



What We Do



Within our team we have over eighty years of experience in the retail, wholesale and residual stock markets. Our solid retail backgrounds and clear understanding of suppliers needs have led to the creation of the freshest player in the residual stock market, which is made up of:

- Surplus stocks
- Close outs
- Excess packaging
- Redundant brands
- Stock lot
- Ex promotional stocks

Overstock products are generated for a variety of reasons, many of which are outside a manufacturer's control. Many factors can influence the existence and volume of residual products, for example: -

- Weather
- Fashion
- Packaging redesigns

- Changes in marketing strategy
- Changes in legislation
- Cancelled export orders
- Retailer range reviews
- Competitive activity

All of which will create a disparity between forecast sales and actual production, creating an overstock situation.

By selling to Kans & Kandy (Wholesale) Ltd suppliers are guaranteed resale into a controlled and separate customer area that does not conflict with the manufacturers own established sales outlets.