

Business Request

Swedish company seeking manufacturer of organic, gluten free, dry pasta made from legumes

Summary

A Swedish company is seeking a manufacturer of organic, gluten free, dry pasta in various shapes. The sought after manufacturer must have the ability, and be interested in producing pasta from alternative raw materials, such as various kinds of legumes (peas, chick peas, lentils, soybeans etc). The Swedish company has got an established distribution network to health stores and supermarket chains in Scandinavia, and several other European countries.

Creation Date	10 September 2015
Last Update	04 December 2015
Expiration Date	10 September 2016
Reference	BRSE20150910001

Details

Description

The Swedish company which was established in 2005, started off with distribution of organic certified products to Swedish health stores. Today, the company is mainly focusing on developing their own brand, but they also offer other brands in their product portfolio.

The customer base has in 2015 grown to comprise supermarket chains, organic stores, fitness and health stores throughout the Nordic countries, as well as strong expansion outside of Scandinavia with current distribution in Germany, UK, Switzerland and France.

One of the company's strongest growing product segments is organic, gluten free pasta made from legumes. The company is therefore now looking for a new pasta manufacturer that can match their criteria.

Advantages and Innovations

- The company's own brand is well recognized by consumers for healthy, innovative, high-quality food, and well recognized by customers in supermarkets, organic stores, fitness and health food business
- There is a strong demand for the brand in Scandinavia
- Rapid expansion in Europe
- Modern and eye catching packaging design attracts the consumer's attention

Technical Specification or Expertise Sought

A potential partner must have:

- Third party certification of gluten free production
- Third party certification of organic production
- ISO and/or BRC certification of safe food processing
- Ability and interest of developing dry pasta made from alternative raw materials, such as

various kinds of legumes (peas, chick peas, lentils etc)

- Ability to produce short pasta shapes such as fusilli, penne, macaroni, rigatoni, tortoglioni, gnocci, and castellan

Stage of Development

Already on the market

Keywords

Market

07003002

Health food

09004008

Other manufacturing (not elsewhere classified)

NACE

C.10.8.9

Manufacture of other food products n.e.c.

Network Contact

Issuing Partner

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(UNIONCAMERE CAMPANIA)

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Agrofood

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2005

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ISO 22000

Languages Spoken

English
Swedish

Client Country

Sweden

Partner Sought

Type and Role of Partner Sought

The sought after partner must be a reliable manufacturer of organic pasta, preferably with experience of operating with international clients.

Furthermore, a potential partner must have:

- Third party certification of gluten free production
- Third party certification of organic production
- ISO and/or BRC certification of safe food processing
- Ability and interest of developing dry pasta made from alternative raw materials, such as various kinds of legumes (peas, chick peas, lentils etc)
- Ability to produce pasta shapes such as fusilli, penne, macaroni, rigatoni, tortoglioni, gnocci, and castellan

Finally, the sought after partner must be interested in establishing a long-term partnership, and must have the ability to deliver large volumes; eventually around 7-8 tonnes per month.

Type and Size of Partner Sought

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

Type of Partnership Considered

Manufacturing agreement