

## Oportunidades de negocio

### SECTOR AGROALIMENTARIO – BEBIDAS



#### **Polish company from food sector offers distribution services.**

A company from the region of central Poland, which represents private sector, has been working on the market since 1990. The company distributes cream, goat's milk, cow's milk, Greek yogurt, feta cheese, food supplements, organic food for both commercial units as well as retail chains. The company offers distribution services for suppliers of food products mainly from Italy, Greece, Spain and other countries.

BRPL20161010003

#### **An Armenian producer of wine seeks agents and distributors.**

The Armenian company, specialized in production of reserved wine is looking for agents and distributors in order to conclude commercial agency and/or distribution services agreements.

BOAM20171113001

#### **The Armenian organic tea producer is looking for agents and distributors.**

This Armenian company offers wide range of high quality herbal and berry natural and organic tea products. The company is looking for agents and distributors.

BOAM20161010001

#### **The Armenian producer of jams, dry-fruit candies and fruit beverages is interested to establish commercial agency and distribution services agreements.**

The company based in Armenia produces jams, dry-fruit candies and fruit beverages that contain only natural ingredients. This company is specialized in production of healthy food with the innovative approach. The company is looking for agents and distributors to cooperate under commercial agency agreement and distribution services agreement.

BOAM20170704001

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**The Armenian company, specialized in production of herbal teas is looking for agents and distributors.**

This Armenian company is specialized in production of natural, organically clean teas. In particular, the company produces medicinal, natural and organically clean teas: thyme, menthe, ziziphora and origanum. The company is looking to cooperate with agents and distributors.

BOAM20171219001

**Serbian producer of organic wine seeks distributors and commercial agents.**

A Serbian company is specialized in production of high quality wine including organic wine. It owns the first organic and mountain vineyard in the country and offers good quality price ratio, particularly for organic wines. The company offers its products to SME intermediaries across Europe under the terms of a distribution or commercial agency agreement.

BORS20160815001

**Jordanian producer of coffee and specialty food products seeks partners in Europe.**

A Jordanian company is specialized in manufacturing a types of high quality healthy coffee such as date seed and barley coffee in addition to special food products such as soups and spices. The company is interested to expand its export to other markets and cooperate with European partners through commercial agency, distribution agreements and manufacturing agreement.

BOJO20171230001

**Italian wine brand company, focusing on the promotion of exclusive wine products, is looking for importers and distributors active in the ho.re.ca. and entertainment sector.**

An Italian company produces and promotes high-quality level sparkling wines, specifically created with the aim of offering a high-level channel of distribution worldwide, thanks to a strategy of communication, marketing and merchandising that could help the partners by making the brand recognisable to the final consumers. The company is currently looking for importers/distributors with a view at establishing a long-term commercial agency agreement and/or a distribution services agreement.

BOIT20160803001

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**Italian food and beverage producer looks for importers, distributors and/or agents.**

The Italian company is producing a wide range of Italian gourmet food and beverage (appetizers, chocolate, sweet creams, coffee, jams, jellies, pasta, sauces, olive oil, vinegar, wines, spirits). The company looks for importers, distributors and/or agents operating in local niche markets (thus in contact with gourmet shops, organic shops, international food shops, high-level Hotellerie-Restaurant-Café, etc.) in order to establish distribution services agreement and commercial agency agreement.

BOIT20170214001

**French organic wine producer is looking for importers.**

The French company is a producer of wine from Alsace region which obtained different awards (Decanter World Wine Awards, Guide Bettane & Desseauve). The company has recently developed an organic viticulture system. They are looking for commercial co-operation with trade intermediaries in the Eastern European countries, UK, USA, Canada and China.

BOFR20160606003

**Dutch wholesale supplier of dried powdered milk is looking for business partners.**

The Dutch SME is seeking long term collaboration with commercial agents and distributors for import, wholesale, distribution for dried powdered milk.

BONL20180125002

**Portuguese company producing fruit juices concentrates seeks distributors or commercial agents to supply concentrates and aromas in bulk packaging. R&D partners are also sought.**

Portuguese company that produces fruit juices concentrates (elderberry, apple, pear and white grape) as well as aromas (apple, pear and elderberry) is seeking new distributors or commercial agents. The product is supplied in bulk and is subject to a commercial agency agreement or distribution services agreement. The company is also looking for R&D partners for research (joint venture agreement) in relation to new products / quality improvement processes.

BOPT20180308001

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**Romanian manufacturer of organic juices, powders and oils is looking for trade intermediary partners.**

A Romanian company from Transylvania is specialized in producing organic juices, powders and oils using seabuckthorn, blueberries, carrots and sunflower seeds. The products are free of preservatives and food additives, organic certified and approved by several Romanian and international inspection and certification bodies. With previous international activities, the Romanian company is looking for foreign partners to act as agents and/ or distributors for its products abroad.

BORO20160513002

**Italian family coffee roasting company is looking for partners interested in espresso blends.**

An Italian family roasting company is specialized in espresso coffee blends offered in beans, grounds and single-serving pods, also under private label. It cares for all steps of the coffee process in order to provide the perfect "made in Italy" espresso. The company seeks foreign partners operating in the food and beverage and Ho.Re.Ca. sectors, as well as vending and retail channels, with a view at establishing a distribution services agreement and/or a commercial agency agreement.

BOIT20180115001

**Coffee from Rwanda - Swedish trader offers Arabica Bourbon Red beans.**

A Swedish importer and wholesaler of coffee beans is looking for distributors and commercial agents. The company trades with organic green coffee beans from Rwanda, which are sun dried and meticulously sorted before shipment. When selling whole coffee beans, the beans are in most cases shipped directly from Rwanda. When selling roasted coffee, it is delivered from the own coffee roasting plant in Sweden.

BOSE20171127002

**Bulgarian family-owned wine cellar situated in the region of Plovdiv (Central Bulgaria) offers to distributors and commercial agents its quality red and white wines.**

A Bulgarian winery located in the wine-producing region of Plovdiv (Central Bulgaria, Thracian Valley) offers wines – bottled and in bulk. The company has organized the entire wine production process, from grape cultivation and vine-growing to the fabrication of the wines. They would like to conclude distribution services and commercial agency agreements and to open channels for promotion and distribution of their products in some of the European and Asian countries.

BOBG20161209003

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**Greek company producing high quality wines is looking for trade intermediaries to enter foreign markets.**

Greek company specialized in the production of certified organic wines in a privately-owned winery located at the region of Thrace is looking for foreign partners to expand its operations abroad. The winery cultivates its own types of grapes such as the Chardonnay, Cabernet Sauvignon, Merlot, Muscat and the Greek Assyrtiko. They are open to commercial and distribution agreements.

BOGR20161014001

**Russian company specialized in manufacturing of ice cream, looking for suppliers of milk and cream.**

The Russian company specialized in the production of ice cream from whole milk and cream, is interested in finding trading partners - suppliers and producers of milk and cream abroad for cooperation in the framework of distribution services agreement.

BRRU20180117001

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