

Partnering Opportunity

Profile Status: Published

Business Request

Slovenian trading company engaged in sales of agricultural, garden and forestry machinery is willing to act as a distributor to sell other companies' products.

Summary

Slovenian company specialized in sales of different agricultural, garden and forestry machinery is upgrading its network of suppliers. For this reason, they are searching for producers of garden tractors, garden lawn mowers and chain saws, who would like to extend their sales on the Slovenian market. The company is interested in buying and selling particular products from other companies. They are interested in signing distribution services agreement, not necessarily exclusive.

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Details

Description

Slovenian trading company was founded in 2015. They are specialist in sales of agricultural, garden and forestry machinery. They are supplying their customers with different kinds of products for maintenance of gardens, parks, agricultural and forestry surfaces. They are located in center of agricultural region and they also sell online.

New products that should enrich their sales programme are:

- garden tractors, ran by the petrol engine;
- garden lawn mowers, equipped by the petrol engine;
- petrol-powered chain saws.

Requested features of products sought are stated in section Technical Specification.

According to customers' demands, the company is working on the extension of its list of suppliers and they want to upgrade their sales program of garden tractors, garden lawn mowers and chain saws. Therefore, they are looking for producers of garden tractors, garden lawn mowers and chain saws who would be ready to supply their products to this Slovenian company and thus extend their sales on the Slovenian market.

The company is interested in signing distribution services agreement with producers of garden tractors, garden lawn mowers and chain saws, not necessarily exclusive.

Advantages and Innovations

The Slovenian trading company and its experts have a wide commercial and technical experience with the sales of agricultural, garden and forestry equipment and machines. The company is geographically covering the largest agricultural region of Slovenia.

Technical Specification or Expertise Sought

Main technical features of garden tractors should be as follows:

- Petrol engine
- Max. speed up to 9 km/h-forward and 5 km/h reverse
- Fuel reservoir 14 l min.
- Grass cutting diameter 110 cm
- Grass height up to 9 cm
- 2 cutters
- Turning circle – approx. 40 cm
- Tempomat
- Integrated front bumper
- Min. 3 years of general warranty for the complete product

Main technical features of garden lawn mowers should be as follows:

- Petrol engine
- Metal sheet body
- Fuel reservoir 5 l min.
- Grass cutting diameter 50 cm
- Grass height up to 6 cm
- 60 l basket
- 2 WD
- Recommended grass surface up to 1500 m²
- Min. 2 years of general warranty for the complete product

Main technical features of chain saws should be as follows:

- Petrol engine: 2 stroke, 40 ccm, 1.4 kw
- Chain gauge 1,3 mm
- Chain bar 30 cm
- Fuel tank 0,3 l min.
- 30 cm protection cover
- Automatic lubrication
- Side tensioning system
- Min. 2 years of general warranty for the complete product

Stage of Development

Already on the market

Keywords

Market

07002005	Other retailing
07004006	Garden and horticultural products
07004008	Other consumer products

NACE

G.47.1.9	Other retail sale in non-specialised stores
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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2015

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
German

Client Country

Slovenia

Partner Sought

Type and Role of Partner Sought

The company is looking for producers of quality garden tractors, garden lawn mowers and chain saws who would be interested to extend their sales activities also on the Slovenian market. They should be ready to enter into a long-term cooperation including all necessary technical and commercial support which is necessary for achieving of good sales results on the local market.

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Distribution services agreement