

Greek SME active in trading of specialised chemicals for various industrial sectors requests products to add to its range

Summary

Profile type	Company's country	POD reference
Business request	Greece	BRGR20220927004
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	
Contact Person	Term of validity	Last update
Nikoleta Mouratidou	10/5/2022 10/5/2023	05/10/2022

General Information

Short summary

Greek importer and trader of dyestuffs, auxiliaries and other specialised chemicals for textiles, leather, paper, wood, and petroleum requests products from foreign suppliers in order to broaden its existing product range.

Full description

This Greek SME has been active in the import and sale of specialised industrial chemicals for over 20 years. Its particular expertise relates to acid and metal complex dyes, pigments, auxiliaries and chemicals for the following sectors: textiles, paper leather, wood, and petroleum. It has all the necessary know-how and experience in order to be able to provide technical expertise as well as a range of support services for textile, leather, paper, wood, petroleum, and wastewater treatments and applications. It also has adequate production facilities for the manufacture of tailor-made direct and basic dyes in liquid formulations for recycled paper and tissue paper.

Over the years, the company has built up a solid distribution network all over Greece, as well as in other EU countries, such as Bulgaria, Spain, Germany and The Netherlands.

The company is looking for new products from foreign producers and suppliers in order to import and distribute them on the Greek market. It is particularly keen to add smoke suppressors and flame retardants to its catalogue. It also offers commercial agency services.

Advantages and innovations

Ability and specific expertise in order to supply cost-effective and tailor-made products and services. Excellent technical knowledge in order to provide high-quality customer support services. Excellent knowledge of domestic and foreign markets (supply and demand). Continuous growth and expansion of activities together with the addition of new highly-qualified experts in dye synthesis and textile auxiliary fields. The company operates in 12000m2 privately-owned installations comprising of offices and laboratories, as well as warehouse facilities and a small production unit. The company is located in the industrial area of Thessaloniki very close to the international port. It applies very stringent quality control to all of its products.

Stage of development

Already on the market

IPR Status

Secret know-how

Sustainable Development goals

• **Not relevant**

Partner Sought

Expected role of the partner

The potential business partner should be able to offer a comprehensive range of specialised and well-tested chemicals, especially in the paper, textiles and leather sectors. The Greek client is particularly keen to co-operate with producers of smoke suppressor and flame retardant substances.

Type of partnership

Supplier agreement

Type and size of the partner

• **Other**

Dissemination

Technology keywords

• **03004010 - Special chemicals, intermediates**

Market keywords

• **08001017 - Industrial chemicals**

Targeted countries

Sector groups involved