

Business Request

Looking for innovative machine tools: extrusion, rope and twine making, tube bending, profiling, welding mesh and reinforcing steel.

Summary

Spain-based company, specialized in commercialization of foreign machine tools for the Spanish industrial sector, is looking for manufacturers of innovative machine tools regarding the following fields: extrusion, rope and twine making, tube bending, profiling, welding mesh and reinforcing steel. The company offers its services as trade intermediary (commercial agent).

Creation Date	10 July 2013
Last Update	15 January 2015
Expiration Date	15 January 2016
Reference	BRES20130709001

Details

Description

The Spanish company is mainly looking for manufacturers located in European countries of the following machine tools: -Extrusion -Rope and twine making -Tube bending -Profiling -Welding mesh and reinforcing steel. The company is currently working as a trade intermediary representing a large number of top European tool machines manufacturers. Therefore, in order to incorporate new innovative technologies to its portfolio, the company is looking for partners willing to enter the Spanish market under a commercial agent agreement.

Advantages and Innovations

The company has large and solid network of contacts and clients in the Spanish industrial sector.

Technical Specification or Expertise Sought

The kind machine tools demanded must be innovative regarding the following fields: extrusion, rope and twine making, tube bending, profiling, welding mesh and reinforcing steel.

Stage of Development

Already on the market

Keywords

Technology

002002009 Machine Tools

Market

008003007 Other industrial equipment and machinery

NACE

C.28.4.1 Manufacture of metal forming machinery

C.28.4.9 Manufacture of other machine tools

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1958

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ecoaudit

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

Machine tools manufacturers willing to establish a long-term relationship based on a commercial agent agreement in order to enter innovative machine tools into the Spanish industrial market

Type and Size of Partner Sought

SME 11-50

Type of Partnership Considered

Commercial agency agreement