

Partnering Opportunity

Business Request

A Swedish SME looking for used oak barrels under supplier agreement

Summary

A small Swedish brewery is looking for oak barrel suppliers able to provide barrels that have been used for maturation of premium wines under specific conditions. The company is interested in a supplier agreement and to use the barrels for its own maturation needs.

Reference BRSE20191001001

Details

Description

The Swedish company is a small brewery which is situated in the northern part of Sweden. The brewery is innovative and experiments with different tastes of beer. The brewery is now in the process of developing specific maturation techniques, which it uses to produce premium beer. For this purpose, it is currently looking for oak barrels, which have been used for the maturation of premium wines (red or white wines). The most important aspect is that the barrels should have been emptied only a few days prior to shipment to Sweden. The SME has a strategy to form an international partnership as soon as possible. The SME has chosen the partnership type supplier agreement as this aligns in the best way with their business model, and this will provide for the SME getting access to the barrels needed in their production process.

Technical Specification or Expertise Sought

The oak barrels should have been used 3 to 10 years for maturation of wine.

Stage of Development

Already on the market

Partner Sought

Type and Role of Partner Sought

The desired partner is a company able to provide oak barrels which have been used for maturation of premium wine. The partner should also be able to provide some kind of certificate that the barrel has been used for this purpose, and has just been emptied a few days prior to shipment .

The partner will be expected to provide such "certified" barrels and ship them to Sweden. One sample first for testing and 10 to 15 units after test approval as a first delivery.

Type and Size of Partner Sought

SME 11-50,SME 51-250

Type of Partnership Considered

Supplier agreement