

Business Offer

Agents and distributors required for certified disposable breathalysers

Summary

A company from Western Poland specialised in manufacturing of certified disposable breathalysers is looking for trade intermediary services (agents and distributors).

Reference BOPL20150511002

Details

Description

The company from Western Poland is a manufacturer of disposable, certified breathalysers. The breathalysers are certified by TUV and are compliant with the standard NF-X2 – 702. The products are of top quality and are recommended by the users.

The company is looking for commercial partners, mainly trade intermediaries (agents and distributors) but also hotels, wholesalers or agencies organising business or social events (where alcohol is also served). The co-operation partner may basically be any company willing to sell or distribute the company's products. The company is interested in long-term co-operation but accepts selling or distributing a single batch as samples aiming at market research concerning the demand for the breathalysers. Depending on the amount of the products ordered by the co-operation partners, the company may deliver the breathalysers under the partner's brand (in this way helping the partner increase visibility on the market). The Polish company handles the order completely which means that the company is responsible for the realisation process (including non-standard orders) up to delivery – the co-operation partners are responsible only for the provision of customers.

Advantages and Innovations

Regardless of the fact that the company was established in 2014, it has over 10 years of experience in the branch. The breathalysers are manufactured entirely at the premises of the company located in Lubuskie region. The fact that the company does not subcontract any component allows it to pay attention to the quality of the final products.

The breathalysers are fairly cheap when compared to similar products existing on the market. This competitive price constitute one of the greatest benefit the company could offer to potential partners. Thanks to constant operations aiming at the product development, finally the company managed to create a unique product which can easily be adapted to comply with the requirements on various target markets.

The breathalysers may be aimed direct sale but is a perfect promotional gadget as well. Good connotations or associations with the product allow the customers to create the image of a socially responsible company. In this respect, it is possible to print the customers' logos and contact information on the packaging as well as on the final product.

Last but not least, the product may also be sold under the customer (manufacturer or distributor) branch.

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. From trade intermediaries, the company expects a co-operation with regard to active promotion, distribution and building a sales net of the offered products.

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