

Ricerche partner - Business Request Details

French commercial agency for HORECA products seeks new suppliers within exclusive commercial agency agreements.

[Codice: BRFR20200304001](#)

Summary

A French commercial agent, with over 30 years specialising in the trade of HORECA products offers his services under commercial agency agreements. He is mainly looking for suppliers of disposable and printed products for HORECA sectors and offers sales support to companies located in EU and seeking to enter the French market under an exclusivity agreement.

Description

The manager of a French company distributing HORECA products with longstanding experience, has created a commercial agency.

Today, he distributes disposable products such as paper tablecloths and napkins, straws, cocktail decorations, refreshing napkins but also personalized printed products such as menus, napkins, coasters. The company is located in the South of France and its suppliers are French and EU companies, which means transportation costs and warehousing logistics that become difficult for the company to bear.

The distribution activity will continue for the traditional suppliers but the manager has decided to act as a commercial agent for new suppliers.

He is therefore looking for companies wishing to introduce their products into the French market for which he will be able to identify potential resellers, negotiate commercial conditions without having to bear the responsibility and the cost of the logistics.

The commercial agent is looking for partners located in the EU only, offering products with a good image in their own country, and especially willing to work with an agent under an exclusive commercial agency agreement on the whole French territory.

Concerning the products sought, he is not interested in wine, champagne, large household appliances and large catering equipment. Rather, he seeks small accessories, disposable products, innovative products, possibly textiles, customised products for hotels, restaurants and bars. He would also like to identify a mineral water manufacturer who would be willing to sell his water under the brand name of the end customers because he has demand for this type of product.

The financial terms of the agreements based on agency fees will be studied on a case-by-case basis.

Scadenza

The deadline date is 13 Mar 2021.

Informazioni

[Link](#)