



## **Mont Blanc Gourmet Company Overview**

After more than 15 years of inventing high-end chocolates for premier hotels such as New York's Plaza Hotel and for Pope John Paul II, to making gourmet cocoa, 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 over the past three years, it ranked number 52 in *Inc.* magazine's 2005 listings of "America's Fastest Growing Private Companies".

Shipping approximately 30,000 cases of product per month, Mont Blanc Gourmet's business model was 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 liquid-based blender drink mixes; drinking chocolate; and custom-made private label and custom formulation products. Mont Blanc Gourmet's products were developed not only to be the best in quality, but the company created them with operational efficiencies in mind. 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](http://www.montblancgourmet.com).

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