

Partnering Opportunity

Profile Status: Published

Business Request

Croatian company active in the area of distribution and trade in metallurgy sector offers a distribution services agreement and trade intermediary services

Summary

A company from Croatia, operating within metallurgy sector, specialised in the production of metal products, but also in the distribution, offers a distribution services agreement and trade intermediary services to prospective partners from Europe and beyond.

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Details

Description

Guided with years of experience in the wholesale, acquired in reputable metallurgy trading companies, the client decided to start his own business. The company was founded in 2014. and is operating within metallurgy sector.

The company has two departments:

1. manufacturing of different metal parts, and
2. wholesale of different metal products.

The company's main products are:

- products made of wrought iron (such as pipes - square, rectangular, handrails and arches),
- stainless steel, aluminium, zinc including ferrous metallurgy (sheets, pipes, profiles), and
- other metal products (locks, cylinders, handles etc.).

The company offers their services in export-import businesses and wholesale and thus offering their intermediary services. The company would like to act as representative for potential clients and to sell their metal goods.

The company would like to offer its distribution services in order to expand their product offer for end users.

Advantages and Innovations

The main advantages of this company are:

- the proximity of the seaport and
- high-quality products
- cutting the metal profiles and sheets to any size of steel with no excess material
- Production and installation of all types of metal structures
- various specialized metal processings like bending, zinc plating, shot blasting, pantograph

Technical Specification or Expertise Sought

The company prefers experienced, professional and solvent clients.

Stage of Development

Already on the market

Keywords

Technology

02007008	Iron and Steel, Steelworks
02007010	Metals and Alloys

Market

08005	Other Industrial Products (not elsewhere classified)
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C.25.1.1	Manufacture of metal structures and parts of structures
C.25.7.2	Manufacture of locks and hinges
C.25.7.3	Manufacture of tools

Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry >500

Year Established

2014

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Croatian

Client Country

Croatia

Partner Sought

Type and Role of Partner Sought

The company is offering its distribution services and trade intermediary services to foreign companies who produce different metal products and need distribution and representation in Croatian market.

Type and Size of Partner Sought

SME 11-50,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Services agreement
Distribution services agreement

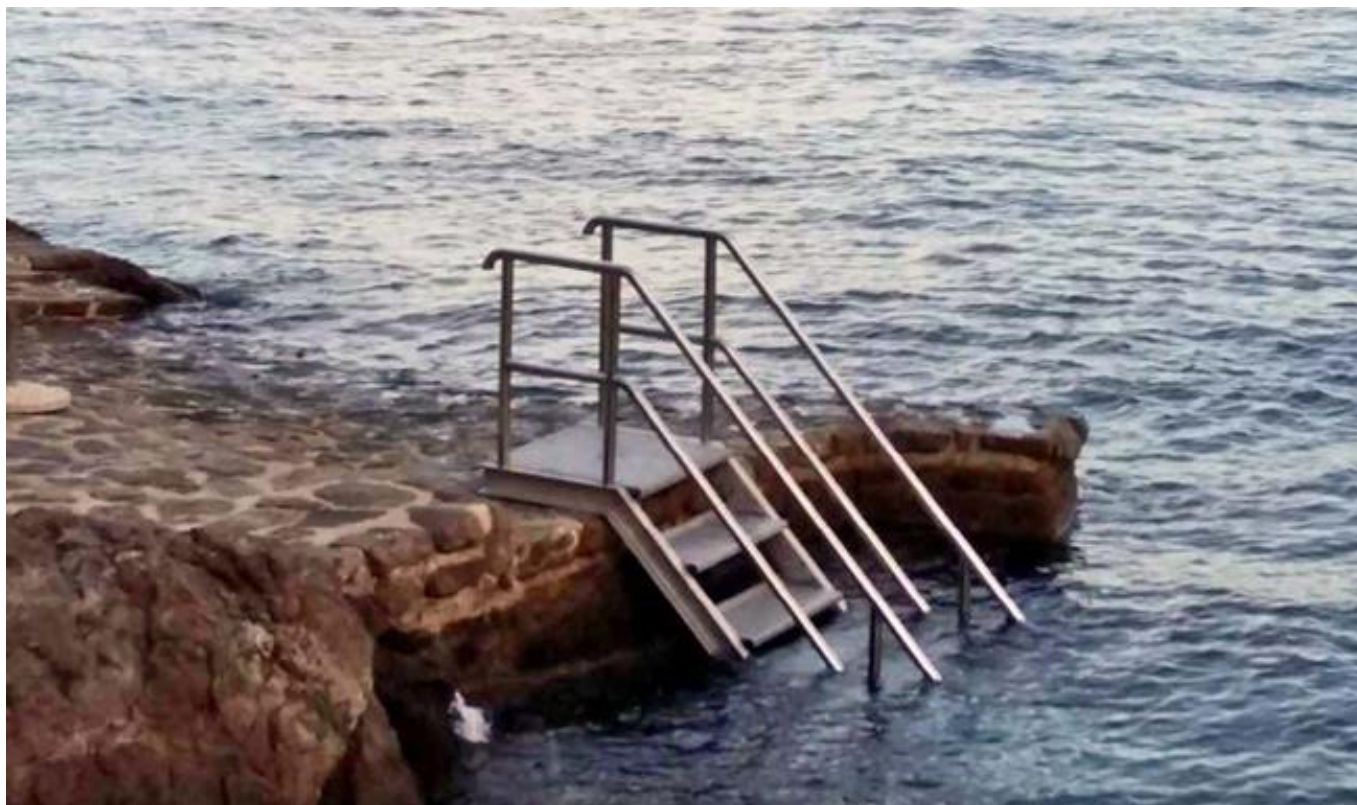
Attachments



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