

ADALIDDA — Global Sales & Marketing for Agrifood, Fertilizers, Commodities and Minerals

Connecting Producers with International Buyers | Developing Large-Volume Export Programs | Building Long-Term Commercial Partnerships

Transform Your Production Capacity into Global Sales Opportunities

Are you an agrifood manufacturer, agricultural processor, fertilizer producer, commodity supplier, mining company, or mineral exporter seeking to expand your international business?

Adalidda helps producers and suppliers develop international sales opportunities through strategic marketing, buyer acquisition, commercial development, and international business partnerships. Our primary focus is bulk export programs targeting 15,000 metric tonnes per month or more, where commercially and operationally feasible.

In international commodity markets, production capacity alone is not enough. Producers must reach the right buyers, meet technical specifications, establish competitive commercial terms, coordinate export logistics, and demonstrate their ability to fulfil contractual commitments.

Adalidda aims to bridge the gap between production and global demand by helping businesses identify relevant markets, connect with potential buyers, and develop structured sales pipelines across agricultural commodities, processed agrifood products, fertilizers, minerals, and industrial raw materials.

Our approach combines international B2B sales development, strategic marketing, multilingual communication, and AI-enabled commercial tools to support producers seeking sustainable international growth.

1. Our Commercial Focus: Large-Volume Export Programs

We prioritize opportunities where substantial production or supply capacity can be matched with credible international demand.

Our target is **15,000 MT per month per product for eligible bulk export programs**, subject to verified availability, product characteristics, buyer requirements, logistics, and commercial feasibility.

We seek to develop commercial opportunities with:

- International commodity traders and importers.
- Food and beverage manufacturers.
- Agricultural processors and industrial end users.
- Fertilizer importers, distributors, and blenders.
- Vegetable oil refineries and industrial customers.
- Mining companies and mineral trading houses.
- Steelmakers, fertilizer manufacturers, and other industrial consumers.
- Large-volume wholesalers and regional distribution networks.

Our objective is to help suppliers pursue recurring orders, regular shipment schedules, and long-term supply relationships rather than relying exclusively on occasional spot transactions.

Not every product is suitable for the same shipment size. Specialized concentrates, high-value minerals, and products requiring dedicated handling may follow different commercial conventions. We assess each opportunity individually while maintaining our focus on substantial, scalable export programs.

2. Agrifood and Agricultural Commodities

Adalidda supports international market development for agricultural producers, commodity suppliers, food manufacturers, and agro-industrial processors.

Agricultural commodities

Target product categories include:

- Soybeans, corn, sorghum, and other grains.
- Sesame seeds, sunflower seeds, and other oilseeds.
- Coffee beans, including Robusta and Arabica.
- Cocoa beans and other cocoa raw materials.
- Groundnuts, cashew nuts, and other commercially available agricultural products.
- Cassava and other industrial agricultural raw materials.

Processed agrifood products

We also seek commercial opportunities for:

- Crude and refined soybean oil.
- Crude and refined sunflower oil.
- Palm oil and other vegetable oils.
- Cassava starch and cassava flour.
- Cocoa powder, cocoa butter, and cocoa ingredients.
- Soluble coffee and coffee extracts.
- Oilseed meals and agricultural processing by-products.
- Other food-grade and industrial agricultural ingredients.

Our services focus on identifying relevant importers, food manufacturers, industrial users, distributors, and commodity traders whose purchasing requirements align with the supplier's product specifications and available volumes.

3. Fertilizers and Agricultural Inputs

Adalidda also seeks to develop international sales opportunities for fertilizer manufacturers, fertilizer distributors, agricultural input suppliers, and bulk fertilizer exporters.

Fertilizers are essential to agricultural productivity and food production. Importers, fertilizer blenders, distributors, cooperatives, and large-scale agricultural operators need reliable suppliers capable of meeting product specifications, delivery schedules, and commercial requirements.

Our focus is on developing qualified buyer relationships and bulk supply opportunities for established fertilizer producers and suppliers.

Nitrogen fertilizers

- **Urea N46**, containing approximately 46% nitrogen.
- Ammonium sulphate.
- Ammonium nitrate, subject to applicable regulations and market authorization.
- Other commercially available nitrogen-based fertilizers.

Phosphate fertilizers

- Monoammonium phosphate (MAP).
- Diammonium phosphate (DAP).
- Single superphosphate (SSP).
- Triple superphosphate (TSP).

Potassium fertilizers

- Muriate of potash (MOP).
- Sulphate of potash (SOP).
- Other commercially available potassium-based fertilizers.

Compound and specialty fertilizers

- NPK compound fertilizers in different formulations.
- NPK blends tailored to crop and soil requirements.
- Water-soluble fertilizers.
- Selected micronutrient fertilizers and agricultural nutrient products.

Product availability, import eligibility, registration, and applicable handling requirements must be verified for each origin and destination.

Urea N46: A Priority Bulk Supply Category

Adalidda seeks to develop commercial opportunities connecting qualified Urea N46 suppliers with international fertilizer importers, agricultural input distributors, fertilizer blenders, and other eligible bulk purchasers.

Our commercial development activities may include:

- Identifying and approaching qualified international fertilizer buyers.
- Developing relationships in selected agricultural markets.
- Coordinating supplier specifications and buyer requirements.
- Supporting discussions concerning volumes, pricing, packaging, and shipment schedules.
- Facilitating commercial discussions on delivery terms, inspection, and payment security.
- Developing opportunities for recurring supply programs.

Bulk fertilizer export programs

Our target is to develop fertilizer supply programs of **15,000 MT per month or more**, where supplier capacity, buyer demand, logistics, and commercial conditions support this volume.

Depending on the product and transaction, shipments may be arranged in bulk or in bags, including 50 kg packaging where appropriate.

Potential markets will be assessed according to agricultural demand, import regulations, port infrastructure, seasonal purchasing cycles, supplier competitiveness, and the requirements of qualified buyers.

Fertilizer supplier qualification

Interested suppliers should be prepared to provide:

- Product name, grade, and nutrient composition.
- Country and facility of origin.
- Verified monthly production or supply capacity.
- Available export volumes and shipment frequency.
- Certificate of Analysis (COA) and relevant quality documentation.
- Packaging options and loading capacity.
- Indicative pricing and preferred Incoterms.
- Available ports and shipping arrangements.
- Relevant product registrations, export permits, and regulatory documentation.

Adalidda aims to help qualified fertilizer suppliers develop sustainable international sales channels and recurring bulk supply relationships.

4. Minerals and Industrial Raw Materials

Adalidda also seeks to support mining companies, mineral producers, and industrial raw-material suppliers seeking international commercial opportunities.

Industrial buyers require reliable supply, consistent quality, verified origin, and transparent commercial arrangements. Our objective is to help align qualified suppliers with buyers whose technical and purchasing requirements match their capabilities.

Depending on supplier availability, country of origin, product specifications, and market demand, target categories may include:

- **Manganese ore:** for ferroalloy and steel-related applications.
- **Iron ore:** for steelmaking and metallurgical industries.
- **Bauxite:** for alumina and aluminium production.
- **Copper ore and concentrates:** for metallurgical processing and refining.
- **Phosphate rock:** for fertilizer and chemical production.
- **Limestone:** for cement, construction, and industrial applications.
- **Gypsum:** for cement, plaster, and construction materials.
- **Sulphur:** for chemical and industrial applications.
- Other eligible mineral ores, concentrates, and industrial raw materials.

These categories represent potential areas of commercial development, not a declaration of current inventory, ownership of mines, or confirmed supply contracts.

Developing bulk mineral export opportunities

For each mineral project, we aim to establish a clear commercial foundation covering:

1. Product grade, chemical composition, and impurity limits.
2. Verified production capacity and available monthly supply.
3. Country of origin and mine or processing-plant location.
4. Laboratory analyses and independent inspection requirements.
5. Packaging, bulk handling, port access, and shipment logistics.
6. Qualified buyer requirements and destination-market regulations.
7. Pricing, Incoterms, payment security, and contractual responsibilities.

Our target is to develop **bulk mineral supply programs of 15,000 MT per month or more where the product, transport infrastructure, and buyer demand support this scale.**

For products traded in smaller specialized lots, we can assess whether a different volume structure offers a credible commercial opportunity.

5. Global Buyer Acquisition and Sales Development

International buyer acquisition requires more than sending product catalogues to a large list of companies. It requires targeted prospecting, commercial qualification, and disciplined follow-up.

Adalidda's services may include:

Buyer identification: Researching importers, industrial consumers, commodity traders, processors, manufacturers, fertilizer distributors, and other relevant buyers.

Buyer qualification: Assessing product requirements, target volumes, destination markets, procurement procedures, and commercial suitability.

International outreach: Developing targeted communications, product presentations, and commercial introductions.

Sales pipeline development: Organizing prospects, tracking enquiries, coordinating follow-up, and monitoring commercial progress.

Negotiation support: Facilitating discussions on specifications, prices, volumes, shipment schedules, payment terms, and delivery conditions.

Account development: Supporting repeat orders and longer-term relationships where initial transactions establish a sound commercial basis.

The scope of work and any authority to represent a supplier are defined in a written engagement agreement. Buyer introductions and sales activities do not constitute guaranteed contracts.

6. International Marketing and Market Expansion

Producers often have the operational capacity to supply international markets but lack the commercial resources to develop them consistently.

Adalidda helps businesses strengthen their international market positioning through services such as:

- Target-market selection and market-entry planning.
- Buyer segmentation and prospect research.
- Competitor and commercial positioning analysis.
- International product catalogues and corporate presentations.
- Export-oriented website content and digital marketing.
- LinkedIn B2B outreach and professional networking.
- Multilingual sales materials and commercial communication.
- Regional distribution and strategic partnership development.
- Sales reporting and customer relationship management.

We can explore opportunities across Africa, Europe, Asia, the Middle East, and other markets, subject to product eligibility, applicable regulations, logistics, and commercial viability.

Our objective is to prioritize markets where a supplier can offer a credible combination of product quality, price, volume, reliability, and delivery capability.

7. AI-Enabled Commercial Development with Adalidda

Adalidda combines international business development with a digital approach to managing commercial information and sales workflows.

Depending on the agreed engagement and available systems, AI-enabled tools can support:

- Multilingual business communication.
- Customer and lead management.
- Sales pipeline tracking and follow-up.
- Supplier and product information management.
- Commercial document workflows.
- Export-readiness and compliance tracking.
- Coordination of buyer enquiries and supplier responses.
- Sales activity monitoring and reporting.

These tools are intended to improve efficiency and coordination. They do not replace product inspection, regulatory approvals, legal compliance, independent due diligence, or the verification of counterparties.

8. Flexible Commercial Partnership Models

Adalidda offers a flexible framework for discussing international sales and marketing engagements according to each supplier's objectives.

Market-entry projects: Defined assignments focused on a particular product, country, or buyer segment.

Buyer acquisition campaigns: Targeted prospecting and qualification for selected products and export markets.

Monthly sales and marketing retainers: Ongoing international marketing, prospect development, and commercial follow-up.

Commission-based sales representation: Transaction-linked remuneration under a written agreement defining the commission basis, payment conditions, and responsibilities.

Hybrid partnerships: A combination of fixed service fees and agreed transaction-based compensation.

Strategic export development: Longer-term support for international positioning, sales systems, and recurring supply relationships.

Each engagement should establish clear deliverables, reporting arrangements, commercial targets, fees, expenses, territories, exclusivity, and contractual responsibilities before activities begin.

9. Supplier Qualification: What We Need from You

To evaluate a potential collaboration, suppliers should provide:

- Company profile and country of registration.
- Products available for export.
- Verified production capacity and available monthly volumes.
- Target export volume and shipment frequency.
- Product specifications, quality standards, and certifications.
- Country of origin and production or mine location.
- Indicative pricing and preferred Incoterms.
- Available ports, transport infrastructure, and logistics arrangements.
- Existing export markets and commercial references, where available.
- Relevant export licences, regulatory permits, and supporting documentation.

For minerals, this may include chemical composition, grade, impurity levels, moisture content, independent assay reports, and evidence of lawful sourcing and trading authorization.

For fertilizers, this may include nutrient composition, grade, Certificate of Analysis, product registration, and relevant export and import documentation.

For agrifood products, this may include food safety certifications, laboratory analyses, traceability information, and documentation required by the intended import market.

Supplier capacity, product specifications, origin, and documentation must be appropriately verified before a supply offer is presented as confirmed to prospective buyers.

10. Our Approach to Sustainable International Trade

Adalidda believes that successful international trade begins with the alignment of genuine supply capabilities and credible buyer demand.

Our approach emphasizes:

- Commercial opportunities grounded in verifiable supplier information.
- Relevant buyer prospecting and structured qualification.
- Realistic volume commitments and shipment schedules.
- Transparent commercial communication and written agreements.
- Appropriate counterparty, product-origin, and transaction due diligence.
- Long-term customer development and repeat business.
- Practical use of digital tools to improve sales execution.

We do not promise guaranteed orders, confirmed buyers, or predetermined revenues. We work to develop credible commercial opportunities and help suppliers progress from market exploration to qualified discussions and, where the parties reach agreement, completed transactions.

Deko Group in Nigeria, Solina Group in Côte d'Ivoire, Solina Industries in Uganda, DGE Group in Vietnam, and Cultivex in South America trust us to support their business development and strengthen their presence in international markets.

We provide them with turnkey solutions that integrate every key driver of commercial growth, including brand strategy and international branding, strategic marketing, target market positioning, and global sales development for agricultural products, agrifood products, and natural resources.

Our ambition is to showcase their expertise, strengthen their brand image, increase their international visibility, enhance their competitiveness, and create new, sustainable business opportunities in global markets.

11. Partner with Adalidda to Develop Your Global Markets

Are you an agrifood manufacturer, agricultural commodity producer, food processor, vegetable oil refinery, fertilizer producer, mining company, or mineral supplier with substantial production capacity?

Are you seeking access to international importers, industrial buyers, commodity traders, fertilizer distributors, and regional distribution partners?

Adalidda invites qualified producers and suppliers to discuss tailored international sales and marketing partnerships.

Our primary focus is **bulk export programs targeting a minimum of 15,000 metric tonnes per month per product where commercially and operationally feasible.**

To begin, tell us:

- What products can your company supply?
- Where are your production facilities or mines located?
- What volumes can you reliably deliver each month?
- Which specifications, certifications, and export documents are available?
- Which international markets do you want to develop?

We will review the information and assess whether there is a suitable basis for commercial collaboration.

For further information, please contact:

Adalidda

Global Sales & Marketing | Agrifood & Agricultural Commodities | Urea N46 & Fertilizers | Minerals & Industrial Raw Materials | International Buyer Acquisition

Your production capacity. Our global commercial development. A shared objective: sustainable international sales.

All commercial opportunities are subject to supplier qualification, product verification, buyer due diligence, applicable laws, logistics feasibility, and mutually agreed contractual terms.

For further information, please contact:

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 WhatsApp Channel: <https://whatsapp.com/channel/0029Va9I6d0Dp2Q2rJZ8Kk0x>

PDF File about FIVE PILLARS AgriAI <https://elk.adalidda.com/2026/08/Five-Pillars-AgriAI-V4-EN.pdf>