

Business Offer

Distributors and sales agents sought for concrete elements for the construction sector and concrete slatted floors for cattle and pig husbandry

Summary

A company from Western Poland specialised in manufacturing of concrete elements for the construction sector and concrete slatted floors for cattle and pig husbandry is looking for distributors and sales agents across Europe.

Reference BOPL20151023004

Details

Description

The Polish company has been active on the market for 15 years. The core products of the company are various slatted floors for pig and cattle husbandry made of concrete. Nevertheless, the company also manufactures other concrete elements based on the customers' documentation. Wide range of products comprises:

- quad and triplet slatted floors for cattle and pig husbandry,
- slatted floors passable,
- dyke and gangway plates,
- concrete block bricks,
- concrete piles suitable for e.g. the attachment of pasture fences.

All the products are manufactured on the basis of an innovative method – improved process of concrete mixture production. Completely automated process assures constant, high quality of products.

The company is already engaged in foreign cooperation (e.g. Germany), nevertheless, they want to grow and develop worldwide. Therefore, the company is looking for sales agents and distributors. Due to the fact that the company's products are rather niche and restricted strictly to agriculture (farm animals husbandry), the suitable cooperation partners are rather smaller individuals or branch wholesalers than huge wholesalers of e.g. building materials.

Advantages and Innovations

The company has been active on the market for more than 15 years and is well recognizable on the internal market. The staff is one of the most significant benefits the company could offer to potential partners. The employees are highly qualified (every year participating in trainings and workshops) and they work on the most up-to-date equipment.

The company possesses completely automated system for concrete production. This system enables better control of the production process and because it is equipped with a scale it is

possible to obtain various concrete mixtures. The system also assures repeatable and constant high quality of the products (as there is no space for human mistake).

Another advantage over the competition is that the Polish company offers comprehensive service from planning to laying the floor. Already at the planning stage a personal consultant supports the customer (each customer contacting the company has a devoted personal consultant) and seeks for the best solutions concerning finished parts or special design. What is important here is that the company has its own haulage contractor which assures proper loading and unloading as well as providing damage-free products. Last but not least, in order to provide the best service and maintain high quality of the product (and the service) the company offers own staff who lay the floors.

Open for EOI : **Yes**

Client

Languages Spoken

English
German
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 branch wholesalers (agriculture, farm animals husbandry, etc.). 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