

Partnering Opportunity

Profile Status: Published

Business Request

Dutch wholesale company specialized in trade of agricultural products is looking for fertilizer suppliers from EU countries

Summary

Netherlands based wholesale company specialized in the distribution of agricultural usage and consumables is, in order to meet up with the growing demand looking for new suppliers of granular urea, with a 46 percent nitrogen content, a solid nitrogen fertilizer. The company is looking for European and worldwide manufactures to establish a cooperation in the frame of a commercial agency agreement.

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Details

Description

The company is based in the middle of the Netherlands and has nearly 12 years of experience in trading, importing and commercialization agricultural raw materials and consumables. The company wants to extend its portfolio by granular urea, a fertilizer. Currently the Dutch SME portfolio doesn't cover the entire request of their agricultural customers, so they are looking for suppliers from the EU countries, in order to distribute their products in the Netherlands. The focus product the Dutch company wants to import is: a urea granulate fertilizer, consisting of 46% nitrogen, 1% biuret maximum, 0,5% moisture maximum and packed in 50 kg waterproof bags. Quantity depends on quality of sample order, but starts after approval with orders for 20ft containers.

For the aimed (above mentioned) product the Dutch SME would like to cooperate with partners

in the frame of commercial agency agreement.

Technical Specification or Expertise Sought

Granular urea can be applied by itself, or it can be mixed easily with phosphate and/or potash fertilizers, often as part of a total NPK (nitrogen, phosphate, and potash) plant food mix. As a granular product, urea can be applied directly to the soil using conventional spreading equipment.

As a result of this profile the company is interested in meeting dynamic fertilizer manufacturers which are able to provide the urea granulate fertilizers.

The Dutch company is willing to cooperate with important EU fertilizers producers in order to cover by distribution, the request of their market.

Keywords

Technology

07001004 Crop Production

Market

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

NACE

A.01.6.1 Support activities for crop production

Open for EOI : **Yes**

Dissemination

Relevant Sector Groups

Agrofood
Creative Industries

Client

Type and Size of Organisation Behind the Profile

Ref: BRNL20190315001

Industry SME <= 10

Year Established

2000

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Dutch

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

The Dutch SME would like to have contact with a manufacturer, who is able to supply urea granulate fertilizer, consisting of 46% nitrogen, 1% biuret maximum, 0,5% moisture maximum and packed in 50 kg waterproof bags.

Type and Size of Partner Sought

SME 51-250

Type of Partnership Considered

Commercial agency agreement