

Business Request

Swedish company specialised in reusing and selling used white goods is looking for subcontractors in Denmark, Norway and Germany

Summary

A Swedish company specialised in selling reused white goods such as refrigerators, freezers, stoves and washing machines is looking for subcontractors of used white goods, both functional and non functional products, in Denmark, Norway and Germany. The sought partner is preferably one which handles and can supply large quantities of white goods such as recycling centers, manufacturers or retailers of white goods, construction companies and/or commercial real estate owners who are renovating.

Creation Date	15 January 2016
Last Update	18 January 2016
Expiration Date	15 January 2017
Reference	BRSE20160115001

Details

Description

The Swedish company is a private owned company based in southern Sweden. The need for handling and reuse of major appliances globally is big. Existing procedures are commonly to throw away the white goods when purchasing/renovating domestically and commercially. This has a negative impact on the environment and for the most part a waste of value because in most cases the products are functional for many years to come. Currently the company purchases all types of used white goods (except for products containing R12 gas and gas stoves) from subcontractors in Sweden and is now looking for subcontractors in Denmark, Norway and Germany. The products can be functional or non functional, for private, commercial or industry use, such as refrigerators, freezers, stoves, washing machines, dryers, microwave ovens, dishwashers etc.

The company follows all EU directives and Swedish legislation regarding export of used white goods.

Advantages and Innovations

Unfortunately many companies that have access to used white goods throw it away because of poor knowledge about the possibilities regarding reuse. The innovative concept and business model of the company has positive effects;

for the environment
- reuse instead of throwing away functional white goods

- non-functional can be repaired and/or recycled in a structured process with minimal impact on environment

for the supplier

- earnings by selling instead of incurring cost arising from waste
- the contribution to reuse and the corporate social responsibility aspect

for the customer

- affordable to customers that can't afford to buy new products
- durable quality products from well known brands leading to a higher quality of life

Technical Specification or Expertise Sought

Products containing R12 gas and gas stoves are not sought after.

Stage of Development

Already on the market

Keywords

Technology

03010	Household Goods & Appliances
10003004	Recycling, Recovery

Market

03004003	Other electronics related equipment
07004004	Housewares
08004004	Other pollution and recycling related
09003004	Distributors, imports and wholesalers
09007001	Construction companies

NACE

G.46.4.3	Wholesale of electrical household appliances
G.46.4.9	Wholesale of other household goods
G.47.5.4	Retail sale of electrical household appliances in specialised stores
S.95.2.2	Repair of household appliances and home and garden equipment

Open for EOI : **Yes**

Dissemination

Send to Sector Group

Environment

Restrict Dissemination to Specific Countries

Denmark, Germany, Norway,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2014

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Macedonian
Swedish
Serbian
Polish
Bosnian
Croatian

Client Country

Sweden

Partner Sought

Type and Role of Partner Sought

A supplier of used white goods can come in many different forms. For example:

1. Smaller companies that install and repair white goods for manufacturers or retailers (most likely to have access to used white goods)
2. Construction companies that are renovating real estates.
3. Manufacturers of white goods.
4. Retailers of white goods.
5. Recycling centers (very interesting partner because they often have access to used white goods that are fully functional and thrown away only due to old appearance).
6. Commercial real estate owners who are renovating.
7. Kitchen retailers.

Type and Size of Partner Sought

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

Type of Partnership Considered

Subcontracting