

Partnering Opportunity

Profile Status: Published

Business Request

Dutch organization requesting European frozen food producers to enter into supplier agreement to buy their overstock/overproduction

Summary

This Dutch SME has a Corporate Social Responsible vision of giving products of fine quality a good destination and in this way prevent waste of food. The company is interested in buying food products that can not be sold (anymore) to regular markets. This can be because of multiple reasons like irregular size or shape, a closing end of sale date or because of leftover stock. The company is very experienced in storing and distributing food products and offering a win win situation to suppliers.

Creation Date	05 September 2019
Last Update	11 September 2019
Expiration Date	11 September 2020
Reference	BRNL20190826001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1a03a707-6500-4c8c-908f-28f15271d7d1

Details

Description

The company is part of a Dutch group of organizations. As such it has own transport and deep freeze capabilities. This specific company has specialised in Residual Product Management based on its corporate social responsible mission to help reduce food waste, while at the same time earn money for both themselves and the producers.

Due to the success of the formula, the organization is looking broaden its supply and is looking to buy any food products, directly from the producers, that have production errors (deviation in size, weight or other), but also products that are leftover due to cancelled orders, overproduction, any kind of damage, "end of life" stock, etcetera.

The company wants to get in touch with food producers, preferable from the western European

countries (because of distance). But if the quantity and/or quality justify it, the company is also interested in offerings from other countries.

Advantages and Innovations

- 1) The company is part of a group with own transport and storing facilities, therefore it can offer a discrete, no hassle, "Win-Win" solution for any producer of perishable goods and food supplies that has overstock, overproduction.
- 2) The business model helps prevent food waste
- 3) Next to preventing food waste it provides a means for producers to capitalize on products that would otherwise have resulted in to a financial loss.

Technical Specification or Expertise Sought

Any producer of food and beverage products from (mainly western) Europe that is open to offering its overstock / overproduction products that it can not sell to its regular markets is of interest to the Dutch organization.

Stage of Development

Already on the market

Comments Regarding Stage of Development

Due to its success the company is looking to expand its intake of goods.

Keywords

Market

09001002	Trucking
09003004	Distributors, imports and wholesalers
09005	Agriculture, Forestry, Fishing, Animal Husbandry & Related Products

NACE

C.10.1.1	Processing and preserving of meat
C.10.1.2	Processing and preserving of poultry meat
C.10.1.3	Production of meat and poultry meat products
C.10.3.1	Processing and preserving of potatoes
H.52.1.0	Warehousing and storage

Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Czechia, Denmark, Estonia, Finland, France,
Germany, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg,
Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain,
Sweden, Switzerland, Ukraine,

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2017

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

other

Languages Spoken

English
Dutch
German
French
Spanish

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

As it wants to expand its supply due to increased demand the company wishes to establish contact and discuss entering into a supplier agreement with any producer of food, fruit, vegetable, meat, fish and beverage products from (mainly western) Europa that is open to offering its products that it can not sell to its regular markets.

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The Dutch company will arrange transport themselves. The role of the suppliers is therefore only to offer their overstock / overproduction.

Type and Size of Partner Sought

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

Type of Partnership Considered

Supplier agreement