

Business Request

Innovative UK food and drink company seeks to represent or distribute Mediterranean fruits and vegetables in the UK

Summary

A UK company engaged in the wholesale import and distribution of food and drinks is seeking companies working with Mediterranean fruit and vegetables who want to expand into the UK. They are offering commercial agency agreements and distribution services agreements with European companies.

Creation Date	19 November 2015
Last Update	01 December 2015
Expiration Date	01 December 2016
Reference	BRUK20151119001

Details

Description

The UK company has over ten years of experience in the import, wholesale trade and distribution of food and drink including fresh fruits and vegetables over the South West of England. In the company's existing export and distribution programme there are products famous in the Mediterranean, with fruits such as oranges, mandarins, grapefruits, lemons, limes, pomegranates, mangoes, peaches, apricots, plums, grapes, melons, watermelons, and many more. Vegetables include capsicums, aubergines, sweet potatoes, artichokes, spring onions, fresh herbs and others. The company operates according to HACCP (Hazard analysis and critical points).

They offer a range of services in addition to simple distribution within the UK, including food development, packaging and artwork, merchandising layouts, legal compliance as well as bottling and labelling solutions.

In order to supplement their supply base, they are looking for suppliers of Mediterranean fruit and vegetables interested in entering the UK market under an agency or distribution agreement.

Advantages and Innovations

The company was established in 2005. Today, this company is growing fast in fresh fruits and vegetables trade within the South-East of England, with many business partners in the country and abroad.

The company operates according to HACCP (Hazard analysis and critical points).

The company offers a range of services in addition to simple distribution within the UK,

including:

- * The creation of new concepts and/or recipes
- * Developing ranging strategies
- * Food development (recipes & concepts)
- * Packaging development and innovation
- * Photography and artwork
- * Branding
- * Merchandising layouts
- * Technical compliance
- * Legal compliance
- * Marketing & launch strategies

The company also has the advantage of:

- * an extensive database of manufacturers
- * the knowledge of the processes is needed to be able to effectively negotiate the prices and minimum order quantities
- * bottling and labelling solutions, which in many cases are not done by the initial manufacturer

Technical Specification or Expertise Sought

The company already deals with export of domestic agricultural products to the markets of a few European countries, etc and is looking to import similar products within the UK (and also within other European countries). In the company's existing export and distribution programme there are products famous in the Mediterranean, with fruits such as oranges, mandarins, grapefruits, lemons, limes, pomegranates, mangoes, peaches, apricots, plums, grapes, melons, watermelons, and many more. Vegetables include capsicums, aubergines, sweet potatoes, artichokes, spring onions, fresh herbs and many more.

Keywords

Market

07003002	Health food
07004008	Other consumer products

NACE

I.56.2.9	Other food service activities
----------	-------------------------------

Network Contact

Issuing Partner

UNIONE REGIONALE DELLE CAMERE DI COMMERCIO DELLA CAMPANIA
(UNIONCAMERE CAMPANIA)

Contact Person

Simone Sparano

Phone Number

+39 0814109123

Email

simone.sparano@cam.camcom.it

Open for EOI : **Yes**

Dissemination

Send to Sector Group

Agrofood

Restrict Dissemination to Specific Countries

Albania, BosniaandHerzegovina, France, Greece, Israel, Italy, Malta,
Montenegro, Spain, Tunisia, Turkey,

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2005

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Type: Industry

Specific area of activity of the partner: Potential partners should have experience in exporting fruits and vegetables.

Key role of the partner: Provision of fruits and vegetables for UK distribution.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement