

# Dutch company is looking for shells that can serve as a raw material for further processing into shell grit

## Summary

Profile type

**Business request**

Company's country

**Netherlands**

POD reference

**BRNL20251201017**

Profile status

**PUBLISHED**

Type of partnership

**Commercial agreement**  
**Supplier agreement**

Targeted countries

**• World**

Contact Person

**Alessandro BILLI**

Term of validity

**10 Dec 2025**  
**10 Dec 2026**

Last update

**10 Dec 2025**

## General Information

### Short summary

Dutch company is looking for shells that can serve as a raw material for further processing into shell grit. The Dutch company processes the shells into shell grit. This shell grit is used, for example, in the animal feed sector.

### Full description

The Dutch company focuses on the procurement and further processing of high-quality natural shells that serve as raw material for the production of shell grit. This shell grit is used in the animal feed sector, where it functions as a source of calcium and as a structural component in feed for various animal categories.

The company works exclusively with mineral shell material. The shells consist of calcium carbonate in the form of calcite or aragonite ( $\text{CaCO}_3$ ) and contain no animal material, meat, or meat residues. The primary focus is on shells originating from bivalve mollusks such as oysters, cockles, mussels, scallops, and clams. Marine snail shells are also permitted, provided they are not too large and fall within the specified size range.

To ensure optimal grinding and processing, the company applies strict specifications regarding material size. The shells must have a dimension between 2 and 50 mm. Material smaller than 1 mm is not accepted, while shells larger than 50 mm are not preferred.

importance on sustainable sourcing and strict adherence to environmental regulations. Suppliers may not operate in or contribute to violations of protected natural areas or ecosystems.

By combining these quality and sustainability standards with specialized processing expertise, the company delivers a reliable, clean, and consistent raw material for the animal feed industry.

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#### Advantages and innovations

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#### Technical specification or expertise sought

The expected role of the partner is to act as a reliable supplier of shells, capable of establishing a stable and long-term business relationship. The company seeks partners who can consistently deliver high-quality shell material that meets the required specifications and certification standards.

For suppliers within EU countries, the expected supply volumes are based on shiploads of approximately 1,000 to 2,000 m<sup>3</sup>.

For suppliers from non-EU countries, the expected volumes are larger, typically 6,000 to 10,000 m<sup>3</sup> per shipment.

The company values dependable logistics, transparent cooperation, and the ability to build a long-term partnership focused on quality, continuity, and mutual growth.

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#### Stage of development

**Already on the market**

#### IPR Status

**No IPR applied**

#### IPR Notes

#### Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 17: Partnerships to achieve the Goal**

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## Partner Sought

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#### Expected role of the partner

Supplier of shells

## Type of partnership

**Commercial agreement****Supplier agreement**

## Type and size of the partner

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

## Dissemination

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## Technology keywords

- **07001002 - Animal Production / Husbandry**

## Market keywords

- **09004008 - Other manufacturing (not elsewhere classified)**

## Targeted countries

- **World**

## Sector groups involved

- **Maritime Industries and Services**
- **Energy-Intensive Industries - Materials**