

Business Offer

German metal processing company specialising in fittings for glass doors and glass elements seeks distribution partners in Finland, France and Norway

Summary

A German company is manufacturing fittings for glass doors and glass elements out of different kinds of materials and surfaces. It is looking for a reliable company in Finland, France and Norway with experience in this field of business for distributing and installing the fitting systems.

Creation Date	03 September 2014
Last Update	16 September 2014
Expiration Date	16 September 2015
Reference	BODE20140903001

Details

Description

The German medium-sized company is active in the metal processing sector. Its core competence is the manufacture of fittings for glass doors and glass elements. The assortment ranges from classical single and double action doors over stacking-sliding units with or without door rails to point fixing systems and special constructions (see product pictures enclosed). The products can be made of a multitude of different materials and surfaces. The systems are to be found in big shopping malls, in banks, practices, museums, in gastronomy and office buildings as well as in churches and on ships. The company already has several business co-operations with companies in other European and non-European countries. It now seeks the transfer of this successful way of co-operation to further countries. It is looking for a reliable company with experience in its field of business for distributing and installing the fitting systems in every listed country (Finland, France and Norway). It is expected that the partners turn into experts regarding the products and in advising the local customers.

Advantages and Innovations

The German company produces and supplies high-quality products "Made in Germany". It offers its partners a detailed product training course at the company site as well as informative technical information and drawings regarding the systems. The technical staff and the production team naturally keep close contact to the partners and offer competent support in case of any problem. The company has been in the business for several decades. It is a reliable and competent partner in the field of glass fittings.

Keywords

Market

008005 Other Industrial Products (not elsewhere classified)
009007008 Manufacture of construction materials, components and systems

NACE

C.25.7.2 Manufacture of locks and hinges

Dissemination

Restrict Dissemination to Specific Countries

Finland, France, Norway,

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1975

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Langages Spoken

English
German

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

The German company is looking for companies that are experts in the metal processing business in Finland, France and Norway. Working in the metal construction sector and in the realisation of large building projects would be an advantage. The partners should endeavour and manage the acquisition of customers and / or projects in the respective country. They

should be able to sell and install the systems as well as provide the customers with technical service and advice on the various systems. The goal of the company is to raise the awareness for its products in the local market. Besides, it wishes to offer excellent advice, installation and maintenance service to its customers in the country of the cooperation partner.

Type of Partnership Considered

Distribution services agreement

BODE20140903001

German metal processing company specialising in fittings for glass doors and glass elements seeks trade representatives in Finland, France and Norway



Patch fittings



Handle bars



Door rails



Smoke doors in plate glass constructions



Sliding systems for plate glass elements



Rosette series



Folding / accordion doors with door rails



Frameless glass folding doors



Stacking-sliding walls with door rails



Stacking-sliding walls with corner fittings



Universal profiles, wall connecting profiles