

## 1. ACTUALITÉS

### Étude “The Food and Beverage Market Entry Handbook: Saudi Arabia”

L'Agence européenne pour les consommateurs, la santé, l'agriculture et l'alimentation (CHAFEA) a récemment publié une **étude sur l'approche du marché saoudien** destinée aux **entreprises de l'agroalimentaire**.

Avec une population dépassant les 32 millions d'habitants, à 85% urbaine et possédant un pouvoir d'achat élevé, l'Arabie Saoudite est une destination d'export qui offre des perspectives très intéressantes.

**L'Union européenne est le premier exportateur de produits agroalimentaires** vers ce marché affichant un excédent commercial supérieur à 4,6 milliards d'euros en 2016. On constate une demande croissante pour des produits de haute qualité fabriqués de manière responsable et durable alors que les produits premium, uniques et de luxe auront toujours la cote auprès des consommateurs saoudiens.

Pour consulter l'intégralité de l'étude [CLIQUEZ ICI](#).

### Étude “The Japanese agrifood market: current obstacles and growing opportunities for the EU SMEs in the context of the future EU-Japan economic partnership agreement” (Nov. 2017)

The report aims to contribute to the support of EU exporters of food products to Japan. In this sense, it provides an analysis of the economic and demographic situation of Japan as well as of its level of trade integration in order to highlight how these factors affect the local demand and supply as well as the market access for EU agribusinesses. The Reports also identifies trends in this changing market which, in the favourable context of the forthcoming EU-Japan EPA, are likely to bring opportunities to European exporters of agri-food products. The report concludes with several business and policy recommendations.

[Accédez à l'étude](#)

[www.een-france-mediterranee.com](http://www.een-france-mediterranee.com)

## 2. ÉVÉNEMENTS

Les prochaines opérations du réseau Enterprise Europe Network relevant du secteur agroalimentaire :

*Participation gratuite. Pour plus d'informations, nous contacter.*

### **Rencontres d'acheteurs lors du salon [Tavola Food Business](#)**

11 – 13 mars 2018, Courtrai (Belgique)

### **AOVE & NUTS experience. Invitation des acheteurs (paiement des frais de déplacement)**

15-17 Mars, Talavera de la Reina (Toledo-Spain)

Des acheteurs sont recherchés pour les produits suivants :

- huile d'olive et fruits à coque
- équipements et machines pour la production d'huile d'olive et de fruits à coque

### **Biopesticide Matchmaking Event <https://biopesticide2018.b2match.io/>**

12 Avril 2018, Londres

### **Salon et rencontres d'affaires ["Free from" Food](#) (alimentation saine, sans allergènes, conservateurs)**

16 – 17 mai 2018, Stockholm

### **Rencontres d'affaires lors du [Forum global pour l'innovation en agriculture](#)**

20 – 21 juin 2018, Utrecht

## 3. RECHERCHES DE PARTENAIRES

### **1/ Food contact material with a low friction contact for conveyor belts and chutes / Denmark**

The Danish department of Marel, the global provider of advanced equipment, systems and services to the fish, meat and poultry industries, is looking for a food contact acceptable material with a "low friction" surface. They need such material for both conveyor belts and chutes. It is not necessarily the same material.

### **2/ Technology for fruit and vegetable processing / Romania**

A provider of technology on Romanian market, is looking for manufacturers of following technology:

- technology for juice and jam production
- technology for processing fruit and vegetable (sorting, washing, treatment).

### **3/ Looking for growers of Asparagus / Israel**

An Israeli importer of Fresh agricultural products is looking for growers of Asparagus.

The company has 100 employees and is constantly looking for new suppliers.

### **4/ Greek consulting firm working with olive and olive oil producers, is looking for advanced solutions for all stages of olive oil production**

The solutions proposed can be:

- Monitoring the quality, health and cultivation stages of olive trees (pest management)
- Easy and precise measuring of the content of phenolic acid in the olive oil
- Easy and precise measuring of the quality characteristics of the olive oil such as acidity, colour, etc.
- Simplifying the extraction process with alternative processing methods
- Valorising the by-products of the olive and olive oil production (such as the olive pit)
- Any other offer of technological solution for the olive and olive oil industry (for example management of the process, IT tools etc.)

### **5/ Flexible Printed Bag Manufacturers for meat products / UK**

A UK company is looking for a supplier of flexible printed bags for food products.

Quantity – 50,000

### **6/ UK company is looking for a manufacturer of heat and oven tolerant paperboard tray with PE lined**

The packaging company is working with a food business that produces pies for the retail market, therefore the product must be appropriate for this type of product, oven and heat resistant to withstand the cooking process. The manufacture will be to specified dimensions, with guaranteed order volumes.

The paperboard needs to be oven/ heat resistant. (Polyethylene tetrphalate) coated providing excellent grease barrier properties, high temperature resistance.

Dimensions: Top out – 107.5mm / Top in – 93mm / Base diameter – 82mm / Height/Depth – 42mm

Printed – 2 Colours outside / Black inside

Annual Volume – 2.5 Million / Ordering Volume – 500,000-750,000

### **7/ Suppliers of oven-proof foil tray dishes / UK**

A UK company in the food packaging is looking for a supplier of ovenable foil trays. The tray will only be used to cook their product in, the product will then be moved into their own packaging.

The tray is as follows:

- Product type – Foil Square
- Material – 65 Micron Aluminium
- Dimensions – 80mm x 80mm x 30mm
- Unprinted
- Order volumes – 900,000 per order

The UK company is looking for a stock size as close to these dimensions as possible to rule out any tooling costs.

Consultez toutes les [offres sur la base Enterprise Europe Network](#), et choisissez vos mots clé.

Vous pouvez également [vous inscrire](#) pour recevoir par mail les recherches de partenaires qui vous intéressent.

Ci-après quelques exemples issus de la base.

Title of Profile	Country	Type
Healthy snackings, certified organic with the possibility of private label development, are required for distribution in...	France	Bus. Request
Leading Qatari agriculture and food distribution company seeks suppliers of fresh fruit, vegetables, and various food...	Qatar	Bus. Request
Spanish company is looking for a manufacturer of a specific type/size of metal lid for self-heating drink can	Spain	Bus. Request
A Japanese dairy company is seeking EU manufacturer of cheese curd and mascarpone as dairy raw material	Japan	Bus. Request
Russian farm seeks producers of technological equipment for dairy cattle	Russia	Bus. Request
UK meat wholesaler is looking for producers of frozen chicken gizzards and livers	United Kingdom	Bus. Request
German producer of high quality organic oils is looking for suppliers to close commercial agency agreements	Germany	Bus. Request
Russian food company is looking for suppliers of garlic, ginger, pineapple and mushrooms	Russia	Bus. Request
Russian logging company is looking for woodworking machines	Russia	Bus. Request
Romanian company, specialized in the production of meat is offering trade intermediary services	Romania	Bus. Request
<b>Closed for EOs</b> Dutch SME specialized in small dairy equipment is looking for a manufacturer of small stainless steel process tanks	Netherlands	Bus. Request
Hungarian company specialized in food-supplements and functional foods is looking for European manufacturers of cold...	Hungary	Bus. Request
Italian supplier specialized in quality food products is looking for distributors of spices	Italy	Bus. Request
A Croatian company requests ecological medicinal herbs and plants for the production of its products	Croatia	Bus. Request
Hungarian SME specialized in wholesale of basic materials for food industry seeks new suppliers	Hungary	Bus. Request
Vegetable paper for food packaging	Italy	Tech. Request
Services agreement with a Portuguese or French company for the production and packaging of cherry freeze-dried powder	Spain	Bus. Request
UK company supplying high quality breads is looking for a French supplier of high quality frozen viennoiseries for an...	United Kingdom	Bus. Request
Novel ways to confer sensation of sweetness	United Kingdom	Tech. Request
Looking for a complete technological solution for managing Olive Mill Waste (OMW) water	Greece	Tech. Request
Novel, innovative fertilizers and plant stimulants	Israel	Tech. Request
Technology for purification of fruit brandies.	Serbia	Tech. Request
Seeking suppliers of fruits without sulphites for a UK manufacturer of flavoured chocolate confectionery	United Kingdom	Bus. Request
Danish company seeks producers/supplier of organic nuts and seeds	Denmark	Bus. Request
Romanian company specialized in trade with agricultural pesticides and fertilizers is looking for suppliers/producers...	Romania	Bus. Request

## CONTACT

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