

A Romanian winery seeks producers and/ or suppliers of wine making equipment and ingredients under commercial and/ or supplier agreements.

Summary

Profile type	Company's country	POD reference
Business request	Romania	BRRO20251218017
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Commercial agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

The Romanian company specialises in wine production and sale. They are interested in cooperating with international partners along the axis of winery equipment and wine making supplies and ingredients. Commercial and/ or supplier partnerships are sought across and beyond the European space.

Full description

This winegrowing Romanian company was founded in 2009. They have swiftly become visible on the regional winemaking industry, due to the balance and length of their wine varieties.

The company offers clients a palette of aromatic wines, including two Romanian varieties, i.e. Tâmâioasă Românească and Fetească Neagră, along with three other, well-established types of wine, i.e., Sauvignon Blanc, Cabernet Sauvignon and Merlot.

The company is currently prospecting foreign markets, in view of making further lucrative investments in the technologies and ingredients they use for producing their wines. Manufacturers and/ or suppliers of wine making equipment, supplies and ingredients are sought.

In terms of professional equipment and supplies, the company seeks diverse items for processing and fermentation (crusher-destemmers, wine presses, stainless steel fermentation tanks, pumps), finishing and bottling (filtration systems, automated bottling lines, sealing and branding solutions) and quality control and testing (hydrometers, thermometers and pH meters, acidity testers).

The company is also on the lookout for better-priced wine making ingredients, ranging from common additives and enhancers, to clarification and stabilization agents and speciality ingredients.

By joining international partnerships, the company intends to boost revenues and increase the production rhythm. All these efforts are made in view of systematically and efficiently sustaining the welfare of the business in the long run.

Advantages and innovations

The Romanian company is a boutique, family-owned winery. Although the company is relatively young in the wine industry, they have succeeded in gaining increased market visibility and success due to their focus on sustainable business growth and technological investments.

At the moment, the winery grows two native wine varieties, i.e. Tâmâioasă Românească and Fetească Neagră, along with three others, Sauvignon Blanc, Cabernet Sauvignon and Merlot. In order to expand business-wise and innovate their product line, the company intends to advance in terms of the technologies they use to develop and produce new wines. International cooperation endeavours are the gateway towards ensuring sustainable winegrowing practices in a fast-changing, technologically driven economic environment.

Technical specification or expertise sought

The firm seeks wine making supplies and equipment. In addition to this, they are also interested in purchasing wine making ingredients, i.e. common additives and adjustments necessary for the basic wine making process.

Stage of development

Already on the market

IPR Status

IPR Notes

Sustainable Development goals

• Goal 12: Responsible Consumption and Production

Partner Sought

Expected role of the partner

The Romanian company would like to sign agreements with foreign suppliers and/ or producers of wine making equipment and ingredients. Both European and non-European partners are sought. Contractual terms and other product- or otherwise related details are to be discussed as per direct dialogue between interested parties.

Type of partnership

Supplier agreement

Commercial agreement

Type and size of the partner

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

Dissemination

Technology keywords

Market keywords

- **07003001 - Wine and liquors**

Targeted countries

Sector groups involved

- **World**