

Título:

Empresa francesa especializada en la venta de productos alimenticios se ofrece como distribuidor

Descripción:

Un supermercado francés especializado en la venta de productos alimenticios (comestibles, carne, delicatessen, queso, pescado, frutas y vegetales) busca productores con el fin de ampliar su catálogo de productos. La empresa cuenta con un departamento exitoso dedicado a la venta de productos alimenticios de todo el mundo. Muchos de sus clientes vienen al supermercado a comprar alimentos extranjeros atraídos por la curiosidad culinaria. También vienen clientes extranjeros en busca de productos alimenticios de sus países. Por este motivo, está interesada en buscar nuevos alimentos para ampliar su oferta. La empresa ofrece servicios de distribución a productores europeos y sudamericanos.

Profile:

Type: BR

Reference: BRFR20190122001

Deadline: 25/01/2020

Title: French company specialized in the sale of foodstuffs is offering its distribution activity.

Summary: French supermarket located in the center of France is specialized in the sale of food (grocery, meat, delicatessen, cheese, fish, fruit and vegetables). So as to diversify its range of products it is looking for manufacturers of new products. Company offers their distribution activity to European and south american producers.

Description: A French supermarket based in the center of France is specialized in the sale of food products since 1990. Its first activity was the sale of meat. Today its commercial activity has increased sharply since other products are offered for sale: fish, fruit and vegetables, drinks, cheese, cold cuts, groceries, bakery. A grocery department dedicated to worldwide products became a real success. Many customers come to buy foreign products due to their culinary curiosity or because foreign customers are in search of products from their country. That is why the French company is looking for new products to complete and expand its offer. It is looking for producers of :

- meat (raw meat or processed meat), cold meats, ready cooked dishes,
- fruit and vegetables: they insist that they are only interested in unusual products. Products that can be found easily in all French supermarket shelves are not sought. The company prefers rare, particular products, typical of a region and needs different products to differentiate from the competition.

The French company is interested in finding partners to conclude a distribution services agreement. It would buy the product from the partner and sell it in the supermarket.

The company targets all European countries and South America

Advantages and Innovations:

Technical Specification or Expertise Sought: fruit and vegetables: The French company insists that it is only interested in unusual products. Products that can be found easily in all French supermarket shelves are not sought.

State of Development:

Comments:

IPR status:

Comments:

Profile Origin:

Dissemination:

Technology Keywords:

Market Keywords:

- 09005 Agriculture, Forestry, Fishing, Animal Husbandry & Related Products

NACE Keywords:

Restrict dissemination to specific countries:

The Company:

Type and Size of Client: Industry SME 50-249

Year established: 1990

Turnover (euro): 10 - 20M

Already Engaged in Trans-National Co-operation: True

Additional Comments:

Certification Standards:

Spoken Languages:

- English
- Spanish
- Portuguese

Partner Searched:

Type and Role of Partner Sought: The potential partner could be a manufacturer of processed meat, cold meats, ready cooked dishes or a livestock farmer. It could be a producer of typical fruit and vegetables of a region. The partner will be responsible for providing a quality product. A distribution services agreement is proposed to potential partners.

Type and Size of Partner Sought:

Type of Partnership Considered:

- Distribution services agreement

Título:

Importador polaco de vino busca un productor italiano o español de vino semidulce para establecer acuerdos de distribución

Descripción:

Un importador y distribuidor polaco de vino está interesado en cooperar con un productor de vino semidulce de bajo precio que proceda preferiblemente de Italia o España. La empresa fue fundada en 2009, cuenta con 12 trabajadores y distribuye vino a 150 clientes (hoteles y restaurantes) de Polonia, además de cooperar con 35 bodegas de todo el mundo. Debido a su interés por incrementar constantemente su catálogo de productos, la empresa necesita vino semidulce, concretamente 15.000 botellas al año. El vino no debe estar disponible en supermercados, hipermercados ni otras cadenas comerciales de Polonia y su precio debe ser de 1 euro máximo por botella. La cooperación se establecerá en el marco de un acuerdo de distribución a largo plazo.

Profile:

Type: BR

Reference: BRPL20190204002

Deadline: 16/02/2020

Title: A Polish importer of wine is looking for a distribution cooperation with a semi-sweet wine producer from Italy or Spain.

Summary: A Polish importer and distributor of wine would like to set up cooperation with a producer of low-priced, semi-sweet still wine. Preferred countries of origin would be Italy or Spain. The number of bottles needed yearly is up to 15.000 bottles. Preferred type of cooperation is distribution services agreement.

Description: A wine importer and distributor from Poland would like to sign distribution services agreement with a producer of semi-sweet, low priced, table wine from Italy or Spain. The wine cannot be sold in supermarkets or hypermarkets or any other big chain stores in Poland. The Polish company was set up in 2009, employs 12 people and distributes wine to 150 clients (hotels and restaurants) in Poland. It cooperates with 35 wineries around the world, including those from: Germany, Austria, New Zealand, Australia, South Africa, Italy, Spain, France, etc. They constantly enlarge their portfolio and now are in need of table, semi-sweet, still wine in big quantities. They would like to set up long time cooperation based on distribution services agreement.

Advantages and Innovations:

Technical Specification or Expertise Sought: Semi-sweet, table wine. Still, non sparkling. White and red.

Country of origin: Italy or Spain.

Up to 15.000 bottles yearly needed.

Not available in supermarkets, hypermarkets or other chain stores in Poland. Price per bottle: 1 Euro and below.

State of Development:

Comments:

IPR status:

Comments:

Profile Origin:

Dissemination:

Technology Keywords:

Market Keywords:

- 07003001 Wine and liquors

NACE Keywords:

Restrict dissemination to specific countries:

- ES Spain
- IT Italy

The Company:

Type and Size of Client: Industry SME 11-49

Year established: 2009

Turnover (euro): 1 - 10M

Already Engaged in Trans-National Co-operation: True

Additional Comments:

Certification Standards:

Spoken Languages:

- English
- French
- Italian
- Polish

Partner Searched:

Type and Role of Partner Sought: The partner sought is a producer of wine from Italy or Spain. The producer must be able to produce and sell to the distributor yearly up to 15.000 bottles of semi-sweet, still wine ex-cellar.

Type and Size of Partner Sought: SME 11-50

Type of Partnership Considered:

- Distribution services agreement

Título:

Empresa polaca ofrece servicios de distribución de productos alimenticios

Descripción:

Una empresa polaca representante de un sector privado y presente en el mercado desde 1990 está especializada en distribuir nata, leche de cabra y vaca, yogur griego, queso feta, suplementos alimenticios y alimentos orgánicos a unidades comerciales y cadenas de distribución. La empresa ofrece servicios de distribución a proveedores de productos alimenticios, principalmente procedentes de Italia, Grecia y España, entre otros países. Entre sus ventajas cabe destacar la amplia experiencia en comercio internacional y el establecimiento de relaciones comerciales con socios procedentes de todo el mundo.

Profile:

Type: BR

Reference: BRPL20190128001

Deadline: 14/02/2020

Title: Polish food distributor offers distribution services

Summary: A company from the region of central Poland, which represents a private sector, has been working on the market since 1990. The company distributes cream, goat's milk, cow's milk, Greek yogurt, feta cheese, food supplements, organic food for both commercial units as well as retail chains. The company offers distribution services for suppliers of food products mainly from Italy, Greece, Spain and other countries.

Description: The Polish import company has been operating on the Polish market since 1990 and is specialized in preserved food line. The company is very active in the import field and trade in the following food products: cream, goat's milk, cow's milk, Greek yogurt, feta cheese, food supplements, organic food. The company is looking for producers of the above mentioned products in order to become a distribution partner. The company has many years of experience in international trade and established business relations with partners from countries all over the world. The company would like to expand business cooperation and is looking for foreign partners mainly from Italy, Greece, Spain and from other countries.

Advantages and Innovations: Advantages and innovations are:

- advanced experience in food distribution,
- a wide range of product assortment,
- network of contacts on the Polish market,
- extensive experience in international trade (the company cooperates with partners from foreign countries).

Technical Specification or Expertise Sought: Products with a longer period of expiration (It depends on

the specific product).

The company is also interested in products with a short expiration date in specific cases, e.g. fast sale in large discount stores.

Flexibility and reactivity of potential partners should be compatible with the needs of the market.

State of Development: Already on the market

Comments:

IPR status: Trade Marks

Comments:

Profile Origin:

- Other: Other

Dissemination:

Technology Keywords:

- 08001002 Food Additives/Ingredients/Functional Food
- 08001004 Food Processing

Market Keywords:

- 07003002 Health food
- 07004008 Other consumer products

NACE Keywords:

- G.46.1.7 Agents involved in the sale of food, beverages and tobacco
- G.46.1.8 Agents specialised in the sale of other particular products
- G.46.3.1 Wholesale of fruit and vegetables
- G.46.3.2 Wholesale of meat and meat products
- G.46.3.3 Wholesale of dairy products, eggs and edible oils and fats

Restrict dissemination to specific countries:

The Company:

Type and Size of Client: Industry SME ≤ 10

Year established: 1990

Turnover (euro): $<1M$

Already Engaged in Trans-National Co-operation: True

Additional Comments:

Certification Standards:

Spoken Languages:

- English
- German
- Polish

Partner Searched:

Type and Role of Partner Sought: The company is interested in cooperation with foreign partners (SMEs, large enterprises) which are producers of food. Polish company is expecting a high quality of food products and timely deliveries. The client is interested in establishing long-term cooperation with business partners offering them a distribution services agreement.

Type and Size of Partner Sought: SME 11-50, 251-500, SME 51-250, >500

Type of Partnership Considered:

- Distribution services agreement

Título:

Empresa polaca del sector alimentario busca proveedores de frutas y vegetales deshidratados, en conserva y congelados

Descripción:

Una empresa polaca busca proveedores de frutas y vegetales deshidratados, en conserva y congelados, aceitunas, mermeladas, aceite de oliva y rellenos de pastelería. Sus productos se venden actualmente a través de plantas procesadoras de frutas y vegetales, cadenas de distribuidores, mayoristas de catering, hoteles, restaurantes y fábricas y mayoristas de productos de pastelería, aunque la empresa está abierta a otros acuerdos de cooperación. Específicamente busca productores directos en todo el mundo con el fin de establecer acuerdos de distribución exclusivos a largo plazo.

Profile:

Type: BR

Reference: BRPL20190104001

Deadline: 23/01/2020

Title: Polish company from food sector seeks suppliers of canned, frozen, dried fruit and vegetables.

Summary: The Polish private company is looking for suppliers of canned, frozen, dried fruit and vegetables and more. The company is looking for direct producers, who would like to start long term partnerships under distribution services agreement.

Description: The company from Malopolska, South of Poland has been present on the food market for more than 25 years now. During this time, they have obtained extensive experience which helps them to grow dynamically on the Polish and international markets.

The company seeks canned, frozen and dried fruits and vegetables and more especially:

-Canned fruits (e.g. pineapple slices in light syrup, peaches halves in light syrup, apricots halves in light syrup, mandarins segments in light syrup, pears halves in light syrup, fruit cocktail, forest fruit cocktail, strawberries in light syrup, pitted plums in light syrup, pitted cherries in light syrup and more).

-Dried fruits (e.g. blue poppy seeds, almonds, dried apricots, raisins, sunflower seeds kernels , prunes , dessicated coconuts and more).

-Frozen fruits (pineapple, peach, mandarin, kiwi, mango, papaya, pear, strawberry, orange, cherry, sour cherry, raspberry, blackberry).

-Canned vegetables (e.g. white beans canellini, red kidney beans, sweet corn, green peas, asparagus, tomatoes whole peeled, tomatoes chopped, artichoke hearts, pickles, red pepper stripes , tomato concentrate , green pesto, tuna and more).

-Frozen vegetables : (frozen mushrooms, pepper, sweet corn, bamboo shoots, mushrooms, cauliflower, broccoli, green peas, green beans, carrot, celery, parsley, zucchini, leek, onion, Brussels sprouts, potatoes).

-Olives

-Jams (e.g. strawberry jam, sour cherry jam, blackcurrant jam, peach jam, pineapple jam, orange jam).

-Olive oils

-Filling for cakes

Products are currently sold via fruit and vegetable processing plants, retail chains, distributors of the traditional market, catering wholesalers, hotels, restaurants, confectionery plants and wholesalers, but of course the company is open to any proposal of cooperation. The company has many years of experience in international trade and established business relations with partners from countries all over the world. They are seeking exclusive distribution services agreements from world food manufacturers.

Advantages and Innovations:

Technical Specification or Expertise Sought: They are open to every offer of cooperation. A Polish private company is interested in both: small and single supplies of canned, frozen, dried fruit and vegetable and more as well as regular orders of wholesale quantities - depends on product.

State of Development: Already on the market

Comments:

IPR status:

Comments:

Profile Origin:

Dissemination:

Technology Keywords:

Market Keywords:

- 07003002 Health food
- 08005 Other Industrial Products (not elsewhere classified)

NACE Keywords:

Restrict dissemination to specific countries:

The Company:

Type and Size of Client: Industry SME 50-249

Year established: 1993

Turnover (euro): 50 - 100M

Already Engaged in Trans-National Co-operation: True

Additional Comments:

Certification Standards:

- Other: ISO 9001

Spoken Languages:

- English
- French
- Spanish
- Italian
- Russian
- Chinese

Partner Searched:

Type and Role of Partner Sought: Partners must be reliable suppliers of canned fruits, dried fruits, frozen fruits, canned vegetables, frozen vegetables, olives, jams, olive oils, filling for cakes. It would be preferred if the supplier has experience of operating with international clients and can provide 1 kg packaged bags deliveries. The Polish company is looking for partners with a positive financial status to ensure a long successful partnership.

Type and Size of Partner Sought:

Type of Partnership Considered:

- Distribution services agreement

Título:

Empresa polaca de la industria alimentaria busca productores/proveedores de frutos secos crudos y frutas deshidratadas para establecer acuerdos de distribución

Descripción:

Una empresa polaca especializada en suministrar frutos secos crudos y frutas deshidratadas busca productores/proveedores de estos productos con el fin de establecer acuerdos de distribución. Su catálogo incluye almendras, nueces de Brasil, anacardos, orejones, coco deshidratado, arándanos, ciruelas pasas, nueces, semillas de adormidera azul, uvas pasas y semillas de lino. Con almacenes en lugares estratégicos, la empresa satisface las necesidades de abastecimiento a corto y largo plazo. La empresa suministra productos procedentes directamente de proveedores europeos, africanos, asiáticos, australianos y americanos. Todos los productos proceden de fábricas que han implantado el sistema APPCC e ISO como requisito mínimo.

Profile:

Type: BR

Reference: BRPL20181214002

Deadline: 25/01/2020

Title: A Polish based food company seeks producers/suppliers of raw, edible nuts and dried fruits under distribution services agreement

Summary: A Polish company specializes in supplying raw, edible nuts and dried fruits would like to establish cooperation agreements with new producers/suppliers of these products under distribution services agreement.

Description: A Polish based company offers a supply of a raw, edible nuts and dried fruits. The range of products includes: almond, brazil nuts, cashew nuts, dried apricots, desiccated coconut, cranberries, prunes, walnuts, blue poppy seeds, raisins and ground linseeds. The company offers products sourced directly from suppliers in Europe, Africa, Asia, Australia, as well as North and South America.

The company's specialists personally visit suppliers' sites worldwide, ensuring quality and efficiency throughout the process. Their experienced traders have built relationships with a wide range of suppliers, allowing them to find the best products at the best prices. With warehouses in strategic locations, they can meet short-term as well as long-term supply needs. In addition, the company offers to its clients an advice about the market, product range or processes of an order placement.

The company has built a customer base by selling high quality products and is now looking for new producers/suppliers of raw, edible nuts and dried fruits under distribution services agreement.

Advantages and Innovations:

Technical Specification or Expertise Sought: The company is looking for only approved and certified

high-quality products that meet health standards. All quality products are sourced from factories who have HACCP or ISO as a minimum requirement. Quality certificates should be supplied with all products by recognised testing and inspection operators in the countries of origin. Before deciding to cooperate company's specialists personally visit suppliers' sites worldwide, ensuring quality and efficiency throughout the process.

State of Development: Already on the market

Comments:

IPR status:

Comments:

Profile Origin:

Dissemination:

Technology Keywords:

Market Keywords:

- 07003002 Health food
- 07004008 Other consumer products

NACE Keywords:

- C.10.8.9 Manufacture of other food products n.e.c.

Restrict dissemination to specific countries:

- ES Spain
- FR France
- IT Italy
- LT Lithuania
- LV Latvia
- MD Moldova, Republic Of
- NL Netherlands
- RO Romania
- SI Slovenia
- SK Slovakia
- UA Ukraine

The Company:

Type and Size of Client: Industry SME ≤ 10

Year established: 2012

Turnover (euro): 20 - 50M

Already Engaged in Trans-National Co-operation: True

Additional Comments: The company resiliently operates on the European market in the field of nuts and dried fruits trade and imports part of the offered products directly from their countries of origin, including USA, Canada, Chile, Vietnam, Croatia, Slovakia, Czech Republic.

Certification Standards:

Spoken Languages:

- English
- German
- Russian
- Polish

Partner Searched:

Type and Role of Partner Sought: The company is looking for partners operating in the field of raw, edible nuts and dried fruits sector. The company would like to expand their products assortment and is looking for new producers/suppliers of nuts, seeds and dried fruits at competitive prices under distribution services agreement.

The company is interested in high quality food raw materials, procurement directly from the selected producers.

Type and Size of Partner Sought: SME 11-50, SME <10 , 251-500, SME 51-250, >500

Type of Partnership Considered:

- Distribution services agreement