

# A Dutch SME in the business of artificial flowers is looking for a supplier agreement with a wholesaler or a manufacturer of artificial flowers

## Summary

Profile type

**Business request**

Company's country

**Netherlands**

POD reference

**BRNL20230804010**

Profile status

**PUBLISHED**

Type of partnership

**Supplier agreement**

Targeted countries

• **World**

Contact Person

**Rita ELSTE - TOMSONE**

Term of validity

**4 Aug 2023**

**3 Aug 2024**

Last update

**4 Aug 2023**

## General Information

### Short summary

A Dutch SME is active in the business of artificial flowers. The SME offers loose silk stem flowers, bouquets, vases and garlands. Their market is growing fast but it is not easy to purchase desired variety and numbers in an acceptable delivery time in Europe. The Dutch SME is looking for a supplier agreement with a European wholesaler or manufacturer of artificial flowers.

### Full description

A Dutch family based SME is selling loose silk stem flowers, bouquets, vases and garlands.

The market of artificial flowers is growing fast. Traditionally those artificial flowers, that mainly are made from silk, are imported from Asian companies, especially Chinese companies. Due to the current geo-economic situation it is difficult for a smaller SME to do business with Chinese companies within specifications.

For the Dutch SME it is not easy to find wholesalers and/or manufacturers in Europe that can deliver artificial flowers in desired variety and numbers within an acceptable delivery time.

The Dutch SME is looking for a supplier agreement with a European wholesaler or manufacturer of artificial flowers.

Important elements of the supplier agreement are the possibilities concerning the variety, numbers and delivery time of the artificial flowers. Due to the ever-changing trends over the years flexibility will also be an important element for further detailed discussion.

Some pictures of popular artificial flowers and bouquets can be found in the attachments.

Advantages and innovations

Technical specification or expertise sought

A wholesaler or manufacturer of artificial flowers.

Requirements:

- Possible supply of a wide variety of flowers
- Fast delivery time
- Flexible to ever-changing trends.
- Size between 50-100 cm

For examples of the desired types of artificial flowers see the attachments.

Stage of development

**Already on the market**

Sustainable Development goals

- **Goal 5: Gender Equality**
- **Goal 10: Reduced Inequality**
- **Goal 17: Partnerships to achieve the Goal**
- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

## Partner Sought

Expected role of the partner

Type of partner:

A wholesaler of a manufacturer of artificial flowers.

Role of the partner:

The partner is intended to become the supplier of the Dutch SME. The Dutch SME is looking for a supplier agreement with a European supplier.

Type of partnership

**Supplier agreement**

Type and size of the partner

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

## Dissemination

Technology keywords

- **03005008 - Weaving related to Textiles Technology**
- **03005007 - Textile fibres**
- **03005009 - Woven technical textiles for industrial applications**

Targeted countries

- **World**

Market keywords

- **07004006 - Garden and horticultural products**
- **07004004 - Housewares**
- **07002005 - Other retailing**
- **07004008 - Other consumer products**

Sector groups involved

## Media

Images



[kb2.jpg](#)



[kb4.jpg](#)



[b1.JPG](#)



[bouquet.jpg](#)



[kb3.jpg](#)



[kb5.jpg](#)



[kb6.jpeg](#)



[kb7.jpg](#)