

Business Request

German supplier of spare parts for cars, trucks, busses, heavy and drilling equipment, cement industry is offering distribution services agreement for such spare parts

Summary

A German company is specialising in the trade of spare parts for passenger cars, trucks and buses, heavy equipment, cement industry supplies as well as drilling equipment for open pit and underground mines (genuine parts as well as OEM parts). It is looking for suppliers of further spare parts to expand its product line and is offering distribution services agreement.

Creation Date	11 October 2017
Last Update	16 October 2017
Expiration Date	16 October 2018
Reference	BRDE20171005001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9934449e-1e5e-4816-820d-d420d9f8abc9

Details

Description

The German family-owned business has been successfully trading with spare parts for 30 years. It is specialising in the supply of spare parts for European vehicles and machines.

The product range includes spare parts for passenger cars (genuine parts from Mercedes Benz, BMW, Opel), trucks and busses (genuine parts from Mercedes Benz, MAN, DAF; Original Equipment Manufacturer parts (OEM) from Mahle, Ks, Goetze, Bosch, Elring, Victor Reinz, Behr, MANN Filters (pistons, liner and bearings, injection nozzles, injection pumps, injectors, gaskets, seal rings, gasket sets, radiators, intercoolers, fan drives, fan blades, air filters, oil filters, fuel filters, hydraulic filters).

Especially for trucks and busses, the company supplies:

- Hydraulic and pneumatic systems (e.g. air driers, clutch boosters, brake valves from Wabco)
- Suspension systems (e.g.: parabolic springs, trapezoidal springs, U-bolts from Schomäcker)
- Transmission systems (clutch discs, clutch plates, release bearings, clutch kits from Sachs)
- Steering System (e.g. steering pumps, steering gears from ZF)
- Electrical System (e.g. headlamps, taillamps, starters, alternators from Bosch)

As for the range of heavy equipment, the company deals with genuine parts from over 20 brands (Allison, Bucyrus, Caterpillar, Case, Champion, Clark Michigan, Cummins, Detroit Diesel, Dresser, Euclid, Haulpak, Hitachi, Ingersoll Rand, JCB, Komatsu, O&K, P&H Crane,

Terex, Unit Rig, VME, Volvo) as well as OEM parts (all kinds of filters, engine parts, turbo chargers, pumps) from five further brands (Donaldson: Federal Mogul, Garrett, Schwitzer, Vickers).

The German company also supplies the cement industry with filters systems and filter bags, conveyor chains, transmission chains, sprockets, rollers, fan parts, compressed air aggregates.

Last but not least, the German company is specialised in drilling equipment for open pit mines as well as underground mines (drilling machines for blasting holes especially for cement plants; drilling machines for water well drilling; drilling machines for exploration).

The services offered by the German company are:

- Technical support for Mercedes Benz vehicles by specialized engineer
- Warehousing, consolidation of goods and consignments
- Packing and controlling
- All kind of export documentation
- Worldwide shipment by ship, plane or truck

The company is offering distribution services agreement and looking for suppliers of further spare parts (for passenger cars, trucks and busses, heavy equipment, cement industry, drilling equipment) to expand its product line.

Advantages and Innovations

- The German company reply very quickly and reliably when EoIs come. Their POD profile has been very successful since 2015. Now it has to be entered new in the POD.
- The company have international trade experience
- The small team knows its products very well. The range of products is wide. The suitable support and guidance are excellent.
- The company are working according to the ISO 9001:2008 quality management system. Due to this quality standard they can always provide a perfect service.
- Qualified / dedicated personnel
- World-wide business connections dedicated to the industry constantly up-dated market data
- Highly specialised computer programming
- A personalised service treating all customers as individuals
- Warehousing for fast moving items
- Optimisation of 'across-the-globe' logistical planning

Technical Specification or Expertise Sought

The sought partners are expected to have experience in trading with foreign companies. They should be reliable. The sought products should meet the company's request.

Keywords

Market

08003003	Mining machinery
08003004	Industrial trucks and tractors
08003006	Power transmission equipment (including generators & motors)
08003007	Other industrial equipment and machinery

NACE

G.47.7.8	Other retail sale of new goods in specialised stores
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Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Automotive, Transport and Logistics

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

1996

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ISO 9001:2008

Languages Spoken

English
German

Ref: BRDE20171005001

Client Country
Germany

Partner Sought

Type and Role of Partner Sought

The sought partners are expected to provide the German company with some or all sought products meeting with the company's request.

It would be of advantage if they had experience in trading with foreign companies.

They should be reliable and willing to engage in long-term cooperation.

Type of Partnership Considered

Distribution services agreement

Attachments

BRDE20171005001.jpg

Trucks & Busses - Engine Components



Trucks & Busses - Hydraulic & Pneumatic System



Trucks & Busses - Transmission System



Heavy Equipment - Genuine Parts



Cement Industry Supplies



Drilling vehicles and spare parts



Business Request

Polish distributor of car spare parts is looking for suppliers

Summary

A Polish company operating in the wholesale and retail trade of automotive parts and accessories is looking for foreign producers and distributors of all kinds of spare parts and accessories for cars wanting to increase sales of their products on the Polish market based on a distribution services agreement.

Creation Date	28 March 2018
Last Update	29 March 2018
Expiration Date	30 March 2019
Reference	BRPL20180328001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f1e4d552-66f1-4e8b-af11-288d222d211b

Details

Description

Polish company was established in 2015 based on the shopping center, which was located in the structures of one of the largest Polish manufacturers of engines. Separation of the shop as an independent company allowed to expand the commercial offer for external customers and strengthen its position on the market of spare parts. Years of experience and professional customer service allows company to maintain a high position in the market. For several years the company supplement the offer of sale of spare parts for well-known brands of cars. The company offers a wide range of products: car spare parts, equipment for car repair shops, spare parts for maintenance and forklifts. The company wants to expand the range of products. Therefore they are looking for manufacturers and suppliers of all kinds of spare parts and accessories for well-known brands of cars who want to enter the Polish market or increase their shares. The company offers international long-term cooperation in the form of distribution agreement.

Technical Specification or Expertise Sought

No technical specification or expertise is needed.

Keywords

Technology

Ref: BRPL20180328001

02008005 Road Transport
02009001 Design of Vehicles
02009004 Road Vehicles
02009012 Automotive engineering

Market

07002005 Other retailing
08005 Other Industrial Products (not elsewhere classified)
09001005 Motor vehicles, transportation equipment and parts
09001007 Other transportation
09003004 Distributors, imports and wholesalers

NACE

C.29.1 Manufacture of motor vehicles
C.29.3 Manufacture of parts and accessories for motor vehicles
C.29.3.2 Manufacture of other parts and accessories for motor vehicles
C.30.9.9 Manufacture of other transport equipment n.e.c.
G.45.3.1 Wholesale trade of motor vehicle parts and accessories

Network Contact

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2015

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
German
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

Manufacturers and suppliers of all kinds of spare parts and accessories for well-known brands of cars who want to enter the Polish market or increase their shares.
Partners' role: is to supply a company with car parts and car accessories under distribution services agreement.

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

Attachments

Business Request

German trade agency is offering to distribute parts and equipment for automotive and white goods industry on the German market

Summary

A German company specialized in the trade of raw materials, parts and equipment for the automotive and white goods industry is looking for partners in the mentioned sectors to represent them in Germany and distribute their products. The company is offering commercial agency and distribution services agreement.

Creation Date	30 August 2017
Last Update	03 April 2018
Expiration Date	30 August 2018
Reference	BRDE20170808001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f01faaf8-2674-4bf6-bff3-10458c8b6e8d

Details

Description

The German company was established in 2017 as the company's personnel have an extensive and a long-term experience in trade within the automotive and metal processing industry, mainly with German and Italian companies, but also with companies from other markets. In the frame of its business activity, the company is also proving to be a competent supporter and consultant for its customers and partners. They have qualified and educated staff, with a long presence on foreign markets and good business relationships with suppliers and customers.

The company is searching for other SMEs to represent them on the German market and to promote their goods and brand. They would like to establish a long-lasting relationship with future partners through commercial agency or distribution services agreement. Potential partners should be manufacturers or those who have good connections with white goods and automotive spare parts manufacturers.

The product range that the company is currently representing on the domestic market comprises exhaust systems, aluminium and zinc die casting, aluminium plates, raw materials and coils, stainless steel, industrial energy supply etc.

Their main German buyers are big enterprises like BMW, VW Group, Hatz Diesel, Voith, Jungheinrich AG and Kion Group. The company would act as an agent and promoter for other businesses and try to enable a widespread recognition of the partner's brand and products.

Technical Specification or Expertise Sought

The company is looking for partners who work in the automotive and white goods industry and who manufacture products like:

- exhaust systems
- tube bending
- aluminium and zinc die casting
- aluminium raw materials and coils
- aluminium plates
- cold forming aluminium and steel
- stainless steel
- steel, inox and aluminium stamping
- hydraulic press
- various plastic applications
- industrial energy supply

The products which are going to be distributed should comply with standards like ISO 14001 / ISO 9001 / ISO 50001 / ISO TS 16949 / OHSAS 18001.

Potential partners should be able to demonstrate the ability to consistently provide products and their high standards related to quality.

Stage of Development

Already on the market

Keywords

Market

007004008	Automobile parts
08002007	Other industrial automation

NACE

G.45.3.1	Wholesale trade of motor vehicle parts and accessories
G.46.1.8	Agents specialised in the sale of other particular products
G.46.7.2	Wholesale of metals and metal ores

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Austria, Belarus, Belgium, BosniaandHerzegovina, Bulgaria,
CzechRepublic, Denmark, Estonia, Finland, France, Hungary, Ireland,
Italy, Latvia, Lithuania, Netherlands, Norway, Poland, Portugal,
Serbia, Slovakia, SouthKorea, Spain, Sweden, Switzerland, Ukraine,
UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2017

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
German
French
Spanish
Italian

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

The German company is searching for partners who would like to be represented in Germany. The company is offering commercial agency and distribution services agreements to partners from various markets.

Potential partners could be manufacturers, distributors, wholesalers and all others who wish to expand their portfolio and do business in Germany. It is desirable for future partners to have experience, good references and attachments within the automotive and white goods industry and with automotive spare parts manufacturers as well as other professional business users.

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
Commercial agency agreement

Attachments

Business Request

A leading Israeli importer & distributor of original and replacement exterior body parts for all types of cars, trucks and buses is looking for exporters (dealers) of these parts to cooperate under distribution services agreement

Summary

An Israeli company specializes in importing original and replacement exterior body parts for cars, trucks and buses of all types, with following distributing the parts around Israel. The company is looking for exporters/dealers of the according body parts. The expected partners are supposed to supply the offered exterior body parts; preferred are the partners who can issue the euro-1 certificate. The company is looking for distribution services agreement.

Creation Date	18 March 2018
Last Update	31 May 2018
Expiration Date	24 April 2019
Reference	BRIL20180205001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e883d9bf-81f4-4df5-92a2-b096fd601c72

Details

Description

The Israeli company is an importer distributing the original and replacement exterior body parts for all types of cars, trucks and buses in Israel. The company was founded in 1961 as a subsidiary of one of the most respected automotive companies in Israel. The company maintains a large inventory of exterior body parts and thus can provide immediate solutions to car accident damages.

Supplying exterior body parts for most of the popular brands in Israel – Hyundai, Kia, Toyota, Mazda, Ford, Subaru and many others – the company can also deliver parts all over the country within a few hours. This has proven especially effective and essential in respect to collision repairs.

The company has over four decades of experience in the spare parts industry, in-depth familiarity with local and international markets and an extensive network of quality national and international suppliers. This positions the company as an excellent targeted, professional and the immediate-response provider to the needs of the Israeli vehicle market.

As the company represents top international suppliers, in core of the business, the company

develops loyalty and faithful relationships as well as constantly monitors efficiency and product quality control. They have vast experience in managing special orders tailored to the needs of individual customer.

The company believes in providing holistic vehicle solutions and have the departments for original exterior body parts, replacement body parts, trucks and buses parts, coolers and ventilators, lamps, with more special attention as for trucks and radiators. The company is known with its fast service, distribution and delivery.

The company imports body parts through exporters/dealers, with the following marketing to garages and local distributors. In order to enlarge their importing scale, amount of supplies, due to the increased volume of requests, the company is looking for new exporters/dealers who would enter their range of suppliers. The company is looking for new partners exporting replacement / original exterior body parts to conclude distribution agreement with.

Advantages and Innovations

The company enjoys the following advantages:

- 1) highly skilled, professional, experienced personnel that maintain a smooth service-delivery system to benefit customers with the perfect solution whatsoever.
- 2) fast-working network and logistics system can supply orders almost as quickly as they come in!
- 3) high efficient and prompt delivery service covers the whole country zones, from north to south, and ensures delivery.
- 4) customers are satisfied by quality, reliable products, maximum availability, excellent value for money and professional, efficient service.

Technical Specification or Expertise Sought

A significant advantage is given to an exporter/dealer with an ability to provide the offered products with the euro-1 certificate

Stage of Development

Already on the market

Keywords

Technology

02008005	Road Transport
02009001	Design of Vehicles
02009004	Road Vehicles
02009013	Body and main parts

Market

007005004	Auto repair shops
07006	Other Consumer Related (not elsewhere classified)
08005	Other Industrial Products (not elsewhere classified)
09001007	Other transportation

NACE

G.45.3.1	Wholesale trade of motor vehicle parts and accessories
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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Automotive, Transport and Logistics

Client

Type and Size of Organisation Behind the Profile

Other

Year Established

1961

Turnover

20 - 50M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Israel

Partner Sought

Type and Role of Partner Sought

-TYPE - business, trade

-ACTIVITY – an exporter/dealer of original and replacement exterior body parts for all types of cars, trucks and buses. The significant advantage to an exporter/dealer would be an ability to provide the offered production with the euro-1 certificate.

-ROLE - to provide the company with the required products, according the distribution services agreement conditions

Type of Partnership Considered

Distribution services agreement

Attachments

Business Request

Russian distributor of car parts and accessories seeks partners abroad to cooperate under distribution services agreement

Summary

Russian company is active in the sphere of car service and retail trade of car parts and accessories (tyres, oil, accumulators for passenger cars, etc.) looks for foreign producers of automobile chemistry and automobile electronics to conclude distribution services agreement.

Creation Date	21 November 2017
Last Update	13 March 2018
Expiration Date	07 June 2019
Reference	BRRU20171121001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4e5870b2-de16-47db-b1bb-88ad31a630ba

Details

Description

The Russian company from Lipetsk region specializes in car services and car parts and accessories wholesale and retail trade. The company has been working since 2002 and has already become official distributor of some European brands. The company has following sales network: 10 retail shops and a wholesale shop combined with service centers throughout central Russia region. The company also has laboratory for batteries' testing. The company's clients are individuals and medium- and large- sized industrial companies of the region.

The company is willing to expand the range of items being sold and therefore looks for partners that aspire to enter Russian market and extend the dealer network.

The company is interested in cooperation with manufacturers of car silicone lubricants, glass cleaners, car cleansers, car video registrators, car washing machines, portable car vacuum cleaners of any kinds so as to conclude distribution services agreement.

Under this agreement the company undertakes to sell the partner's products through its own shop network; the partner is supposed to deliver the products to Russia. At the first stage the company plans to buy small quantities; later on the quantities may be increased according to agreement.

The expected result is the partner's product representation on the central Russia market, the strengthening the Lipetsk company's market position at the expense of well-known brands and product range extension.

Technical Specification or Expertise Sought

The company is looking for experienced producers of car silicone lubricants, glass cleaners, car cleansers, car video registrators, car washing machines, portable car vacuum cleaners, which have cross-border trade experience. Certificates', packaging, minimum lot issues will be discussed during negotiations between the companies. The company is ready to render the partner assistance with certification. The company will buy the partner's products on a quarter basis.

The company would like to get the products samples.

Stage of Development

Already on the market

IPR Status

Trade Marks

Keywords

Technology

02009004	Road Vehicles
02009012	Automotive engineering

Market

09003004	Distributors, imports and wholesalers
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NACE

C.29.3.2	Manufacture of other parts and accessories for motor vehicles
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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Automotive, Transport and Logistics

Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, CzechRepublic, France, Greece, Italy,
Poland, Romania,

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

2002

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Russian

Client Country

Russia

Partner Sought

Type and Role of Partner Sought

Type of partner: SMEs, large companies.

Field of activity: Automobile chemistry and automobile electronics manufacture.

Partners' role: to supply a company with products needed under distribution services agreement.

Potential foreign partner should be already engaged in foreign economic activity.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Attachments
