



Mont Blanc Gourmet Company Overview

After nearly two decades of creating high-end chocolates and gourmet cocoa for premier hotels such as New York's Plaza Hotel and notables like Pope John Paul II, the mother and son team of Mont Blanc Gourmet has developed a product to give them worldwide recognition. In 2000, they launched a line of premium syrups and drink mixes to capitalize on the coffee revolution. Irene and Michael Szyliowicz's forward-thinking philosophy and willingness to take risks is paying off. Mont Blanc Gourmet has experienced remarkable growth. With sales increasing from \$1M to \$13M, it ranked in *Inc.* magazine's listing of "America's Fastest Growing Private Companies" for three consecutive years (2004, 2005, 2006).

Shipping approximately 500,000 cases of product per month, Mont Blanc Gourmet has a business model designed to position their small company of ten employees to directly compete with major industry players. Mont Blanc Gourmet currently works with some of the largest coffee operations to develop custom formulations and private label programs to complement and build their brand. The company has created a niche within a niche. To further position the company for success, Mont Blanc Gourmet exclusively outsources the production of their products to co-packers. This structure limits overhead, increases flexibility and provides quick turnaround times, all enhancing the company's ability to provide a large selection of high-quality products and excellent customer service.

Trained in Paris as chocolatiers, the Szyliowiczs have expanded the company's original line of premium chocolate syrups to include frozen and non-dairy, liquid-based blender drink mixes; drinking chocolate; and custom-made private label products. Mont Blanc Gourmet's products are developed to be the best in quality, with operational efficiencies that keep the process profitable. The products require minimal preparation and decrease waste, providing cost savings for retailers. Mont Blanc Gourmet's client list includes Dunkin' Donuts, The Cheesecake Factory, Whole Foods Markets, Wild Oats Markets, Krispy Kreme, Peet's Coffee and Tea, Peaberry Coffees, Cosi, Caribou Coffee, Daz Bog, as well as many independent coffeehouses and restaurants throughout the United States, Canada, Mexico, England, France, Australia, Saudi Arabia and Korea.

Mont Blanc Gourmet has a multitude of new products in development and continues to position itself as a leader in creating quality, innovative products that appeal to the sophisticated food and beverage palate of today's consumers. For more information, visit www.montblancgourmet.com.

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