

A French producer of organic ciders free from added sulphites and carbon neutral is looking for distributors

Summary

Profile type	Company's country	POD reference
Business Offer	France	BOFR20220314044
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Vincent Van Breusegem	14 Mar 2022 13 Mar 2024	2 Mar 2023

General Information

Short summary

A France based producer of apple-based beverages such as ciders, Calvados (apple brandy) and Pommeau (classic cocktail liqueur) is searching for new partners able to represent their organic products under distribution services agreements.

Full description

This French producer of apple-based beverages is a pionner of organic agriculture as it has cultivated its orchards without using pesticides & chemical inputs since 1967.

Now under the leadership of the fourth generation of the family, the main new objective is the production of high quality cider with a neutral carbon footprint.

By 2030 the company intends to compensate 100% of its greenhouse gas emissions by continuing to plant young trees, purchasing carbon compensation credits, and redesigning its production methods to achieve greater efficiency & sustainability.

A wide range of different apple-based beverages is available :

1 - Ciders made from a selection of bitter & bittersweet apples. 100% organic domaine grown fruit. Pure juice. Indigenous fermentation & a "petillant-naturel" in-bottle carbonation. No sulfites added during the reception of apples, fermentation, or bottling.

- the "demi-sec" cider (4,5 % alcohol. Bottles size 75 cl)

- the "brut" cider (5,5 % alcohol. Bottles size 75 or 33 cl)
 - the "extra brut" cider (8,5 % alcohol. Bottles size 75 cl or in pressure 30 liters barrels) :
- Current production for all ciders is about 100 000 bottles/year.

2 - Calvados (aged from 4 to 25 years - 40 % alcohol. Bottles size 50 cl). Aged in oak casks without added flavors, colorants, or sulfites.
The company has about 6000 liters of Calvados in barrels.

3 - Pommeau (17 % alcohol. Bottles size 50 cl) : a carefully crafted marriage between Calvados & fresh apple juice.
Current production is about 1000 bottles/year.

As the production capacity is currently expanding, the company (already on the German, British and Dutch markets), intends to improve its international sales turnover by increasing its customers portfolio. It is therefore searching for new distributors, importers or wholesalers dedicated to the organic beverages. Large networks in organic retail, delicatessen, wine shops will be essential. E-commerce platforms are also welcome as new partners.

Advantages and innovations

Key traits that differentiate from competitors :

- organic production exclusively
- containing no sulphite
- reduction of carbon footprint and impact on the environment
- ultimately biodynamic

Technical specification or expertise sought

Stage of development

Already on the market

Sustainable Development goals

• Not relevant

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

The producer is looking for new partners (distributors / importers or wholesalers) who have a large network in organic retail, delicatessen, wine shops or even e-commerce platforms.
As the company is concerned about environmental issues, this characteristic will be important to choose the right partner.

Type of partnership

Type and size of the partner

Commercial agreement

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

Dissemination

Technology keywords

Market keywords

- 07003003 - Soft drinks and bottling plants
- 07003001 - Wine and liquors

Targeted countries

- World

Sector groups involved

Media

Images



[The "demi sec" cider](#)



[The "pommeau" : the classic cocktail liqueur of Normandy - Calvados and fresh apple juice](#)



[The apple brandy called "Calvados"](#)



[The "extra brut" cider](#)



[The "brut" cider](#)