



# Enterprise Europe Network West Midlands POD Profiles

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BOUK20150203001

## Business Request

- ▶ Looking for a Distribution and/or Agency
  - ▶ It is essential for partners to have experience in the distribution of Halal food products.
- Partners will need to have existing contacts within the wholesale food sector.

Company Information 

- ▶ Number of employees: SME 11-49
- ▶ Year established: 2011
- ▶ Language spoken: English
- ▶ Sector: Food & Drink
- ▶ Targeted countries: France, Germany, Belgium, Denmark, Italy & Norway

## Company Profile

Distributors sought in Europe for Halal British meat frozen products.

## Products

UK company manufacturer of its own label international Halal brand dealing exclusively with wholesale supply is seeking trade intermediary (agents and distributors) in Europe.

The company manufacture a variety of nutritional British lamb, beef and poultry products including burgers, sausages and currys through a private label brand system that is as strong as its accreditation backbone.





BOUK20150203002

## Business Offer

- ▶ Looking for a Distribution and/or Agency Agreement

## Company Profile

Distributors sought for fluid sealing components and hydraulic repair kits.

## Services

With an extensive range of repair kits for agricultural, industrial and off-road applications also including automotive and agricultural fuel injection repair kits, the company are well placed to simplify the search for wear products and kits by offering a complete range for industry repair specialists.

## Company Information

- ▶ Number of employees: Industry SME 50– 249
- ▶ Year established: 1972
- ▶ Language spoken: English & French
- ▶ Sector: Industrial Products & Manufacturing
- ▶ Targeted countries: Denmark, Finland, Austria, Hungary, Israel, Latvia, Lithuania, Portugal, Poland, Serbia, Slovakia, Sweden, Tunisia, Spain, Slovenia, Albania, Belgium, Bulgaria, Chile, Croatia, Czech Republic



# BOUK20150211001

## Company Profile

Medical Endoscopy distributors sought in Europe.

## Products

The company manufacture a range of disposable cleaning products and ancillary equipment for Olympus and Pentax endoscopes. The company has a number of years' experience in this sector and is now seeking distributors in Europe.

All of the administration and service support is carried out from the company's Head-office in the West Midlands, UK.



### Business Offer

- ▶ Looking for Distribution Agreement
- ▶ The ideal partner will have experience in supplying endoscopy products within its territory.

The partner will be responsible for distributing the products within its country on an exclusive basis.

### Company Information

- ▶ Number of employees: SME 11– 49
- ▶ Year established: 2005
- ▶ Language spoken: English
- ▶ Sector: Medical
- ▶ Targeted countries: Worldwide



# BOUK20150226003

## Business Offer

- ▶ The company is seeking a joint venture & offering services as a subcontractor

## Company Profile

UK Sales Agent recruitment specialist offering its services and seeking joint-ventures

## Products

The company have access to self-employed commission-only, business-to-business sales agents who are looking for new products and/or services to sell within the UK.

Established in 1993 to help companies find sales agents and to help take products to market, the company have evolved into the leading sales agent register in the UK with hundreds of sales agency opportunities published monthly.

The agents work across all market sectors including fast-moving consumer goods, business services and capital equipment. The agents sell products ranging across the spectrum such as cosmetics, electrical goods, gifts, foods, clothing, paper, jewellery, capital items and services.

## Company Information

- ▶ Number of employees: Industry SME <= 10
- ▶ Year established: 1993
- ▶ Language spoken: English, French and Spanish
- ▶ Sector: No particular sector
- ▶ Targeted countries: Worldwide





BOUK20150409004

## Business Offer

- ▶ Interested in a Distribution and/or Agency Agreement

# Company Profile

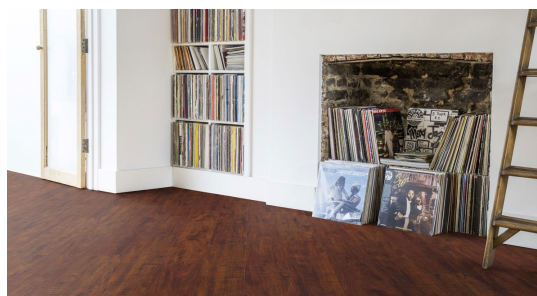
Distributors sought for luxury vinyl flooring.

## Products

The company have recently launched a new global luxury vinyl flooring brand backed by a dynamic, agile and highly experienced management team. The company aims to challenge the market status quo by setting new standards for service and value for money.

## Company Information

- ▶ Number of employees: SME <10
- ▶ Year established: 2014
- ▶ Language spoken: English
- ▶ Sector: Textile and Fashion
- ▶ Targeted countries: France, Germany, USA, Netherlands, Denmark, Norway and Sweden



# BOUK20150421001

## Business Offer

- ▶ The company is seeking a joint venture agreement
- ▶ Also interested in services agreement & subcontracting

## Company Profile

Skills development in sales, customer services, management and leadership aligned to the achievement of corporate strategy.

## Services

The company work with clients across the globe and current engagements include Dubai, India, USA and Czech Republic. The company design, deliver and manage the delivery of workshops, courses and programmes in sales, sales management & leadership, customer services excellence, management and leadership skills and behaviours aligned to bottom line performance and the achievement of corporate strategies.

## Company Information

- ▶ Number of employees: Industry SME <= 10
- ▶ Year established: 2014
- ▶ Language spoken: English, Czech, Italian
- ▶ Sector: Consulting
- ▶ Targeted countries: Worldwide



BOUK20150708002

## Business Offer

- ▶ Interested in commercial agency agreement & distribution services agreement

## Company Profile

UK Manufacture of Towel Warmers, Radiators & Bathroom Accessories.

## Services

Specialising in handmade bespoke products manufactured from brass, stainless steel and mild steel.

Primarily supplying towel warmers for both hot water systems and electrical operation.

Company Information 

- ▶ Number of employees: SME 50—249
- ▶ Year established: 1990
- ▶ Language spoken: English & French
- ▶ Sector: Manufacturing & Construction Materials
- ▶ Targeted countries: Worldwide





# BOUK20150527002

## Business Request

- ▶ Seeking distribution agreement
- ▶ An ideal partner would be a company already supplying products to the **construction and portable buildings Industry** sector and/or other establishments where the use of wire mesh lockers is required

## Company Information

- ▶ Number of employees: Industry SME <=10
- ▶ Year established: 2006
- ▶ Language spoken: English
- ▶ Sector: Services & Retail
- ▶ Targeted countries: France, Germany, Spain

## Company Profile

Distributors sought for wire mesh lockers in Europe.

## Products

With a wide range of locker configurations and colours, these wire mesh lockers are used within a number of sectors. The products are supplied in a silver powder coated finish and alternative coated colours can be provided on request.

The lockers are manufactured from 25mm x 25mm x 2.5 mm welded meshes on an 8mm thick solid rod frame and are fitted with 160mm high legs as standard. Standing 1980mm high the lockers are available in two depths of 305mm and 457mm. As standard the lockers are supplied with a single, 2, 3, 4 or 6 doors. All doors are hasp and staple locking.

These types of lockers are ideal when it comes to storing items which need proper ventilation, and visibility. They are strong and durable, and have a fitting which allows the use of padlocks.

Single and two door lockers have 3 point locking. Lockers with more than two doors have single point hasp and staple locking.



BRUK20150522001

## Business Request

- ▶ Seeking a distribution agreement

## Company Profile

Suppliers sought in Europe for UK distributor of discount products.

## Products

Established in 1990, the company stock a variety of approximately 3,000 home and kitchen-ware, gifts, healthcare and other products, across 16 categories many of which are brand name and clearance products. The company is seeking suppliers for a variety of products which will be distributed within the UK.

The company is interested in speaking to suppliers who have experience working with discount chain-stores and retailers.

Company Information 

- ▶ Number of employees: Industry >500 MNE
- ▶ Year established: 1990
- ▶ Language spoken: English
- ▶ Sector: Retail
- ▶ Targeted countries: Poland, Czech Republic, Slovakia, Hungary, Slovenia, Austria, Romania, Turkey, Croatia



BOUK20150527001

## Company Profile

Slovenian distributor sought for advanced CAD/CAM solutions.

## Services

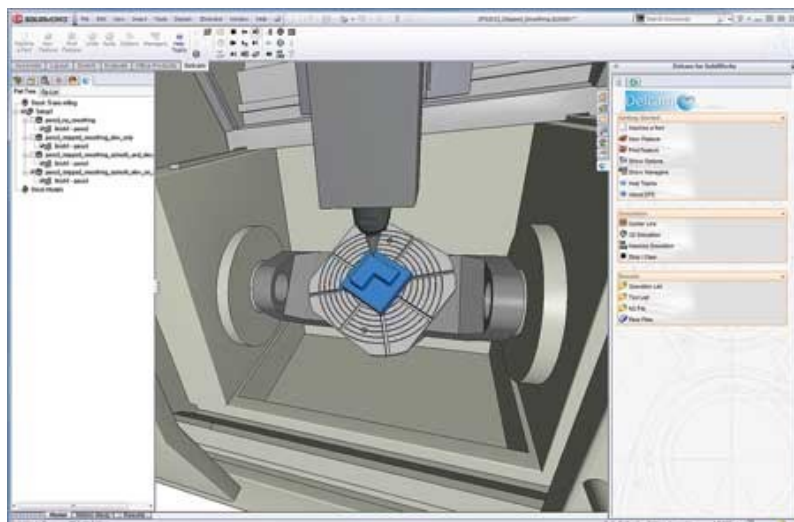
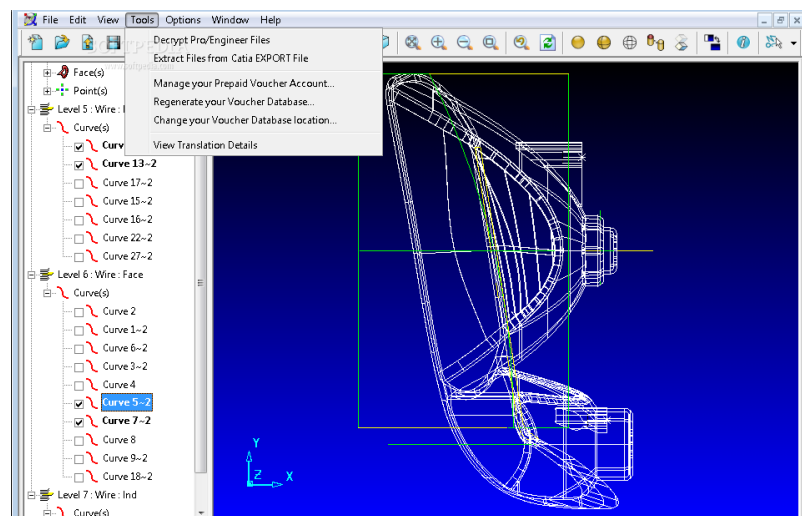
The company is now the largest developer of product design and manufacturing software in the UK, with subsidiaries in North America, Europe and Asia. The company work in a number of sectors including Aerospace, Automotive, Ceramics, Education, Marine, Medical, Tool Making and Packaging. With distributors across Europe the company is now seeking a partner in Slovenia to develop its brand.

### Business Offer

- ▶ Interested in distribution agreement
- ▶ The ideal partner needs to have experience of selling and supporting CAD/CAM solutions. Partners needs to have two members of staff to focus on these products for sales and support.

### Company Information

- ▶ Number of employees: SME 11 - 49
- ▶ Year established: 2000
- ▶ Language spoken: English
- ▶ Sector: Software services
- ▶ Targeted countries: Slovenia



# BRUK20150626002

## Business Request

- ▶ Seeking reciprocal production

## Company Profile

Online learning and educational tool for 13 to 18 year olds.

## Products

The online portal has 11,000 members, 85% of which are UK based. With a target of 40,000 members by the end of 2017, the portal is particularly focused on growing its international members.

The portal is free of charge in the EU, and carries a minimal administrative cost outside of the EU. There's no formal registration process, but the company would prefer teachers to nominate students they feel are of high ability or have the potential to be so.

The university aim to influence large groups of teachers and schools to encourage them to nominate students for free membership.

## Company Information

- ▶ Year established: 2012
- ▶ Language spoken: English
- ▶ Sector:  
Communications services
- ▶ Targeted countries:  
Worldwide





BOUK20150708004

## Business Offer

- ▶ Looking for trade intermediary (distributors) in Europe

## Company Profile

Engineering design consultancy - automotive mechatronics.

## Products

Bespoke design, development and low volume manufacture of mechatronic systems and components. Focus on automotive sector but capable of all product design.

Core competencies:

Design engineering consultancy;

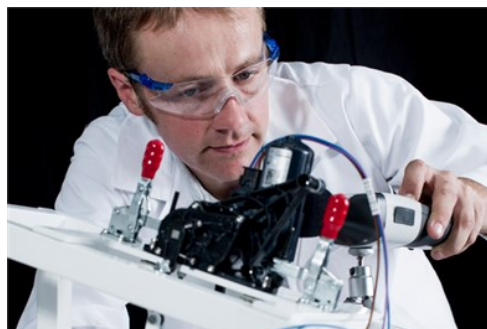
Design, development, low volume manufacture of door systems including window regulators and flush glazing, bonnet, boot, fuel filler flap;

Design, development, low volume manufacture of active aerodynamic systems including grilles, diffusers, rear air brakes, venting engine covers.

Specialists in incorporating latest technology into new designs. Fully conversant with automotive standards requirements. Accredited to ISO 9001, currently working to a 14001 level and seeking TS16949 accreditation as soon as possible.

Company Information 

- ▶ Number of employees: Industry SME <=10
- ▶ Year established: 2006
- ▶ Language spoken: English & French
- ▶ Sector: Specialised design activities
- ▶ Targeted countries: Belgium, Canada, France, Germany, Italy, Netherlands, Spain, Sweden



▶ BOUK20150708003

## Business Request

- ▶ Interested in a distribution services agreement
- ▶ The ideal partner would be wine growers/wine makers who are interested in supplying the UK market for both wholesale and retail sales

## Company Profile

Seeking wine suppliers from across Europe.

## Services

The company was founded in early 2009 as a wholesale business supplying quality wines to pubs and restaurants. The company has since opened retail shops and now operate in the retail, wholesale, events and an online e-commerce business. The company is seeking new wine suppliers from across Europe who is looking for distribution in the UK on an exclusive agreement.

The company has in excess of over 1200 wines, whiskies, spirits, beers and ciders, supplying wholesale solutions to restaurants, pubs, hotels and wine bars.

## Company Information

- ▶ Number of employees: Industry SME <= 10
- ▶ Year established: 2009
- ▶ Language spoken: English & Italy
- ▶ Sector: Wine & Liquor s
- ▶ Targeted countries: Worldwide





BOUK20150821001

## Business Offer

- ▶ Interested in a Distribution agreement

## Company Profile

Distributors in Germany, Spain, Sweden and Poland sought for UK made elite sports nutritional supplements.

## Products

The UK Company is seeking distributors in Germany, Spain, Sweden and Poland for its sports nutritional supplements.

The products have been tried, tested and trusted by elite athletes. The products will have significant brand awareness in the run-up to Rio 2016 Olympics.

The company is actively working closely with leading athletes through EIS, GB Boxing & British Judo, providing greater brand awareness and public relations at International events.

## Company Information

- ▶ Number of employees: Industry SME <= 10
- ▶ Year established: 2014
- ▶ Language spoken: English
- ▶ Sector: Consumer products
- ▶ Targeted countries: Germany, Spain, Sweden, Poland





BOUK20150901001

## Business Offer

- ▶ Seeking suppliers agreement
- ▶ The ideal partner would be an experienced manufacturer or supplier of women's lingerie

## Company Profile

UK distributor of women's lingerie is seeking new suppliers from across Europe.

## Products

The company distribute a variety of women's lingerie products including corsets, strings and bras. The company distribute classics and modern style products that are elegant, yet comfortable. The products are sold in a wide range of colours and sizes according to current trends, as the models, design and colour ranges are regularly updated accordingly.

## Company Information

- ▶ Number of employees: SME <= 10
- ▶ Year established: 2013
- ▶ Language spoken: English
- ▶ Sector: Consumer Products
- ▶ Targeted countries: Worldwide

The company has been distributing lingerie products for over two years and is now seeking additional suppliers to add to its current portfolio.



# BRUK20150925001

## Business Offer

- ▶ Looking for Suppliers Agreement

## Company Profile

Leading UK distributor seeking wooden garden products manufacturers (Decorative Fencing, Arbours, Border Edging, Furniture, etc.

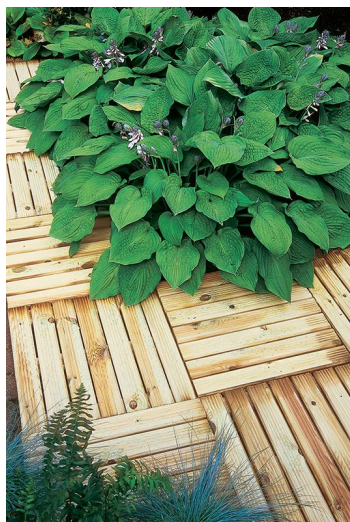
## Products

Leading UK wood garden products manufacturer and distributor currently sourcing incremental finished product from Poland as part of extensive range offering to customers. In total, currently purchase 650 trucks \year of finished product, across numerous Garden timber product ranges.

The company is looking to expand the number of suppliers & countries sourced from to ensure supply & competitive edge is maintained. Products sought after are wooden garden products including Decorative Fencing, Arbours, Border Edging, Furniture etc.

## Company Information

- ▶ Number of employees: Industry SME <= 10
- ▶ Year established: 2012
- ▶ Language spoken: English
- ▶ Sector: food
- ▶ Targeted countries: Worldwide



BOUK20150903001

## Business Offer

- ▶ Looking for a licensing agreement, commercial agency agreement and/ or distribution services agreement

## Company Profile

UK Company has developed an innovative online CV / Resume creating software system

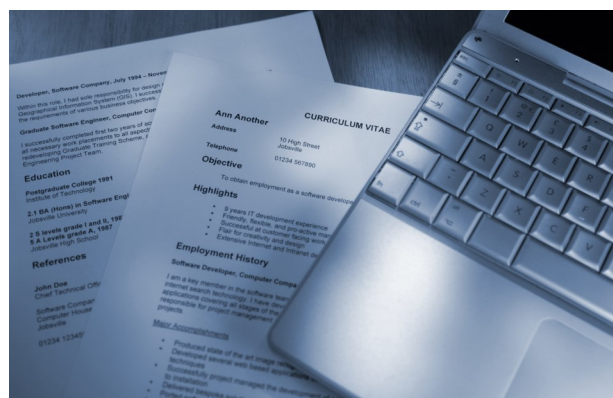
## Products

The UK company helps organisations including schools, universities, training providers, recruitment companies etc. to automate the process of creating a CV.

The service is embedded into an organisations website allowing users to automate the creation of professional looking CVs/ Resumes effortlessly. The company is looking for trade intermediary (agents and distributors) across Europe to sell the product under a license agreement.

Company Information 

- ▶ Number of employees: SME <= 10
- ▶ Year established: 2005
- ▶ Language spoken: English
- ▶ Sector: ICT Industry & Services
- ▶ Targeted countries: Worldwide



# BOUK20150922003

## Business Offer

- ▶ Seeking distribution and/or agency agreement,

## Company Profile

UK company seeking distributors and/or agents for their quality affordable watches and fashion accessories with high design and unique features.

## Products

The UK company was established in 2015 as a fashion watch designer for men and women. The company has grown significantly within the short period of time due to its effective marketing strategies and use of social media influencers. The company now also designs and supplies accessories. The designs of the products are highly influenced by British style and traditions of London. Currently all items are sold via online web-shop from which they have received orders from all over the world.

Due to the vast response received the company is looking for agents and distributors in Europe. The company is open to discussions concerning exclusivity.

## Company Information

- ▶ Number of employees: SME 11 – 50
- ▶ Year established: 2015
- ▶ Language spoken: English, Spanish, French
- ▶ Sector: Textile and Fashion
- ▶ Targeted countries: USA, Canada, Spain, Germany and France



(the brand has been removed from the images)

# BOUK20151102001

## Business Offer

- ▶ Looking for distribution and/or Agency agreement

## Company Profile

Agents and Distributors required for secure key and asset-management products

## Products

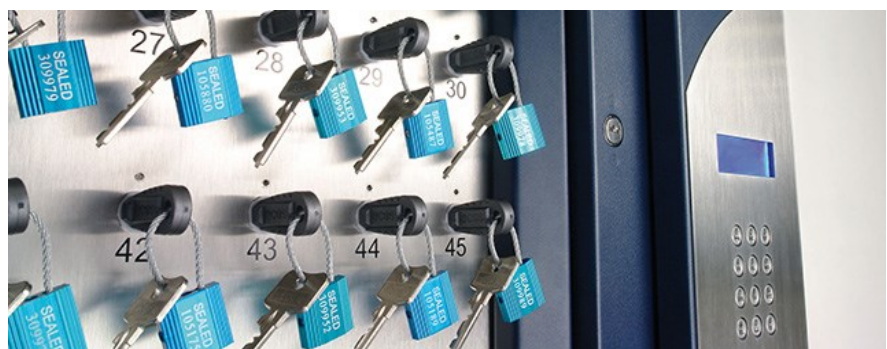
The UK Company has been established for 20 years manufacturing a world registered brand of boards, using a simple to use peg-in peg-out system to store and track keys.

The layout of the key-board and sealed key rings ensure all keys are always perfectly organised, so the keys are always exactly where they should be. If an authorised user requires keys, they simply insert a given colour coded and initialled access peg to release the required keys. The personal peg is then locked in until the keys are returned.

With single peg-in peg-out units also used for tools and equipment, such as ladders etc., ensuring they are always returned to the correct position.

## Company Information

- ▶ Number of employees: SME 11– 49
- ▶ Year established: 1996
- ▶ Language spoken: English
- ▶ Sector: Automotive, Transport or Logistics
- ▶ Targeted countries: France, Russia, Spain, Ireland, Denmark, Sweden, Norway, Finland





# BOUK20151104002

## Business Offer

- ▶ Looking for distribution services agreement
- ▶ The company would like to work with breweries, importers and distributors that specialize in the alcohol sector. The ideal partner should have an established retail and on-trade network.

## Company Profile

UK cider manufacturer seeks distributors across Europe.

## Products

Due to the company's scale of production, the company can offer competitively priced ciders that are very popular in the UK. The company offers a range of ciders from value to premium. The production facilities span across four factories, ensuring increased demand is met.

The company has been established since 1983, during which time has successfully launched a number of brands in the UK. The company has some experience of exporting overseas and is now seeking additional distributors.

## Company Information

- ▶ Number of employees: SME 230
- ▶ Year established: 1983
- ▶ Language spoken: English
- ▶ Sector: Wine & Liquors
- ▶ Targeted countries: Europe



# BOUK20151117006

## Business Offer

- ▶ Looking for distribution agreement

## Company Profile

UK Manufacture of disposable curtains is seeking distributors in Europe.

## Products

It is vital that infection control rates are the best that they can be. This involves using the most appropriate products, particularly in high risks areas, and needs to promote the proven best practice methods in order to achieve the highest performance.

Leaving curtains in place for long periods creates a potential source of harmful bacteria. Even with antimicrobial coatings, no curtain offers 100% protection against infection. Using disposables curtains provides a cost effective solution to curtain management.

## Company Information

- ▶ Number of employees: SME 11– 49
- ▶ Year established: 2005
- ▶ Language spoken: English
- ▶ Sector: Healthcare / Medical
- ▶ Targeted countries: Europe

