

Danish importing company is looking for certified EU Organic ingredient suppliers

Summary

Profile type	Company's country	POD reference
Business request	Denmark	BRDK20260129008
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

A Danish SME active in the organic food wholesale sector is looking for certified organic producers and processors of hazelnuts, pumpkin seeds and sunflower seeds. The company supplies organic ingredients to professional customers and seeks long-term supplier agreements with reliable partners able to deliver bulk quantities (currently indicated as approx. 75 tons per year) suitable for the European market.

Full description

The company is a Danish SME operating as a wholesaler and sourcing partner for organic food ingredients, including nuts, seeds, kernels, dried fruit, chocolate and plant-based products. It focuses on high-quality organic raw materials for professional customers such as bakeries, food manufacturers, catering, foodservice and retail. The business model is based on sustainable sourcing, fair pricing and attention to environmental and social impacts in the value chain.

In order to strengthen and diversify its supply chain for organic nuts and seeds, the company is now looking for new international suppliers of:

Organic hazelnuts (raw, food grade)

Organic pumpkin seeds (kernels)

Organic sunflower seeds (kernels)

Organic Cashewnuts (raw, food grade)

The requested products will be used as ingredients in food production and as bulk items for B2B customers in Denmark and other European markets. Typical customers require stable quality, traceability and reliable delivery schedules.

The company wishes to establish long-term supplier agreements with producers and processors able to deliver bulk quantities of the above products. The initial indicative volume is approx. xx tons per year (total across the three product groups or per agreed line, to be further specified during negotiations), with potential to increase volumes over time depending on demand and collaboration.

International cooperation is envisaged as follows:

The partner supplies certified organic products on a regular basis (contracted volumes and delivery schedules).

The partner handles export while the danish company will handle logistics and distribution to its B2B customers in the Nordic and wider European market.

Both parties collaborate on forecasting, quality assurance and documentation to meet EU food safety and organic regulations.

The company is looking for partners who view this as a mid- to long-term collaboration rather than one-off spot sales.

Advantages and innovations

The company has a clear focus on organic quality ingredients and serves a professional customer base of bakeries, food manufacturers, foodservice and retailers that prioritise organic and sustainable products. It offers suppliers access to the Danish and Northern European markets through an established wholesale and distribution structure.

The company has experience handling a broad range of organic nuts, seeds, kernels and other plant-based ingredients, which facilitates efficient logistics and bundling of products for shared customers.

The business is built around fair pricing, transparency and focus on environment and climate, which aligns well with the values of many organic producers and helps strengthen joint market positioning.

Technical specification or expertise sought

Product requirements

The requested products should meet at least the following criteria:

- Organic certification in line with EU organic regulation (EU logo or equivalent accepted for import into the EU).
- Raw, food-grade hazelnuts, pumpkin seeds (kernels) and sunflower seeds, suitable for use as ingredients in human food.
- Products free from foreign materials and in line with EU limits for contaminants (e.g. mycotoxins, pesticide residues, heavy metals) and microbiological criteria for the relevant product categories.
- Standard bulk packaging suitable for international transport (e.g. paper bags, poly-lined bags or big bags) with clear labelling (product name, batch/lot number, net weight, origin, best-before date, organic code number, etc.).
- Ability to provide specification sheets, Certificates of Analysis (where relevant) and documentation of organic certification and inspection body.

Volume and logistics

Capacity to supply a minimum of a few tons per year across the requested product lines, with the possibility to adjust volumes based on market development.

Ability to ship to Northern Europe (primarily Denmark) under agreed Incoterms.

Consistent quality and reliable lead times.

Partner capabilities

Experience in production, processing and/or export of organic nuts and seeds to EU markets is an advantage.

Familiarity with EU food law, labelling requirements and documentation for organic products is desirable.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 15: Life on Land**
- **Goal 3: Good Health and Well-being**
- **Goal 11: Sustainable Cities and Communities**
- **Goal 6: Clean Water and Sanitation**

IPR Status

No IPR applied

IPR Notes

Partner Sought

Expected role of the partner

Act as long-term supplier of one or more of the requested product lines under a supplier agreement.

Ensure production, processing and packing in line with organic and food safety standards applicable for export to the EU.

Provide all necessary technical documentation, certifications and information to support import and sales to professional customers in Europe.

Collaborate with the company on planning, forecasting and continuous improvement of quality and sustainability in the supply chain.

Type of partnership

Supplier agreement

Type and size of the partner

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

Dissemination

Technology keywords

Market keywords

- **04001001 - Agricultural genetic engineering applications**

Targeted countries

Sector groups involved

- **World**