

Business Offer

Agents and distributors required for PVC finishing accessories used in the construction sector

Summary

A company from Western Poland specialised in manufacturing of PVC finishing accessories (including self-adhesive skirting boards, hand rails, stair nosing profiles) is looking for agents and distributors of the offered products.

Reference BOPL20151022004

Details

Description

The Polish company has been active on the market since 1998. The company is a manufacturer and distributor of wide range of PVC (polyvinyl chloride) finishing accessories applicable in the construction sector in the phase of interior design of residential blocks of flats and houses as well as public utility facilities. The profiles made by the Polish company are present in many cinemas, hotels, sports centres and arenas, office and industrial buildings. Other PVC technical profiles manufactured by the company are applicable in various sectors such as e.g. electrical or automotive industry.

The core products of the company are self-adhesive skirting boards, hand rails and stair nosing profiles. Nevertheless, the company also realises individual, non-standard orders regarding plastic processing (on the basis of both the customers' documentation and own concepts). All the products are approved and certified in terms of hygiene and flame resistance (retardance).

The company is looking for agents or distributions of the offered products. They may be individuals but also wholesalers of building materials or large shopping/retail chains offering such products. The company is looking for long-term cooperation partners

Advantages and Innovations

The main purpose of the company mission is the customers' satisfaction. Therefore, the company is focused and oriented on the quality of the offered products continuously trying to improve the quality and the products themselves.

Highly advanced machine park constitute another benefit the company offers to potential partners. This influences the product quality as does the application of top quality raw materials and the most up-to-date techniques of plastic processing. Therefore the company's products meet the most severe EU quality standards.

The company is also characterised by highly qualified and professional staff who keep improving their qualities participating in national and international trainings, workshops and seminars.

Open for EOI : **Yes**

Client

Languages Spoken

English
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 <10,251-500,SME 51-250,>500

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement