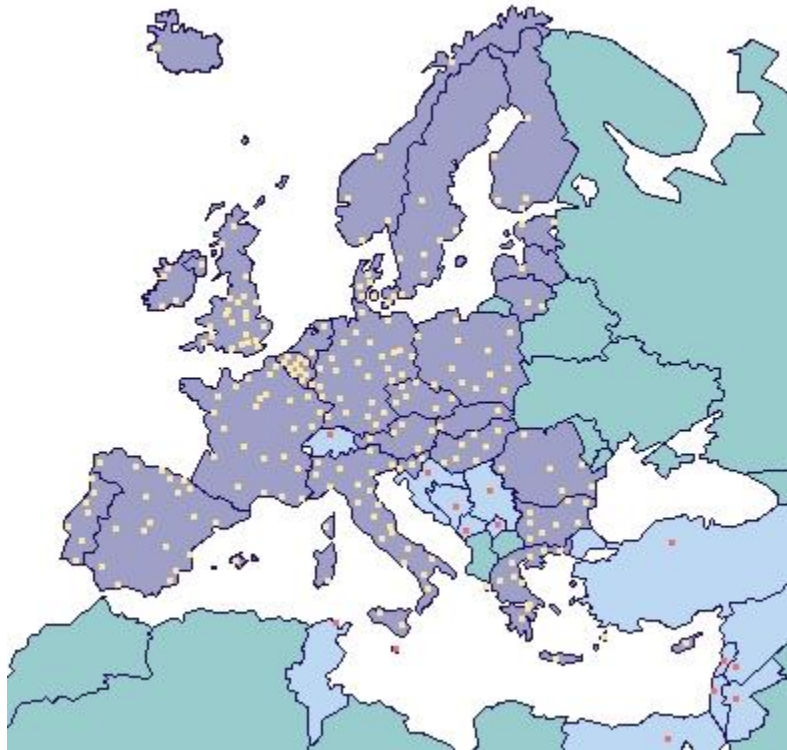




# Business Opportunities In Europe



August 2010

*Business Support on Your Doorstep*



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# Business Opportunities in Europe

Dear Subscriber,

Included in the enclosed bulletin are profiles of foreign companies looking for partners in the UK, e.g. importers, exporters, representatives, etc. Any further information can be accessed free of charge.

The Enterprise Europe Network London also offers a tailored search service for your company on the network's business co-operation database. The database contains profiles of hundreds of companies looking for business co-operation. Using the search form included at the end of this bulletin, you can tailor your search according to business activity and country.

Enterprise Europe Network London can also disseminate your business co-operation requests to the rest of the network partners across Europe. To use this service, please complete the 'Finding Business Partners Abroad' form at the end of this bulletin. We can upload a company profile on the database **free of charge** for an initial 12 months. This applies both to members of the London Chamber of Commerce and to non-members.

Subscription to this bulletin is free of charge. Please do not hesitate to contact our team for further information on the bulletin.

**Enterprise Europe Network London**  
**London Chamber of Commerce**  
**33 Queen Street**  
**London**  
**EC4R 1AP**  
**T: 020 7489 1992**  
**F: 020 7203 1812**  
**E: [europe@londonchamber.co.uk](mailto:europe@londonchamber.co.uk)**

*London and East of England Enterprise Europe Networks do not accept any responsibility for the validity or any consequent developments relating to the co-operation requests published this bulletin. Thus, the Enterprise Europe Network cannot take responsibility for the bona fides of the profiles in the bulletin and companies should exercise their business common sense and make appropriate checks before proceeding with any of the offers.*

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## 1. IT and Software

### **ELECTRONIC SECURITY SYSTEMS**

Distributors/Subcontracting

Czech manufacturer of electronic security systems is seeking distributors for its products. It is also offering subcontracting opportunities.

**REF:** 20100722004

### **VIDEO SURVEILLANCE SOFTWARE**

Joint venture/Subcontracting

Russian developer of video surveillance software is seeking joint venture partners. It is also offering subcontracting opportunities.

**REF:** 20100714001

### **COMPUTER PROGRAMMING**

Joint venture

Maltese computer programming specialist in HTML, Ajax, CSS and database systems is seeking joint venture partners.

**REF:** 20100705006

### **IT SECURITY SOFTWARE**

Joint venture/Sale of company

German developer of IT security software including data encryption is seeking joint venture partners. It is also offering the sale of the company.

**REF:** 20100701003

## 2. Services

### **FREIGHT SHIPMENT SERVICES**

Transport/Logistic services/Subcontracting

Polish specialist in land and sea freight shipment services is seeking transport and logistics opportunities. It is also offering subcontracting opportunities.

**REF:** 20100721007

### **TOUR OPERATOR SERVICES**

Trade intermediaries

Russian specialist in medical tourism and tour operator services is offering trade intermediary services.

**REF:** 20100714042

### **BUSINESS INTELLIGENCE CONSULTANCY**

Representatives

Danish consultancy specialised in business intelligence solutions is seeking representatives for its services.

**REF:** 20100706013

### 3. Consumer Products

#### **BABY'S CLOTHING**

Trade intermediaries

Latvian manufacturer of baby's clothing is seeking trade intermediaries for its products.

**REF:** 20100723031

#### **PAPER BAGS**

Trade intermediaries

Hungarian manufacturer of paper bags is seeking trade intermediaries for its products.

**REF:** 20100715044

#### **WOODEN TOYS**

Trade intermediaries

German manufacturer of wooden toys and figurines is seeking trade intermediaries for its products.

**REF:** 20100714041

#### **CANDLES**

Distributors/Trade intermediaries

Romanian manufacturer of candles is seeking distributors for its products. It is also offering its services as a trade intermediary.

**REF:** 20100714031

### 4. Pharmaceuticals and Cosmetics

#### **HEALTH PRODUCTS**

Trade intermediaries

German manufacturer of health products is seeking trade intermediaries.

**REF:** 20100715042

#### **APRICOT LOTION SKINCARE PRODUCTS**

Trade intermediaries

Armenian manufacturer of apricot lotion skincare products is offering its services as a trade intermediary.

**REF:** 20100708046

### 5. Machinery and Equipment

#### **METAL FORMING MACHINERY**

Distributors/Agents/Representatives

French manufacturer of machinery used for metal production such as drills, PCD and PCBN interchangeable tools and cutting tools is seeking distributors, agents and representatives for its products.

**REF:** 20100716038

#### **MACHINERY FOR THE METAL INDUSTRY**

Distributors

Romanian manufacturer of equipment and machinery used in the metal industry such as hydraulic cylinders, excavators and casting and forging equipment is seeking distributors for its products.

**REF:** 20100712031

### **ELECTRONIC GAMBILING EQUIPMENT**

Trade intermediaries/Joint venture

Serbian manufacturer of electronic gambling equipment is seeking trade intermediaries to place its products into the EU market. It is also offering its services as a joint venture partner.

**REF:** 20100712016

### **STEEL CONSTRUCTIONS AND INDUSTRIAL EQUIPMENT**

Subcontractors

Estonian manufacturer of steel constructions and industrial equipment is seeking subcontracting opportunities.

**REF:** 20100708057

### **AUTOMOTIVE BATTERIES**

Distributors

Belgian importer and exporter of automotive batteries is seeking distributors for its products.

**REF:** 20100705045

## **6. Chemicals and Plastics**

### **PLASTIC PRODUCTS**

Trade intermediaries

Italian manufacturer of plastic products is seeking trade intermediary opportunities from PVC suppliers.

**REF:** 20100712030

### **BIOCIDES AND DISINFECTANTS**

Trade intermediaries/Joint venture

Spanish manufacturer of biocides and disinfectants is seeking trade intermediary opportunities. It is also offering its services as a joint venture partner.

**REF:** 20100707033

### **PLASTIC PACKAGING**

Trade intermediaries/Subcontracting

Turkish specialist in plastic packaging is seeking trade intermediary services. It is also offering subcontracting opportunities.

**REF:** 20100707002

## **7. Textiles and Furniture**

### **FURNITURE**

Joint venture

Bulgarian manufacturer of furniture is seeking joint venture partners.

**REF:** 20100714035

### **SHOE WARDROBE**

Trade intermediaries/Joint venture

Croatian manufacturer of a patented shoe wardrobe is seeking trade intermediaries for its products. It is also offering its services as a joint venture partner.

**REF:** 20100706043

### **KITCHEN FURNITURE**

Distributors/Subcontracting

Turkish manufacturer of kitchen furniture is seeking distributors for its products. It is also offering subcontracting opportunities

**REF:** 20100706023

## **8. Building Products and Services**

### **BUILDING MATERIALS**

Trade intermediary

Greek manufacturer of building materials is offering its services a trade intermediary.

**REF:** 20100709017

### **CENTRIFUGED CASTING OF NON-FERROUS METALS**

Subcontracting

Spanish specialist in the centrifuged casting of non-ferrous metals is offering subcontracting opportunities.

**REF:** 20100705040

### **WELDING STUDS AND FASTENERS**

Distributors/Joint venture

German manufacturer of welding studs and fasteners is seeking distributors for its products. It is also offering its services as a joint venture partner.

**REF:** 20100714044

## **9. Agriculture, Food and Drink**

### **ONIONS, POTATOES AND GARLIC**

Distributors

Spanish manufacturer of onions, potatoes and garlic is seeking distributors for its products.

**REF:** 20100712039

### **WINE AND OLIVE OIL**

Trade intermediaries

Italian manufacturer of wine and olive oil is seeking trade intermediaries for its products.

**REF:** 20100707039

### **SEAFOOD**

Trade intermediaries/Subcontractor

Polish manufacturer of seafood products is seeking trade intermediaries for its products. It is also offering its services as a subcontractor.

**REF:** 20100713016

## Business and Trade Fairs

- 06 SEPTEMBER**     **EU-CHINA PARTNERSHIP, Aalborg, Denmark**  
More information at [www.ecp2010.eu](http://www.ecp2010.eu)
- 14 SEPTEMBER**     **INTERNATIONAL ENGINEERING FAIR, Brno, Czech Republic**  
More information at [www.b2fair.com](http://www.b2fair.com)
- 27 SEPTEMBER-  
02 OCTOBER**     **INTERNATIONAL TECHNICAL FAIR, Plovdiv, Bulgaria**  
More information at [www.fair.bg/en/fair/](http://www.fair.bg/en/fair/)
- 28 SEPTEMBER**     **EXPORT DOCUMENT ESSENTIALS, London, UK**  
More information [contact](#)
- 2-7 OCTOBER**     **TRADE MISSION TO THE UAE AND QATAR, Abu Dhabi, UAE and Doha, Qatar**  
More information at [www.londonchamber.co.uk/docimages/7362.pdf](http://www.londonchamber.co.uk/docimages/7362.pdf)
- 3-13 OCTOBER**     **TRADE MISSION TO NIGERIA AND GHANA, Lagos, Nigeria and Accra, Ghana**  
More information at [www.londonchamber.co.uk/docimages/7361.pdf](http://www.londonchamber.co.uk/docimages/7361.pdf)
- 18 OCTOBER**     **TRADE MISSION TO CHINA, Huangzhou and Shanghai, China**  
More information at [www.londonchamber.co.uk/docimages/7546.pdf](http://www.londonchamber.co.uk/docimages/7546.pdf)

# Profile Request Form

You can request the full business cooperation profile of any of these profiles **free of charge**

**Please complete the form below and return it to together with the sales agreement at the end of the bulletin to** Owen Hunt, Enterprise Europe Network, London Chamber of Commerce and Industry, 33 Queen Street, London, EC4R 1AP, F: 020 7203 1812, T: 020 7203 1929, E: [ohunt@londonchamber.co.uk](mailto:ohunt@londonchamber.co.uk)).

**Reference numbers of the profiles requested:**

**Contact Name:**

**Company Name:**

**Address:**

**Telephone:**

**Fax:**

**Email:**

**Nature of Business:**

# Partner Search Form

Would you like the Enterprise Europe Network London team to carry out a search on the business cooperation service according to your own specific criteria?

We can do this for you **free of charge**. By filling in this form we can run a tailored search for business cooperation offers and requests in specific industries and countries.

Please complete the form below and return it to the Enterprise Europe Network London team at London Chamber of Commerce and Industry, 33 Queen Street, London, EC4R 1AP or by fax on 020 7203 1812, or by email at [Europe@londonchamber.co.uk](mailto:Europe@londonchamber.co.uk). If you have any questions then do not hesitate to contact us on 020 7203 1992.

<b>Contact Name:</b>
<b>Company Name:</b>
<b>Address:</b>
<b>Telephone:</b>
<b>Email:</b>
<b>Nature of Business:</b>

## What is the industry of the company you are looking for?

Agriculture, Food and Drink	<input type="checkbox"/>
Consumer Products	<input type="checkbox"/>
Cosmetics	<input type="checkbox"/>
Textiles, Clothing and Leather	<input type="checkbox"/>
Information Technology, Electric and Electronic Material	<input type="checkbox"/>
Business Services	<input type="checkbox"/>
Construction, Industrial Machinery and Products	<input type="checkbox"/>
Motor Vehicles, Transport Equipment and Services	<input type="checkbox"/>
Paper, Packaging and Printing	<input type="checkbox"/>
Plastics and Chemicals	<input type="checkbox"/>
Wood and Furniture	<input type="checkbox"/>
Medical Equipment and Products	<input type="checkbox"/>
All of the Above	<input type="checkbox"/>

## What are the countries of the company you are looking for?

European Union Member States	
Austria	<input type="checkbox"/>
Belgium	<input type="checkbox"/>
Bulgaria	<input type="checkbox"/>
Cyprus	<input type="checkbox"/>
Czech Republic	<input type="checkbox"/>
Denmark	<input type="checkbox"/>
Estonia	<input type="checkbox"/>
Finland	<input type="checkbox"/>
France	<input type="checkbox"/>
Germany	<input type="checkbox"/>
Greece	<input type="checkbox"/>
Hungary	<input type="checkbox"/>
Ireland	<input type="checkbox"/>
Italy	<input type="checkbox"/>
Latvia	<input type="checkbox"/>
Lithuania	<input type="checkbox"/>
Luxembourg	<input type="checkbox"/>
Malta	<input type="checkbox"/>
Netherlands	<input type="checkbox"/>
Poland	<input type="checkbox"/>
Portugal	<input type="checkbox"/>
Romania	<input type="checkbox"/>
Slovakia	<input type="checkbox"/>
Slovenia	<input type="checkbox"/>
Spain	<input type="checkbox"/>
Sweden	<input type="checkbox"/>
All Member States	<input type="checkbox"/>
Other European Countries	
Bosnia and Herzegovina	<input type="checkbox"/>
Croatia	<input type="checkbox"/>
FYR Macedonia	<input type="checkbox"/>
Iceland	<input type="checkbox"/>
Israel	<input type="checkbox"/>
Norway	<input type="checkbox"/>
Russia	<input type="checkbox"/>
Serbia	<input type="checkbox"/>
Switzerland	<input type="checkbox"/>
Turkey	<input type="checkbox"/>

## Co-operation Profile Form

Through the Enterprise Europe Network (EEN) you can submit your company's profile onto the Europe-wide Business Cooperation Database. The service is completely free of charge and is a great way of finding distributors, agents, joint venture partners, reciprocal production partners, subcontracting or outsourcing opportunities and many more.

All you need to do is fill in this quick and simple form so that we can submit your company's profile onto the database. You can return the form either by email to [Europe@londonchamber.co.uk](mailto:Europe@londonchamber.co.uk), by fax to 020 7203 1812, or by post to Enterprise Europe Network, 33 Queen Street, London, EC4R 1AP.

### What sort of cooperation are you looking for?

### Your company's details

Company Name:	Telephone:			
Contact Person:	Email:			
Position in the Company:	Year Established:			
Company Address:				
Turnover (in € million):	<input type="checkbox"/> <2	<input type="checkbox"/> 2 to 10	<input type="checkbox"/> 10 to 50	<input type="checkbox"/> >50
Number of Employees:	<input type="checkbox"/> 1-9	<input type="checkbox"/> 10-49	<input type="checkbox"/> 50-249	<input type="checkbox"/> >250
Contact Language(s):				

### What industry do you operate within?

### What are your company's main products or activities that will be of relevance to your cooperation that you seek?

**Does your company have any Certification/Quality standards?**  
 None  Ecoaudit  ISO9000  Other (please specify)

**Is your company already engaged in trans-national cooperation?**

Yes       No

**If yes, then how much does trans-national cooperation represent as a percentage of your turnover?**

<9%       10-49%       >50%

**What sort of cooperation do you offer and require?**

	Offered	Required
Trade Intermediary Services (agents, distributors, representatives)	<input type="checkbox"/>	<input type="checkbox"/>
Franchise	<input type="checkbox"/>	<input type="checkbox"/>
Transport/Logistics	<input type="checkbox"/>	<input type="checkbox"/>
Joint Venture	<input type="checkbox"/>	<input type="checkbox"/>
Merger/Exchange of Shares	<input type="checkbox"/>	<input type="checkbox"/>
Sale/Acquisition of a complete company or part of it	<input type="checkbox"/>	<input type="checkbox"/>
Reciprocal Production	<input type="checkbox"/>	<input type="checkbox"/>
Subcontracting/Outsourcing activities	<input type="checkbox"/>	<input type="checkbox"/>

**What are your target countries?**

**What is the main advantage your company could offer a potential partner?**

**What input would you expect from a potential partner?**

# AGREEMENT FOR THE PROVISION OF COMMERCIAL INFORMATION SERVICES

For the attention of Owen Hunt (Fax: 020 7203 1929)

This agreement is made between the London Chamber of Commerce herein referred to as LCCI and the customer referred to as the CLIENT, whose details are listed below, and subject to the terms and conditions listed below.

Please write or type in **BLOCK CAPITALS**

**THE CLIENT (normally the Company name):**.....

**ADDRESS:** .....

**POSTCODE:** .....

**TEL:** ..... **FAX:**.....

In consideration of LCCI providing commercial information services as specified in the attached documentation, I/we have read and agree to be bound by the terms and conditions below.

**NAME (please print):**.....

**JOB TITLE:**.....

**SIGNATURE:**..... **DATE:**.....

## TERMS AND CONDITIONS

**RESPONSIBILITY:** By applying for this service the CLIENT agrees and understands that information intended to meet the specified needs of the CLIENT is obtained by LCCI from outside sources. For this reason and in order to keep liability and other costs low, LCCI does not accept responsibility for any loss, damage or legal action, howsoever caused, arising from any omission, excess information, inaccuracy or delay in information supplied through the Commercial Information Service to the CLIENT or the CLIENT'S agent.

**INFORMATION REQUESTS:** The CLIENT is obliged to give precise information as to what is required from the service.

**COMPLAINTS:** LCCI will only consider complaints if they are received in writing within 30 days of receipt of the original information by the CLIENT.

**TERMINATION:** These terms and conditions shall apply to this request for information unless or until written amended terms and conditions are agreed, or written notice of cancellation is received. Should the CLIENT or the CLIENT'S authorised agent or representative wish to terminate the project prior to completion, then the CLIENT shall be liable for all out of pocket expenses incurred by LCCI in respect of the project up to the time of termination. LCCI reserves the right to withdraw from the agreement at any time at its discretion, should it have reason to believe that any of the data supplied is intended for illegal purposes or for uses incompatible with the interests of LCCI members.

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33 QUEEN STREET LONDON EC4R 1AP 020 7248 4444 (INTL +44 20 7248 4444) TELEX 888941 LCCIG FAX 020 7489 0391  
A COMPANY LIMITED BY GUARANTEE, REGISTERED IN ENGLAND No. 15993 REGISTERED OFFICE: 33 QUEEN STREET  
LONDON EC4R 1AP