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Spanish wholesaler and trader of high-quality gourmet products is looking for partners under distribution and/or commercial agency agreement.


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Summary

Profile type

Business Offer

POD reference

BOES20220328006

Network partner country

Spain

Profile status

Published

Type of partnership

Commercial agreement

Outsourcing agreement

Profile owner

 Blanca GOMEZ QUEVEDO

Term of validity

11 Apr 2022 - 10 Apr 2023



General information



Enterprise Europe Network



Luca Battigaglia



Spanish wholesaler and trader of high-quality gourmet products is looking for partners under distribution and/or commercial agency agreement.

Short summary

Spanish company, specialized in anchovies and gourmet products of the best quality including sweets, cured meats, canned seafood, canned vegetables and foie, among others, is looking for a long-term partnership under distribution services or/and commercial agency agreement, in order to continue growing.

Full description

The company was settled in 2016 in Santoña, a small town with a deep seafaring vocation located in Cantabria, Spain.

Since the company project was launched, they have had the experience and advice of five generations of professional fishmongers and canners, where their greatest value has always been respecting and caring for original and traditional processes.

The concern to know and learn gastronomy, made them travel around Spain in search of the best products and to be able to bring them closer to their customers, now they are looking for new importers and businesses that want to try their product.

As experts in anchovies, they started this project, then they expanded their products, obtaining a line of gourmet products that today include sweets, cured meats, canned seafood, canned vegetables and foie, among others.

The company is now looking for a long-term relationship with new distributors and gourmet stores, in order to continue growing.

Main products of the company:

- Anchovies / boquerones (Cantabrian fishing - Spring Coast).
- Canned from the sea (mussels, sea bass, octopuses, sadines...).
- Birds and foie (partridge pate, foie micuit, quail...).
- Canned vegetables (asparagus, poached onion, peppers, piparra...).
- EVOO (extra virgin olive oil).
- Grocery (olives, anchovy butter, nuts, coffee beans with dark chocolate...).
- Cheeses (cured, butter, blue leaf, smoked...).
- Cured meats (torreznos de Soria, iberian shoulder, chistorra de Navarra...).
- Sweets (tocinillo de cielo, almond and orange tile cookies, palmeritas, russian cake, sobao pasiego (traditional butter sponge cake PGI)...).

The company is looking for gourmet shops, high end restaurants, hotels, catering companies (HORECA), wholesalers, retailers and/or distributors under a long-term commercial agency agreement or distribution service agreement in order to improve international sales and create a new network worldwide.

Advantages and innovation

- Experts in Anchovies and Gourmet Products.
- Traditional recipes.
- Sales to the HORECA and retail channel (Hostelry format).
- Corporate packaging and possibility for customizing.
- Products with a long expiration date.
- Easy to prepare products.

Technical Specification or Expertise Sought

Stage of development

Already on the market

IPR status

IPR granted

Sustainable Development Goals

Not relevant



Partner sought



Expected role of the partner

The suitable partner sought should be a wholesaler, retailer, distributor, gourmet shop or high end restaurants, hotels or catering companies (HORECA).

It would be a ideal long-term cooperation under a commercial agency agreement or a distribution services agreement.

Type of Partnership

Commercial agreement

Outsourcing agreement

Type and size of the partner

SME 11-49

SME 50 - 249

Big company

Dissemination



Market keywords - (up to 5)

07003001 - Wine and liquors

07003002 - Health food

07005002 - Other restaurants

07005003 - Hotels and resorts

Technology keywords - (up to 5)

08001002 - Food Additives/Ingredients/Functional Food

08001005 - Food Technology

Targeted countries

All countries

History



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