



**Commercial Section Stockholm**

**Ministry of Commerce**

**Contacts Details of Distributors and Importers of Norway**

**Fruits and Food Items**

*Ghulam Mustafa*

**Ghulam Mustafa**

**Trade & Investment Counselor**

**Dated 5<sup>th</sup> Aug 2020**

## Guidelines

Please note following points before contacting these buyers in Sweden:

- a) These buyers are contacted in routine by many suppliers from around the world, your message has to be special to attract their attention.
- b) Attach brochures, technical details and promotional material with your message.
- c) It's useful to give detail of your production facilities and capacity.
- d) Providing details of existing customers, if any, would help to convince the buyers about your credentials.
- e) Offer free samples, it shows your ability to fulfill technical requirements and operational capacity. Moreover, in most of the cases asking a sample is first step in buyer's commitment to buy from you.
- f) Wait patiently after your sales pitch, give buyer appropriate time to react. There should be at least one-week gap between repeated messages if not more.
- g) Communication messages should be concise and short, lengthy messages are generally ignored.

## Direct Importers

S. No	Company	Phone	Email	Address	Website
1	Arla Foods	(+45 89 38 1000	Sønderhøj 14,8260 Viby J,Denmark	arladialog@arlafoods.com	<a href="https://www.arla.dk">https://www.arla.dk</a>
2	Coop Danmark A/S	(+4543864 386	Roskildevej 65, 2620 Albertslund	forbrugerservice@forbruger.coop.dk.	<a href="https://om.coop.dk/forside.aspx">https://om.coop.dk/forside.aspx</a>
3	Biogan A/S	(+45 86 74 07 71	Møgelbakken 3-5,8520 Lystrup	kontor@biogan.dk	<a href="https://biogan.dk">https://biogan.dk</a>
4	Albanigades Fisk & Vildt A/S	((+45) 66 11 39 23	Søndre Havnekaj 10, DK-5300 Kerteminde	b2b@albanifisk.dk	<a href="https://www.albanifisk.dk">https://www.albanifisk.dk</a>
5	Geia Food	(+45 96 34 04 14	Fuglevænget 9,9000 Aalborg		<a href="https://www.albanifisk.dk">https://www.albanifisk.dk</a>
6	TOLU - HARVA HOLDING I ApS (DK)	(+45 77 31 59 01	Litauen Allé 13, 2033, 2630 Taastrup	tlu@nordicfruit.dk	<a href="https://www.geiafood.dk">https://www.geiafood.dk</a>
7	Total Produce Nordic A/S	(+45 36 15 63 22	Sleipnersvej 3,DK-4600 Køge	Info@totalproduce.se	Info@totalproduce.se
8	Poulsen & Finsen A/S	(+45 63 14 08 03	Grønløkkevej 10 , 5100 Odense C	thomas@p-f.dk	<a href="http://www.p-f.dk">http://www.p-f.dk</a>
9	Futura Copenhagen A/S	(+45 3613 0500	Litauen Allé 13, 2630 Taastrup, Denmark	allan@futura.dk	<a href="http://futura.dk/en">http://futura.dk/en</a>
10	A. Espersen A/S	(+45 56 90 60 00	Kalvebod Brygge 39-41,DK-1560 Copenhagen V	roenne@espersen.dk	<a href="http://www.espersen.com">http://www.espersen.com</a>
11	CO-RO	(+45 47 36 51 00	Holmensvej 11, 3600 Frederikssund, Denmark		<a href="https://www.co-ro.com">https://www.co-ro.com</a>

12	Crispy Food Nordic A/S	+ 45 58 87 05 00	Blommeskoven 2, DK- 4281 Goerlev, Gasvej 3, DK-4900 Nakskov	crispy@crispyfood.com	<a href="https://crispyfood.com">https://crispyfood.com</a>
13	ESS-FOOD A/S	(+)45 43 46 90 00	Vesterbrogade 4A, 2, 1620 København, Danmark	najag@ess-food.com	<a href="https://www.ess-food.com/en/">https://www.ess-food.com/en/</a>
14	Good life foods group	(+)45 63 31 63 31	Delfinvej 3, 5800 Nyborg, Danmark	info@glfoods.com	<a href="https://www.daloon.dk">https://www.daloon.dk</a>
15	Chr. Hansen Holding A/S	(+)45 45 74 74 74	Boege Allé 10-12, 2970, Hoersholm	info@chr-hansen.com (Torsten Steenholt, merchandising officer)	<a href="https://www.chr-hansen.com/en/">https://www.chr-hansen.com/en/</a>

*Ghulam Mustafa*

**Ghulam Mustafa**

**Trade & Investment Counselor**

**Stockholm**