

A Spanish family business is seeking butter suppliers in Europe.

Summary

Profile type	Company's country	POD reference
Business request	Spain	BRES20240711022
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 Spanish family business dedicated to the production and sale of traditional artisanal products from Cantabria (such as sobaos and quesadas) is looking for butter suppliers.

Full description

The Spanish company produces and sells sobaos and quesadas (typical Cantabrian sweets) using traditional methods. It is a family-owned business with a long tradition in crafting these typical sweets. Currently, they are searching for suppliers of butter made from raw cow's milk cream.

The butter must have 82% fat content, and the supply would be continuous throughout the year. The company aims to establish a long-term supplier agreement that could benefit other Cantabrian businesses facing butter shortages. Approximately one million kilograms of butter would be needed annually for the entire region.

Sobaos are protected under the Geographical Indication (IGP) "Sobao Pasiego" and are made within the designated Pas region in Cantabria (a region in the north of Spain).

Advantages and innovations

The company offers the following benefits:

- It has a strong tradition and expertise in crafting high-quality artisanal products, respecting the traditions of the Pas region.
- The supply arrangement would be long-term, allowing access for all producers in the area facing butter shortages.
- Recently, the company inaugurated a sobao museum where live demonstrations of traditional product-making take place, emphasizing its deep roots in the region.
- Despite honoring generations of producers tied to the territory, the company embraces the latest technological advancements and maintains a website for product sales across Europe.

Technical specification or expertise sought

The Spanish company is seeking European butter suppliers to establish a long-term cooperative relationship. Details regarding quantities, delivery times, etc., will be discussed based on the conditions offered by the potential supplier.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 2: Zero Hunger**
- **Goal 5: Gender Equality**
- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

Partner Sought

Expected role of the partner

The Spanish company is seeking European butter suppliers to establish a long-term cooperative relationship. Details regarding quantities, delivery times, etc., will be discussed based on the conditions offered by the potential supplier.

Type of partnership

Type and size of the partner

Supplier agreement

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

Dissemination

Technology keywords

Market keywords

- **07003002 - Health food**

Targeted countries

- **World**

Sector groups involved

- **Agri-Food**