

Danish importer of Mediterranean gourmet food seeking supplier of salt crackers

Summary

Profile type

Business request

Company's country

Denmark

POD reference

BRDK20251031018

Profile status

PUBLISHED

Type of partnership

Supplier agreement

Targeted countries

- Austria
- Belgium
- Cyprus
- Croatia
- Bulgaria
- Czechia
- France
- Greece
- Sweden
- Netherlands
- Italy
- Iceland
- Slovakia
- Portugal
- Ireland
- Latvia
- Spain
- Luxembourg
- Estonia
- Germany
- Lithuania
- Finland

- Hungary
- Malta
- Poland
- Romania
- Slovenia

Contact Person

[Enrico FRANZIN](#)

Term of validity

31 Oct 2025**31 Oct 2026**

Last update

31 Oct 2025

General Information

Short summary

A Danish food company specialising in importing and distributing Mediterranean products is seeking an EU-based manufacturer of thin, crispy crackers with sea salt for private label production. Cooperation is sought in the form of a supplier or manufacturing agreement.

Full description

Based in Denmark, this SME imports and distributes authentic Greek gourmet food products, focusing on high-quality olive oil, preserved olives, and other delicacies. Its product range is curated directly from trusted producers in Greece and aimed at both private consumers and retail clients who value quality, origin, and taste.

The company operates a direct-to-consumer webshop and delivers subscription boxes featuring seasonal selections of Greek delicacies. Its B2B offering includes white-label and bulk deliveries for gourmet food stores and delicatessens.

The company seeks to expand its product range with high-quality, thin crackers with sea salt, suitable for retail sale under private label. The crackers are intended as a premium everyday snack and a complement to Mediterranean dishes, spreads, and cheeses. The product should preferably be produced within the EU, ideally in Greece, and offered in packages of around 180–200 g.

A manufacturing or supplier agreement is preferred to ensure control over product quality and packaging while allowing production near key markets and raw material sources. The desired outcome of the partnership is a stable, scalable supply that complements the company's existing Mediterranean range and supports growth in the Scandinavian retail sector.

The cooperation is expected to begin with product samples and small-scale production, leading to a long-term collaboration based on consistent quality, reliability, and open communication.

Advantages and innovations

Technical specification or expertise sought

The ideal partner is a food manufacturer with experience in producing thin, crispy crackers with a natural or sea salt flavour. Production should preferably be oven-baked and located within the EU, ideally in Greece.

Private label production is required, and the partner should be able to manage packaging and printing based on a provided design. The product should be developed based on the manufacturer's own recipe and formulation, as long as it meets our defined requirements for taste, crispness, and overall quality. Organic certification is preferred but not mandatory.

The manufacturer must ensure consistent product texture, a minimum shelf life of 9–12 months, and full compliance with recognised food safety standards such as HACCP or ISO 22000. The partner should be capable of conducting sample production, implementing robust quality control processes, and handling exports within the EU.

The producer should be prepared to scale production as demand increases and be flexible to produce initial test batches before full-scale production. The minimum order quantity should be at least 1,000 units, and the target price is approximately 1 EUR per 180–200 g package.

Reliability in delivery schedules and consistent product quality will be key factors for long-term collaboration.

Stage of development

Concept stage

IPR Status

IPR applied but not yet granted

IPR Notes

Europe

Sustainable Development goals

- **Goal 8: Decent Work and Economic Growth**
- **Goal 12: Responsible Consumption and Production**

Partner Sought

Expected role of the partner

The partner's role will be to produce thin, crispy crackers according to agreed specifications and handle packaging

and printing based on the provided design.

The company expects long-term partnerships based on transparency, commitment to quality, and market insight.

Type of partnership

Supplier agreement

Type and size of the partner

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

Dissemination

Technology keywords

Market keywords

- **07003002 - Health food**

Targeted countries

- Austria
- Belgium
- Cyprus
- Croatia
- Bulgaria
- Czechia
- France
- Greece
- Sweden
- Netherlands
- Italy
- Iceland
- Slovakia
- Portugal
- Ireland
- Latvia
- Spain
- Luxembourg
- Estonia
- Germany
- Lithuania
- Finland
- Hungary
- Malta
- Poland
- Romania
- Slovenia

Sector groups involved