

Business Request

Seeking wines and beers for importing and distribution in the UK, as well as the export and distribution of British beer and wine in Europe

Summary

An experienced UK alcohol distributor is seeking new European wine and beer products to import and distribute in the UK. The company are accredited and able to sell the beer and wine via their own online retail and/or wholesale channels. They also have British wine and beer for export if this is of interest. They are seeking distribution agreements with European distillers, breweries and wineries.

Creation Date	17 May 2016
Last Update	01 June 2016
Expiration Date	01 June 2017
Reference	BRUK20160517001

Details

Description

The UK company is looking to import a range of wines and beers from all over Europe, as well as export British wines and beers to Europe.

The company are experienced in alcohol import and distribution and hold the relevant accreditations from UK customs & excise agencies to move goods in duty suspension. They have a sister company that handles UK distribution, which is primarily online in a business-to-consumer and a B2B capacity.

They are looking to build relationships with wholesalers, importers and distributors and seeking direct relationships with manufacturers for imports into the UK i.e distillers, brewers & wineries. The company however are also open to relationships with those companies that have ready access to a range of brands.

The European winery, brewery or distillery should have the relevant accreditations within their own country for the sale and distribution of alcohol, to form a distribution agreement with the UK company.

Advantages and Innovations

The UK company has a diverse supply chain that includes some of the biggest global brewing groups as well as the pick of independent specialist from across the globe as well as craft and artisan producers from within the UK itself.

The company offers a range of sales channels from on-trade wholesalers and specialist wine merchants to cash and carry groups serving the convenience sector. Their accounts in UK

bonded storage and distribution facilities allow them to offer a fully integrated distribution service.

Technical Specification or Expertise Sought

The partner company should have the relevant accreditations within their own country for the sale and distribution of alcohol.

Keywords

Market

07003001 Wine and liquors

NACE

G.46.3.4 Wholesale of beverages

Network Contact

Issuing Partner

UNIONE REGIONALE DELLE CAMERE DI COMMERCIO DELLA CAMPANIA
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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Agrofood

Restrict Dissemination to Specific Countries

Argentina, Belgium, Brazil, Canada, Chile, China, Cyprus,
CzechRepublic, France, Germany, Iceland, India, Ireland, Italy,
Japan, Latvia, Lithuania, Luxembourg, Mexico, Netherlands,
NewZealand, Norway, Poland, Russia, Singapore, Spain, Sweden,
Ukraine, UnitedKingdom, USA, Vietnam,

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2009

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

Activity: Brewery, distillery or winery

Specific role of partner sought: The export of beer or wine to the UK and/or the import of beer and wine to the UK

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