

Business Request

Russian company is looking for manufacturers of metal cutting tools and metal processing equipment to cooperate under distribution services agreement.

Summary

The Russian company specializes in manufacture and distribution of metal products, is looking for manufacturers and suppliers of cutting tools and metalworking equipment abroad for cooperation in the framework of the distribution services agreement.

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Details

Description

The Russian company from Yaroslavl region specializes in the production and distribution of parts and components from structural and stainless steel, nonferrous alloys and other materials for mechanical engineering and medicine. The company was founded in 2011. The company is interested to become a distributor for manufacturers of cutting tools and metal processing equipment from neighboring countries and beyond. Today the company is a provider of a major Russian engine-building company and of one of the largest Russian companies in the field of engine for military and civil aviation. At this stage of development it has a good client base in the field of mechanical engineering and is ready to take on the role of a distributor. The company has introduced a quality management system ISO 9001-2011. The company knows the market and is ready to consider any kind of cutting tools and metal processing equipment for its distribution in Russia. Maintenance equipment can be carried out by the manufacturer or the Russian company (in this case the partner must train the Russian company's staff). Warranty to be given by the manufacturer. The company is able to translate the usage instructions and manuals into Russian language. For quality translation the partner must provide instructions for use in English, as the company has specialist with a good knowledge of technical English. The company is ready to conduct telephone conversations, correspondence and meet personally with each partner. The scope and quantity of cutting tools and metalworking equipment will be discussed with the partner individually. The company is interested in cooperation with manufacturers of cutting tools and metal processing equipment in the framework of the distribution services agreement. The company will buy production from potential partner for sale in Russia, the partner should ensure timely delivery of goods and provide all necessary documentation. The expected result from cooperation: receiving a profit, a steady supply of products, range extension.

Advantages and Innovations

Therefore, how many units are ready to buy right away, too, can not say. Depending on the scale and cost of the equipment. Like, with each partner all will be negotiated individually.

Technical Specification or Expertise Sought

The company is willing to expand its product range and find out what kind of equipment and tools foreign producers can offer. Therefore the company is looking for manufacturers and suppliers of any metal cutting tools and metal processing equipment. From a partner must be introduced quality management system ISO. Warranty on products - at least 2 years.

Stage of Development

Already on the market

Keywords

Technology

02002009	Machine Tools
02002010	Machining (turning, drilling, moulding, planing, cutting)

Market

09004001	Business products and supplies
09004004	Hardware, plumbing supplies

NACE

C.25.1.1	Manufacture of metal structures and parts of structures
C.25.5.0	Forging, pressing, stamping and roll-forming of metal; powder metallurgy
C.25.6.2	Machining
C.25.9.9	Manufacture of other fabricated metal products n.e.c.

Open for EOI : **Yes**

Dissemination

Send to Sector Group

Services and Retail

Restrict Dissemination to Specific Countries

Albania,	Argentina,	Armenia,	Austria,	Belarus,	Belgium,
RosniaandHerzegovina	Brazil	Bulgaria	Canada	Chile	China

Georgia, Germany, Greece, Hungary, Iceland, India, Indonesia,
Ireland, Israel, Italy, Japan, Jordan, Latvia, Lithuania, Luxembourg,
Macedonia, The former Yugoslav Republic of, Malta, Mexico, Moldova,
Montenegro, Netherlands, New Zealand, Norway, Paraguay, Peru,
Poland, Portugal, Romania, Serbia, Singapore, Slovakia, Slovenia,
South Korea, Spain, Sweden, Switzerland, Taiwan, Tunisia, Turkey,
Ukraine, United Kingdom, USA,

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Russian

Client Country

Russia

Partner Sought

Type and Role of Partner Sought

Type of partner: SMEs, large company. Field of activity: mechanical engineering. Partner's role: to supply the Russian company with necessary products for further distribution on the Russian market.

Type of Partnership Considered

Distribution services agreement