

A Ukrainian producer of glued laminated timber is looking for a distribution agreement

Summary

Profile type	Company's country	POD reference
Business Offer	Ukraine	BOUA20220531027
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Oleksandr Tkachyk	31/05/2022 31/05/2024	31/05/2022

General Information

Short summary

A company from Ukraine engaged in the production of glued timber beams, lining boards and floor board, is looking for foreign partners able to distribute and sell the company's production at the local markets. The company seeks to establish long-term and reliable contacts with distributors to distribute its products abroad.

Full description

The Ukrainian company established in 2003 offers glulam beams / glued timber beams of its own production. The standard split of glulam beams is 120 - 220 mm. Length up to 12 meters. Custom sizes may be different. Glulam beams have the same benefits as glued timber, as the manufacturing technology is the same. Glulam beams do not twist, do not crack, provide high strength, do not shrink. Glulam beams are used as bearing structures of overlappings, floorings of coatings, rafters, walls, working platforms and other wooden constructions.

Also, the SME products range includes:

- False timber. The standard sizes are as follows: 24 x 150 x 6000 mm and 24 x 150 x 3000 mm. Custom sizes may be different.
- Block house jointed 50 x 150 x 12000 mm. It is one of the types of lining, which is used as a finishing material for interior and exterior finishing, and imitates a cylindrical deck.
- Lining boards of its own production: 12-14 x 98 x 6000 mm and 12-14 x 98 x 3000 mm. Used as finishing material for interior and exterior furnish of houses, lintels, loggia, baths, mansard, etc.
- Floor board. The standard sizes are as follows: 30 x 100 x 6000 mm and 30 x 100 x 3000 mm.

The company is looking for partners in the EU countries specializing in the trade of different types of wooden

products (as well as construction companies, wholesalers) to conclude distribution services agreement. Under the framework of the distribution services agreement the potential partner will buy company's products and ensure the distribution of these products at local market. The expected result of this cooperation is launching of the company's products at the foreign market and increasing of the company profit by means of active market promotion.

Advantages and innovations

- This Ukrainian company is located close to a European border making logistics very convenient;
- The company can produce small product batches on request;
- Long-term experience in wood processing;
- Long-term experience in export to EU countries (Poland, Latvia);
- Flexibility in performing orders according to client's request.

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**

Partner Sought

Expected role of the partner

Partner sought:

The company is looking for partners for the distribution of finished products manufactured in the company - wholesale and retail companies, engaged in trade of construction materials, wood processing enterprises, furniture producers and roofing companies.

Role: The company is looking for reliable foreign partners with well- established customer channels who are able to introduce and distribute their products. The company is looking for wholesalers, distributors who have the necessary contacts with construction shops, warehouses and the like. The partner will purchase the company's products for further reselling under distribution services agreement.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **SME <=10**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **09004008 - Other manufacturing (not elsewhere classified)**

Targeted countries

- **World**

Sector groups involved

Media

Images



[1.jpg](#)

0



[5.jpg](#)

0



[2.jpg](#)

0



[4.jpg](#)

0



[3.jpg](#)

0