

赴上海国际食品饮料及餐饮设备展览会  
英国‘北方引擎’贸易代表团

2019年11月11 - 15日

**Northern Powerhouse Trade Mission  
to Food Hotel China  
11 - 15 November 2019**



**EXPORTING  
IS**

**GREAT**

BRITAIN & NORTHERN IRELAND



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## 前言 *Foreword by Paul Stowers*



英国的北部经济引擎地区涵盖曼彻斯特、利兹、利物浦、谢菲尔德和纽卡斯尔等大城市，并拥有卓越的货运、物流和运输网络，包括12个国际港口和7个机场。仅英格兰北部的经济就超过许多欧洲国家，我们每年的商品和服务出口总值约为900亿英镑。

食品与饮料产业在北部经济引擎地区中特别发达。我们拥有真正世界一流产品和研发能力，是英国食品制造和加工业务最集中的地区之一。除了烘焙、酿酒、肉类和奶制品等传统专业外，北部经济引擎地区也处于创新和新趋势的最前沿，例如生产各类无麸质和其他“无特定成分”产品。

The Northern Powerhouse in the United Kingdom includes the great cities of Manchester, Leeds, Liverpool, Sheffield and Newcastle and has fantastic freight, logistics and transport links, including 12 international ports and 7 airports. The economy of the North of England alone is bigger than many European countries, and our exports of goods and services is around £90 billion a year.

Food & Drink is a particularly strong sector in the Northern Powerhouse. We have one of the highest concentrations of food manufacturing and processing businesses in the UK, with genuinely world-class products and R&D. As well as traditional specialisms like bakery, brewing, meat and dairy products, the Northern Powerhouse is at the forefront of innovations and new trends, such as gluten-free and other 'free from' products.

**Paul Stowers**  
Head of NPH Trade Missions Programme



## 组织机构 *Mission Organisers*

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英国国际贸易部(DIT)是英国的政府机构，我们帮助英国企业开展国际贸易，并协助海外企业在英国安家落户。英国国际贸易部通过知识转移和持续的合作支持，帮助企业拓展国际业务潜力。我们提供一系列支持与服务，帮助拓展国际业务的英国企业和希望在英国落户的国外企业。通过促进国际贸易和投资，帮助英国企业提高竞争力，同时持续吸引优质的国外直接投资。

英国国际贸易部帮助英国企业保持并增进发展，为它们提供系列服务，企业范围涵盖从缺乏经验的新出口企业到高成长的研发密集型企业。英国国际贸易部也为在亚太地区开展商业联系提供广泛的专业知识。

Department for International Trade (DIT) is the Government organisation that supports companies in the UK doing business internationally and overseas enterprises seeking to set up or expand in the UK. Its role is to help companies realise their international business potential through knowledge transfer, and on-going partnership support. To support its aim to enhance the competitiveness of companies in the UK through overseas trade and investments, and attract a continuing high level of quality foreign direct investment, DIT offers services to UK businesses that want to grow their business internationally, and to overseas businesses that want to locate in the UK.

DIT is here to help UK companies maintain and improve upon that growth, providing a range of services for everyone from new and inexperienced exporters to high growth research and development focused companies. DIT provides additional specialist expertise on developing business links in the Asia Pacific region.



## 代表团成员 *Delegates*



### BAD Co (Brewing and Distilling Company)

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BAD Co是一个具有前瞻性的，屡获殊荣的约克郡北部酿酒厂和蒸馏酒厂。在过去的6年里，我们把自己打造成英国最令人兴奋的酿酒厂之一，通过开发一个梦幻般的核心系列，以及推出一系列更精酿、更大型、更大胆、更前卫的特色酒和合作。我们刚刚开始蒸馏我们自己的杜松子酒和其他烈酒。

我们目前正在扩大我们的出口组合，我们认为中国是我们啤酒的完美市场。我们有自己的顶级罐装和桶装厂，这意味着我们可以满足大批量需求而不影响质量和新鲜度。

BAD Co are a forward-thinking, multi award winning 40BBL brewery and distillery from North Yorkshire UK. Over the past 6 years, we have been establishing ourselves as one of the UK's most exciting breweries, by developing a fantastic core range, alongside a range of craftier, bigger, bolder and hop forward specials/collaborations. We have just started distilling our own gins and other spirits.

We are currently expanding our export portfolio greatly, and we think China is the perfect market for our beers. We have our own top of the range canning and kegging facilities, meaning we can satisfy high volumes without compromising on quality/freshness.



### Chocolat Madagascar

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Director

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 ChocolatMadagascar



我们是优质单一原产地巧克力的生产商，选用马达加斯加出产的最优质可可，并在当地新鲜发酵制作。我们的产品像本地美酒一样以独到工艺制作，荣获了全世界著名的巧克力学院颁发的“2017年金豆子大奖”，并在过去的三年时间内总计获得27项国际奖项。有机食品认证。原料纯粹，无化学加工工艺，无风味添加。我们提供黑巧克力，牛奶巧克力，白巧克力和纯素MILC。

适合专业 HORECA巧克力/烘焙/ 调温巧克力和零售与什锦巧克力。优质美味的种植园可可豆，可可颗粒，可可脂和可可粉。

完全可追溯的高度道德食品。

We are a fine single origin Chocolate producer, freshly grown and made in Madagascar from the finest cocoa's grown and fermented in Madagascar. Uniquely made like a very fine wine at origin. Global chocolate winner of "Golden Bean Award " by Academy of Chocolate, winner of over 40 international awards in last 5 years. Organic certified. Pure, fresh, no chemical processing, no added flavours. We offer Dark, Milk, White and Vegan MILC (milk chocolate alternative).

For PROFESSIONAL HORECA Chocolate / Baking/ Couvertures and RETAIL bars and Napolitains. Fine flavour plantation and Organic cocoa beans, fresh roasted cocoa nibs, natural cocoa butter and natural cocoa powder.

Fully traceable and highly ethical at origin.



## Eden River Brew Co / Eden Mill

**Jason Hill**

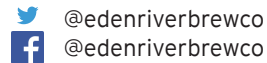
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Eden River Brew Co. 提供330/500毫升瓶装、330/440毫升罐装的各种精酿啤酒，涵盖传统的英国淡啤酒和更现代的精酿啤酒风格。我们拥有酿造和进行瓶装和桶装包装的设施，并且可以在我们位于英格兰湖区边缘的工厂里进行装罐。位于苏格兰圣安德鲁斯的Eden Mill生产各种精酿杜松子酒，包括即饮产品 - 杜松子混合酒和经典鸡尾酒。Eden Mill还提供各种麦芽威士忌。

我们正在寻找进口商/分销商来发展我们在中国的销售。

Eden River Brew Co. offer a range of craft beer in 330/500 ml bottle, 330/440 ml can, covering traditional English Ales and more modern craft styles. We have the facility to brew and pack into both bottle and can at our facility on the edge of the English Lake District. Eden Mill based in St Andrews in Scotland producing a range of craft gins, including ready to drink product - gin mixers and classic cocktails. Eden Mill also offer a very exclusive range of malt whisky.

We are looking for an importer / distributor to develop our sales in China.



## Farmhouse Biscuits Ltd

**Louisa Mayor**

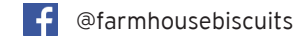
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我们是一家家族企业，位于英格兰西北部。我们使用传统的烘烤方法和代代相传的食谱烘烤饼干已有50多年的历史了。我们仅使用最优质的食材制造香甜、可口的巧克力和不含饼干的食品。我们不仅制造自己的品牌，而且还为其他品牌（包括一些非常有名的品牌）制造饼干。我们有1300多种食谱可供选择，帮您找到最适合您的饼干。

我们希望遇到一个可以在中国与之合作的合作伙伴，将我们美味的传统饼干引入中国市场。

We are a family owned company based in the North West of England. We have been baking biscuits for over 50 years using traditional baking methods and recipes passed down through generations. We manufacture sweet, savoury, chocolate and free from biscuits using only the finest ingredients. Not only do we manufacture our own brand, but we manufacture biscuits for other brands too including some very prestigious high street stores. With over 1300 recipes to choose from we should be able to find a biscuit perfect for you.

We hope to meet a partner we can work with in China, we would love to introduce our delicious, traditional biscuits to the Chinese market.



## Forest Distillery Ltd

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@ForestGin

@forestgin

Forest Distillery生产英格兰最好的威士忌和杜松子酒。从英格兰北部森林中的17世纪石制酒仓中，邦德家族仅提炼数量有限的精致美酒。在2019年度FHC展会上，我们将提供：

- FOREST杜松子酒 700毫升白色瓷瓶包装 酒精含量42%
- FOREST威士忌 700毫升黑色和金色瓷瓶包装 酒精含量47%

两种产品均屡获殊荣，适用于豪华酒吧、高档酒店和精品店。

在FHC 2019上，我们非常感兴趣与优质葡萄酒，啤酒和烈酒的进口商和分销商交流。我们目前在中国没有合作伙伴，希望与合适的企业建立成功的合作伙伴关系。

The Forest Distillery produces some of England's very best Whisky and Gin. The Bond family distil limited quantities of their products from a 17th century stone barn in a forest in the North of England. At FHC 2019, the company will offer:

- FOREST GIN. 700ml. 42% alcohol in white porcelain bottles
- FOREST WHISKY. 700ml. 47% alcohol in black & gold porcelain bottles

Both products are multi-award winning and are suitable for luxury bars, hotels and stores.

At FHC 2019, we would be very interested to speak to importers and distributors of fine wines, beers and spirits. We do not currently have a partner in China and are looking to build a successful partnership with the right business.



## Forrest Fresh Foods

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@forrest\_foods

福雷斯特新鲜食品有限公司是英国最大的独立批发商之一，我们的产品出口到50多个国家。我们专注于直接从全球最大的制造商和供应商那里采购主流快速消费品，同时也开发和提供我们自己品牌的核心产品。

福雷斯特新鲜食品有限公司旨在为其全系列产品（包括快速消费品品牌以及自己的独家品牌产品）建立通往中国和远东市场的最佳途径。

Forrest Fresh Foods Ltd is one of the largest independent wholesalers in the UK, exporting our products to over 50 countries. We specialise both in mainstream FMCG products sourced directly from the world's biggest manufacturers and suppliers, whilst also developing and supplying a core range of our own brand products.

Forrest Fresh Foods Limited aims to establish the best route to markets in China and the Far East for its full range of products, including both branded FMCG as well as its own branded, exclusive product offering.



## Grasslands Farming Ltd

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Director

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 @grasslands\_uk

Grasslands Farming Ltd是一家第三代家族企业，在英国柴郡的户外天然牧场奶牛场上用散养奶牛生产新鲜牛奶。目前，我们所有的农场每年生产大约1000万升牛奶，我们的客户包括超级市场，例如塞恩斯伯里（Sainsburys）和乐购（Tesco）。

我们坚信从产品初始一直到进入客户家中的全程创造纯天然乳制品的价值。包括产地的合意性，基于牧场系统的奶牛生产的奶制品所带来的健康益处，以及开发阶段的多用途性以生产特别适合中国消费者的乳制品。我们旨在确定中国市场上的机会和潜在合作伙伴，以确保成功出口我们的英国乳制品。

Grasslands Farming Ltd is a third-generation family company producing fresh milk from cows on an outdoor, pasture based dairy system in Cheshire. We currently produce approximately 10 million litres of milk per year across all farms, and our customers include the likes of supermarkets such as Sainsburys and Tesco.

We feel there is value in creating a natural dairy product from inception right through to the customer, majoring on the desirability surrounding provenance, the health benefits associated with milk produced from cows on a pasture-based system, and the versatility at this stage in developments to produce a dairy product dedicated to the Chinese consumer. This mission is intended to identify opportunities and potential partners in the Chinese market in order to ensure the successful creation and export of a British dairy product.



## GreatDrams Ventures Ltd

**Greg Dillon**



Founder & Whisky Director

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 @GreatDrams  
 @GreatDrams

GreatDram生产屡获殊荣的限量版独立瓶装的单桶苏格兰威士忌。我们是一家家族企业，为中国人民带来稀有和独家的威士忌。我们是寻找具有令人难以置信的口感的稀有威士忌酒桶的专家。每个酒瓶都有手工编号，并标明酒桶编号、装瓶日期和蒸馏日期。

我们的目标是让中国的零售商、分销商、酒吧和餐馆的老板了解企业背后的家族，品尝我们屡获殊荣的限量版单桶苏格兰威士忌，以便我们与他们联系，将我们卓越的单桶苏格兰威士忌提供给中国的威士忌爱好者。

GreatDrams produces award-winning, limited edition, independently bottled Single Cask Scotch Whisky. We are a family business, bringing rare and exclusive whisky only available to the Chinese people. We are experts in finding incredible tasting, rare casks of whisky. Each bottle is hand numbered, and gives cask numbers, bottling & distillation dates.

We aim to let Chinese retailers, distributors, bar and restaurant owners meet the family behind the business and to taste our award-winning range of limited-edition single cask Scotch whiskies so we can connect with them to take our great single cask Scotch whisky to the whisky lovers of China.



## H & K Imports and Exports Ltd

**Kella Fong / Helen Song**

Director / Director

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H & K Imports and Exports Ltd是多款高档酒的亚洲市场独家代理商，这些酒包括使用世界上最纯净的水生产的优质冰岛鹰杜松子酒、老冰岛杜松子酒、火山伏特加酒和高山伏特加酒。它们仅在冰岛首都雷克雅未克（Reykjavik）进行蒸馏和瓶装，我们的烈酒被蒸馏过7次，以生产出最平滑和最纯正口感的杜松子酒和伏特加酒。我们将冰岛的口感引入中国。

我们希望将我们的优质烈酒引入远东市场，在这里酒的质量和纯度受到消费者的广泛尊重。我们的饮料在欧洲和美国非常成功，我们现在想与中国市场分享我们的杜松子酒和伏特加酒，并邀请您在展会上体验我们的美酒。

H & K Imports and Exports Ltd is the exclusive agent in Asian market for the exporter of premium Icelandic Eagle Gin, Old Islandia Gin, Volcanic Vodka and Mountain Vodka, produced using the purest water in the world. Distilled and bottled only in Reykjavik, the Capital of Iceland, our spirit drinks are distilled seven times to produce gins and vodkas with the smoothest and purest taste. We would introduce the taste of Iceland to China.

We are looking to introduce our premium spirits to the Far East market where quality and purity are respected by consumers. Our drinks have been very successful in Europe and the USA, we now want to share our gins and vodkas with the Chinese market and invite you to test our drinks at the stand.



ICELANDIC DRINKS

## Icelandic Drinks Ltd

**Gerard Connolly**

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Icelandic Drinks是使用世界上最纯净的水生产的优质冰岛鹰杜松子酒、老冰岛杜松子酒、火山伏特加酒和高山伏特加酒的进出口商。它们仅在冰岛首都雷克雅未克进行蒸馏和瓶装，我们的烈酒被蒸馏过7次，以生产出最平滑和最纯正口感的杜松子酒和伏特加酒。我们与H & K Imports and Exports Ltd独家合作，将冰岛的口感引入中国。

我们希望将我们的优质烈酒引入远东市场，在这里酒的质量和纯度受到消费者的广泛尊重。我们的饮料在欧洲和美国非常成功，我们现在想与中国市场分享我们的杜松子酒和伏特加酒，并邀请您在展会上体验我们的美酒。

Icelandic Drinks are the importer and exporter of premium Icelandic Eagle Gin, Old Islandia Gin, Volcanic Vodka and Mountain Vodka, produced using the purest water in the world. Distilled and bottled only in Reykjavik, the Capital of Iceland, our spirit drinks are distilled seven times to produce gins and vodkas with the smoothest and purest taste. We are working exclusively with H&K Imports & Exports Ltd to introduce the taste of Iceland to China.

We are looking to introduce our premium spirits to the Far East market where quality and purity are respected by consumers. Our drinks have been very successful in Europe and the USA, we now want to share our gins and vodkas with the Chinese market and invite you to test our drinks at the stand.





## Kendal Nutricare Ltd

**Ross McMahon / Will McMahon**

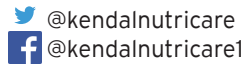
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Kendal Nutricare Ltd的“家庭营养专家”专门生产“Kendamil”配方的全脂配方奶粉，Kendamil谷物和“Kendalife”成人配方食品。我们还是英国唯一的配方奶粉制造商。我们使用的英式全脂牛奶产自联合国教科文组织世界遗产英国湖区周边，并自1962年以来一直在Kendal的BRC AA认证工厂生产。2017年，Kendal Nutricare荣获英国国际贸易部颁发的“2017年大中华区新星奖”，并于2019年2月获得“贸易委员会出口奖”。

在FHC 2019的展会上，我们将支持我们的总进口商东方国际集团上海市对外贸易有限公司将我们的康多蜜儿全系列产品展示给中国的经销商们。

Kendal Nutricare Ltd 'The Home of Family Nutrition' specialises in the production of 'Kendamil' formulated full-cream milk formulas, Kendamil cereals and 'Kendalife' adult formulas. We are also the only British manufacturer of milk formulas in the UK. We use British whole milk, sourced from in and around the Lake District UNESCO World Heritage Site and we have been manufacturing in Kendal since 1962, in a BRC grade AA certified factory. In 2017 Kendal Nutricare won the Department of International Trade 'Greater China Rising Star' Award 2017 and most recently the 'Board of Trade Exporting Award' in February 2019.

At FHC 2019 we will support our importer "Orient International Holdings Group" in showcasing our full range of Kendamil products to resellers across China.



## Keats Chocolatier

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触动旧时年轻的浪漫情怀，恋时（Keats Chocolatiers）为客户提供了一种奢侈的待遇。大英帝国品味的当代呈现。我们为巧克力市场手工制作最高品质和最具创新性产品，公司选用的巧克力原料糖和可可均采购自可持续发展与公平交易认证的农场。所有Keats巧克力产品都选用典雅的高品质包装盒，包装盒大小各异，适合不同消费者馈赠选用。当然，我们的产品也适合特殊佳节馈赠选用，例如情人节和母亲节等。我们目前的范围包括：豪华手工成品巧克力，分类和豪华特色松露，豪华巧克力包裹的坚果和糖橙。

我们在中国市场上买卖我们的豪华巧克力。Keats Chocolatiers恋时有一系列手工制作的巧克力，装在手工制成的包装盒里。我们希望会见零售商，批发商和电子商务平台。

Invoking the wistful romance of a bygone age Keats Chocolatiers 恋时 offer an indulgent treat to the customer. A modern twist on the Tastes of the British Empire - we pride ourselves on crafting the finest and most creative products on the market, sustainably sourcing our sugar and cocoa from Fair Trade Certified Farms. All Keats Chocolates 恋时 are beautifully presented in elegant quality boxes in a variety of sizes making them ideal for gifting. They are also perfect for customising for special events such as Valentine's and Mothers' day. Our current range includes: Luxury Hand Finished Chocolate Assortment & Luxury Assorted Truffles & Luxury Chocolate Covered Nuts and Candied Orange.

We would like to start trading our luxury chocolates within the Chinese market. Keats Chocolatiers 恋时 has a range of handmade luxury chocolates with handmade boxes. Keats Chocolatiers 恋时 would like to meet retailers, wholesalers, and e-commerce platforms.



## Kingsland Drinks Ltd

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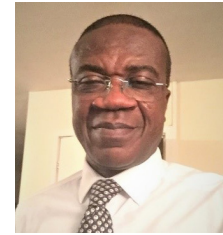
The Winery, Fairhills Road  
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Kingsland Drinks Ltd is located in Manchester, UK, a wine and spirit drinks supplier, bottler, agent and distributor. We have a share of over 10% of wine in the UK Market. We pack over 140 million litres of wines and spirits. Our business provides drinks solutions for all Channels in the UK Market working with an expansive list of customers in the Off and On Trade, Wholesale, Travel and Export Channels. This includes all the main multiple retail operators. We import wine in bulk and bottle from wineries in all key wine producing regions and produce a variety of wine and spirit products for Own Label, Kingsland brands, Producer brands and customer exclusive labels.

As a business with size and scale and a focused growth agenda, we are looking at trading opportunities in export markets and China is a market we are focusing on developing over the next 5 years. Looking to identify the right partners and routes to market that fit our capabilities as one of the largest UK bottlers of wine alongside spirits.

Kingsland Drinks Ltd are a wine and spirit drinks supplier, bottler, agent and distributor based in Manchester, with a share of over 10% of wine in the UK Market. We pack over 140 million litres of wines and spirits. Our business provides drinks solutions for all Channels in the UK Market working with an expansive list of customers in the Off and On Trade, Wholesale, Travel and Export Channels. This includes all the main multiple retail operators. We import wine in bulk and bottle from wineries in all key wine producing regions and produce a variety of wine and spirit products for Own Label, Kingsland brands, Producer brands and customer exclusive labels.

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## MA Quality Foods Ltd

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We are leading specialist flour producers including plantain flour, yam flour, cassava flour, gluten free flour and dietetic [High fibre] potato powder. As well as our own brands of Sankofa fufu and Lagos pounded yam we also bespoke pack for international organizations. From our accredited manufacturing sites in UK we blend, co-pack, label and supply customers own brand products to suit national and international markets.

Our objectives on this mission is to find a distributor for our brands and find companies who want to utilize British high food standards to develop and produce their own brands in UK for the international market.

We are leading specialist flour producers including plantain flour, yam flour, cassava flour, gluten free flour and dietetic [High fibre] potato powder. As well as our own brands of Sankofa fufu and Lagos pounded yam we also bespoke pack for international organizations. From our accredited manufacturing sites in UK we blend, co-pack, label and supply customers own brand products to suit national and international markets.

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## Oatein Ltd

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Oatein提供一系列高蛋白、低糖的零食，目前出口到全球55个以上的国家。

我们最近推出令人兴奋的新产品包括新百万富翁CRUNCH有纯素和素食选择，同时无无麦麸，无棕榈油，包含15克蛋白。

在FHC 上海展会上，我们将展示我们的高蛋白燕麦酥，饼干和新HYPE低糖蛋白棒系列，全部低于195卡路里，素食和包含18克蛋白的美味和营养均衡的零食。

Oatein 产品以其美味口感著称，我们生产的产品以适应于今日随时随地繁忙的生活方式，从而对更健康零食的需求快速增长。

我们正在积极寻找新的中国分销合作伙伴，以将Oatein品牌引入中国，我们认为我们的产品将和中国消费者完美契合。

Oatein provide a wide range of High Protein , Low Sugar snacks and currently export to over 55 countries around the World.

We have recently launched several new exciting products to our Brand Portfolio including the new Millionaire Crunch which has Vegan/Vegetarian options and is also Gluten Free, Palm Oil Free and contains 15g of Protein.

At FHC Shanghai, we will also be showcasing our range of High Protein Flapjacks, Cookies and new HYPE Low Sugar Protein Bar which are all under 195 Calories, Vegetarian and contains 18g of Protein for a delicious and balanced snack.

We are actively looking for new Chinese Distribution partners to help launch the Oatein brand into China where we feel our products would be a perfect fit for the Chinese consumer.



## Ollie and Lucy's T/A The Cumbrian Sausage Ltd

**Oliver Nohl-Oser**

Managing Director

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Ollie and Lucy's 是一家崭新的，令人兴奋的食品公司，其继Cumbrian Sausage Ltd的成功之后成立，该公司在英国通过Ocado、Tesco、Waitrose等渠道和大型超市销售，在阿联酋的Al Maya销售，包括通过QVC购物频道 - 在2017年和2018年的2个直播节目中，公司仅用6分钟就成功卖出所有库存！我们还与香港和新加坡的零售商Park n Shop进行了讨论，期待与该公司在2020年的某个时候共同推出新产品。我们期待在2019年中国国际食品展览会上，展示令人兴奋的全新“乡村美味”精选食品，其中包括屡获殊荣的烟熏三文鱼、绳系烟熏三文鱼以及一系列令人兴奋的素食香肠！

我们想通过向中国消费者展示一些目前尚未在中国销售的产品，来了解激动人心且快速发展的中国市场。

Ollie and Lucy's is a new and exciting artisan food company which follows on from the success of The Cumbrian Sausage Ltd which has achieved a brand following with national listings in Ocado, local listings with Tesco, Waitrose in the UK, Al Maya in the UAE, QVC - The Shopping Channel with 2 live airings in 2017 & 2018 in which the company managed to sell of stock in just 6 minutes!, There are also discussions with Park n Shop in a retailer in Hong Kong and Singapore and the company hopes to launch with them sometime in 2020. The company is looking forward to showcasing their exciting new "Rurally Delicious" artisan food at Food Hotel China 2019 which includes award winning Smoked Salmon, Rope Hung Smoked Salmon, and an exciting range of vegan sausages!

We would like to understand the exciting and rapidly expanding Chinese market by showcasing some currently unavailable products to Chinese consumers.



## Pimlico Confectioners

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Pimlico Confectioners公司的目标是为客户们提供价格合理，品质出色的产品，这样才能给客户带来可观的利润率。我们专门经营：胶类糖果，果冻糖果，含糖类糖果，煮糖果和棒棒糖。我们的产品类别包括：天然口味和颜色，素食主义者和严格素食主义者，不添加明胶，不含麦麸成份，非转基因原材料，不含果仁，不含脂肪。目前，我们的产品在众多知名零售商商店均有销售，包括Tesco乐购，Asda, Morrisons, Whole Foods Market UK, Sainsburys, Amazon 亚马逊和众多独立零售门店。

我们希望将糖果产品出口到中国市场。品利口糖果（Pimlico Confectioners）有一系列无明胶果汁口味的糖果。品利口糖果（Pimlico Confectioners）想与零售商，批发商和电子商务平台见面。

As Pimlico Confectioners our aim is to provide customers with competitively priced, highly quality products which deliver profitable margins. We specialise in:

Gum confectionery, Jelly confectionery, Sugar confectionery, Boiled sweets and lollipops

Our premium quality ranges include:

Natural Flavours & Colours, Vegetarian & Vegan, Gelatine Free, Gluten Free, GMO Free, Nut Free, Fat Free

We are currently selling our ranges to many well-known retailers such as Tesco, Asda, Morrisons, Whole Foods Market UK, Sainsburys, Amazon and many other independent stores. We would like to start trading our sweets within the Chinese market. Pimlico Confectioners 品利口糖果 have a range of gelatine free sweets with fruit juice. Pimlico Confectioners (品利口糖果) would like to meet retailers, wholesalers, and e-commerce platforms.



## Sea Chips Ltd

**Dan Pawson**

Director

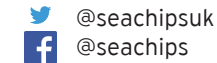
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Sea Chips是英国最受关注的零食品牌之一，在2019年推出了英国首个，现在声名鹊起的包括三种口味的三文鱼皮薯片。它已经在英国取得成功，并在大型百货商店（从奢侈品百货商店Harrods到大型超市Sainsbury's）上架。Sea Chips使用经常被浪费的营养丰富、并且蛋白质和欧米伽3含量很高的鱼皮，使其成为旅途中完美的健康零食。然后，Sea Chips将其利润的10%捐赠给海洋慈善机构，以保持海洋清洁。

Sea Chips希望与高端商店、超市和豪华酒店的潜在买家见面。我们希望与选定的商店紧密合作，以通过强有力的营销活动使Sea Chips的推广取得成功。Sea Chips在亚洲已经看到鱼皮薯片的流行。通过优质的品牌感觉，以及比中国常见的鱼皮薯片更健康的版本，Sea Chips希望中国市场会喜欢它们！

Sea Chips are one of the UK's most talked about snack brands in 2019 having launched the first and now notorious Salmon Skin Crisps in three flavours. It has already seen success in the UK having been listed in major retailers from the luxury department store Harrods to the major supermarket Sainsbury's. Sea Chips use the often wasted nutrient packed skin and are high in protein & omega 3 making them a perfect healthy snack on the go. Sea Chips then donate 10% of their profits to ocean charities to keep the sea clean.

Sea Chips is looking to meet prospective buyers from high end stores, supermarkets and luxury hotels. We would like to work closely with selected outlets to make the Sea Chips launch as successful as possible with a strong marketing campaign. Sea Chips have seen the popularity of fish skin crisps in Asia and with a premium brand feel combined with a healthier version to the usual fish skin crisps seen in China, Sea Chips expects the Chinese market to love them!



## Singletons & Co

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Singletons & Co 是一家传统的英国奶酪制造商。我们的乳制品店专营手工制作最优质的英国奶酪，如切达干酪、红莱斯特和兰开夏郡奶酪。我们还生产创新型的特殊口味奶酪，包括甜味和咸味奶酪，例如温斯利代尔配蔓越莓或切达干酪配墨西哥胡椒和大蒜口味的奶酪。

自1745年以来，Singletons 家族就一直在英格兰西北地区从事奶牛养殖，该公司现在由家族的第五代人经营。如今，辛格尔顿家族生产的奶酪远销全球40多个国家/地区。

Singletons & Co are a traditional British cheese maker. Our dairy specialises in hand making the very finest British cheese like Cheddar, Red Leicester and Lancashire. We also make an innovative range of specially flavoured cheese both sweet and savoury like Wensleydale with Cranberry or Cheddar with Jalapeno and garlic.

The Singleton family have been dairy farming in the North West of England since 1745 and the company is now run by the 5th generation of the family. Today cheese made at Singletons can be found in over 40 countries worldwide.



## The Baijiu Beer Company

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Founder & Managing Director

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The Baijiu Beer Company 开发了一种将最高品质的啤酒与中国白酒的精华融为一体，打造出独一无二的工艺啤酒。我们的啤酒是第一个将工艺酿造的真正遗产与中国古代传统融为一体的啤酒。这一啤酒吸取了白酒的精华，体现出真正美妙的水果香味和酒的醇香，提供全新，清爽，美味的工艺啤酒体验，同时具有无可否认的中国风味。

我们正在寻求与潜在的分销合作伙伴和现有的中国酿酒商会面，以进一步推动我们在本地区的推广计划。白酒啤酒已经在中国产生了影响，我们正在寻求利用这一点。我们的产品范围特别适合食品行业，面向餐饮行业的专业经销商也在我们的目标清单上。

The Baijiu Beer Company has developed a way of blending the highest quality craft beer with the essence of Chinese Baijiu to make a truly unique craft spirit beer. Our beer is the first to fuse the real heritage of craft brewing with the ancient traditions of China. The beer allows the very essence of Baijiu to sing through highlighting the truly wonderful fruity notes and perfumed elements all of which deliver a new, refreshing and delicious craft beer experience which is undeniably Chinese.

We are looking to meet with potential distribution partners and existing Chinese brewers in order to further our plans for the region. Baijiu Beer has already made an impact in China and we are looking to capitalize on this. Our product range has beers especially for the food sector and specialist distributors to the restaurant sector are also on our list of targets.



## The Hidgate Ltd / Broken Clock Lingering Vodka

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Broken Clock是一种英国伏特加酒，遵从生产缓慢、传统提炼和精细工艺的影响。它的灵感来自英国的乡村花园以及乔治亚时代的古籍和文学作品。它在英国柴郡制造的，经过铜锅的蒸馏以保留其特性，并融入了约克郡香迪（Shandy Hall）的微妙植物和缓慢成熟的自然收获苹果的口感。Broken Clock停止了时光的滴答流逝，使您可以回归自然的节奏。

我们的使命是寻找进入市场的途径，并在奢侈品零售、酒店和旅游领域建立关系。

Broken Clock is an English vodka taking its influences from slow production, traditional practices and meticulous craftsmanship. It's inspired by English country gardens and old Georgian books and literature. Made in Cheshire, it is copper pot distilled to retain its character and infused with subtle botanicals and slow ripened, windfall apples from Shandy Hall in Yorkshire. Broken Clock allows you to stop the modern ticking of time so you can slip back into the rhythm of nature.

Our objectives for the mission are to seek routes to market and to build relationships in the luxury retail, hospitality and travel sectors.



## The Protein Works™

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THE PROTEIN WORKS™以其创新的优质产品系列重新定义了运动营养。TPW赢得了“年度最佳新业务”奖，并且是欧洲增长最快的品牌之一。我们拥有自己的生产设施，可生产奶昔、补品和零食。我们的优质产品系列以实惠的价格为客户提供了更高的质量水平。

该品牌在欧洲经历了难以置信的需求。我们收到了来自远东的大量咨询，因此我们知道在中国，THE PROTEIN WORKS™具有巨大的潜力。我们正在寻求与主要分销合作伙伴建立长期高价值的合作关系。

THE PROTEIN WORKS™ is re-defining sports nutrition with its innovative range of premium products. Winner of 'New Business of the Year' and one of the fastest growing brands in Europe, TPW has its own in-house production facility manufacturing shakes, supplements, and snacks. Its premium ranges offer customers a new level of quality at affordable price points.

The brand has experienced incredible demand across Europe. We receive a high number of enquiries from the Far East, so we know there is huge potential in China for THE PROTEIN WORKS™. We're looking to build long term, highly valuable relationships with key distribution partners.



## Zymurgorium Ltd

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Zymurgorium是一家蒸馏酒厂、酿酒厂和蜂蜜酒厂，结合了科学酿造研究（Zymurgy）和一个位于英国曼彻斯特Irlam的大型商场。成立于2013年，我们是曼彻斯特首家精酿啤酒厂，并且由于城市象征“曼彻斯特蜂”而在货架上易于辨认。

我们希望与中国市场的分销商会面并建立贸易关系。与其他食品和饮料专家合作，并结识了解中国市场的人。

Zymurgorium is a Distillery, Brewery and Meadery that combines the study of scientific brewing (Zymurgy) and an emporium all on its site in Irlam, Manchester. Established in 2013 this makes it Manchester's first craft distillery and easily recognisable on shelf thanks to its mascot - the Manchester bee.

We are looking to meet distributors in China's market and build trading relationships. Potential collaborations with other food and drinks specialists. Looking to meet contacts with knowledge of route to the Chinese market.



## 联系人 *Contact*

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Department for  
International Trade

[great.gov.uk](http://great.gov.uk)

The UK's Department for International Trade (DIT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government body with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward-looking trade diplomacy strategy.

#### **Disclaimer**

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