

A leading German wholesaler in pet supplies is seeking supplier of cork products and grapevine branches.

## Summary

Profile type	Company's country	POD reference
<b>Business request</b>	<b>Germany</b>	<b>BRDE20230906011</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Supplier agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<b><a href="#">Rita ELSTE - TOMSONE</a></b>	<b>6 Sep 2023</b> <b>5 Sep 2024</b>	<b>6 Sep 2023</b>

## General Information

### Short summary

A German trading company has established itself as the leading pet supplies wholesaler in Europe. They offer a wide range of pet supplies. In order to expand their product portfolio, they are looking for new suppliers of cork products and grapevine branches.

### Full description

Founded in 1974, the German wholesaler is a known seller of pet supplies in Europe. The company offers about 6,500 products for various pets such as dogs, cats, birds, small animals, and reptiles. It has a customer base of about 8,500 retailers and exports its products to 100 countries.

All the logistical services and support are carried out from the head office in the north of Germany. The company frequently delivers goods from Europe and other countries.

In details the wholesaler ins looking for the following products:

- Grape vine, water-blasted, M: 30–40 cm (Annual Qty. 7.000), L: 40–60 cm (Annual Qty. 7.700), and XL: 55–80 cm (Annual Qty. 4.300)
- Rear/side wall, black cork, pressed, M: 100 x 50 x 2 cm (Annual Qty. 3.900)
- Cork tunnel, XS–S: up to ø 6/20 cm (Annual Qty. 6.700);

M: up to ø 14/40 cm (Annual Qty. 35.900); L: up to ø 19/55 cm (Annual Qty. 19.500); XL: up to ø 30/75 cm (Annual Qty. 2.500)

- Cork board, M: up to 40 cm (Annual Qty. 9.200) and L: up to 55 cm (Annual Qty. 4.300)
- Cork mix bag, 300 g (Annual Qty. 5.800)
- Tronchos, cork branches, 1 kg (Annual Qty. 7.000)

Animal safety is a priority for the company. That's why it requires products to be robust and free from defects that could pose risks to the well-being of pets. Ensuring a hazard-free environment is essential to prevent potential injury to animals. The goods must be sterilized with hot air (65°C).

The company seeks to establish enduring partnerships with suppliers who can provide high-quality cork products and grapevine branches.

The German company is committed to pursuing sustainable goals and looking to cooperate with suppliers who also value sustainability.

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#### Advantages and innovations

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#### Technical specification or expertise sought

European production standards must be met. The product surface must be non-toxic. FSC certification is not required, but desirable for wood products. The safety of the animal is paramount. The product should not have holes or gaps in which the animal could injure itself. The products must be dry before processing to prevent possible mould growth. The products should already be on the market.

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#### Stage of development

**Already on the market**

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#### Sustainable Development goals

**• Goal 12: Responsible Consumption and Production**

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#### IPR Status

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## Partner Sought

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#### Expected role of the partner

The German wholesaler is looking for a supplier of cork products and grapevine branches.

The suppliers range from small companies to larger companies who can supply significant volumes of products, meet

negotiated agreements on quality and delivery times, and should be committed to European quality manufacturing standards.

It is essential that these suppliers maintain high quality standards, particularly in the production of wood, but also in the assembly of the various materials.

It is also important that the products have animal health and safety as a priority.

They should also demonstrate a commitment to sustainability.

These suppliers may be located within the European Union (EU) or in non-EU countries.

The wholesaler is interested in a long-term partnership with the establishment of a manufacturing agreement.

Type of partnership

**Supplier agreement**

Type and size of the partner

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

## Dissemination

Technology keywords

Market keywords

- **05009003 - Animal health**

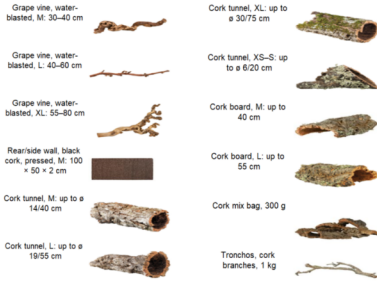
Targeted countries

- **World**

Sector groups involved

## Media

Images



[Trixie BR -2023-Products.png](#)