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German importer of fish and seafood is looking for vegan or vegetarian fish and seafood alternatives, supplier agreements are offered


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Summary

Profile type

Business request

POD reference

BRDE20220328012

Network partner country

Germany

Profile status

Published

Type of partnership

Supplier agreement

Targeted countries

All countries

Profile owner



Silke SCHLEIFF

Term of validity

28 Mar 2022 - 27 Mar 2023



Title

German importer of fish and seafood is looking for vegan or vegetarian fish and seafood alternatives, supplier agreements are offered

Short summary

A renowned importer of fish and seafood to the German market would like to extend its product portfolio with vegan or vegetarian fish/seafood substitute products. Long-term cooperation with suppliers of fish alternatives is offered within supplier agreements.

Full description

A Northern German family-owned SME is an importer of fish and seafood to the German market since over 130 years. The company maintains longterm business relations with suppliers worldwide and feels obliged both to the quality and also to the sustainability of its articles.

Expecting a growing demand for sustainable products, the company would like to enlarge it's delivery program with high quality vegan and/or vegetarian fish and seafood alternatives. Contacts to suppliers of appropriate products are sought. The company is only interested in contacts to producers of ready-to-eat food products, not in contacts to providers of ingredients.

The company is looking for long-term partnerships based on supplier agreements. Partners would supply their products to the German importer, who will further distribute and sell the products within German market.

Advantages and innovation

Technical Specification or Expertise Sought

The SME searches for contacts to producers of vegan or vegetarian fish or seafood alternatives who are able to supply these products to the German importer. The products should be ready-to-eat. The SME is not interested in suppliers of single ingredients or pre-stages products.

Stage of development

Already on the market

IPR status

No IPR applied

Sustainable Development Goals

Goal 14: Life Below Water

Goal 12: Responsible Consumption and Production

Goal 2: Zero Hunger

Goal 3: Good Health and Well-being

Partner sought

Enterprise Europe Network



Luca Battigaglia



The partner should be a producer of vegan or vegetarian fish or seafood alternatives and supply these products to the German importer. The client is looking for long-term relationships

Type of Partnership

Supplier agreement

Type and size of the partner

SME 50 - 249

Big company

SME <=10

SME 11-49

Dissemination

Market keywords - (up to 5)

07003002 - Health food

Technology keywords - (up to 5)

07003001 - Aquaculture

07003002 - Fish / Fisheries / Fishing Technology

08001002 - Food Additives/Ingredients/Functional Food

Targeted countries

All countries

Media

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