

# Partnering Opportunity

Profile status : Published

## Business Request

### Albanian trading company of fruits and vegetables is looking for fruit suppliers

#### Summary

*An Albanian company active since 1996 is mostly active as trader-importer-exporter of fruits and vegetables.*

*The company owns refrigerators with considerable capacities and advanced technology in terms of storage and processing of fruits and vegetables and means of transport of goods of different capacities. They are looking for suppliers of fruits like oranges, tangerines and kiwi.*

**Expiration Date** 17 August 2022

**Reference** BRAL20210810001

**Public Link** <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e7092ec2-2800-46e8-9dc5-cbd24b7f3974>

#### Details

##### Description

The company was initially established in 1996 in Korca, Albania, being one of the first in the trade sector with the main focus on the import and trade of fruits and vegetables.

From a start-up company to the market quickly became a leader in the field of marketing and canning fruits and vegetables. Large investments continued in this sector to further increase the activity of canning and marketing of fruits and vegetables.

In 1998 in Korca was invested in the storage and canning of fruits and vegetables in a refrigerator with a capacity of 400 tons. The capacity and activity of the company significantly increased with the investment of 2006, in the construction of a refrigerator with a capacity of 1600 tons.

In 2016 the company makes other investments in the most important assets for its fields of activity mainly in the field of agriculture by creating an apple orchard as well as machinery and equipment for fruit selection.

Since 2016, the company has focused mainly on apple production, storage and trade, as well as the import and trade of other fruits such as oranges, tangerines or kiwi.

Regarding the products that the company offers, the main product are apples of a very high quality of different varieties such as:

Red Delicious (Starking)

Golden Delicious

Fuji

Granny Smith

Idared

Mutsu

They are certified and systematically controlled by AKU with Environmental Permit for refrigerators. They also use patented DCA technology with controlled atmosphere for fruit storage using atmospheric regulation.

Another important certification for the company is the Global G.A.P certification from CERES, a certification necessary for export to European countries. They are looking for a supplier agreement, because their costumers request is also fruits like oranges, tangerines, and kiwi.

### Advantages and innovations

The company is one of the oldest in Albania in the sector of trade - import - export. The company's 26 years of experience has led to significant investments in its infrastructure, being one of the few companies to use DCA technology which means having a controlled atmosphere for fruit storage using atmospheric regulation to guarantee maximum fruit quality and longevity, and having a considerable tonnage of 2000 Ton.

The sorting and packing machines are automatic and make packaging of various shapes both in plastic crates and in cardboard boxes.

The staff is fully trained in the technology they use and in its composition they have specialists and employees who are part of the staff for more than 20 years now.

The company owns an orchard for the production of apples of different variations, high quality and organic.

The company has for more than 15 years its suppliers in Albania, Greece and Macedonia for the supply of fruits - vegetables of a very high quality.

### Technical Specification or Expertise Sought

They want to import from their suppliers: oranges, tangerines and kiwi. The quantity up to 1 ton for each.

### Stage of development

Already on the market

### IPR Status

Trade Marks

### Profile Origin

COSME

---

### Keywords

#### Market

05008002	Food and feed ingredients
05009001	Food & feed ingredients
07003002	Health food

Open for EOI: **Yes**

---

## Client

---

### Type and Size of Organisation Behind the Profile

Industry SME 50-249

### Year Established

1996

### Turnover

1 - 10M

### Already Engaged in Trans-National Cooperation

Yes

### Languages Spoken

English  
Greek  
Italian

### Client Country

Albania

---

## Partner Sought

---

### Type and Role of Partner Sought

They are looking for a supplier of oranges, tangerines and kiwi. They are seeking an experienced supplier who is willing to provide them with kiwi, oranges and tangerines according to a legal agreement.

### Type and Size of Partner Sought

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

### Type of Partnership Considered

Supplier agreement

## Attachments

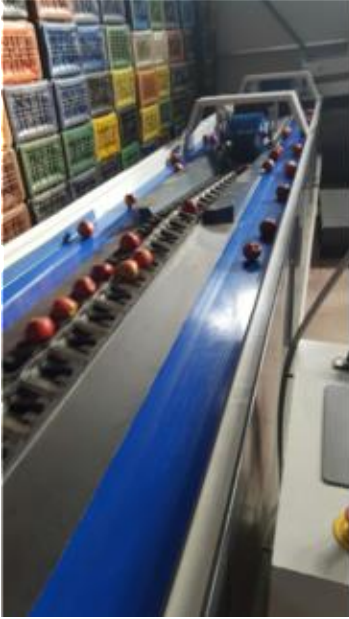


Oranges imported.



Products of the company.

Ref: BRAL20210810001



Picture from the company.