



EUPIC-EEN North China

Newsletter Issue 4

1. Business Offer:

A Chinese shipyard is looking for sales agent

Summary:

This is a shipyard located in a coastal city in China. It has more than 20 years experience in shipbuilding sector. It is a leading fiberglass yacht maker in this district. The major products of this shipyard are fishing boat, speedboat, patrol boat and leisure boat. All these boats are made by fiberglass. The size of boats are from 20 feet to 40 feet to meet different customer's requirements.

Company Profile:

From the design to manufacturing, from sales to after sale service, this company have a package of business procedure. They have their own moulds and supply chain of engines which will effectively control the production cost. They have their own R/D and sales team, have their patent design of different yachts. They have international business experience, already export their products to Germany, France, Korea, Spain, Australia, New Zealand etc. Compared with other shipyards, they have advantages on cost control, personalized yacht design and categorized product line.

They want to find European partner as sales agent in Europe, they can sign cooperation or franchise agreement with partner to appoint it as exclusive agent in specific country, also can design and build different yachts based on the requirements of partners.

Type and Sized: 40 staff, 1.5 million euro annually.

Year Established: This Chinese company was established in 1996.

2. Business Offer:

A Chinese company is looking for agent to sell steel plastic composite pipe

Summary:

The main product is steel plastic composite pipe, mainly used in coal mine, electricity, fire protection, municipal engineering and national infrastructure projects. The main workshop covers an area of 30,000 square meters, and has designed and produced all kinds of steel plastic composite pipe over 80,000 tons. The company is a comprehensive high-tech enterprise integrating the research,

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development, production and sales of steel plastic composite pipes.

Company Profile:

The company, regarding technology as the first, has the independent product development and design capabilities. The products are designed and manufactured in accordance with the international first-class standards, and the water supply pipe series are in accordance with Japan JWWAK132 and JWWAK133 Standards as well as China CJ/T120 Standards; the coating materials are in accordance with America ANSI/AWWAC210 Standards; the fire hose testing is in accordance with America UL213 Standards and China National GB/T5135.20 Standards; AQL testing is in accordance with America ANSI/AWWAC213 Standards. The product series include steel plastic composite pipes of the caliber of 20mm to 1200mm, and are granted the proprietary intellectual property rights and multiple domestic patented technologies.

Type and Sized: 100 staff, 15 million euro annually

Year Established: 2011

3. Business Offer:

A Chinese company is looking for importers or distributors for white carbon black.

Summary:

They mainly distribute the plasticizer, emulsifier, fire retardant agent, bonding agent and defoamer of Lanxess, and white carbon black of Evonik etc. They invest to establish a factory which produces agricultural film, floor film and functional master batch.

Company Profile:

Established in 2004, the company locates in Qingdao, a beautiful seashore city. They are a professional company who engages in importing and exporting chemical material. After many years' hard work, they are designated as the authorized agent of international transnational Lanxess Deutschland GmbH and Evonik Industries AG. They mainly distribute the plasticizer, emulsifier, fire retardant agent, bonding agent and defoamer of Lanxess, and white carbon black of Evonik etc. They invest to establish a factory which produces agricultural film, floor film and functional master batch. By domestic and foreign customers' strong support and their hard work, their business develops stably and their scale expands year by year. So far, they have set offices in Tianjin, Hangzhou and Shenzhen. Their market share is increasing. Besides warehouse in Qingdao, Huangdao and Shanghai, they also have our own transporting and customs declaring company.

Type and Sized: 30

Year Established: 2004

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