

Netherlands-based manufacturing company seeks supplier agreement for dense soda ash by-product (waste stream).

Summary

Profile type	Company's country	POD reference
Business request	Netherlands	BRNL20250917001
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Enrico FRANZIN	17 Sep 2025 17 Sep 2026	17 Sep 2025

General Information

Short summary

A multinational manufacturing company from the Netherlands seeks a supplier of (dense) soda ash, specifically as a by-product or waste stream. The aim is to establish a stable supply agreement to support its continuous production processes across European sites.

Full description

A multinational company based in the Netherlands and active in the manufacturing sector is seeking a producer or manufacturer that generates (dense) soda ash as a by-product or waste stream.

The company is looking to source this material to support its internal production processes at multiple European locations.

The material must meet strict quality requirements related to purity, granularity, and chemical stability. The primary goal is to form a supplier agreement, ensuring a consistent and reliable supply throughout the year.

The selected cooperation type is a supplier agreement, which was chosen to ensure secure and ongoing access to dense soda ash at consistent quality levels.

This type of partnership allows for streamlined logistics and integration into existing production chains.

The desired outcome is to formalise an agreement where the supplier delivers their soda ash by-product to the company's various European plants.

International cooperation is envisioned through supply chain integration. The manufacturing company operates

several facilities across Europe and intends to coordinate deliveries from the supplier to these locations. A partnership of this kind would provide the supplier with a steady outlet for their by-product while supporting the buyer's long-term production needs.

Advantages and innovations

Technical specification or expertise sought

- High purity of dense soda ash
- Consistent granularity suitable for industrial processing
- Proven chemical stability over time (minimal or no change in composition)
- Material must originate as a by-product or waste stream from existing industrial production
- Suitability for integration into a continuous production process
- Availability of product samples for initial chemical analysis

Stage of development

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 12: Responsible Consumption and Production**
- **Goal 13: Climate Action**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The partner should be an industrial producer or manufacturer from any sector that generates dense soda ash as a secondary product or waste stream. In the initial phase, the partner is expected to provide product samples for laboratory testing and analysis. If the product meets the technical specifications, the next step would be to agree on a supplier relationship. The partner should be able to deliver the product regularly and reliably to various production locations throughout Europe. The supplier must also ensure the quality of the soda ash remains consistent over time and during transportation.

Type of partnership

Supplier agreement

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **Big company**
- **Other**

Dissemination

Technology keywords

Market keywords

- **08001023 - Other chemicals and materials (not elsewhere classified)**
- **08001019 - Speciality/performance chemicals**
- **09006 - Mining (non-energy related)**
- **06005001 - Coal mining**
- **08001021 - Other speciality chemicals**

Targeted countries

- **World**

Sector groups involved

- **Energy-Intensive Industries**