Distributor Launch Guide

Who we want to work with.

We are looking for distribution partners with retail relationships, field sales capability and the ability to support an agreed rollout.

Our priority is a strong partner with the capability to develop the market and support a long-term rollout.

Select the opening range

Discuss the destination market, retail channels, flavours and pack formats. First-order quantity is agreed individually, taking logistics into account.

First orders and dispatch

The first-order quantity is agreed individually, taking logistics into account.

Supply basis: EXW from our production facility in Serbia.

Orders are typically ready for dispatch within one month of order confirmation.

Launch support tailored to your market.

We work with each distributor to agree practical launch support based on their market, priorities and the resources available.

Together, we can discuss:

- Product information and sales presentations.

- Localization and launch materials.

- Merchandising requirements.

- Supply planning and rollout priorities.

Evaluate samples

Sample selection and delivery arrangements are agreed individually after your request.

Review the rollout

Agree rollout priorities, responsibilities and follow-up with the partner. Use feedback from the initial placements to discuss the next order.