

Partnering Opportunity

Profile Status: Published

Business Request

Importer of frozen food and meat from North Macedonia is looking for food producers in the framework of commercial and distribution agreements.

Summary

A Macedonian company, importer and distributor of various types of food products such as frozen meat and meat products (chicken, turkey, beef and veal meat, pork and sea fish), is looking for new European partners (producers and wholesalers from the food industry) in the framework of commercial agency and distribution agreements.

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Details

Description

A Macedonian company has over 10- year-old tradition and the range of activities is established on the basis of international trade with alimentary goods with specialty for frozen goods from animal breed.

Company's development plan aims to increase international trade starting with import of frozen products. The company is fully equipped with skilled marketing managers and commercial officers that implements modern way of trade and marketing organization as well as distributive plan according European and world standards.

The product categories in their portfolio are as follows:

- Frozen fish, mackerel, hake etc
- Frozen chicken drumsticks, gizzards, grillers, prime wing, wings
- Frozen beef meat, knuckle, forequarter, tenderloin, shin/shank meat, chuck tender, chuck roll,

neck, trimming

- Frozen pork meat, shoulder, ham, collars, shank meat, trimmings, trimmings
- Frozen vegetable and fries .

The company is interested in importing frozen food and fish products from the foreign distributors and wholesalers from any country from Europe in order to expand its product assortment.

Advantages and Innovations

- The company has its own distribution channels in different parts of Macedonia
- Good knowledge of the Macedonian market and established position on it, since the company has been operating for last 10 years. The quality is also guaranteed with the ISO 9002 certification that the products have. The experience in packaging and shipping products to international markets. The ability to satisfy increased amount of products demand;
- Team for prompt delivery;
- Tracking Technology;
- Continuous development;
- Experienced in dealing with international partners;
- Small flexible and agile company with the ability to adapt to any need and give immediate solutions to its clients;
- Extended network of contacts in several food distribution channels;

Technical Specification or Expertise Sought

The producers of frozen beef, pork, poultry, fish, as well as grocery good who have exporting experience are sought. The company is searching for a long-term partnership with enterprises which observe all the typical characteristics of the sector. Above all, the partner must comply with EU law relating to health and safety, working conditions, etc. The company is also open to analyse different product propositions from the frozen sector.

Stage of Development

Already on the market

Keywords

Market

05008002 Food and feed ingredients

NACE

G.46.3.2 Wholesale of meat and meat products

G.46.3.8 Wholesale of other food, including fish, crustaceans and molluscs

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2007

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Client Country

North Macedonia

Partner Sought

Type and Role of Partner Sought

The Macedonian company is looking for manufacturers or suppliers of different assortments of frozen food (e.g. frozen meat and vegetables, fish and frozen fries).

The desired partners will be European producers and wholesalers in food sector. Depending on the company and the product, the company is open to either commercial agreement or distribution agreement.

Also any other types of companies or agencies in food and feed sector who want to distribute the relevant products supplied by this company will be welcomed.

Type and Size of Partner Sought

251-500,SME 51-250,>500

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement