

Partnering Opportunity

Profile status : Published

Business Request

Romanian company specialized in trade with agricultural pesticides and fertilizers is looking for suppliers/producers from EU countries

Summary

Romanian company specialized in trade and storage of fertilizers and pesticides for agriculture is willing to find new suppliers/producers, in order to cover the current requests on the specialized Romanian market. The company is looking for companies from the EU, willing to have their products distributed on the Romanian market through a distribution agreement.

Expiration Date	14 October 2022
Reference	BRRO20210921001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fe6f92a9-15ed-46ec-aaa8-70ac7a4ff4be

Details

Description

Romanian company from South East of Romania, having over 12 years of experience in the import and commercialization of fertilizers and pesticides for agriculture, is willing to extend its cooperation portfolio by finding new suppliers for these specific products.

Romania is mainly an agricultural based economy, being once known as the "Europe's granary". Currently the Romanian company's offer cannot cover the entire request of the local agricultural producers, so it is looking for more suppliers from the EU countries, in order to distribute their products to the local specialized agricultural companies. The Romanian pesticides and fertilizers distributor benefits from its own storage facilities (3000 tons storage capacity), its own packaging line for the bulk products (500 and 1000 kg/sacks) and its own trucks. Some of the main products the Romanian company is willing to import are:

- Urea, Di-Ammonium Phosphate - DAP (urea, azote and ammonium sulphate based fertilizers), complex fertilizers;
- N-P-K Nitrogen-Phosphorous-Potassium (azote, potassium and phosphorus based fertilizers).
The distribution network of the Romanian company currently covers all the big agricultural producers from the S-E of Romania.

Advantages and innovations

The Romanian company has acquired long time experience in the field of trade with fertilizers, being able to provide all the necessary documentation and permits for this specific type of products.
It can also provide storage of the imported products, the transportation logistics as well as a complete packaging line (500 kg and 1000 kg bags).
The Romanian company has long established connections with the most important agricultural producers in the South East of Romania and easy access to all types of transportation (water transport on the river Danube, access to the Galati harbour's Free Zone and docks area, highway transportation by own company's trucks as well as railway transport).

Technical Specification or Expertise Sought

The Romanian company is willing to cooperate with important fertilizers producers on the EU market in order to cover by distribution, the big request on the Romanian agricultural market.
Ecological fertilizers and other additives for agricultural purposes are also subject for interest for the Romanian company.

Stage of development

Already on the market

Profile Origin

COSME

Keywords

Technology

07001006

Pesticides

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

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2003

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certifications Standards

ISO 9000:2008
ISO 14001:2005

Languages Spoken

Romanian
Turkish
English

Client Country

Romania

Partner Sought

Type and Role of Partner Sought

The envisaged partner should be a producer active in the fertilizers and pesticides industry, willing to export its products to the Romanian agricultural market.

Type and Size of Partner Sought

SME 51-250

Type of Partnership Considered

Distribution services agreement

Attachments
