

Business Request

Belgian company specialized in the food sector is offering its services as an agent.

Summary

The Belgian company is an international trading company specialized in import/export. Their aim is to represent food producers as commercial agent in order to connect professional buyers and sellers of goods so that they make profitable and sustainable business internationally. The company is an expert in the food industry, more specifically worldwide food. It has also offices in France and Canada.

Creation Date	09 July 2015
Last Update	10 July 2015
Expiration Date	09 July 2016
Reference	BRBE20150211001

Details

Description

The Belgian company acts as agent in the food sector. It already represents famous brands on the French, Belgian, Luxembourg, French overseas islands and Canadian markets. But they remain open for demands aiming different territories (especially Belgium but also the south of Europe).

It is currently trading worldwide food such as Spanish products like paellas, gazpacho, ham/pork food, dried fruits, industrial pastry, oil, nougat and frozen tapas. The company is of course open to represent other food products on the Belgian market and on the other markets where it is present.

The desired outcome of an international partnership would be to get the products on the main retailers' shelves in the market or sell it in the foodservice channel.

Advantages and Innovations

The company has a network of commercial contacts present in several countries (France, Luxembourg, Canada and French overseas territories) and represents famous food brands.

The company is already working with major retailers for some products ranges.

Technical Specification or Expertise Sought

Partners should be flexible and reactive in order to be compatible with the needs of the market.

They are looking to be associated with high quality standard products. Moreover the collaborating companies must be reliable and innovative food producers.

Stage of Development

Already on the market

Keywords

Market

005004001 Food and feed ingredients
009003004 Distributors, importers and wholesalers

NACE

G.46.1.7 Agents involved in the sale of food, beverages and tobacco
G.46.1.8 Agents specialised in the sale of other particular products

Dissemination

Restrict Dissemination to Specific Countries

Austria, Canada, Germany, Greece, Italy, Poland, Portugal,
Romania, Russia, Slovenia, Spain, Switzerland, United Kingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2015

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French
Spanish

Client Country

Belgium

Partner Sought

Type and Role of Partner Sought

The cooperation will be established through a commercial agency contract. Possibility to move towards a distribution agreement after few years of cooperation.

Commercial partners must be willing to distribute their products through retailers, wholesalers or importers. Consequently, the exported volume should be substantial with a production capacity that can meet the demand of one or more supermarket or other retail chain.

Products must be good quality and meet the requirements and standards of the various countries.

Last but not least, the potential partner may decide to go for one or several markets at once.

Type and Size of Partner Sought

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

Type of Partnership Considered

Commercial agency agreement