

Business Offer

Agents and distributors required for PVC finishing accessories

Summary

A company from Western Poland specialised in manufacturing of PVC finishing accessories (skirting boards, worktop profiles, furniture edges, shower cabin profiles, refrigeration seals and floor underlays) is looking for agents and distributors.

Reference BOPL20150511003

Details

Description

The company from Western Poland is a leading manufacturer of PVC (polivinyll chloride) finishing products in Europe. The company's core products are skirting boards, worktop profiles, furniture edges, shower cabin profiles, refrigeration seals and floor underlays. The company is trying to constantly develop by introducing new products to the market but also by implementing innovative manufacturing process. The products are made of carefully selected high quality materials which ensures their quality and durability.

The company is already present in such countries as Poland, Russia, Lithuania, Latvia, Estonia, Belarus, Ukraine, Kazakhstan, Moldova, Azerbaijan, the Czech Republic, Slovakia, Hungary, Romania, Bulgaria Greece, Germany, Uzbekistan or Georgia. Nevertheless, the company wants to develop and gain more clients and customers worldwide, therefore, it is looking for agents and distributors of their products. Potential partners of the company's interest could be individual distributors or agents but also wholesalers of PVC finishing products. The partner will be responsible for actions concerning promotion, distribution and building a sales net of the offered products. The potential partner must be active (or be experienced) in the same branch as the company.

Advantages and Innovations

The company was established twenty years ago and has been strengthening its market position every year.

The top quality of the products is obtained due to the outstanding management as well as highly qualified employees and a team of specialists.

The company's dynamic development is, among others, due to skilful implementation of the European Union Structural Funds. The Mixing Plant has been modernized, a high-tech laboratory has been set up and an ongoing quality control of the manufactured products is being pursued. The top quality products are manufactured using the modernized production facilities.

Meeting the rising numbers of the customers halfway and willing to rise to their requirements, the company launches new types of boards and finishing accessories.

Timely deliveries and constant enhancement of the quality of the offer guarantee customer satisfaction. This is confirmed, among others, by the PN-EN ISO 9001:2001 Quality Management System Certificate issued by TUV CERT TUV Turingen e.V in the scope of designing and manufacturing of plastic articles.

Soft PVC boards are produced according to the requirements of the Polish Standard PN-81/B-89002, whereas the PVC foam and hard PVC skirting boards – according to the Technical Approval of the Building Research Institute in Warsaw (AT-15-4651/2004).

In connection with modernization of the manufacturing processes, global lead consumption has been reduced, thus contributing significantly to environmental improvement. Application of calcium-zinc stabilizers is a high-tech, environmentally friendly method.

Open for EOI : **Yes**

Client

Languages Spoken

English
German
Russian
French
Polish

Partner Sought

Type and Role of Partner Sought

The company is looking for partners interested in the company's offered products and expects reliability and long-term co-operation. Potential partners of the company's interest could be individual distributors or agents but also wholesalers of PVC finishing products. From trade intermediaries, the company expects a co-operation with regard to promotion, distribution and building a sales net of the offered products. The potential partner must be active (or be experienced) in the same branch as the company. The partner's tasks will be to sell the company's products on his market (or provide the customers to the company).

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement