



Created by Nathalie ADAMSON on 14 Apr 2022 - 06:38
Modified by Nathalie ADAMSON on 14 Apr 2022 - 06:42

Maltese quality foodstuffs producer offering a wide array of products seeks partners under a distribution services agreement or a commercial agency agreement

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Summary

Profile type

Business Offer

POD reference

BOMT20220414004

Network partner country

Malta

Profile status

Published

Type of partnership

Commercial agreement

Outsourcing agreement

Targeted countries

All countries

Profile owner

Nathalie ADAMSON

Term of validity

14 Apr 2022 - 13 Apr 2023



Title

Maltese quality foodstuffs producer offering a wide array of products seeks partners under a distribution services agreement or a commercial agency agreement

Short summary

A leading Maltese food producer specialising in condiments, dressings, bouillon, thin sauces, cooking sauces, pulses and jelly is looking to conclude a distribution services agreement or a commercial agency agreement with suitable partners. Products can be offered in various packaging and the company is able to supply its own brand or a private label.

Full description

This prominent Maltese company was founded in 1916 and is well-established both locally and internationally. They first ventured into food processing and established the first tomato processing plant and besides tomatoes and their renowned canning operation, they are today involved in the production of dairy products and in a vast range of award-winning traditional craft food. They are specialised in a variety of foodstuffs including tomato ketchup, mayonnaise, steak sauce, salad cream, BBQ sauce, burger sauce, kebab sauce, ready-to-eat jelly, ethnic sauces, thin sauces, pasta sauces and other sauces in various glass, plastic and PET packaging.

Their client portfolio is vast and is distributed among 5 continents around the world. They supply big multinational companies and also small private label owners, with good quality products, efficiently, reliably and consistently. They offer flexibility to their clients in terms of particular taste profiles, which can be developed by their in house research and development laboratory, and also flexibility if a client needs particular packaging.

Due to the fact that they are always on the lookout to tap new markets, they are interested in collaborating with potential partners who have expertise in importing and distributing quality goods through a distribution services agreement or a commercial agency agreement.

Advantages and innovation

- **British Retail Consortium (BRC) Grade AA+ food safety certification**
- **Organic certification and ISO 22000**
- **Offer brand owners their manufacturing expertise and also specialize in private labelling.**
- **Products already supplied to various multinational brand owners around the world and in major retail outlets.**
- **R&D Department can adapt to a client's requirements in terms of recipe and packaging.**
- **Sales offices in UK, Ireland and Italy supplying high profile international brands.**

Technical Specification or Expertise Sought

Stage of development

Already on the market

IPR status

No IPR applied

Sustainable Development Goals

Not relevant



Expected role of the partner

This company is interested in expanding their export operations and they are seeking agents and/or distributors in order to represent and/or sell their products in their countries under their own brand or a private label. They also offer their expertise in researching and developing new products and recipes. Such partners/agents may be contacts of big chain supermarkets who are keen to conclude a distribution services agreement or a commercial agency agreement.

Type of Partnership

 Outsourcing agreement Commercial agreement

Type and size of the partner

 Big company SME 11-49 SME <=10 SME 50 - 249 Other

Dissemination



Market keywords - (up to 5)

 07004008 - Other consumer products 09004008 - Other manufacturing (not elsewhere classified)

Technology keywords - (up to 5)

 08001002 - Food Additives/Ingredients/Functional Food 08001004 - Food Processing

Targeted countries

 All countries

Media



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