

A distributor/agent in the fields of construction, industry, agriculture, and gardening tools is looking for manufacturers for a commercial agency agreement

Summary

Profile type	Company's country	POD reference
Business request	Israel	BRIL20230814005
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Commercial agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

An Israeli leading importer, marketer, and vendor experienced in the field of construction materials is looking for manufacturers of construction, industrial products, agricultural, and gardening tools and appliances. The products are intended for use in the according local enterprises. Advantages include great experience, many years in the market, fast and flexible service, exclusive distribution facilities, etc. The commercial/franchise agency and distribution services agreement are sought.

Full description

The Israeli company was founded in 1995, and is one of the leading importers, marketers, and vendors in the field of construction materials. It provides a large variety of necessary products in the field of construction, industry, agriculture, and gardening to DIY stores, other trade chains, and shopping centers. Having identified the required market needs, by recognizing the supply and demand in its diverse fields of customers, the company chooses products for import. All the imported products are inspected and undergo a rigorous process of quality control abroad and in Israel to provide the best quality response for the customers. The import department finds the products intended to give customers the maximum response at prices of maximum profitability without compromising quality.

In addition, the company markets and distributes to leading Israeli companies, some of them exclusive distributors. Among these are: Amikotube, Dolev, Carmit Mr. Fix, Dantec, Kal Kal Afula, Medgal, Harsa, A.G. Liran, Lipski, Terflex Industries, Plassim, Palad, Elgo, Plasson, Amcor, Huliot, BG. Bond, Romold Industries, Yehuda Welded Mesh, SP Gamal Sarid, and more.

The "service-oriented" company holds a huge range of products in its warehouses to provide a suitable response in real time and place for all its customers, whose amount reaches 1000.

The company's customers enjoy maximum availability both in oral response and in the daily supply of orders through a fleet of trucks that travel throughout the country and distribute merchandise to the company's customers. The company does its best to provide a solution for all customers. In most cases, it solves specific problems of product delivery to each specific customer who is "stuck" at any time during the day.

The company markets its products throughout the country, from the most northern point of Israel to the most southern - Eilat. Its sales teams are spread across Israel and regularly visit every customer.

The distribution center is located in the industrial zone near the port of Ashdod. The trucks are loaded at night and leave at dawn for national distribution lines throughout the work week. The company is attentive to its customers in the development of unique products and the achievement of missing products in the market.

The company always fruitfully cooperates with a product manufacturer to develop new products for the solutions of customers' needs and customize the offered products for Israeli market.

The company offers its customers a variety of products with accessories in the fields of: gardening and agriculture (garden tubes, pulleys, piping and accessories, irrigation guns etc.), networks and fencing, industry and foundations/institutions, bath and sanitation, installation, boilers and solar batteries, piping, building, working tools, paints, diluters and accessories, fire department, marking, packing and labeling, housewares (home service cabinet, plastic chairs, folding tables, etc.).

The company is looking for commercial, franchise agency, and distribution services agreements with the companies interested in Israeli (and not only) representative/franchisee / distributor of their products in the above fields: construction, industry, agriculture and gardening.

Advantages and innovations

The professional marketing & distributing company is attractive for partners by its following advantages:

1. Experience of more than 20 years in the market.
2. Wide variety of necessary products in the construction, industry, agriculture, and gardening fields are available around the clock.
3. All Israeli (and not only) market penetration and serving more than 1000 client firms provided by high requirements and quality assurance of supplied products.
4. Flexible response to the demand concerning unique, innovative, and short-supply products.
5. They have their own big distribution center and many trucks manage to supply production over the working week etc.
6. They act in fruitful alliance with a product manufacturer in both:
 - Development of new products to solve the customers' needs and
 - Customization of the offered products for Israeli market.

Technical specification or expertise sought

Any products in the fields of construction, industry, agriculture, and gardening, which are in correspondence with European and Israeli standards.

Stage of development

Already on the market

Sustainable Development goals

• **Not relevant**

IPR Status

Partner Sought

Expected role of the partner

- TYPE – industry, business, trade
- ACTIVITY – manufacturers (sometimes agents/representatives) of any products in the fields of construction, industry, agriculture, and gardening
- ROLE – manufacture/supply appropriate production from local markets.

Type of partnership

Supplier agreement**Commercial agreement**

Type and size of the partner

- **Big company**
- **SME 50 - 249**
- **SME 11-49**
- **SME <=10**
- **Other**

Dissemination

Technology keywords

- **03010 - Household Goods & Appliances**
- **02007001 - Adhesives**
- **07001001 - Agriculture Machinery / Technology**
- **002006003 - Construction Equipment**
- **02006001 - Materials, components and systems for construction**

Targeted countries

- **World**

Market keywords

- **08001007 - Coatings and adhesives manufactures**
- **09005 - Agriculture, Forestry, Fishing, Animal Husbandry & Related Products**
- **08003007 - Other industrial equipment and machinery**
- **08003001 - Machine tools, other metal working equipment (excl. numeric control)**
- **08001015 - Other speciality materials**

Sector groups involved