

Business Request

Dutch wholesaler is looking for a supplier of re-usable drinking bottles interested in offering a distribution services agreement

Summary

A Dutch company with a strong trade mark is a wholesaler of their own brand of re-usable drinking bottles. Due to increasing sales it is looking for suppliers of re-usable drinking bottles to extend their product line. The bottles sought are made of the best durable materials like stainless steel or made of bio-based materials and can be delivered under private label. The proposed type of collaboration is a distribution services agreement.

Creation Date	29 June 2018
Last Update	13 August 2018
Expiration Date	14 August 2019
Reference	BRNL20180405001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4c362158-da29-489a-9968-7d5c803ae6eb

Details

Description

The Dutch company is founded by an entrepreneur who wanted to create a product that would help to prevent that a lot of plastics end up in the ocean. Although it seems a bit odd to create a product in order to prevent litter, in 2015 he started with the concept to deliver reusable products against single use plastics. In 2016 he started selling his first products to eco shops in the Netherlands made of the best durable materials to prevent the use of single use plastics. Stainless steel and bamboo are not as sustainable in the production process as bio-based plastics, but more likely to be reused for a very long time in bottles or bags.

The bottles have cool prints, a distinctive logo and in every bottle, you will find a 'message in a bottle': a piece of paper with all the facts and figures about our plastic pollution.

The company is mainly a wholesale reseller and doesn't have its own webshop, but the clients have stores all over the Netherlands. Also they deliver bottles under private label for some other brands, companies and large retailers. To increase production facilities and reduce transport distances the company is looking for European manufacturers of re-usable bottles that can supply their drinking bottles under private label in amounts of at least 15.000 bottles a year.

The proposed type of collaborating is a distribution services agreement.

Advantages and Innovations

- The bottles have to be made of the best durable materials like stainless steel OR bio-based materials
- The bottles can be printed or embossed with the logo of the companies trade mark
- The bottles comply with food safety legislation
- The bottles have to be dishwasher proof

Technical Specification or Expertise Sought

The partner sought has experience with the manufacturing of re-usable products that come into contact with food and can print or emboss a logo on them.
The company can take care of packaging itself.

Stage of Development

Already on the market

Keywords

Technology

02002005	Forming (rolling, forging, pressing, drawing)
02002010	Machining (turning, drilling, moulding, planing, cutting)
02002013	Moulding, injection moulding, sintering
02002015	Surface treatment (painting, galvano, polishing, CVD, ..)
03009001	Flexography

Market

07004004	Housewares
07004008	Other consumer products

NACE

G.46.4.9	Wholesale of other household goods
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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Intelligent Energy

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2016

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch
German

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

The manufacturer sought has to be experienced in producing products according food safety legislation and has it's own designs and moulds.

Type and Size of Partner Sought

SME 11-50,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Distribution services agreement

Attachments

examples 3.png



examples.jpg



Sport bidon is already in product range



Prototype to be added to product range

examples 2.jpg

