

Business Request

A Polish food company seeks suppliers of nuts, seeds and dried fruits under distribution services agreement

Summary

A Polish company that specializes in distribution of nuts, seeds and dried fruits for B2B sector and HoReCa would like to establish co-operation agreements with new producers/suppliers of these products under distribution services agreement

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Details

Description

The Polish company has been active on foodstuffs wholesale market since 2006. The company is a direct importer and distributor of nuts, seeds and dried fruits. The most important items out of these assortment groups are: walnut kernels, almonds, dessicated coconuts, Brazil nuts, roasted and salted pistachios, cashew nuts, dried prunes, raisins, dried cranberries, dried apricots, banana chips, dried apples, dried peaches, pumpkin kernels, blue poppy seeds, linseeds, hulled sesame seeds, hulled sunflower kernels, white poppy, almond slivered, almond sliced, sesame paste, ground poppy seeds and ground linseeds.

In addition to the distribution the company offers innovative services such as optical and laser sorting, stabilization, sterilization and roasting food products. These processes minimize the risk of microbiological contamination in the product and provide product without hard contaminations, product of equal seeds calibration, regular seeds shapes, repeatability of production and high quality.

The company operates in B2B market, by supplying its goods to top bakeries and HoReCa sector of Western, Central and Eastern Europe as well as of Baltic countries and Russia. One of the company's strategic principles is raw materials procurement directly from the selected producers in Poland and abroad.

The company is interested in constantly expanding its assortment to become more competitive on world markets and now is looking for new producers/suppliers of nuts, seeds and dried fruits under distribution services agreement. The company is also looking for new suppliers with more competitive prices.

Advantages and Innovations

Through the implementation of innovative ideas and technologies the company supplies dried fruits, nuts and seeds which distinguish them from other companies. In order to satisfy company's customer needs, the company has implemented health safety system HACCP and ISO 22000 procedures. The company makes quality control at every stage of a production process.

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Technical Specification or Expertise Sought

The company is looking for only approved and certified high-quality products that meet health safety standards. All quality products are sourced from producers who have HACCP or ISO as a minimum requirement. Before deciding to cooperate the Polish SME always make an audit in the producers host.

Stage of Development

Already on the market

Keywords

Market

07003002 Health food
07004008 Other consumer products

NACE

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

Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, Cyprus, CzechRepublic, Denmark, Estonia,
Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia,
Lithuania, Luxembourg, Malta, Netherlands, Portugal, Romania,
Russia, Slovakia, Slovenia, Spain, Sweden, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

2006

Turnover

20 - 50M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ISO 22000

Languages Spoken

English
Russian
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

The company is looking for business partners (SMEs, large enterprises) operating in the field of nuts, seeds 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 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