

Press release

Sligro Food Group and Groothandel Bergsma form tobacco distribution alliance

Sligro Food Group N.V., based in Veghel, and Groothandel Bergsma B.V., based in Makkum, have decided to set up a joint distribution centre for tobacco products and smokers' requisites in Venlo under the name Vemaro B.V., in which Groothandel Bergsma will have 60% of the shares and Sligro Food Group 40%. Vemaro will concentrate exclusively on the purchase and storage of tobacco and related products for and on behalf of Bergsma and Sligro Food Group, providing professional order processing and operating with the lowest possible cost base. A specialised logistics process will also ensure a better quality of service and enhanced security. Sales acquisition, supply contracts and distribution to customers will be handled by the shareholders themselves, acting independently. They expect the new arrangements to mean that they will each be able to compete more strongly in the market.

Within the tobacco products segment of the foodservice market, service stations form the most important customer group. The market is seeing greatly increased consolidation, both on the wholesale side of the business and in the tobacco industry.

Bergsma is a wholesale business with three centres, and serves the filling station market, tobacconists and hospitality outlets and other companies selling alcohol.

Sligro Food Group encompasses food retail and foodservice companies selling directly and indirectly to the entire Dutch food and beverages market. The group pursues a multichannel strategy, covering various forms of sale and distribution (cash-and-carry and delivery) and using several different distribution channels (retail and wholesale). In 2008, revenue totalled €2,168 million, with a net profit of €71 million. The average number of employees on a full-time equivalent basis was 5,600.

For further information

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