

## Business Offer

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# US company manufacturing consumer health products looking for distributors in Europe

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## Summary

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*The US company is manufacturing innovative consumer healthcare products, and is looking for new distribution channels in Europe: Pharmacies, Big Box retailer, retails chains, speciality stores (eg., Audiology shops) and e-tailers. The company already sell in Europe and in 60 countries worldwide.*

**Creation Date** 18 September 2014  
**Last Update** 24 October 2014  
**Expiration Date** 24 October 2015  
**Reference** BOUS20140918001

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## Details

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### Description

The US company, a 40+ year old family business based in North Attleboro, MA, develops and manufactures innovative healthcare products and distributes for sale in leading retailers across the globe under its own Brand as well as through Private Label.

Here are testimonials about some of the products:

#### Plantar Brace

"This brace simply met all my needs because there is no telling when the pain in my foot will flare up. With this arch support brace, I can wear it all day under my sock keeping the pain level way down. Then before I turn in for the night I switch to the night splint to get that good even stretch all night. I didn't have an issue with discomfort from either, and they are both adjustable to fit your unique foot needs." WH

#### Pill Case Necklace

"Having this around my husband's neck saved his life on Sunday. We had to go to the neck carrier because the pill case kept falling out of this pockets. If Ed did not have those pills with him the other day, I would not have him with me today. Thank you" - BB

#### Shower Sleeve

After an operation to correct carpal tunnel problems I was told to keep the dressing dry for a week. Your shower sleeve has been fantastic, and I have been able to shower every day. Thank you so much for this product, which I bought at Boots in Grantham UK. – MH

#### Hearing Aid Dehumidifier

I love the product and will be sure to order another in 6 months!  
Nothing has helped until I tried your product.

## Tea Tree Oil

I have a scalp condition from Lupus which nothing has helped until I tried your solution. I use this four times a day and it has helped to dry up the lesions. The product also helps with the discomfort one gets with hermmorrhoidal problems, burning and itching.

### Advantages and Innovations

Created in 1973, the company is a very innovative, award winning leading health products company in the USA. From eye care solutions, foot care products, hearing aid accessories, ear plugs, ear wax removal and lice combs, to first aid lines including finger injury systems, and more, the company is constantly developing new products to better meet consumer needs.

### Technical Specification or Expertise Sought

Ideal partners: importers, distributors, wholesalers, agents or manufacturers representatives with proven experience and expertise in the space.

### Stage of Development

Already on the market

### IPR Status

Secret Know-how, Design Rights, Patents granted, Trade Marks, Exclusive Rights, Copyright

### Profile Origin

Other

## Keywords

### Technology

006001008	Environmental Medicine, Social Medicine, Sports Medicine
006001022	Physiotherapy, Orthopaedic Technology
006001023	Single Use Products and Consumer Goods

### Market

005003001	Disposable products
005003003	Handicap aids
005003006	Other medical/health related (not elsewhere classified)
005008001	Patient rehabilitation & training

### NACE

C.14.1.9	Manufacture of other wearing apparel and accessories
C.21.1.0	Manufacture of basic pharmaceutical products
C.22.2.1	Manufacture of plastic plates, sheets, tubes and profiles
C.22.2.2	Manufacture of plastic packing goods
C.22.2.9	Manufacture of other plastic products

## Dissemination

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### Send to Sector Group

Healthcare

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## Client

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### Type and Size of Organisation Behind the Profile

Industry SME 50-249

### Year Established

1973

### Turnover

10 - 20M

### Already Engaged in Trans-National Cooperation

Yes

### Langages Spoken

English  
German  
Spanish

### Client Country

USA

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## Partner Sought

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### Type and Role of Partner Sought

Ideal partners: importers, distributors, wholesalers, resellers, agents or manufacturers representatives with proven experience and expertise in the space.

As examples / for benchmarking:

Here is the list of the present distributors and retailers in the USA:

CVS, Rite Aid, Walgreen, Thrifty White Pharmacy, Supervalu, McKesson, etc.

Here is the list of present specialty distributors and retailers in the USA: Kaiser Permanente, Invacare, John Hopkins Medecine, US Army, US Department of Veteran Affairs, etc.

### Type and Size of Partner Sought

>500

### Type of Partnership Considered

Distribution services agreement

Commercial agency agreement