

Business Request

An Indian company engaged in the trading of paper is looking for suppliers of surplus stock lot in reel form through commercial agency or distribution services agreement

Summary

An Indian company trading in paper is looking for traders, wholesalers and manufacturers of paper who can supply surplus stock lot in reel form through a commercial agency or distribution services agreement.

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Details

Description

Established in 2007, the Indian company is an independent paper trading company and has been in paper trading for more than 10 years. It initially carried sole distributorship of surplus stock lot of major domestic paper mills. As a trading company, it is in a position to always provide the latest information collected in house for its customers and also conduct market expansion activities for its suppliers.

To meet the challenges of global economy, the company has restructured its operations to be more lean and flexible organisation with distinct leadership and entrepreneurial culture. It has decided to expand its market reach and area of coverage of business activities.

The company is looking for ready to use paper. Precise list of the products the company buys and trades can be found in the field 'Technical Specification or Expertise Sought'.

The company wants to diversify its supplier base with other leading paper manufacturers in international market, around the globe. It has planned to grow its top line figure with an integrated marketing plan and customer oriented approach and grow its bottom line through rigorous receivables management and lean business practices.

The company is looking for partners, traders, wholesalers and manufacturers of paper who can

supply surplus stock lot in reel form available with them through a commercial agency or distributorship services agreement.

Advantages and Innovations

The Indian company is already in the paper trade for the last ten years and is fully aware of the business. The company already has the required contacts in the Indian industry for transaction of business.

Technical Specification or Expertise Sought

- Surplus stock lot in reel form
- Coated one side (C1S), solid bleached sulphate (SBS) paper 200-350 grams per square meter (GSM)
- C1S Chromo paper 50-150 GSM
- Uncoated wood free paper 70-120 GSM
- Uncoated SBS paper 160-170 GSM
- Printing and writing paper 55-80 GSM

Stage of Development

Already on the market

Profile Origin

Private (in-house) research

Keywords

Technology

07002002 Paper Technology

Market

08003005 Other industrial machinery for textile, paper & other industries

NACE

C.17 Manufacture of paper and paper products

Open for EOI : **Yes**

Dissemination

Relevant Sector Groups

Materials

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2007

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

India

Partner Sought

Type and Role of Partner Sought

Type : Traders, wholesalers and manufacturers of paper

Role : To supply surplus stock lot in reel form available with them through a commercial agency or distributorship services agreement

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Distribution services agreement

Commercial agency agreement