



DISTRIBUTOR CASE STUDY

ECOZOOMSHOP.NL

ECOZOOMSHOP.NL's Success in Benelux

ECOZOOMSHOP.NL

Since 2016, ECOZOOMSHOP.NL has been the exclusive distributor of EcoZoom cookstoves and accessories in Belgium, Netherlands and Luxemburg, known collectively as the Benelux.

Co-Founder, Mark Arends wanted to offer a high-quality cookstove to outdoor lovers in the Benelux regions.

Arends noticed how campers and outdoor lovers in the US, Canada and the UK were enjoying the benefits of EcoZoom products for their outdoor cooking needs.

A host of positive reviews on Amazon sparked him to join forces for an on-line shop featuring the EcoZoom product line.

Executive Summary

Benelux on-line retailer, ECOZOOMSHOP.NL began working with EcoZoom in 2016, offering fuel efficient cook stoves and accessories.

Over 680 cookstoves have been distributed to date.

Challenges

Arends' challenge was to ensure the cook stove design met specific characteristics including fuel types, ease of use, efficient cooking of different foods, as well as being safe to use especially when children were involved in the outing.

Arends was also interested in affiliating with an organization and products that were promoting environmental and social good.

Goals

ECOZOOMSHOP.NL's goal was to deliver the same innovative-designed cook stoves as is popular in the US, Canada and the UK. Affiliate with an environmental and social good organization.

Solution

EcoZoom Cook Stoves

- Innovative, award-winning design
- Wood or charcoal burning units
- Portable, efficient , user-friendly, safe design
- Eco-friendly products
- EcoZoom is a social enterprise delivering transformational cooking and lighting solutions impacting lives across the globe
- EcoZoom's Donate a Stove Program

Results

Benelux outdoor lovers have benefitted from the enjoyable experience of their EcoZoom cook stove. Ecozoomshop.nl has seen a steady revenue stream with over 680 cook stoves sold to date.

" We have a good relationship with EcoZoom Global in Kenya. From the Benelux, we like to support people in Africa.

We will therefore donate a part of our sales to the EcoZoom stove donation program. With this, more families in Kenya can benefit from these efficient stoves.

Enjoying great meals and having fun over here in the Benelux while doing something good at the same time .

"

Mark Arends, Co-Founder
EcoZoomshop.nl



EcoZoom cook stoves' unique design makes cooking outdoors a fun, efficient and safe experience.



To learn more about our successful Distributorship opportunities contact Micha Dhanjal, Global Sales and Marketing, Micha@ecozoomglobal.com