

Partnering Opportunity

Profile status : Published

Business Request

An appliances repair and maintenance specialist from Martinique is looking for an appliance parts distributor to form a supplier agreement

Summary

The Martinican company specialises in restoring, repairing, reconditioning and renting household appliances with the aim of encouraging customers to recycle or repair Waste Electrical & Electronic Equipment (WEEE). In order to extend its range of services, the company is looking for an appliance parts wholesaler interested in becoming a long-term supplier under a supplier agreement.

Creation Date	09 November 2020
Last Update	26 November 2020
Expiration Date	24 November 2021
Reference	BRFR20201106001

Details

Description

Since its creation in 2018 in Martinique, the company's mission has been to solve all household appliances' problems. They achieve this goal through 3 main activities:

1. Appliances Restoration : the concept is to revive Waste Electrical & Electronic Equipment (WEEE), more specifically household appliances. Thus, they bring appliances declared out of service back to working order.
2. Reconditioned household appliances sale: the company retrieves appliances from owners who do not want to repair them and reconditions them to offer them for sale at a competitive price
3. Appliances rental: the company offers to rent reconditioned appliances with a maintenance contract, allowing the customers to benefit from a budgeted expense.

The company mainly maintains and repairs the following appliances:

- Washing machines
- Dishwashers,
- Tumble dryers
- Microwaves
- Stoves
- Gas cookers

In order to complete its range of services, and improve those that already exist, the company is looking for a long-term partnership with an appliance parts supplier, preferably a wholesaler as they specialize in a wide diversity of brands. This partnership is key to the company as they expect to offer parts for sale to B to B as well as B to C customers at competitive prices. This new offer would solve an island-wide supply shortage that has always existed, discouraging customers to resort to repairing appliances.

The company is open to act as a distributor or commercial agent for its partner, although they are primarily interested in entering into a supplier agreement with a partner that understands their vision and is ready to assist them in their mission.

The partner is expected to ship the parts to Martinique.

It would be a plus that the partner could offer an in-house tool that would allow the company to place direct orders, although it is not a requirement.

Advantages and innovations

The company benefits from its founder experience. The latter has a 6 years' experience in appliance repairs and has worked in international firms.

The company's solutions contribute to a circular vision of the economy. In an economic and ecological context where recycling makes perfect sense, the company considers that repairing or reconditioning rather than abandoning household appliances is an act of commitment.

In a world which has long promoted the renewal of appliances, the company wants to prove its customers that they can keep their appliances longer than they think.

In France only 44% of appliances are repaired or recycled, thus the company acts on a promising market with a potential for regional expansion, as this topic is also a concern in the Caribbean.

Technical Specification or Expertise Sought

The ideal partner would have a great command of logistics and an expertise in Appliance Parts.

The following parts are most demanded:

Door safety, door seals, shock absorbers, drain pump, Carbon brushes Motor Coal, belt, electronic card, flowmeter, water inlet pipe, water outlet pipe, condenser, resistance, probes, motor fans, magnetron, fuses,

The company is mostly interested in the following brands:

BOSCH
SIEMENS
LG
SAMUSUNG
BRANDT
FAGOR

CANDY
WHIRLPOOL
INDESIT
ELECTROLUX
FAURE
AEG
DAEWOO

Stage of development

Already on the market

Profile Origin

COSME

Keywords

Market

03004003	Other electronics related equipment
07004008	Other consumer products

NACE

S.95.2.2	Repair of household appliances and home and garden equipment
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Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Other

Year Established

2018

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English
French

Client Country

France

Partner Sought

Type and Role of Partner Sought

Ideal attributes of the partner:

1. Wholesaler with an expertise in household appliances
2. Is able to easily source the parts listed in the technical specifications
3. Has an efficient supply chain from the warehouse to Martinique
4. Has an efficient order management system. It is a plus if this tool could be provided to the company in Martinique to ease the ordering process.
5. The partner would ideally be located in Italy, Poland, Germany, Spain, or France but other European Countries could be considered depending on their offer.

The partner might also be an household appliances parts' manufacturer who is looking for a distributor or a commercial agent in Martinique. In that case, the company would accept to discuss a commercial agency or a distribution services agreement, although it is not the preferred type of partnership.

Type and Size of Partner Sought

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

Type of Partnership Considered

Supplier agreement
Distribution services agreement
Commercial agency agreement

Attachments



Example of mainboard



Example of parts

Ref: BRFR20201106001



Example of pump



Example of parts 2



Example of condenser