

Partnering Opportunity

Profile status : Published

Business Offer

Stylish and modern kitchen hoods offered under subcontracting agreement

Summary

A Polish company, operating in the field of designing and producing ventilation hoods, is looking for distributor to sell its products, and is offering its manufacturing services as a subcontractor. The company has 29 years of experience in the production of wide range of modern, stylish and high quality kitchen hoods made of stainless steel.

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Details

Description

A Polish company founded in 1989 is a highly specialised company working in the production industry. It is well established on the market, trusted by customers and has a reputation for being reliable. The company is the manufacturer of the following products: island ventilation hoods, chimney ventilation hoods, country ventilation hoods, under cabinet ventilation hoods, ceiling ventilation hoods, beverage ventilation hoods, accessories for hoods. The products are made of stainless steel and powder-coated, using a carbon filters. The company achieved success in a narrow segment of the ventilation hood production and accessories. The company is looking mainly for wholesalers, larger retailers of kitchen furniture, interior decorators and companies engaged in building interiors, DIY (Do It Yourself) stores.

The company has already cooperate on the European Union market. The buyers of the company's products are mainly providers of appliances supermarket chains , distributors products for the kitchen, companies selling hoods in the chain stores furniture and household goods.

The company manufactures top quality products based on its own structural solutions and, above all, according to designs and specifications received from its customers.

The company has its own manufacturing facility which has expanded over the years. It uses aluminum and structural stainless steel. It employs engineers and technicians with excellent qualifications and experience, including qualified CNC- (Computerized Numerical Control) machinists, fitters, installers and welders. Its high quality standards and supervision of the entire technology process guarantee top quality products.

The company has become the leader on the domestic market and one of the leaders on the international markets. In the current period, the volume of sales to European countries as well as other export markets is almost 50%.

The company is looking for cooperation of two types:

- 1) distribution services agreement under which it is looking for interest distributors to sell the above mentioned products;
- 2) subcontracting under which the company is offering to become a subcontractor, i.e. it is willing to produce ventilation hoods.

Advantages and innovations

1. Numerous awards and distinctions at trade fairs and exhibitions of kitchen hoods are the confirmation of the quality and standards of the company.
2. The company has a CE - (The EC conformity mark) certification for its products.
3. The company is the leader on the Polish market in the field of producing ventilation hoods.
4. The company has its own design projects. In recent years, the company has made a number of investments improving its production capacities.
5. The company has wide experience on the Polish and international markets. The volume of international sale is 50%.
6. The company provides the warranty for its products.
7. The company's products are of high quality, durability and reliability, therefore the company has good renome abroad.
8. The company's products are made of stainless steel and are powder-coated.

Stage of development

Already on the market

IPR Status

Exclusive Rights

Keywords

Market

07004003	Home furnishing and housewares
07004005	Furnishing and Furniture
09004008	Other manufacturing (not elsewhere classified)

NACE

C.32.9	Manufacturing n.e.c.
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Network Contact

Issuing Partner

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Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1989

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certifications Standards

ecoaudit

Languages Spoken

English
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

The company is looking for all kind of possible partners interested in cooperation. The role of the partners will be:

- 1) under distribution services agreement to sell the above mentioned products;
- 2) under subcontracting agreement the company is offering to become a subcontractor, i.e. it is willing to produce ventilation hoods, and the role of the partner will be to assign production of hoods to the company.

Type and Size of Partner Sought

SME 11-50,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Distribution services agreement
Subcontracting

Attachments





