

# A Macedonian frozen food and meat importer is looking for food producers in the framework of commercial and distribution agreements

## Summary

Profile type

**Business request**

Company's country

**North Macedonia**

POD reference

**BRMK20230626026**

Profile status

**PUBLISHED**

Type of partnership

**Supplier agreement  
Commercial agreement**

Targeted countries

**• World**

Contact Person

**[Rita ELSTE - TOMSONE](#)**

Term of validity

**28 Jun 2023  
27 Jun 2024**

Last update

**28 Jun 2023**

## General Information

### Short summary

A Macedonian company is an importer and distributor of various types of food products such as frozen meat and meat products (chicken, turkey, beef and veal meat, pork and sea fish). The company is looking for new European partners (producers and wholesalers from the food industry) in the framework of commercial agency and distribution agreements.

### Full description

A Macedonian company has a 10- year-old tradition and the range of activities is established on the basis of international trade with alimentary goods with specialty for frozen goods from animal breed. Company's development plan aims to increase international trade starting with import of frozen products. The company is fully equipped with skilled marketing managers and commercial officers that implements modern way of trade and marketing organization as well as distributive plan according European and world standards.

In a very short period of time as a result of the aggressive marketing research the company achieved to increase the percentage of import and to enlarge the assortment for one quarter for 23%, and from the side of distribution as a result of marketing promotion the placement has also increased. The large success in a very short period is an additional motive to enlarge company's activities and to implement all available means for promotion and potential business.

The product categories in their portfolio are as follows:

- Frozen fish, mackerel, hake etc.
- Frozen chicken drumsticks, gizzards, grillers, prime wing, wings
- Frozen beef meat, knuckle, forequarter, tenderloin, shin/shank meat, chuck tender, chuck roll, neck, trimming
- Frozen pork meat, shoulder, ham, collars, shank meat, trimmings, trimmings
- Frozen vegetable and fries .

The company is interested in importing frozen food and fish products from the foreign distributors and wholesalers from any country from Europe in order to expand its product assortment.

#### Advantages and innovations

The company has its own distribution channels in different parts of Macedonia.

The principles on which it is established, are:

-Good knowledge of the Macedonian market and establish position on it, since the company has been operating for last 10 years.

The experience in packaging and shipping products to international markets. The ability to satisfy increased amount of products demand.

-Prompt delivery team

-Tracking Technology

-Continuous development

-Experienced in dealing with international partners

-Small flexible and agile company with the ability to adapt to any need and give immediate solutions to its clients

-Extended network of contacts in several food distribution channels

#### Technical specification or expertise sought

The producers of frozen beef, pork, poultry, fish, as well as grocery good who have exporting experience are sought. The company is searching for a long-term partnership with enterprises which observe all the typical characteristics of the sector. Above all, the partner must comply with EU law relating to health and safety, working conditions, etc. The company is also open to analyze different product propositions from the frozen sector.

#### Stage of development

**Already on the market**

#### IPR Status

**No IPR applied**

#### Sustainable Development goals

• **Goal 9: Industry, Innovation and Infrastructure**

## Partner Sought

#### Expected role of the partner

Distribution services agreement

Commercial agency agreement

#### Type of partnership

#### Type and size of the partner

**Supplier agreement**

**Commercial agreement**

• SME 11-49

• SME 50 - 249

• SME <=10

## Dissemination

Technology keywords

Market keywords

• 007003006 - Other food and beverages

Targeted countries

• World

Sector groups involved

## Media

Images



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