

Partnering Opportunity

Profile status : Published

Business Offer

Japanese manufacturer of protective industrial gloves seeks distribution agreement in the EU

Summary

A Japanese company with many years of experience in the manufacture of personal protective equipment wants to introduce their industrial gloves to the EU market. The company produces natural rubber, chloroprene, and nitrile gloves. They want to engage in long-term collaborations with potential EU partners under a distribution services agreement.

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Details

Description

This Japanese company founded in 1942 is looking for partners in the EU willing to distribute their gloves. The company produces a variety of wearable protective equipment. Outside of their domestic market, the company has distributors in a number of foreign markets. Including in the EU but for product lines other than their protective gloves. The company has exported products in the personal protective equipment market for more than 30 years and also regularly exhibits at a trade show focused on personal protective equipment in the EU.

The gloves offered by the company can be summarized as follows:

- The gloves have CE marking and the declaration of conformity with main international standards
- Test reports are available – a conformity assessment in accordance with standards issued by a notified body
- The gloves comply with EN standards
- The gloves meet the European regulation guidelines

The company produces natural rubber gloves, anti-vibration chloroprene gloves, and anti-freeze oil-resistant nitrile gloves. They are commonly used in industrial markets such as the automotive, logistical, mining, oil, gas, and construction markets. However, production development for other markets is possible where there is demand. They want to engage in a distribution services agreement with potential partners. Once a potential partnership proceeds smoothly, it might be possible to produce an original and localized design in collaboration with the EU partner. Furthermore, the Japanese company can also provide sales training to the EU partner and dispatch staff to accompany the EU company in their sales and at exhibitions.

Advantages and innovations

The products manufactured by the Japanese company have the following advantages compared to competition:

Anti-vibration gloves:

The company has developed knitted anti-vibration gloves which are one of its kind. The design created by the company is functional, simple and durable, while being environmentally conscious. It is very flexible, lightweight, and has an ergonomic design when compared to competing products. The main applications are for automotive, construction, forestry, and landscaping markets.

Anti-freeze nitrile gloves:

Generally, nitrile starts to freeze at 0 degrees Celsius and will harden. However, the company has designed nitrile gloves which remain flexible even under -20 degrees Celsius with a secure grip in wet and oily conditions. Competing products usually do not have this anti-freeze resistance. The main applications are for general purposes, commercial fishing, and petrochemical applications.

Oil resistant gloves:

Micro ceramic particles on nitrile coating offer excellent abrasion with a secure grip in oily conditions when compared to competing products.. Main applications are for automotive, petrochemical, oil, gas, and mining markets.

Keywords

Technology

01004017	Work Hygiene and Safety Management
02007018	Advanced Textile Materials

Market

07004001	Clothing, shoes and accessories (including jewellery)
08003007	Other industrial equipment and machinery

NACE

C.22.1.9	Manufacture of other rubber products
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Network Contact

Issuing Partner

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Open for EOI: **Yes**

Dissemination

Restrict dissemination to specific countries

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1942

Turnover

20 - 50M

Already Engaged in Trans-National Cooperation

Yes

Certifications Standards

ISO 9001

Languages Spoken

English

Client Country

Japan

Partner Sought

Type and Role of Partner Sought

The company is seeking distributors of any size. They have a particular interest in companies that can sell the gloves through their retail channels, either under a private label or the Japanese companies' brand.

For distribution partners, the preference is for them to have experience in the personal protective equipment industry or the heavy-duty industry. Ideally, the potential partner would have the necessary network to introduce the Japanese companies' products to retail outlets or end-users directly.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Attachments



Glove 2



Glove 4



Glove 3



Glove 1