

Partnering Opportunity

Profile status : Published

Business Offer

Dutch producer of special cheeses is looking for agents or distributors

Summary

This company from the Netherlands offers of a wide variety of Dutch specialty cheeses, like goat and sheep cheese and cheeses with special flavors, like coconut, in various ages, sizes and prepack formats. The company is seeking long-term distribution agreements and/or commercial agency agreements in Japan and in all European countries.

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Details

Description

A Dutch cheese exporter located in The Netherlands, offers a wide variety of Dutch cheeses from the basic Edam and Gouda cheeses to aged Gouda cheeses, flavored Gouda cheeses, goat- and sheep milk cheeses and various others. Because they noticed that consumers globally are more conscious about the ingredients they choose, the company decided to produce its cheeses, if possible, all natural. This means no preservatives or artificial flavorings are added. Also most of their cheeses are produced with vegetable/microbial rennet so vegetarians can also enjoy their cheeses. The company is interested in expanding its current client portfolio by identifying new international business

partners under distribution agreements or commercial agency agreements.

It is looking for wholesalers or importers that can act as distributor in the Japanese and the European market.

To suitable agents with existing network in the dairy market, a commercial agency agreement is on offer. The agency agreement is based on commission on sales reached.

Advantages and innovations

- The company offers unique and natural cheeses at competitive prices .
- The company is a flexible organization with a low Minimum Order Quantity (MOQ) that can modify box labeling according to the country's customs' requirements.
- Most cheeses are developed for vegetarian diets
- The cheese comes in catchy packaging, also very suitable as special gifts.
- The company has safety and quality certificates like International Food Standard (IFS) and British Retail Consortium (BRC)

Stage of development

Already on the market

Keywords

Market

07003002

Health food

Network Contact

Issuing Partner

EU-Japan Centre for Industrial Cooperation

Contact Person

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Open for EOI: **Yes**

Dissemination

Relevant sector groups

Agrofood

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2014

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certifications Standards

other

Languages Spoken

English
Dutch

Client Country

Netherlands

Experience

Most of their cheeses are IFS and BRC certified

Partner Sought

Type and Role of Partner Sought

The company is offering cooperation on the basis of a distribution services agreement or commercial agency agreement. The terms of the contract may vary depending on the partners' experience and the geographic market in which the partner operates.

In case of a distribution agreement, the distributor (wholesaler) is familiar with import, warehousing and distribution of refrigerated products. The policy of the company is to work with one exclusive distributor per country, to build the market for its cheeses together. The company will take care of the necessary export documents if needed, without additional costs.

The partner appointed as a commercial agent should be in charge of the geographical areas, or territory, duties of the principal and agent, achieving minimum sales targets. Moreover, the commercial agent should take responsibility for negotiating and entering into a contract of sale on the Dutch company's behalf.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Attachments



Truffe Cheese



Cheese assortment

Ref: BONL20210401001

Cheese