Partnering Opportunity

Profile status: Published

Business Offer

Japanese company producing industrial plastic components is looking for distributors and agents for their rotary dampers in the EU

Summary

A Japanese plastic components manufacturer specialized in rotary dampers with motion-control functionality is looking for partners in the EU. Their products are used in sanitary wares such as toilet lids, seats, and garbage cans in the EU. To diversify the fan of applicable sectors, they wish to work with EU partners who have channels in the furniture, public facility, appliances, retail, medical, automotive and aerospace sectors under a distribution services or commercial agency agreement.

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Details

Description

A Japanese company specialised in industrial plastic components is offering their rotary dampers in the EU market. Their dampers are widely used in furniture including drawers, sanitary wares such as toilet lids, seats, and garbage cans. The dampers are also used in vending machines, home appliances such as the lids of washing machines, and disposable medical apparatus. The dampers improve the motion-control functionality of the mentioned products and help to maximise user safety.
The company wishes to use their experience in the aforementioned fields to expand their market share in the EU. They wish to gain recognition in the EU market by entering a wide variety of industrial sectors. The company already has partners in the sanitary industry, but are still looking for new potential partners with business channels in the furniture, public facility, appliances, retail, medical, automotive, and aerospace sectors.

They are proud of the fact that more than 70% of their products are designed in accordance with the demands and requirements of their customers. Their continuous efforts in R&D (research and development) enables them to acquire a large number of patents annually.

The Japanese company wishes to develop new sales channels in the EU market and is especially looking for opportunities to connect with manufacturing companies. The potential partner is expected to play the role of a sales representative and/or distributor under a distribution services or commercial agency agreement. The hope is that the partner will proactively collaborate with the Japanese company and help them reach the aforementioned industrial sectors.

Advantages and innovations

The Japanese company has been granted over 100 patents in Japan and 32 patents in the EU and offers original mechanical motion-control solutions for a variety of products. They have been developing innovative products for over 50 years. Their continued efforts in their R&D activities have led to the launch of thousands of varieties of dampers. Over 70% of their products are custom-made to accommodate their clients' requirements.

Their dampers have a higher durability than competing products. Their dampers last for 300,000 cycles while the average durability of competing dampers is 100,000 cycles. Their rotary dampers can also be operated in high temperature environments due to its high heat-resistance capable of withstanding up to 80 degrees Celsius or more.

Moreover, their long experience in research and development enables them to offer a one-day-response service to their clients.

Keywords

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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
1938

Turnover
20 - 50M

Already Engaged in Trans-National Cooperation
Yes

Certifications Standards
ISO 9001
ISO 14001

Languages Spoken
English
Client Country

Japan

Partner Sought

Type and Role of Partner Sought

The Japanese company is looking for distributors and commercial agents.

The potential partner is expected to have business experience in various fields, particularly in the furniture, public facility, electronic appliances, retail, medical, automotive, and aerospace sectors.

The partner should be able to support the Japanese companies’ expansion into new industrial sectors by introducing their products to potential users and proactively collaborating with the Japanese company.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement
Attachments

Rotary damper 4

Rotary damper 2

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