

Dutch company is looking for a supplier of pillow moss (*Leucobryum glaucum*).

Summary

Profile type	Company's country	POD reference
Business request	Netherlands	BRNL20230320017
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Ginta Zalaka	20 Mar 2023 19 Mar 2024	20 Mar 2023

General Information

Short summary

A Dutch SME is urgently looking for a supplier of pillow moss '*Leucobryum glaucum*'. The company has been designing and producing unique and special moss walls, moss paintings and other exclusive moss products for many years. Due to environmental factors, the current supplier cannot supply the quantity needed any more and therefore the company is looking to contract a second supplier for the pillow moss.

Full description

Pillow moss (a.k.a. pincushion moss, Ball moss or '*Leucobryum glaucum*') is a leafy moss and is common in Europe. Pillow moss is specifically more common in eastern Europe, especially in those countries with an abundance of woods. Pillow moss, as its name suggests, consists of elegant and soft round cushions of between 3 and 10 centimeters thick. The Dutch company prepares and colors pillow moss for decorative applications using innovative techniques to make it permanently soft, fire-retardant, dirt-repellent, and colorfast. They are now urgently looking for suppliers of pillow moss.

The moss can be supplied 'fresh' or, even better, dried. The moss is delivered by the existing supplier in recycled light plastic boxes, previously used for the transport of mushrooms or fruit, but the company can be flexible in how the moss is exactly delivered. Logistic details can be discussed in a later stage.

The specifications of the search are:

- Required quantity: approx. 100 europallets per year.
- Diameter: approx. 5-20 cm. thickness 3-10 cm.

Some examples of the dried moss and the packaging can be found attached to this Business Request.

Advantages and innovations

The company has been designing and producing unique and special moss walls, moss paintings and other exclusive moss products for many years. It has an established customer base and is therefore looking for the supply of a vast quantity of pillow moss and to build a long-term relationship.

Technical specification or expertise sought

The expertise sought is the harvesting and supply of pillow moss. The quality of the pillow moss is crucial.

Stage of development

Already on the market

Sustainable Development goals

• **Goal 17: Partnerships to achieve the Goal**

IPR Status

Secret know-how

Partner Sought

Expected role of the partner

The harvesting and supply of pillow moss. The quality of the pillow moss is crucial.

Type of partnership

Supplier agreement

Type and size of the partner

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

Dissemination

Technology keywords

- **07001005 - Horticulture**
- **07001007 - Precision agriculture**
- **07002001 - Forest technology**
- **11009 - Creative products**
- **07001004 - Crop Production**

Targeted countries

- **World**

Market keywords

- **07006 - Other Consumer Related (not elsewhere classified)**
- **09005 - Agriculture, Forestry, Fishing, Animal Husbandry & Related Products**
- **08005 - Other Industrial Products (not elsewhere classified)**

Sector groups involved

- **Agri-Food**

Media

Images



[Dimensions sought](#)



[Pillow moss](#)



[Proposed transport method.](#)