

Business Request

French company is looking for a supplier of perfume glass bottles under manufacturing agreement

Summary

A French company creating and selling perfumes on a niche-market is looking for a supplier of different types of perfume glass bottles. A manufacturing agreement is sought.

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Details

Description

This young French company has a strong presence in the niche market of the "Alternative Perfumes", a form of experience more in keeping with the expectations consumers who are looking for a highly personal and individual product.

The SME's developed a range of 32 different scents, marketed in perfume shops, drugstores, in France and abroad, with 120 points of sale in other countries, and also on-line through a dedicated online shop.

The range of perfumes is of quality at an affordable price, made in France, with ingredients carefully selected ; every perfume contains a minimum of 90 % of natural ingredients all from Grasse (France).

The perfume addresses firstly women's target (25 woman's perfumes and 5 man's perfume).

Well-positioned in this exclusive market, the French company is able to create bespoke perfumes for their clients.

Both the fragrances and the containers play a key role in its commercial strategy. The bottle must be small to fit into a bag a makeup kit or drawer.

To offer new design, the French company is looking for a perfume glass bottle supplier/manufacturer in Europe.

The company needs 30 ml capacity bottles, extra white glass, with a round body section of 87mm x 35 mm and a diameter of 33 mm.

The finish must be FEA15 and the glass base thickness minimum 8 mm.

The French company will also launch bigger capacity bottles at the beginning of 2019 for its new product line.

Advantages and Innovations

Different and original fragrances in a small bottle easy to take anywhere, meet the need for a growing clientele : the growth in this outbound market is expected to accelerate in Europe and the French company is well positioned on it.

Technical Specification or Expertise Sought

The first expectations for the perfume glass bottles are:

Capacity : 30ml

Body section : 87 mm x 35 mm

Diameter : 33 mm

Finish : FEA15

Color : extra white flint glass

Type of body : Round

Stage of Development

Already on the market

Profile Origin

COSME

Keywords

Market

09004008

Other manufacturing (not elsewhere classified)

NACE

G.46.7.6

Wholesale of other intermediate products

Open for EOI : **Yes**

Dissemination

Relevant Sector Groups

Materials

Restrict Dissemination to Specific Countries

Albania, Austria, Belarus, Belgium, Bulgaria, Croatia, Cyprus,
Czechia, Denmark, Estonia, Finland, Germany, Greece, Hungary,
Italy, Latvia, Lithuania, Luxembourg, Macedonia, The former Yugoslav Republic of,
Malta, Montenegro, Netherlands, Norway, Portugal, Romania, Serbia,
Slovakia, Slovenia, Spain, Sweden, Turkey,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2018

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French
Spanish

Client Country

France

Partner Sought

Type and Role of Partner Sought

To meet the niche market requirements and fulfill its commitments towards the clientele, the French company is looking for a supplier located in an European country.
The partner sought must be a manufacturer of glass bottle for cosmetics and perfumes.

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Manufacturing agreement

Attachments



Example of the bottle sought