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industry



Export excellence

In 2015, Gallaghers Bakery in Donegal won two Exporter of the Year awards. **Irishfood** spoke to the company's managing director, Declan Gallagher, about the company's export success and future ambitions

Gallaghers Bakery was established in 1968 as a family-run business in Ardara, Co. Donegal. The bakery traditionally serviced the north west region with conventional bakery products, until 2012 when it entered the gluten-free bakery market. Today, it exports all over the world. Export sales growth has been steep for Gallaghers Bakery, accounting for more than 70 per cent of turnover. Declan says the company is growing in the region of 40 per cent year on year. "We see that continuing for the next three years."

In 2015, the company was awarded the Exporter of the Year award at the Bord Bia Food and Drink Awards, as well as winning

the Entrepreneurial Award. Elsewhere, Gallaghers was named Food and Drink Exporter of the Year for the second year in a row at the Irish Exporters Association Export Industry Awards 2015. Declan says honours such as these are very encouraging for small companies. "It encourages the team, from the new product development (NPD) department through to production, they see the achievement at the end of it all."

Export success

Declan believes it is the diversity of Gallaghers Bakery's product range that has led to its success internationally, as well as at the awards. "The diversity of our product range sets us apart. We

carry a broad range of products, with more currently in development. Our background is as a standard bread company but we moved into the gluten-free arena in 2012 and it has been quite successful for us in international markets." Gallaghers Bakery currently exports to 11 countries, including Australia, the US, Canada and the Middle East. "We have big plans for the next 12 to 18 months. We are in the final stages of negotiations with a number of global retailers and we are defining range reviews with them and product development for bespoke products with specific customers."

The UK and mainland Europe will be a big focus for the company in 2016. "We have a few launches arranged with some of the