

CONFECTIONERY INDUSTRY GUIDE

Updated 12 August 2009



Directories

F.O Lichts World Sugar Yearbook (Agra Informa Ltd., 2009) [(B) DIR 664.1025 BUS]

This directory offers a listing of international organisations, companies, equipment manufacturers and suppliers in the sugar industry.

Food & Beverage Market Place (Grey House Publishing, 2009) [(B) DIR 338.761664002573 BUS]

A-Z listing of food broker companies, importers & exporters, food & beverage catalogues and industry resources; indices by brokered product, broker market, export region, import region, catalogues, resources, all brands, companies and ethnic origin of foods. Mainly covers USA but includes list of companies exporting to Europe and the UK.

Food Trades Directory of the UK (Hemming Information Services, 2003/04) [(B) AA 675 BUS]

A guide to suppliers, retailers, wholesalers and consultants in the food industry.

The Grocer Directory of Manufacturers and Suppliers 2008 (William Reed Publishing, 2008) [(B) DIR 380.1456402541 BUS]

A directory of food manufacturers and suppliers with a British bias. Companies are listed in alphabetical order, with indexes by type of product and by brand name.

Kennedy's Confectionery Buyer (Kennedy's Publications Ltd., 2006) [(B) DIR 338.7664153025 BUS]

This directory includes selected confectionery-related companies with full contact details and a brief description. Also includes some articles on the confectionery industry.

The Wholesale Confectionery & Tobacco Alliance Yearbook (WCTA, 2005) [(B) AA 675 BUS]

Directory has a list of members, wholesaler of the year awards, UK market share reports and information on manufacturer agents.

World Cocoa Directory (International Cocoa Organisation, 2007) [(B) DIR 663.920294 BUS]

A directory of cocoa associations, research organisations and companies operating within this sector.

<http://www.bl.uk/reshelp/findhelpindustry/confectionery/confectionery.html>

Business Advice Sources

Chocolatier (COBRA, 2007) [available onsite via electronic sources]

A detailed article on how to start and run a business as a chocolatier, including information on necessary skills and talents, market trends, risk factors, marketing and promotion, practical issues, legal issues, and other sources of information and advice.

Homemade Cake, Biscuit and Sweet Producer (COBRA, 2007) [available onsite via electronic sources]

A detailed article on how to start and run a business making confectionery, including information on necessary skills and talents, market trends, risk factors, marketing and promotion, practical issues, legal issues, and other sources of information and advice.

Sweet Shop (COBRA, 2009) [available onsite via electronic sources]

A detailed article on how to start and run a sweet shop, including information on necessary skills and talents, customers, competitors, market trends, promotion, start up costs, legal issues, and other sources of information and advice.

Market Research & Statistics

Business Ratio Report: Confectionery Manufacturers (Key Note, 2009) [(B) MKT 338.43664153 BUS]

Report provides information on the industry background, performance, company profiles and performance league tables.

Innovations in Confectionery (Business Insights, 2009) [available onsite via electronic sources]

A report on general trends in the industry, including market value information for various countries and regions. The driving forces are said to be health concerns, "heritage" including tradition and provenance, the desire for "natural" products, and increasing regulation of labelling. There is a detailed discussion of new products.

Confectionery (Key Note, 2009) [(B) MKT 338.476641530941 BUS], also available onsite via electronic sources]

Reports covers market size, trends, segmentation, competitor analysis, swot analysis, industry background, brand strategy, global markets, buying behaviour, forecasts and company profiles

Sweet and Salty Snacks (Key Note, 2009) [(B) MKT 338.476646094105 BUS], also available onsite via electronic sources]

This report describes market size and trends and segmentation for both confectionery and savoury snack foods. Detailed sales figures by company are given for chocolate, chocolate biscuit bars, cereal bars and cake bars. Information is also available on marketing, distribution, consumer behaviour and major companies in the sector, and a PEST analysis is performed.

Chocolate Confectionery – United Kingdom (Euromonitor, 2008) [available onsite via electronic sources]

A brief review of recent developments in the market and involving individual companies. Provides detailed sales figures for individual brands and subsectors, and short-term forecasts.

Confectionery in the United Kingdom (Datamonitor, 2008) [Available onsite via electronic sources]

This relatively short report includes concentrated data on market information, market shares, a Five Forces Analysis, leading companies, distribution modes, and future forecasts.

Gum – United Kingdom (Euromonitor 2008) [Available onsite via electronic sources]

This report includes market developments, sales information by sector and company, descriptions of new products, and forecasts for the future.

<http://www.bl.uk/reshelp/findhelpindustry/confectionery/confectionery.html>

Indulgence and Health In Confectionery (Business Insights, 2008) [available onsite via electronic sources]

A report covering current market trends towards healthy or healthier confectionery worldwide. Includes natural/organic products, products lower in fat and sugar, and products with specific functional ingredients. Recent products are described and recommendations made for the future.

Product Sales and Trade: Cocoa, Chocolate and Sugar Confectionery 2007 (National Statistics, 2008) [Available free online at http://www.statistics.gov.uk/downloads/theme_commerce/PRA-20070/PRA15840_20070.pdf]

Government report on the market size and value for various types of chocolate and sweets, including figures for import and export with the EU as a whole and with non-EU countries as a whole. Available free online from any internet-connected computer.

Sugar Confectionery – United Kingdom (Euromonitor, 2008) [Available onsite via electronic sources] A brief review of recent developments in the market and involving individual companies. Provides detailed sales figures for individual brands and subsectors, and short-term forecasts.

Corporate Focus Foods: Nestle Annual 2006 (Through the Loop Consulting Ltd., 2007) [(B) MKT 338.7664 BUS]

This report gives a detailed description of Nestle's corporate structure, market shares, results, and new product developments. Information on marketing is included, and a SWOT analysis.

Growth Opportunities in Confectionery (Business Insights, 2007) [available onsite via electronic sources]

A worldwide report dealing with new products and innovation in the confectionery market. The main trends in the market are described, and forecasts and advice given.

Chocolate Confectionery (Mintel International Group, Food & Drink Report, April 2006) [(B) MKT 338.476410941 BUS]

A detailed report that covers the market drivers, market size, market segmentation, market shares, company profiles, new products, distribution, consumer behaviour, the future and forecasts.

The Global Confectionery Market: Trends & innovations (Leatherhead Food International, 2006) [(B) MKT 381.45641853 BUS]

World coverage of the confectionery market, looking at company profiles, country analysis and market overview. Includes a PEST analysis for the market.

Chewing Gum and Mints (Mintel International Group, Food & Drink Report, December 2005) [(B) MKT 338.476410941 BUS]

A detailed report that covers the market drivers, market size, market segmentation, market shares, company profiles, new products, advertising, distribution, consumer behaviour, the future and forecasts.

Chocolate Confectionery Industry Insights: Future profit opportunities and growth indicators (Business Insights, 2005) [Available onsite via electronic sources]

This report covers Europe and US with a market overview, marketing trends, forecasts and information on the major players.

Sugar Confectionery (Mintel International Group, Food & Drink Report, April 2005) [(B) MKT 338.476410941 BUS]

A detailed report that covers the market drivers, market size, market segmentation, market shares, company profiles, new products,, advertising, distribution, consumer behaviour, the future and forecasts.

Sugar Confectionery, Gum & Bubblegum Industry Insights: Future profit opportunities and growth indicators (Business Insights, 2005) [Available onsite via electronic sources]

This report covers Europe and US with a market overview, marketing trends, forecasts and information on the major players

Magazines & Newsletters

Chocolate & Confectionery International (International Media Ltd, monthly) [(P) HT 25 -E (16)]

Trade magazine covering business news, market information, legislation updates, product & packaging, health & ingredients, and research & development news.

Confectionery File: a monthly publication for the confectionery industry (ERC Group, monthly) [(P) HT 25 -E(20)]

Informative magazine with latest market news, competitor activity & analysis company news and new product and manufacturing developments.

Convenience store (William Reed Ltd, fortnightly) [(P) AL 936 -E(2)]

Magazine for the small store, supermarket, newsagent, tobacconist and corner shop. Has information on industry news new product development, displays and suppliers

Confectionery Production (Specialised Publications Ltd, monthly) [(P) HT 25 -E (1)]

Magazine for the confectionery manufacture trade. Has a directory of plant equipment, ingredients, packaging and materials.

Food Industry Updates: Confectionery (Leatherhead Food International, monthly) [(P) HT25 -E(15)]

Monthly publication featuring news, market data, company profiles, and abstracts of patents and technical journal articles.

Kennedy's Confection (Kennedy's Publications, Monthly) [(P) HT 25 -E (14)]

A trade magazine for the confectionery industry offering information on packaging, branding, manufacturing, processing plant equipment, machinery, extensive directory, country profiles, industry news and developments.

MC: The Manufacturing Confectioner (MC Publishing Co, monthly) [(P) HT 25 -E (2)]

Trade magazine covering new product & promotions information, news, patent and trademark information, calendar of events, ingredient & equipment suppliers and course and seminars available

Internet Sources

CAOBISCO (Association of the Chocolate, Biscuit and Confectionery Industries of the EU)

Federation of confectionery trade associations of the countries of the European Union. The website has a listing of all the member national associations, some freely accessible market data and statistics, and selected international and EU legislation dealing with the confectionery industry.

<http://www.caobisco.com>

Chocolate Council of the National Confectioners Association

Premiere trade group for manufacturers and distributors of cocoa and chocolate products in the United States. Has information on the industry outlook, supply, cocoa research, buying & selling, producing chocolate, labelling & regulatory requirements, health & nutrition and news and events

<http://www.chocolateusa.org>

Cocoa Research UK Ltd

To promote research into the growing and handling of cocoa for the benefit of the cocoa community as a whole - the growers, traders, users and consumers have information on statistics and new research.

<http://www.cocoaresearch.com>

Coffee, Sugar and Cocoa Exchange

The exchange is part of the ICE. The website has information on trading and prices

<https://www.theice.com/homepage.jhtml>

Data Sweet

A multilingual site offering information on ingredients, equipment and machinery suppliers. Also has a bookstore, events, news, publications and seminars.

<http://www.datasweet.de>

European Cocoa Association (ECA)

Contains information on industry news, contracts, standards, grind statistics, cocoa products definitions, events and produces a monthly newsletter

<http://www.eurococoa.com>

Federation of Cocoa Commerce

An international trade organisation for the private sector representing all areas of the cocoa supply chain. Offers arbitration services, history, facts, members directory and events

<http://www.cocoafederation.com>

The Food and Drink Federation

Website of the UK's industry-wide trade association for the food and drink industry, with general statistics on the food industry, including the confectionery sector.

<http://www.fdf.org.uk>

International Cocoa Organisation

Website has lots of useful information. This includes information on international cocoa agreements, member countries of agreements, statistics, links, advisory groups, publications, list of members, manufacturers, growers, grounders, exporters and confectionery courses

<http://www.icco.org>

National Confectioners Association

This is an American website sponsored by the National Confectioners Association of America. It's targeting the consumer's side of the market with information on trivia, recipes and history of the industry. It does also have a list of members, statistics and reports on the market.

<http://www.candyusa.org>

UK Chocolate and Cocoa Industry Cocoa Farming Website

Website giving the UK industry's positions and aspirations on socioeconomic and environmental issues related to cocoa farming and trade.

<http://www.cocoafarming.org.uk%20>

Note: Every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the collection. Please ask for help at the enquiry desk or check the Business Information



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<http://www.bl.uk/reshelp/findhelpindustry/confectionery/confectionery.html>