

OPORTUNIDADES DE COOPERACIÓN EMPRESARIAL

La Cámara de Comercio, Industria y Navegación de Cantabria a través de la Enterprise Europe Network le ofrece información acerca de las últimas oportunidades de cooperación empresarial.

En esta sección le mostramos, divididas en sectores, las referencias de cada una de las oportunidades así como un breve resumen.

Si desea ampliar más información sobre alguna de las referencias mostradas, puede ponerse en contacto con la siguiente dirección:

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Las referencias mencionadas son las que se muestran a continuación:

AGROFOOD

REFERENCE: BOPL20200110001

TITLE: A Polish producer of cereals and snacks is looking for distributors of puffed grain products and rice cakes.

SUMMARY: A Polish producer and confectioner of cereals, corn products and healthy snacks is seeking distributors for newly introduced puffed grain products and rice cakes. The company holds quality and safety certifications according to: HACCP, International Food Standard (IFS), British Retail Consortium (BRC). Distribution services agreement is considered.

REFERENCE: BOPL20191017001

TITLE: Polish producer of beverages seeks distributors

SUMMARY: Warsaw based trade and production company specializes in the production of own brand beverages made with natural certified ingredients and flavors, and FMCG products of global brands supply. The company is now further expanding its international network and is looking for distributors (i.e. shops, pubs, warehouses) operating in food/beverage markets ready to extend their offer with the new beverages, as well as Fast Moving Consumer Goods (FMCG) partners for global brands' distribution purposes.

REFERENCE: BOBG20200127001

TITLE: Bulgarian producer of organic aronia (black chokeberry) products is looking for sales representatives and distributors with special attitude to organic and healthy products all over the world

SUMMARY: The Bulgarian company is established in 1995 in Rousse, Bulgaria and since 2002 the company deals with growing plantations of aronia (black chokeberry) fruits and producing natural organic products: juice of fresh aronia fruits, wine from aronia (5% alc.), wine from aronia and grape (8% alc.), aronia powder, dried aronia, aronia vinegar, dragee aronia with dark chocolate. The company is looking for sales representatives and distributors with special attitude to organic and healthy products.

REFERENCE: BOFR20200203001

TITLE: French company specialised in engineering and manufacturing of plastic components offers its services for plastic components in medical and life science industry under manufacturing and subcontracting agreements

SUMMARY: French company specialised in engineering and manufacturing of plastic components is looking for new manufacturing and subcontracting agreements. For tailor-made plastic parts manufacturing and all plastic solutions, the French company is a trusted partner, working with pharmaceuticals, biotechs, diagnostics systems and manufacturers of medical and laboratory equipment.

REFERENCE: BORU20200112021

TITLE: Russian manufacturer of electronic medical complex is looking for distributors

SUMMARY: A Russian company produces a monitoring complex of the cerebral circulation to detect diseases. The company is looking for partners to conclude a distribution services agreement.

REFERENCE: BOCZ20200123001

TITLE: A Czech company manufacturing mobile traffic-barriers and plastic fittings is looking for distributors

SUMMARY: A Czech SME manufactures mobile traffic-barriers and plastic fittings. The products manufactured are a good value for the money spent. The SME is looking for distributors based on distribution agreement.

REFERENCE: BOTR20200128001

TITLE: Turkish producer of Anatolian propolis-based chewing gum product seeks distributors

SUMMARY: A Turkish company that produces food supplements has developed and patented a chewing gum containing Anatolian propolis. Their newly developed gum is effective against virus-borne infectious diseases and protects dental health better than xylitol. The bitter taste of propolis is not felt in the product, and thus it has a preventive effect from diseases without disturbing consumers. The company is looking for distributors.

REFERENCE: BOPL20191217001

TITLE: A Polish company offering aluminium foil seeks partners under distribution services agreements.

SUMMARY: A Polish manufacturer of packaging materials is looking for distributors of aluminium foil certified for food contact. The company would like to conclude distribution services agreements.

REFERENCE: BOUA20190530002

TITLE: Ukrainian producer of natural premium sweets is looking for importers and distributors

SUMMARY: Natural sweets manufacturer from Ukraine offers premium quality candies, a big variety of handmade chocolate bars, fruits and drops in chocolate, chocolate figures and sets, healthy energy bars and marmalade. The company specializes in using only natural ingredients, without substitutes of cocoa butter, artificial dyes and preservatives. The firm intends to expand export sales and is looking for new importers, distributors and retailers in European and other markets for distribution agreements.

REFERENCE: BODE20200203002

TITLE: German company specialised in surgical medical instruments for dermatology, gynecology or urology is looking for commercial agency or distribution services agreements

SUMMARY: Germany-based manufacturer of trademark registered instruments for skin biopsies and curettages is looking for commercial agents and/or distributors worldwide. Their biopsy punches and skin-curettes (ring-scalpels) are used in dermatology, gynecology, urology or plastic surgery in private practices and clinics. The class IIa medical devices are developed and produced in Germany. The sterile disposable products are characterized by their extremely sharp cutting edge, precision and ergonomics.

REFERENCE: BOCZ20200123002

TITLE: A Czech company offers distribution agreements for its smart plastic pallets, which enable tracking a wide range of predefined parameters

SUMMARY: A Czech SME manufactures smart plastic pallets. Technologies built-in the smart pallets make possible to track a wide range of predefined parameters, such as accelerometer, which can detect excessive acceleration, sensors for measuring temperature and humidity as well as RFID chip for identification of the transported goods. The product manufactured is a good value for the money spent. The SME is looking for distributors based on distribution agreement.

ELECTRONICS, IT AND TELECOMMS

REFERENCE: BOBG20200103001

TITLE: A Bulgarian company offering production and assembly of printed circuit boards is looking for partners under a manufacturing agreement.

SUMMARY: A Bulgarian company offering electronic manufacturing services is looking for potential partners interested in having their printed circuit boards designed, produced and assembled under a manufacturing agreement. The company can offer the production of prototypes and express services for small and large series orders.

REFERENCE: BORU20200113002

TITLE: Russian furniture manufacturer is looking for distributors.

SUMMARY: A Russian company produces modern small architectural forms from modified highly effective composite material for urban and park infrastructure. The company is looking for reliable partners to conclude a distribution services agreement.

REFERENCE: BORU20200113023

TITLE: Russian manufacturer of quasi-optical modulators is looking for distributors

SUMMARY: A Russian company produces quasi-optical modulators and wavefront converters for the mm / sub-mm wavelength range using LC meta structures. The company is looking for partners for further cooperation.

REFERENCE: BOGR20191119001

TITLE: Greek SME that provides tailor-made software solutions offers a vessels monitoring solution under distribution services agreement.

SUMMARY: A Greek SME that has an extensive research and development activity provides a vessels monitoring solution. The company is looking for cooperation with maritime companies, ship owners and operators that want to monitor the vessel's energy and emissions. The type of partnership considered is the distribution services agreement.

REFERENCE: BOUK20191115001

TITLE: UK-based SME offers bariatric surgery follow up support to bariatric providers via an online platform under outsourcing agreement.

SUMMARY: A UK-based SME has developed a weight loss surgery hub online to offer support and information to patients following bariatric surgery – gastric band, balloon, bypass and sleeve. The SME is looking to enter new markets and wants to partner with bariatric providers to offer a source of support as part of the patients' aftercare programme. It is envisaged that this partnership will take the form of an outsourcing agreement.

REFERENCE: BOSI20200114001

TITLE: Slovenian micro company specialized in computer maintenance, repairments on old and new computers, is offering its know-how under outsourcing agreements.

SUMMARY: Slovenian micro company is offering maintenance and repairment services on old and new computers, laptops, peripheral devices, software systems and other devices under outsourcing agreements (but is willing to consider also other types of collaboration). The company is able to provide IT consulting as well. Partnerships with SMEs or larger companies located in Austria and Italy are sought.

REFERENCE: BORO20200107001

TITLE: A small Romanian company offers certified training in Agile methodology and Scrum framework, under an outsourcing agreement.

SUMMARY: A Romanian company, focused on in-company training and IT consultancy, delivers certified training at different levels in the field of Agile methodology and Scrum framework.

The partner sought in any EEN country is a company that needs to train its employees under an outsourcing agreement or a foreign training company. This is supposed to subcontract courses or to act as agent / representative under a commercial agency agreement for the Romanian company and its training services.

REFERENCE: BORO20191229001

TITLE: A Romanian company offers an integrated software solution for medical imaging, teleradiology and patient data management under an outsourcing agreement.

SUMMARY: A small Romanian company specialized in outsourcing development of high level applications offers medical software: integrated radiology information system, teleradiology, radiation exposure register and web applications for patient data management. The cooperation is targeted as an outsourcing agreement with a company that offers medical services and wants to increase the data quality and safety.

REFERENCE: BOPT20200103001

TITLE: Financing for the development of an e-commerce platform aimed at all local stores and vendors is sought.

SUMMARY: Entrepreneur based in Portugal intends to launch an e-commerce platform for the retail sector, an online one-stop-shop marketplace. He is seeking financial backing and cooperation for initial development and launch as well as eventual expansion to other European countries. Financial agreement is sought.

REFERENCE: BRPT20200103001

TITLE: Entrepreneur based in Portugal intends to develop a grocer e-commerce platform for all local stores and vendors. Outsourcing agreement is sought.

SUMMARY: The entrepreneur intends to launch an e-commerce platform for the retail sector, an online one-stop-shop marketplace. Based in Portugal, it is seeking partners to support in the initial

development and launch, as well as an eventual expansion to other European countries. Outsourcing agreement is sought.

REFERENCE: BORU20200111006

TITLE: Russian developer of the software module necessary for the production of crystals in semiconductor materials offers license agreements

SUMMARY: A Russian company developed a software module for the analysis and control of the transport and entry mechanisms of oxygen and carbon impurities in the production of crystals of semiconductor materials. The software provides valuable information for improving the crystal growth and quality. The company is looking for partners (companies from the electronic and chemical industries) to conclude license agreements for the use of this software.

REFERENCE: BORU20200111010

TITLE: Russian manufacturer of laser technology is looking for distributors

SUMMARY: A Russian company produces laser technology for the study of ultrafast processes. The company is looking for potential customers for further cooperation and to conclude a distribution services agreement.

REFERENCE: BORU20200111012

TITLE: Russian manufacturer of multilayer membrane is looking for distributors

SUMMARY: A Russian company produces a multilayer membrane with wireless control of the parameters of light emission. The company is looking for customers to conclude a distribution services agreement.

REFERENCE: BORU20200112007

TITLE: Russian manufacturer of a device for improving fish homeostasis is looking for distributors

SUMMARY: A Russian company produces an innovative device for improving homeostasis (self-regulation) electromagnetic EHF (extremely high-frequency appliances) radiation. The company is looking for new partners to conclude a distribution services agreement.

REFERENCE: BORU20200112011

TITLE: Russian developer of platform for digital online education is looking for licensees

SUMMARY: A Russian company developed a hardware-software complex, which is in demand in educational institutions and in educational innovation centers. The company is looking for new partners for further cooperation and to conclude a license agreement.

REFERENCE: BORU20200112017

TITLE: Russian developer of cloud-based document processing services is looking for licensees

SUMMARY: A Russian company developed services for the classification of documents of individuals, using deep training convolutional neural networks. The company is looking for partners to conclude a license agreement.

REFERENCE: BOFR20191011004

TITLE: A French producer of radiometric cameras is looking for distributors in the field of Defense & Security

SUMMARY: A french company specialized in the field of high-tech electronic devices for defense and security, has developed a radiometric camera dedicated to hidden objects detection. This SME is looking for commercial partners, active in the field of Defense and Security, to develop its activity abroad under distribution agreements.

REFERENCE: BOIE20191024001

TITLE: An Irish company has designed and developed a farm and herd management software application seeking licensing opportunities in Europe and U.S.A.

SUMMARY: An Irish company developed a farm and herd management software which saves time and trouble with farm compliance paperwork. The application works across a number of farms such as dry stock, beef farms, suckler beef farms, dairy, sheep and tillage farms. The company is seeking licensing opportunities in Europe and U.S.A.

REFERENCE: BOIT20200116001

TITLE: Italian company specialised in corporate video and communication is offering creative and innovative solutions for business digital marketing in the framework of a commercial agency agreement

SUMMARY: An Italian visual communication studio creates corporate video and photo content, specifically designed for online communication. Its core products are spots, promotional videos, video-pills, interviews, gifs, testimonial videos, product videos and tailor made products. The company is interested in finding partners in Germany, Ireland, Sweden, Norway and Spain under a commercial agency agreement.

REFERENCE: BOPT20200129001

TITLE: Portuguese company that provides solutions in the automotive, electrical and electronics industry is seeking subcontracting agreement

SUMMARY: SME from the central region of Portugal that provides, since 1988, state-of-art automated solutions for highly efficient assembly systems. They develop, produce and install tools, machines and jigs for a wide range of industries.

They seek for partnerships with industrial companies or others that would like to implement their solutions in the products or production process, through a subcontracting agreement.

REFERENCE: BORU20200113020

TITLE: Russian developer of intelligent software is looking for licensees

SUMMARY: A Russian company developed intelligent software by processing experimental, genomic, expression and other biological data. The company is looking for new customers and partners to conclude long-term license agreements.

REFERENCE: BOUK20191204001

TITLE: A UK company seeks licence agreements for its digital security system products

SUMMARY: A UK designer and manufacturer of a powerful video recording and management software (VMS) solutions are seeking to expand its business.

The company has delivered many projects internationally and is seeking to engage with professional system integrators, under licence agreements for it to deliver the benefit of its reliable VMS, which supports virtually all closed-circuit television cameras (CCTV) cameras, including audio and metadata and with extensive third-party technology integrations

REFERENCE: BODE20200204001

TITLE: German company seeks distributors for sustainable textiles and working clothes for hospitals and care homes

SUMMARY: A small German company offers medical workwear (scrubs, lab coats, trousers, polo shirts) made from environmentally friendly fibers and fabric. A transparent value chain guarantees sustainability and safety. Distribution partners or commercial agencies are sought.

REFERENCE: BOKR20200210001

TITLE: A Korean company specialized in automatic welding methods is looking for distribution partners

SUMMARY: The Korean company has been developing automatic welding methods that can be used easily by anyone in various industrial fields. The company is specialized in plasma arc welding technology and automated welding technology. The Korean company is looking for distributors from EPC (engineering procurement construction), pressurized tank manufacturing and pipe construction industries to provide its welding solutions by equipment selling, rental service program and site operation service.

REFERENCE: BOSI20200115001

TITLE: Slovenian manufacturer specializing in the production of wellness devices for sleep improvement, stress reduction and pain relief is looking for distributors

SUMMARY: A Slovenian company offers a wellness device that is the most advanced wearable PEMF (Pulsed Electro-Magnetic Field) therapy device currently available. It provides physical performance enhancement due to rapid recovery from muscle and bone injuries. In numerous independent tests over decades, PEMF therapy has been proven to promote healing in the tendons,

ligaments, skin, muscle and bone tissues. The company is searching partners in EU and beyond to sign distribution service agreement.

REFERENCE: BOIT20200213001

TITLE: Italian company specialized in quality systems security is looking for distributors or agents

SUMMARY: Italian company, specialized in supplying high quality video surveillance systems and other niche products, is seeking distribution services and commercial agency agreements. The product range includes systems for access control; systems for the detection of alarms; systems for the protection against theft with security fog machines; systems for the detection of fire; systems for home automation (every device can be managed remotely with smartphone).

REFERENCE: BOUK20200218002

TITLE: UK consultancy specialising in IT seeks partners in Europe under outsourcing or subcontracting agreements

SUMMARY: The UK IT consultancy company that was established in 2013 provides advice and support for small medium enterprises (SMEs). It is looking for opportunities to build relationships under outsourcing or subcontracting agreements with businesses in Europe

REFERENCE: BORO20200130001

TITLE: Transylvanian software development studio is looking for outsourcing agreements

SUMMARY: The Transylvanian software development studio was developed by a freelance software engineer and is looking for international partners, in order to conclude outsourcing agreements.

ENERGY

REFERENCE: BOCZ20191203001

TITLE: Czech producer of a low weight electric motorcycle is looking for distributors.

SUMMARY: A Czech company is looking for distributors of its brand product - an electric motorcycle. The offered motorcycles are light weight with excellent driving stability, easy handling and able to be used in many ways. They are equipped with recuperation mode, easy to transport and to be stored. The company is looking for distributors and partners around the world under the frame of a distribution services agreement.

REFERENCE: BOIT20200109001

TITLE: Italian manufacturer of LED lamp and lighting systems is looking for distributors

SUMMARY: An Italian manufacturer of LED lighting systems suitable for street and residential lighting and industrial use is looking for distributors in Europe. The company based in southern Italy is well established on its domestic market and wishes to expand its international market in Europe above all: Austria, Germany, Sweden, Denmark and Norway.

The company is looking for international cooperation under an agreement on distribution services.

REFERENCE: BORU20200111008

TITLE: Russian manufacturer of valves for heat power systems is looking for distributors

SUMMARY: A Russian company produces valves for heat power systems with enhanced performance. The company is looking for partners to conclude a distribution services agreement.

REFERENCE: BORO20200113003

TITLE: A Romanian ESCO (Energy Services Company) offers integrated services and solutions to optimise energy consumption and reduce operational costs, through an outsourcing agreement

SUMMARY: The Romanian ESCO company, with over 15 years of experience, implements turnkey energy-saving projects (identification of the feasible solutions - implementation – monitoring the energy savings) - whether it is the industry, buildings, public authorities, energy infrastructure operators or utilities. The company will always look for sustainable, feasible solutions tailored to the client's needs. The collaboration should be in the form of an Outsourcing agreement

REFERENCE: BOIT20200212001

TITLE: An Italian producer of energy saving technologies is looking for distributors, commercial agents or final user companies

SUMMARY: An Italian company, with 25 years of experience and expertise, designs, produces and commercializes, in Italy and abroad, instruments and software for energy measurement, saving and consumption and energy production management.

To further expand abroad the company is looking for cooperation partners via commercial agency or distribution services agreements. Alternatively, big final user companies to cooperate with as original equipment manufacturer.

REFERENCE: BORO20200217001

TITLE: Romanian company who develops a network of charging stations for electric vehicles is looking for a business partner interested to participate together in the network growing in the frame of a financial agreement

SUMMARY: A company, located in the western part of Romania, is active in the business of installing charging stations for electric cars. Already 57 charging stations are installed, on own brand, in 13 cities in Romania. There is a huge development potential. In order to develop the business, the company is searching for investors in the frame of a financial agreement.

INDUSTRIAL MANUFACTURING, MATERIAL AND TRANSPORT

REFERENCE: BOLT20191106001

TITLE: Lithuanian commercial vehicle producer offers custom made commercial and special vehicles under manufacturing agreement.

SUMMARY: Lithuanian company specializes in car remodeling according to customer requirements. The company offers Mercedes, Volkswagen, Iveco, Renault buses which are customized and can be used for schools, people with disabilities, tourism, etc. The company is looking for partners to work under manufacturing agreement.

REFERENCE: BORO20200117001

TITLE: Romanian designer creating premium bridal and brand-customized accessories and jewelry is looking for manufacturing or distribution contracts.

SUMMARY: Romanian company producing bridal and brand-customized accessories, created by a designer that mixes modern and traditional elements, is interested in finding partners in order to establish manufacturing, distribution or commercial agency agreements. The company uses a wide range of materials, like brass, crystals, feathers, pearls and recycled materials to create accessories such as brooches, earrings, headpieces, necklaces, belts and other similar pieces.

REFERENCE: BOUA20191028001

TITLE: A Ukrainian company specializing in the production of wedding and ceremony dresses is looking for partners under distribution agreements or franchise.

SUMMARY: A Ukrainian company produces wedding and ceremony dresses. The company is developing and growing rapidly, thanks to the combination of unique designs and competitive affordable prices. The company wants to cooperate under distribution agreements or franchise.

REFERENCE: BOUA20191219001

TITLE: The Ukrainian manufacturing company offers services in the production of polymer products by injection molding, extrusion and co-extrusion methods under manufacturing, outsourcing or distribution services agreement.

SUMMARY: Ukrainian production company with established production in the field of processing of polymeric and composite materials. The company has experience in polymer processing by injection molding, extrusion and co-extrusion methods. The company proposes to produce serial orders of polymer products on the basis of manufacturing, outsourcing or distribution services agreement.

REFERENCE: BOKR20191218001

TITLE: A Korean SME is seeking for distributors of their carbon imaging tables and plates for hospitals.

SUMMARY: This company is specialized in combining carbon materials and hospital equipment for manufacturers of imaging plates and tables for hospital. This current product that they developed is made with carbon material; therefore, it is lightweight with high levels of performance. The transmittance of radiation is improved with high quality of the radiographic image. This company

wants to have a partnership with distributors in Europe who are closely linked to hospitals with offices for radiography.

REFERENCE: BOCZ20191204001

TITLE: A traditional Czech manufacturer of highly complicated parts and subassemblies offers its free capacity to companies from various high tech sectors for cooperation under manufacturing contract or subcontracting.

SUMMARY: A traditional Czech mid-sized company offers free capacity for engineering and mainly manufacturing of parts/sub-assemblies of high tech products in chosen countries. The related sectors: Scientific instruments, semiconductor, optical, medical, army, (aero)space and cryogenic or other relevant sectors. Partners sought: Manufactures of such products or their suppliers. The company builds on long experiences, wide range of technologies in house and strong network of cooperating partners.

REFERENCE: BOKR20200109001

TITLE: A Korean SME is looking for distributors for its ship collision prevention with analysis & replay in 2D and 3D.

SUMMARY: The Korean SME has been developing military defense services and solution since 2009. This time, they developed a real-time ship collision prevention system, collision accident analysis system and education/training system. This system can run risk assessment for dozens of multiple ships and allows for analysis and replay in 2D and 3D. They are currently hoping to expand their services and solution to overseas market through commercialization agency agreement or license agreement.

REFERENCE: BORO20191216001

TITLE: Joint venture sought for Romanian hardwood production plant.

SUMMARY: A Romanian company, working in hardwood fabrication, seeks a partner interested to invest in a joint venture. The main objective will be the exploit of a patent, owned by the company, for a modular wood wall system, popular with clients. The high demand for this product needs the development of new production capacities. The company has the FSC (Forest Stewardship Council) certificate for their entire supply chain.

REFERENCE: BOKR20191217001

TITLE: A Korean SME is looking for a distributor for nasal inflammatory treatment device with multi-wave laser.

SUMMARY: This company from Korea which mainly manufactures optical components has developed a new product/device for nasal inflammatory treatment. The device uses a multi-wave laser and is based on low-level laser therapy to cure the inflammation inside the nose. This company wants to have a partner in Europe who has specialized in the distribution of healthcare products especially in the field of otolaryngology.

REFERENCE: BONL20200107001

TITLE: Dutch company looking for distribution services or license agreement with European partners for its light electric vehicles.

SUMMARY: Dutch company dealing in the development and distribution of Light Electric Vehicles (LEVs) for European entrepreneurs, particularly in the Netherlands, Germany, Sweden, Denmark and Norway, is looking for partners with international experience who wish to collaborate in the form of a distribution services agreement or license agreement.

REFERENCE: BOUK20191220002

TITLE: UK manufacturer of gate locks is looking for distributors and licensees.

SUMMARY: UK manufacturer of manually operated gate locks with a class-leading long throw is looking for partners. The locks use a Euro cylinder system, are adaptable to other lock systems, are ideal for large gates and provide high security across the full range of settings. UK company is seeking distributors and retail chains to offer distributorship agreement. They are also offering licence agreement to potential licensees who would like to manufacture the products themselves.

REFERENCE: BOFR20200203001

TITLE: French company specialised in engineering and manufacturing of plastic components offers its services for plastic components in medical and life science industry under manufacturing and subcontracting agreements

SUMMARY: French company specialised in engineering and manufacturing of plastic components is looking for new manufacturing and subcontracting agreements. For tailor-made plastic parts manufacturing and all plastic solutions, the French company is a trusted partner, working with pharmaceuticals, biotechs, diagnostics systems and manufacturers of medical and laboratory equipment.

REFERENCE: BORU20200112003

TITLE: Russian manufacturer of metal-composite pads and components is looking for distributors

SUMMARY: A Russian company creates and supplies metal-composite linings and components for insulating joints for S60 rails. The company is looking for new partners to distribute its products and to conclude a distribution services agreement.

REFERENCE: BORU20200112010

TITLE: Russian manufacturer of waterproofing products is looking for distributors

SUMMARY: A Russian company is introducing production technologies and organizing the production site of an innovative waterproofing product and its promotion. The company is looking for reliable partners to conclude a distribution services agreement.

REFERENCE: BORU20200112013

TITLE: Russian manufacturer of welding consumables is looking for distributors

SUMMARY: A Russian company produces aluminum welding wires enriched with scandium for automatic welding modes. The company is looking for new customers to conclude a distribution services agreement.

REFERENCE: BORU20200112015

TITLE: Russian manufacturer of oil technology is looking for distributors

SUMMARY: A Russian manufacturing company produces electro valves for the technology of simultaneously separate operation of oil wells. The company also offers services for the development of custom equipment made of metal, which allows reducing drilling costs. The company seeks to enter into long-term relationships with companies from the metallurgy and oil industry and to conclude a distribution services agreement.

REFERENCE: BORU20200112019

TITLE: Russian manufacturer of air heating units is looking for distributors

SUMMARY: A Russian company produces a universal air heating unit with catalytic combustion of fuel. The company is looking for new longer-term collaborative partners to conclude a distribution services agreement.

REFERENCE: BORU20200112023

TITLE: Russian polymer producer is looking for distributors

SUMMARY: A Russian company produces an aqueous dispersion of polyurethane with increased adhesion, using its own innovative technology for a wide range of applications. The company is looking for reliable partners to conclude a distribution services agreement.

REFERENCE: BOCZ20200123001

TITLE: A Czech company manufacturing mobile traffic-barriers and plastic fittings is looking for distributors

SUMMARY: A Czech SME manufactures mobile traffic-barriers and plastic fittings. The products manufactured are a good value for the money spent. The SME is looking for distributors based on distribution agreement.

REFERENCE: BOFR20191209001

TITLE: A French producer of heating elements is looking for distributors

SUMMARY: A France based company producing heating elements for industrial companies as mica and ceramic heaters, ceramic core heaters, open coil elements... is in search of distributors under distribution services agreements.

REFERENCE: BOPT20200121001

TITLE: Metalworking Portuguese company is interested in establishing a subcontracting agreement

SUMMARY: This Portuguese metalworking company was established in 1997 and mainly provides services in the areas of welding, engraving and laser heat treatments. This company also produces nameplates, blades and mold distributors and is looking for foreign partners to establish a subcontracting agreement.

REFERENCE: BOPT20200127001

TITLE: Portuguese company manufacturing innovative medical devices offer their services to partners requiring scale production

SUMMARY: Portuguese company dedicated to the manufacture of innovative products / devices for healthcare, using technology of injection moulding with plastic and elastomer materials, offer their manufacturing services to new partners requiring scale production.

REFERENCE: BORU20200113004

TITLE: Russian manufacturer of pipe fittings is looking for distributors

SUMMARY: A Russian company is creating a high-tech production of a ball valve with a metal-to-metal seal, designed to operate under conditions of high thermal loads at nuclear power plants. The company is looking for reliable partners to conclude a distribution services agreement.

REFERENCE: BORU20200113012

TITLE: Russian manufacturer of lathes is looking for new distributors and production orders

SUMMARY: A Russian company manufactures modernized universal screw-cutting lathes. The company is looking for longer-term collaborative partners from the metal industry to conclude distribution services and manufacturing agreements.

REFERENCE: BOSI20200106001

TITLE: Slovenian SME specialized in manufacturing of innovative mobile charging stations for public places is looking for distributors

SUMMARY: A Slovenian SME specialized in manufacturing of innovative mobile charging stations for public places such as shopping malls, casinos, ski resorts, camps, tourist information points, office buildings, etc. is looking for distributors.

REFERENCE: BOSI20200106002

TITLE: Slovenian manufacturer specialized in metal stamping and production of furniture fittings and building hardware offers subcontracting and manufacturing agreements and is also looking for distributors

SUMMARY: A family-owned Slovenian company is specialized in manufacturing furniture fittings and building hardware such as hinges, connecting plates, connecting angles, bed fittings, door bolts, catches, etc. The company is looking for a partnership based on manufacturing agreements or subcontracting agreements and distribution services, especially resellers or specialized shops, DIY stores,... The company also offers metal stamping with eccentric presses up to 250 tons.

REFERENCE: BOSI20200106005

TITLE: Slovenian SME specialized in manufacturing of plastic components offers manufacturing and subcontracting agreements

SUMMARY: A Slovenian SME specialized in manufacturing of technically highly demanding products from a wide variety of plastic materials, accessories, dyes and also recycled bottles. With their experience and knowledge, they develop quality products with improved environmentally friendly technological solutions. The company manufactures various products for the pharmaceutical, electrical, chemical industries and is offering manufacturing and subcontracting agreements to industry.

REFERENCE: BOPL20200121001

TITLE: A Polish company dealing with the design and construction of machinery and equipment is offering manufacturing and outsourcing agreements

SUMMARY: A Polish designer and manufacturer of industrial machines, devices and vehicles (burners, CNC machines, press brakes and others) would like to establish cooperation based on production and outsourcing agreements with foreign partners.

REFERENCE: BOPT20200130001

TITLE: Portuguese company specialized in mould conception, development and production is interested in finding partners to subcontract its products and services

SUMMARY: Portuguese company founded in 2006 and a specialist in conception, construction and maintenance of injection moulds for plastic is searching for plastic injection companies which are looking for a reliable tool supplier.

REFERENCE: BOBG20200128001

TITLE: Bulgarian company dealing with manufacturing of plastic products looks for distribution or manufacturing agreements.

SUMMARY: This Bulgarian manufacturer of plastic products is looking for EU distributors from food industry and is offering to them

distribution services agreements of products like plastic crates for storage and transportation of food, bags etc.

Manufacturing agreements are offered to breweries, soft drinks producers, manufacturers of car batteries, bakeries, butcher's and confectionery shops, that are looking for a manufacturer of specific products for their businesses.

REFERENCE: BOPL20200206003

TITLE: A Polish producer of equipment and replacement parts for the industry using milling processes is offering subcontracting and manufacturing agreement and is also interested in commercial agency agreement

SUMMARY: A Polish company specializes in manufacturing equipment and a wide range of replacement parts for industries using milling processes, such as processing of cocoa beans and production of powder paints. It is offering cooperation under subcontracting and manufacturing agreement. The company is also offering its products under commercial agency agreements.

REFERENCE: BOUK20200108001

TITLE: UK rapid prototyping and Carbon's (TM) 3D printing engineering company seeks partners under manufacturing, outsourcing or subcontracting agreements

SUMMARY: This UK engineering prototype design company that utilises Carbon's (TM) 3D printing to produce more enhanced models that enable delivery of low to medium volumes of approved products, is offering its services under manufacturing, outsourcing or subcontracting agreements.

REFERENCE: BOCZ20200123002

TITLE: A Czech company offers distribution agreements for its smart plastic pallets, which enable tracking a wide range of predefined parameters

SUMMARY: A Czech SME manufactures smart plastic pallets. Technologies built-in the smart pallets make possible to track a wide range of predefined parameters, such as accelerometer, which can detect excessive acceleration, sensors for measuring temperature and humidity as well as RFID chip for identification of the transported goods. The product manufactured is a good value for the money spent. The SME is looking for distributors based on distribution agreement.

REFERENCE: BOPL20200203002

TITLE: Industrial automation services, as well as tools, devices, instruments and spare parts are offered by Polish company under commercial agency agreement and subcontracting

SUMMARY: The company from South-Eastern part of Poland offers industrial automation services: such as programming and controlling services. The services offered can be joined with providing a wide spectrum of devices, tools, instruments and spare parts.

The company is looking for commercial agency agreements and subcontracting.

REFERENCE: BOHR20191218001

TITLE: Croatian expert in laser cutting, bending, welding, machining, powder coating and painting offers manufacturing agreements

SUMMARY: A Croatian SME experienced in metalworking and production of metal structures is looking for a partner to sign manufacturing agreements within laser cutting, bending, welding, powder coating and painting. The SME is specialized in batch and small volume production of metal constructions in mechanical engineering, railroad manufacturing, road building, shipbuilding and construction industry. All operations are based on ISO standards: 9001,14001, 3834-2.

REFERENCE: BOSE20200127001

TITLE: Swedish company offers sustainable interior design services for European real estate owners.

SUMMARY: An award-winning interior design company based in Sweden, driven by a deeply held belief in the power of design and sustainability, specialized in creating concepts and sophisticated spaces for humans and nature to enjoy. The company creates boutique hotels, restaurants, retail environments, workspaces, galleries and exhibitions. They are now expanding their business and via subcontracting or outsourcing agreement offering their services to owners of these kind of spaces across Europe.

REFERENCE: BRCZ20200207002

TITLE: Manufacturer of powered roller flexible conveyor sought

SUMMARY: A Czech company is the end-to-end services provider for the entertainment industry, offering digital and physical supply chain solutions.

This company is looking for a manufacturer of powered roller flexible conveyor that should increase current company's efficiency in loose loading and unloading of vehicles. The envisaged cooperation would be under a manufacturing agreement.

REFERENCE: BOKR20200210001

TITLE: A Korean company specialized in automatic welding methods is looking for distribution partners

SUMMARY: The Korean company has been developing automatic welding methods that can be used easily by anyone in various industrial fields. The company is specialized in plasma arc welding technology and automated welding technology. The Korean company is looking for distributors from EPC (engineering procurement construction), pressurized tank manufacturing and pipe construction industries to provide its welding solutions by equipment selling, rental service program and site operation service.

REFERENCE: BOGR20200210001

TITLE: Stylish and adaptable bathroom furniture from Greece offered for distribution

SUMMARY: Greek bathroom furniture manufacturer is looking for reliable and experienced partners abroad to import its complete range of quality, ergonomic, and versatile products for distribution to their local markets. The type of cooperation considered is distribution services agreements.

REFERENCE: BOFR20200214001

TITLE: A French SME wich developped a 4 colour serigraphy printing process on PVC materials as a service is looking for partners (ex: communication agency) under subcontracting services

SUMMARY: A French SME has developed an automatic process for 4 colour printing on rolls of soft PVC materials using an adapted serigraphy technology. It is looking for partners like communication agency to offer their services under subcontracting.

REFERENCE: BOPL20200207003

TITLE: Polish manufacturer of metal elements offers its CAD design and production services

SUMMARY: The Polish company from metal sector offers a broad range of services from CAD designing to manufacturing. The firm would like to initiate a cooperation under a manufacturing agreement, services agreement, or act as a subcontractor.

REFERENCE: BODE20200212001

TITLE: German company looking for partners to market their mobile anti-terror barrier against truck/vehicle attacks under distribution agreements in Russia, France, Spain and the UK

SUMMARY: This German concrete and construction company has developed a mobile truck barrier for the prevention of vehicle-involving terror attacks. The device is highly effective against various road vehicles and can be adjusted to just about any size of area to be protected. The device is patented and TUV certified.

The company is looking for worldwide partners to work with under distribution agreements, however, initial focus markets are the UK, France, Spain and Russia.

REFERENCE: BOUK20200217001

TITLE: UK manufacturer and supplier of industrial and speciality chemicals seeks distributors in strategic territories worldwide

SUMMARY: The UK based manufacturer of industrial and speciality chemicals supplies high quality products to a number of industries.

The company is a leading global manufacturer of a peracetic acid product which is recognised as one of the most environmentally friendly and effective disinfectants in the marketplace.

To increase its market presence overseas for this product, it is now looking to expand into new key territories and is seeking overseas distributors in the chemical trade sector.

REFERENCE: BRRU20200213003

TITLE: Russian company is looking for technology for processing steel cord obtained in the process of recycling used car tires into products under a supplier agreement

SUMMARY: The Russian company is looking for technologies for processing steel cord obtained in the process of recycling used car tires into products. The company is ready to consider any proposals from technology manufacturers and to conclude a supplier agreement.

REFERENCE: BRSE20200213001

TITLE: Swedish designer in the wedding industry is looking for suppliers of high quality lace, fabrics and decorations to wedding dresses.

SUMMARY: The Swedish SME with an own brand is looking for reliable suppliers of high quality laces, fabrics and decorations in Europe for bridal dresses and evening dresses. The Swedish designer wants to sign a supplier agreement.

OTHER INDUSTRIAL TECHNOLOGIES

REFERENCE: BONL20200106001

TITLE: A Dutch manufacturer of cosmetics and skin care products is looking for distributors and agents to expand their activities abroad

SUMMARY: A Dutch company that develops and manufactures their own brand of cosmetics and skin care is looking for partners to expand their activities abroad. The company has two product lines, the first line is a unique gel formula to avoid and treat ingrown hairs and razor burn. The second line consists of products that enhance eyelash and eyebrow growth and look. The company offers a commercial agency agreement or a distribution service agreement.

REFERENCE: BOPL20200114002

TITLE: Distributors are sought by a Polish company introducing an innovative lightweight stick-chair for elderly persons.

SUMMARY: A Polish company developed a foldable lightweight stick-chair with innovative characteristics, suitable for the elderly and persons with slight disabilities. Easy operation, no protruding parts, stability and durability. Distribution services agreement is considered.

REFERENCE: BOIT20191218001

TITLE: Italian fashion company producing woman and man apparel for third-party offers its manufacturing services to international partners.

SUMMARY: This Italian fashion company deals mainly with the production of woman and man apparel, and mainly for external brands on both national and international level. Its production cycle utilises silk, cotton, wool and recycled fabrics. The company is also specialised in the manufacturing of skirts, pants, and dresses. It is looking for partners under manufacturing or agent agreements to increase its fashion business and to find new European fashion brands.

REFERENCE: BOUA20200113001

TITLE: Ukrainian sewing company is looking for partners or customers under manufacturing or subcontracting agreement.

SUMMARY: Ukrainian sewing company is located in Odessa, South of Ukraine. The company is specialized in the production of textile articles for women, men, children and home textile products. The company is offering high-quality tailoring: building patterns, sewing samples, sewing large and small lots. The company is ready to work under the manufacturing, subcontracting or distribution services agreement.

REFERENCE: BORO20191216002

TITLE: Romanian SME company, producing textiles for home and HoReCa (Hotel/Restaurant/Catering) sectors, is looking for distributors.

SUMMARY: Romanian company, located in the North of Transylvania, operating in the textiles industry – producing tablecloths, bed linens, runners, napkins, pillowcases and sheets for home and HoReCa sectors – is looking for new partners in order to establish distribution services agreements.

REFERENCE: BORU20200111004

TITLE: Russian manufacturer of diamond heat sinks is looking for distributors

SUMMARY: A Russian company implements the technology of manufacturing diamond heat sinks for power devices based on a hydride epitaxial simulator (GaN). The company is looking for customers to conclude a distribution services agreement.

REFERENCE: BOUA20200120001

TITLE: Ukrainian manufacturer of sportswear seeks distributors and offers bespoke sportswear under manufacturing agreements

SUMMARY: The Ukrainian company seeks a long-term distribution or manufacturing agreement with potential partners. The organization is interested in manufacturing sportswear (for boxing, fitness, running, pankration and other kinds of sports) and sports accessories for other companies. The company already has a presence in foreign markets and is able to offer the European level of quality by using European fabrics and high-quality raw materials.

REFERENCE: BOPL20200113001

TITLE: Polish company seeks agents or distributors for low friction graphene-modified bearings seals / gaskets, ABS (Anti-lock Braking System) encoder rings

SUMMARY: A Polish company specializing in manufacturing rubber and rubber-metal components for automotive, machine-building and home appliance sectors, developed a low friction, graphene-modified bearing seals and ABS (Anti-lock Braking System) encoder rings with significantly improved mechanical properties of the product. The company is looking for agents or distribution companies in order to expand their international market share.

REFERENCE: BOIL20200202001

TITLE: Israeli independent active pharmaceutical ingredients (API) company of choice for pharmaceutical industry leaders is looking for subcontracting, manufacturing, commercial agency or distribution agreements

SUMMARY: The independent API company of choice for pharmaceutical industry leaders is located in a special ecological industrial zone in southern Israel. The company offers a variety of tailor-made solutions necessary to manufacture premium APIs.

It is looking for additional partners to develop and market products globally either through outsourcing or manufacturing agreements. Also a commercial agency or distribution agreement would be considered to expand sales to markets not already exhausted.

REFERENCE: BRIT20200128001

TITLE: Italian distributor is looking for disposable, wearable or implantable medical devices for the Italian market

SUMMARY: This Italian company has more than 30 years experience as a distributor for medical devices. Its main clients are public national hospitals and private clinics with a solid relationship with medical professionals. It is looking for industries producing disposable, implantable, wearable and portable CE marked medical devices. It offers its distribution services to partners abroad for the Italian market.

REFERENCE: BOFR20200124001

TITLE: A France-based manufacturer of safety and leisure nets is looking for new partners under commercial agency agreement

SUMMARY: French industrial company with ancestral know-how is a leader manufacturer for custom-made safety nets. The main products are safety and protection nets for buildings, adventure parks and sports nets. Commercial agency agreements are sought.

REFERENCE: BOPT20191220001

TITLE: Portuguese design company expert in industrial innovation offers its design management and product development services under subcontracting agreements.

SUMMARY: A Portuguese company provides innovative design services, developing user-centered technology-based solutions throughout the whole design and product development process. Its core business is industrial and transportation design, with international experience in projects in the automotive, aeronautics, railway, nautical and business innovation sectors. The firm is looking for international partners to boost new market opportunities under subcontracting agreements.

REFERENCE: BOPT20191220002

TITLE: Portuguese SME is offering manufacturing agreements for metal parts through additive manufacturing (3D printing).

SUMMARY: A Portuguese micro-enterprise with extensive knowledge and experience in mechanical engineering has developed its own specialized and industrial park for manufacturing metal through additive manufacturing. The SME offers customized 3D printing technology and design for metal and complex tools. The company is interested in getting a manufacturing agreement with industrial companies or R&D centres/institutions.

PROTECTING MAN AND ENVIRONMENT

REFERENCE: BOFI20200116002

TITLE: A Finnish company offering specialist software package in the theatre production planning sector seeks commercial agents

SUMMARY: A Finnish software development company seeks commercial agents in Europe for its software product targeted to performing arts organizations for scheduling and planning their productions. Ideally the partners should have knowledge and experience with theatre industry and theatre's production planning procedures.

REFERENCE: BODE20200121001

TITLE: German company offers metallic connecting systems and components for drinking water applications. Distribution partners or commercial agents are sought

SUMMARY: A German SME, specialist for drinking water supply equipment, offers solutions and safe brass products for domestic connection technology and mobile water supply. Materials used are resource-saving, lead-free and hygienic. Distribution partners and commercial agencies are sought.

REFERENCE: BOCZ20200206001

TITLE: A Czech company providing complete near-surface geophysical surveys seeks outsourcing agreement

SUMMARY: For over 20 years a Czech company provides complete geophysical services, home and abroad, working for corporate and municipal partners and in international research projects. They seek partners interested in contracting geophysical services on the basis of the outsourcing agreement or subcontracting.

REFERENCE: BRBE20191015001

TITLE: Belgian company is looking for suppliers of nets for their wastewater treatment tanks

SUMMARY: The Belgian SME is active in the wastewater treatment and is looking for nets for its concrete tanks. The nets are used to retain the beads that play the role of bacterial carrier in the tank. The Belgian partner is willing to identify potential providers of the nets under a supplier agreement.

REFERENCE: BOFR20200120001

TITLE: French industry manufacturing flexible tanks for liquids storage is looking for commercial agents.

SUMMARY: French leader and manufacturer of innovative and high-quality flexible tanks used to store liquids up to 2000 m3 (water, potable water, effluents, liquid fertilizer, firefighting) is looking for commercial agency agreements.

REFERENCE: BONL20200211001

TITLE: Dutch company that developed a solar-powered system to monitor, predict and control algae using sound waves in large water surfaces seeks sales agents

SUMMARY: A Dutch manufacturer has developed an innovative system to monitor, predict and control algae (including the toxic blue-green algae) with the use of ultrasound in many large water surfaces such as lakes, ponds and drinking water reservoirs. The manufacturer is offering a commercial agency agreement (with technical assistance) to companies with expertise and a network in the water sector.

REFERENCE: BOTR20200212001

TITLE: Turkish company specialized in production of processed components made of bronze, brass and aluminium is looking for trade partners and distributors in Europe

SUMMARY: Turkish company, which has been established in 2006 and specialized in casting and machining of components made of bronze, brass and aluminium, is looking for agents and distributors specialised in materials sector to sell its products in Europe.

REFERENCE: BONL20200212001

TITLE: Dutch company specialized in biobased landscaping products is looking for partners interested in distributing their bio-degradable anchoring system for young trees

SUMMARY: A Dutch company specialized in proprietary biodegradable plastic products for landscaping and horticulture has developed a successful anchoring system for young trees, including biodegradable anchors, ropes, drainage pipes and watering sheets. The Dutch company is looking for partners in the horticultural or landscaping sector, for cooperation in the framework of a distribution services agreement.