

Macedonian company seeking suppliers of agricultural machinery and turnkey systems for apple production

Summary

Profile type	Company's country	POD reference
Business request	North Macedonia	BRMK20251223017
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Commercial agreement	• World
Contact Person	Term of validity	Last update
<u>Enrico FRANZIN</u>	23 Dec 2025 23 Dec 2026	23 Dec 2025

General Information

Short summary

Macedonian company active in agriculture and agri-services, is seeking international suppliers of agricultural machinery and equipment with a focus on apple production. The company is interested in importing anti-hail protection systems and irrigation systems offered as complete turnkey solutions under supplier or commercial agreements.

Full description

Macedonian company active in agricultural production, agri-services and retail of agricultural equipment is looking for international partners to supply agricultural machinery and equipment, with a particular focus on apple production.

The company is interested in cooperation with manufacturers or authorized suppliers of anti-hail protection systems and irrigation systems suitable for modern apple orchards. Both types of systems are offered as complete turnkey solutions, including system design, supply of equipment, installation and commissioning.

The company has its own team of experienced agronomists providing professional consulting and project preparation, as well as an in-house installation team responsible for on-site implementation and maintenance. Additionally, operates two specialized agricultural retail stores and owns modern apple orchards and cold storage facilities used for production, testing and demonstration of solutions.

The objective of the cooperation is to establish long-term supplier or commercial agreements with reliable international partners, enabling the company to import high-quality systems and components, adapt them to local conditions and offer integrated solutions to professional fruit growers in the regional market.

Advantages and innovations

Combines agricultural production, technical implementation and advisory services within one organization. Its own apple orchards and cold storage facilities allow real-life testing and demonstration of solutions before market deployment. The presence of agronomists and an in-house installation team ensures proper system design, efficient implementation and long-term system performance for end users.

Technical specification or expertise sought

The company is seeking suppliers that can provide:

- Anti-hail protection systems suitable for apple orchards, including structures, nets and anchoring systems
- Irrigation systems for apple production (e.g. drip irrigation and fertigation-ready solutions)
- Complete technical documentation and installation guidelines
- Training and technical support for system implementation
- Proven experience in supplying systems for professional fruit production
- Compliance with relevant EU quality and safety standards

Preference will be given to partners capable of supporting turnkey project delivery and long-term cooperation.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 12: Responsible Consumption and Production**
- **Goal 13: Climate Action**
- **Goal 2: Zero Hunger**

IPR Status

No IPR applied

IPR Notes

IPR Notes

Partner Sought

Expected role of the partner

The company is looking for manufacturers or authorized suppliers of agricultural machinery and orchard systems who can act as long-term technology and equipment providers. The partner is expected to supply high-quality systems, technical specifications and implementation support.

The cooperation is envisaged under supplier and/or commercial agreements, where the international partner focuses on production and technological expertise, while the company handles import, local adaptation, installation, commissioning and after-sales services.

Type of partnership

Supplier agreement

Commercial agreement

Type and size of the partner

• SME 11-49

• SME 50 - 249

• SME <=10

• Big company

Dissemination

Technology keywords

• 07001001 - Agriculture Machinery / Technology

Market keywords

• 09005 - Agriculture, Forestry, Fishing, Animal Husbandry & Related Products

Targeted countries

• World

Sector groups involved

• Agri-Food