customers are advised by email and phone of the arrival of a new product and printed information is circulated to all customers. New product samples are provided to customers and promoted via special offers in conjunction with the supplier. Sheridan's also supports in-store customer tastings in conjunction with suppliers.

Orders are gathered via telesales. Producers are encouraged to introduce their products to the customer base and complete sales information is available.

In addition to van drivers and the sales team at the company's offices, there is one sales representative. Producers and prospective suppliers may make presentations to the sales representative.

Advice to new suppliers

Potential suppliers should contact Kevin Sheridan or Sharon Bagnall via email and follow up with a 'phone call to arrange a meeting. Unsolicited samples should not be sent.

For local producers to one of the Sheridan's stores seeking a retail listing only, the Store Manager has autonomy over purchasing and should be contacted directly.

Producers should ensure that they have done their research and established that there is a market for their products early on in the product development process. They should also familiarise themselves with Sheridan's purchasing policy.

The main criteria for a product to feature on Sheridan's distribution list is quality. Other factors are important, but secondary.

Other information

Company turnover is approximately €5 million.

The company has Long Term Agreements (LTAs) with manufacturers of Sheridan's own brand products.

Simply Wild/Wholefoods Wholesale

ADDRESS

Unit 3, Kylemore Industrial Estate
Killeen Road, Dublin 10

TELEPHONE

01 778 3300

WEBSITE

www.wholefoods.ie



Company Profile

Simply Wild is the grocery division of Wholefoods Wholesale supplying retail and foodservice customers with an array of ambient products. Simply Wild positions itself as a supplier of speciality and healthier products. The company deals with Irish and overseas suppliers and has 80 employees.

Relevant contacts

Commercial Manager: David Morrin
Email: David@wholefoods.ie
Phone: 01 778 3300
Mobile: 083 140 7065

Business Development Manager: BJ Broderick
Email: B.Broderick@wholefoods.ie
Phone: 01 778 3300
Mobile: 083 303 4454

Product range

Simply Wild distributes ambient food products including snacking, beverages and cupboard essentials as well as cosmetics, toiletries and supplements.

The company carries over 4,000 food lines, both Irish and imported. It distributes at ambient temperature and currently does not deal in chilled or frozen foods.

Brands carried include: Pukka Tea, Biona Organic, Deliciously Ella, Minor Figures & Ortiz Tuna. Bulk ingredients is also a growing focus for Simply Wild.

Sectors served

The company serves independent and multiple foodservice providers.

Key customers in the foodservice sector include: Compass Catering, Gather & Gather, Aramark, Insomnia, Universities (including UCD and UCG) and independent foodservice outlets nationwide.

Opportunities for Irish food and drink suppliers

The company sees potential for growth in the 'Health and Wellness', 'Benefit Foods', 'Vegan' and 'Free From' sectors.

Purchasing policy

Simply Wild has a policy of purchasing local Irish products where the quality and price are suitable

The main purchasing criteria are quality and price, with an emphasis on considering the needs of the company's customers. The aim is to purchase products from suppliers that best meet the stated needs of the company's customers.

Purchasing, billing and payments are centralised.

Supplier requirement and ordering procedure

It is essential for suppliers to follow Food Safety Authority guidelines in their manufacturing process and to have HACCP in place.

Suppliers must also include barcode labels on both the inner and outer packaging. Ordering from suppliers is by email or fax.

Geographical spread

The company distributes nationwide (32 counties).

Deliveries to Dublin are normally made the next day if the order is placed before 12 noon. For other parts of the country, deliveries are normally made within 48 hours of ordering.



Fleet size

The company outsources its transport using independently owned vehicles. The fleet size varies between six and eight ambient temperature vehicles.

Marketing support and services provided

Marketing support is provided by way of an illustrated bi-monthly catalogue containing promotional material for a selection of products.

This is in addition to the standard products and prices listing, which has an illustrated promotional section at the front. Regular 'Special Offer' sheets are also produced.

Irish products are highlighted by the use of a 'Product of Ireland' logo on product illustrations.

Company representatives that regularly visit larger customers provide marketing and promotional support, as well as taking orders.

Advice to new suppliers

Prospective new suppliers to Simply Wild are advised to approach the company with a clear business plan, demonstrating clear aims and objectives.

Suppliers should have completed as much as possible of the early development of product marketing, including product testing and test marketing before the product is brought to Simply Wild.

As this distributor only has ambient distribution facilities, any new products must meet this requirement.

Stafford Lynch Ltd



ADDRESS

Unit 101, Northwest Business Park
Ballycoolin, Dublin 15

TELEPHONE

01 802 3100

WEBSITE

www.staffordlynch.ie

Company Profile

Established in 1974, Stafford Lynch is a leading multi-channel sales, marketing and distribution service. The company offers globally recognised brands to the foodservice channel covering the island of Ireland. Their philosophy is centred around superior sales, excellent service and distribution reach.

Relevant contacts

Managing Director:

Email:

Phone:

Muiris Murphy

murphym@staffordlynch.ie

086 158 7645

Head of Sales & Commercial:

Email:

Phone:

Orla O' Connor

oconnoro@staffordlynch.ie

086 836 9204

Food Service Business Manager:

Email:

Phone:

Conrad Jones

jonesc@staffordlynch.ie

086 021 1398



Product range

Stafford Lynch portfolio of products covers a wide variety and consists of internationally renowned brands across ambient portfolios such as Beverages, Food, Sauces, Snacks, Dried Goods, Paper Goods, Baby and Personal Care.

Market leading brands include San Pellegrino, Acqua Panna, Kikkoman, Tabasco, Mutti, Walkers Biscuits, Canderel, Carex, Energizer, Dr Oetker, Tetley, Lo Salt.

Sectors served

Within the foodservice sector, Stafford Lynch supply ambient products to regional and national wholesalers, distributors and independent customers. Stafford Lynch have an experienced foodservice division covering the island of Ireland.

The Company also services the retail grocery sector including multiples, wholesalers, convenience and independent outlets.

Opportunities for Irish food and drink suppliers

The company is continually working to improve its foodservice offering, by reacting to shifting market trends and evolving customer needs.

It is always open to offerings of new products from Irish suppliers.

Purchasing policy

Stafford Lynch partners and supports local Irish brand owners, to assist them to gain distribution and listings across the Irish retail and foodservice channels.

The company also has experience and expertise in procuring, importing and distributing with many international companies. This allows it to source and deliver products to the Irish market.

When considering any new business, Stafford Lynch ensures that products do not compete with any that are already in its portfolio. It then reviews national and international market trends to gauge the size of the opportunity.

The final decision to enter into new contracts is by agreement of the management team and Board.

All purchasing and orders are co-ordinated in the company's Dublin office, by its supply chain team.

Supplier requirement and ordering procedure

Stafford Lynch requires potential suppliers to comply with relevant industry standards including health and safety regulations.

Suppliers will have to demonstrate their compliance and registrations as required. Where applicable, products should be BRC audit approved.

Orders are captured via sales representatives, EDI, email and phone, with Stafford Lynch delivering via their multiple routes to market.

Geographical spread

Stafford Lynch's distribution centre is located in Blanchardstown in Dublin. All 32 counties in Ireland are serviced from it.

Fleet size

Stafford Lynch uses outsourced transport providers for the majority of its sales base. It also has 20+ van-sales and merchandising teams for specific product categories.

Marketing support and services provided

Stafford Lynch manages all aspects of sales and marketing, from source to shelf.

New product launches are supported by promotional activity (e.g price promotions) and also marketing activity such as POS material and advertising (both traditional and digital). Further sales support is also provided via brand presentations, sampling, merchandising execution and stock pull through.

Advice to new suppliers

A manufacturer wishing to supply Stafford Lynch should send an email to the Foodservice Director outlining their proposal.

Suppliers should review the market and propose competitive pricing for their products, checking first that their offering does not compete with any products in the existing Stafford Lynch portfolio.



Stonehouse Group

ADDRESS

Unit 24, The Courtyard
Kilcarbery Park, New Nangor Road
Dublin 22 D22X7V0

TELEPHONE

01 296 6000

WEBSITE

www.stonehouse.ie



Company Profile

Stonehouse is an independent group of co-operating businesses with nationwide distribution reach, deeply locally connected, responding to customer needs professionally and competitively, with agility and speed.

Stonehouse's mission is to empower independent wholesalers and distributors nationwide through unified central buying - combining the collective purchasing power, knowledge and distribution reach of each business.

The group comprises a network of 19 members across 21 locations nationwide.

Relevant contacts

**Stonehouse Group:
Trading Manager:**
Phone:
Email:

Mags Condell
087 487 9311
mcondell@stonehouse.ie

Horeca Contracts Manager:
Phone:
Email:

William Calderwood
087 246 8395
info@horeca.ie

Product range

Stonehouse are the proud owners of the iconic brands Homestead and White Hat. Their White Hat range is specifically designed for the catering professionals offering extremely high quality at competitive prices and available across all of their locations.

Brands and partnerships with key suppliers are at the heart of Stonehouse businesses across the country. On this basis, customers can access an array of key branded products in all of their locations.

Sectors served

Stonehouse is a group that service retail, foodservice and alcohol customers. Their foodservice business grows year on year, with customer profile extending accordingly. They are proud to service retail, forecourts, hotels, restaurants, pubs, clubs, cafés, QSR, contract caterers and Government contracts.

Opportunities for Irish food and drink suppliers

Stonehouse is open for business and always happy to support Irish suppliers. Their network of members and locations allows for great distribution opportunities, as well as fantastic support from their members' sales representatives.

Purchasing policy

Stonehouse is an Irish company and therefore committed to supporting Irish producers. All initial contacts should be made with the Trading Manager who will assist in the role out of product range across the group based on quality, service and competitiveness.

The network has a dedicated Foodservice Committee who review and approve all NPD proposals.



Supplier requirement and ordering procedure

All suppliers are required to be HACCP compliant. All packaging must meet EU and Irish legal requirements. All orders are required to have minimum agreed shelf life and temperature approved delivery.

Developing a strong working relationship with central office is key in order to establish the individual supplier and member requirements.

Geographical spread

Stonehouse is a network of 19 members across 21 locations giving them full nationwide coverage.

Fleet size

Stonehouse as a group has over 250 vehicles on the road servicing their customers. They distribute ambient, chilled and frozen.

Marketing support and services provided

Stonehouse as a group has over 250 vehicles on the road servicing their customers. They distribute ambient, chilled and frozen.

Advice to new suppliers

Get in touch! Please contact Stonehouse central office if your product fits their business needs. Come and tell your story, know your market and price.

Sysco Ireland



ADDRESS

Newcastle West, Co. Limerick

TELEPHONE

069 20 200

WEBSITE

www.syscoireland.com

Company Profile

Sysco Ireland is the leading foodservice provider on the island of Ireland is part of the Sysco Corporation, the leading world's global foodservice leader. Serving more than 11,000 customers, Sysco Ireland employs over 1,500 people across Ireland and sources over 10,000 food products, worldwide with 70% from local producers.

Sysco Ireland acquired Classic Drinks in 2019 and in 2024 acquired Ready Chef, a specialist supplier of fresh and prepared produce solutions, further broadening its to broaden its product portfolio and to support its continued growth strategy.

Sysco's commitment to sustainability is underpinned by a set of robust goals across the pillars of people, planet and product. Sysco is committed to continuously improving its business practices to minimise negative environmental, social and ethical impacts across all its operations.

Relevant contacts

Merchandising Director:	Joanne Cunningham
Email:	joanne-cunningham@sysco.com
Phone:	069 20 200
Web:	www.syscoireland.com

Classic Drinks Trading Manager:	Laura Hayes
Email:	Laura-hayes@classicdrinks.com
Web:	www.classicdrinks.com



Ready Chef: Murry Rogers
Email: murry-rogers@sysco.com
Phone: 01 456 6550
Web: www.readychef.ie

Product range

Sysco is dedicated to providing the finest quality products to their customers with a range of over 10,000 fresh, frozen and ambient products. An expert team of innovation chefs, category experts and quality assurance professionals ensure the highest standards.

They've nurtured and developed the largest network of local and international suppliers in the industry. This means they can deliver exceptional produce, custom cuts of meat, best-in-class bakery and a vast range of speciality products including World Food and Italian. A comprehensive catering essentials collection includes crockery, glassware, kitchenware, packaging, disposables, chemicals and guest amenities.

With an impressive portfolio of 800 wines and 1,200 spirits in its Classic Drinks division and a comprehensive offering of fresh and prepared produce solutions under the Ready Chef brand, the company is leading the way in serving hospitality and catering outlets across Ireland.

Opportunities for Irish food and drink suppliers

Sysco Ireland is committed to sourcing from Irish suppliers, both large scale manufacturers and artisan producers. Their category and trading team managers is continuously looking for new and innovative products that can further extend the company's customer offering.

Opportunities exist for Irish suppliers that can deliver a consistent supply of products at an agreed quality specification, while also being competitively priced and complying with labelling and Quality Assurance requirements.

Purchasing policy

The company is committed to supporting Irish producers and increasing their listing of Irish products. Meeting the requirements of their customer base, competitive prices, consistent quality and efficient service are key factors to ensure a successful partnership.

Purchasing decisions are made by a specialist team of category managers. Category managers work closely with customers to source products that meet their quality and price requirements.

Supplier requirement and ordering procedure

Suppliers must meet exacting Quality Assurance requirements and consistently deliver products that conform to the highest food safety standards. Labelling must meet EU and Irish legal requirements. Orders are placed by the purchasing department and suppliers must meet the agreed product, shelf life, temperature and packaging specifications.

Geographical spread

An island-wide next day delivery service is provided.

Fleet size

The fleet consists of over 330 distribution vehicles, the majority of which have ambient, chilled, and frozen compartments.

Marketing support and services provided

Sysco Ireland provides a number of channels to suppliers to engage with their extensive customer base. These include product and brand features on Sysco Store, online promotions and in person product training.

The full range of marketing support and services will be provided by a member of the Marketing team.

Advice to new suppliers

Potential suppliers should submit their details via the Sysco Ireland website, where they will be asked to complete a supplier profile.

If there is deemed to be a market opportunity, samples should be submitted with pricing. Producers need to make it as easy and efficient as possible for Sysco Ireland to do business with them by responding to queries promptly and with due care, being fully prepared and knowing their potential customers, market position, price point and competitors.

Producers must also be in a position to demonstrate how their products can generate increased sales and how they are different from what is already on the market.

Tirlán

ADDRESS

Tirlán Ltd, Consumer Category, 3008 Lake Drive
Citywest, Co. Dublin

TELEPHONE

01 488 1000

WEBSITE

www.tirlan.ie



Company Profile

Tirlán is the Republic of Ireland's (ROI) largest branded dairy food supplier, with over 4,000 customers and almost two million consumer products supplied each day. Avonmore is Ireland's most chosen dairy brand with shoppers (source: Kantar).

As part of Tirlán, the Consumer Category's main activities are the manufacturing and distribution of dairy products to the Foodservice and Retail sectors. Tirlán also provides a doorstep delivery service.

Relevant contacts

Commercial Business Manager Foodservice: Killian O'Reilly
Phone: 01 488 1000
Mobile: 086 169 8267
Email: kioreilly@tirlan.ie

Product range

Working in tandem with farmers and their herds of grass-fed cows, Tirlán has helped redefine modern dairy and delivered the award-winning Avonmore brand. The company's aim is to deliver the finest-quality, freshest products without compromise through their state-of-the-art facilities.

Their range of quality products constantly evolves as their chefs harness the power of today's technology. Built on a long heritage of family farming, Tirlán selects only the finest dairy and grains at their hi-tech facilities to deliver products they can be proud of.

Product range includes: cheese, protein milks, butter, cream and a range of chilled soups. A range of fortified milks offers nutritional benefits to all consumers.

Brands include 'Avonmore', 'Premier', 'CMP', 'Golden Vale', 'Kilmeaden', 'Snowcream', and third-party brands including 'Irish Yogurt', 'Yoplait' and 'Petits Filous'.

Sectors served

Tirlán distributes to all sectors of foodservice, including Contract Catering, Education, Health, Hotels, Restaurants, Cafés, Bakeries, Coffee Shops and Third-Party Distributors.

Opportunities for Irish food and drink suppliers

Key growth areas are:

- The "one stop chilled dairy solution", giving customers the opportunity to source product from a single supplier.
- Range extension e.g. dairy products, foods and drinks.
- Broadening the geographical base and expanding into the wider European and International Markets.
- Single serve options.

Purchasing policy

Tirlán has a strong preference to responsibly source produce, with particular focus on local suppliers, including over 5,000 family farms supplying milk and grain.

Responsible Sourcing means that Tirlán have taken into account supply chain, social and environmental considerations when sourcing product ingredients.

Tirlán is a strong advocate of the National Dairy Council (NDC) and Love Irish Food campaigns.

Tirlán has central billing with all of the key multiples and symbol groups.



Supplier requirement and ordering procedure

Supplier QA requirements are BRC and ISO standards.

Tirlán has an in-house quality team that carries out audits of suppliers' premises.

There may be charges for audits to suppliers' premises, and audits are typically annually.

Orders may be placed via EDI or via online ordering platform www.tirlan-businessorders.com

The company does not backhaul product.

Geographical spread

Depots are all chilled and ambient and located nationwide.

The geographical area serviced is nationwide and frequency of service is 5 days per week.

Fleet size

Tirlán has 480 milk agents and company chilled vehicles, delivering product throughout ROI. Tirlan are direct to site with most major foodservice groups and independent operators through their network of Milk Agents.

Marketing support and services provided

Customers are alerted to new products through updates of the Company Brochure and via the Customer Service and Field Sales teams.

A strong digital and social media strategy complements traditional media spend.

Promotional activities and price promotions are encouraged to get both new and existing products moving.

Visit the following websites for additional information:

- www.tirlan.ie
- www.avonmore.ie
- www.mymilkman.ie

Totally Innovative Foods Ltd



ADDRESS

Unit 4 Red Lane, Blessington, Co. Wicklow

TELEPHONE

045 851 450

WEBSITE

www.totallyinnovativefoods.ie

Company Profile

Totally Innovative Foods was established in 2014. It has a central distribution unit in Blessington Unit 4 Red Lane and manufacturing facilities in Balbriggan and Poland.

The company's main activity is distributing and manufacturing powder and paste food products such as bouillon, gravy, demi-glaze and sauces.

It manufactures gluten free and MSG (monosodium glutamate) "free-from" food products, sauces along with powdered bouillon, gravy and other sauces. The company's manufacturing facilities in Poland are BRC (British Retail Consortium) accredited and it expects the same of suppliers.

The company partners with leading foodservice distributors including Sysco Ireland, Lynas Foodservice, Henderson Foodservice and Ready Chef.

Relevant contacts

Purchasing Manager:	Dorota Rizi
Email:	info@totallyinnovativefoods.ie
Phone:	045 851 450



Product range

The company specialises in the distribution and manufacture of stock cubes, gel stock pots, bouillons, sauces, curries, pot noodles, soups in sachets, spices and gravy granules.

It distributes its own brand 'Gourmet' which is a registered trade mark, as well as well as some complementary brands and own label brands for foodservice and retail food offerings.

Sectors served

The company's main market sectors are colleges, hotels, pubs, coffee shops, hospitals, shops and wholesalers.

Opportunities for Irish food and drink suppliers

The company believes there are opportunities to add to the range of gluten free and MSG free products that are offered. Manufacturers could approach Totally Innovative Foods if they have products for these sectors.

There are also opportunities for manufacturers of ingredients such as spices, herbs, other flavourings, dried vegetables and GMO free ingredients. Further opportunities exist for organic and 'Halal' ingredients for bouillon.

Purchasing policy

When the price point and quality is right, the company's absolute policy is to buy Irish where possible.

Supplier requirement and ordering procedure

HACCP is an absolute must for suppliers.

Representatives from the company will generally visit and audit the premises of new suppliers. There is no charge for this.

For most of the products that it distributes (especially if they are manufactured under the 'Gourmet' brand), best before dates, storage conditions, nutritional and ingredient specifications must be clearly marked on all packaging.

Most orders are placed via email and telephone.

Geographical spread

The company's depot is in Blessington, Co. Wicklow and it offers a 32 county delivery service through its Partners.

Totally Innovative Foods is now successfully trading in the UK and supplying bespoke food products exclusively for the United Nations contract.

Fleet size

Transport is outsourced.

Marketing support and services provided

Extensive sales and marketing efforts are in place to support the 'Gourmet' brand.

Advice to new suppliers

In advance of approaching the company, suppliers are advised to investigate the likely needs of Totally Innovative Foods customers and to look at market trends.

Potential suppliers should emphasise how their offering will add value to the Gourmet offering, e.g. by extending the product range.

Potential new suppliers should contact the Purchasing Manager (see above) in the first instance.

Other information

Payment terms are 30 days from date of invoice.

