



Co-operation profile details from Enterprise Europe SEIMED

BRBE20171010002 - Belgian wine house is searching for suppliers of alcohol-free wines for distribution purposes Business partnering opportunity

Abstract

A Belgian wine importer who imports wine from all over the world and distributes the wine to HORECA, retail and to consumers directly in Belgium and the Netherlands, would like to find wineries that produce alcohol-free wines in order to conclude a distribution services agreement.

Description

The Belgian company was founded in 1985 and has become a well-known importer of wines. They cover Belgium and the Netherlands, They import wines from all over the world with a focus on France, Italy, Spain and South America. Some of their wines are real toppers, distributed exclusively in Belgium, the Benelux or even Europe. They have more than 15 exclusive distributors, but also sell to hotels, restaurants, hospitality, smaller wine resellers and to individuals.

At this moment they experience an increasing demand for non-alcoholic drinks without having an adequate offer in this field. They therefore look for additional suppliers. All kind of wines could be of interest: white, red, bubbles etc. The cooperation sought will be based on a distribution services agreement.

Target partner expertise sought:

- Type of partner sought: All types of alcohol-free wine: white, sparkling, red, rosé, dessert wines. Attractive bottles and labels. The main criteria for appreciation are the quality of the wine, the appearance and the price. Potential partners should be communicative and responsive.
- Specific area of activity of the partner: Potential partners are wineries producing non-alcoholic wines and interested in exporting their products to Belgium. They agree to provide all circumstantial information and to send samples for tasting. By preference they are capable to show awards of prestigious titles for their wines at domestic or even international fairs. They are prepared to give regional exclusivity for Belgium or for the Benelux countries and to support the promotional and commercial activities of their Belgian distributor.

Key information:

Country of origin: BELGIUM

Listed under: Alimentación y bebidas

Profile created on: 10/10/2017

Last updated: 11/10/2017

Closing date: 11/10/2018

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