



## PODIT - Profili di cooperazione

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**ID 18404** -  Danimarca - Creazione 08/09/2015 - Scadenza 10/09/2016 - Offerta Commerciale

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### **Danish multifunctional garments manufacturer looking for European agents or distributors**

The Company was established in 2015 and is in the process of growing the business internationally. The company develops functional high-quality clothing designed for the active lifestyle of the modern, demanding consumer. The source of inspiration is the Scandinavian way of life and the raw and ever-changing Nordic nature. The product range comprises two areas: 1) Sport and outdoor clothing The sport and outdoor product range include socks, underwear and jackets and accessories like tube scarfs. The products are developed for active customers (ski, bush craft, hiking) who demand the best and professionals such as military forces, police units and firefighters. The products meet strong demands for quality, durability, perfect fit and freedom of movement. The products are fashionable and functional at the same time. 2) Medical Clothing The medical clothing range comprises compression socks primarily targeted Diabetics. The products represent the state of the art in foot safety and provide a healthy environment for the foot inside the shoe. The products are produced with the toughest of standards enabling the company to offer socks with a 5 year guarantee and the world's thinnest wool fabric ever used. The company uses high value fabrics like British Ventile for the jackets. In order to ensure its international expansion, the company is looking for established distributors and/or agents with main focus on outdoor activities seeking new high quality products combining old heritage with new technologies as well as agents/distributors within medical clothing/accessories.

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**ID 18259** -  Danimarca - Creazione 25/08/2015 - Scadenza 03/09/2016 - Offerta Commerciale

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### **Danish company is looking for distributors and agents for advanced software for safety data sheet authoring.**

The Danish company has developed advanced software with intelligent and automated safety data sheets (SDS) authoring which includes a classification calculator (CLP), integrated control functions, smart updating and an automated phrase library. Authoring SDS is a complicated task. This is clearly shown by the high percentage of incorrect SDSs in Europe. There is a big need for a software solution with the highest possible degree of automation, intelligence and control. The software has an integrated CLP calculator that - combined with an automated and intelligent phrase library - offers the user a unique automated SDS authoring process. Without compromising quality, user input is kept to a minimum. The offered software can improve quality, save time and simplify work with intelligent and automated SDS authoring. Due to changes

in the chemical legislation a really large number of companies will consider, evaluate and purchase new chemical management software in the next few years. The Danish company is looking for agents or distributors which are selling IT-software to the industrial market. Furthermore partners which are capable of providing consultancy services within chemistry and chemical legislation are preferred as agents/distributors. The software is developed in more than 25 different language-versions, all complying with national laws. The company offers; Training in use of the software, support for the partner and second level support in a customer hotline. The Danish company has a complete partner program describing all aspects of a potential partnership.

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**ID 17834** -  Danimarca - Creazione 07/08/2015 - Scadenza 16/08/2016 - Offerta Commerciale

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**Market-leading telematics company offering state-of-the-art tracking solutions seeks sales partners**

Since the foundation in 2004, the company has been at the forefront of innovation, bringing the newest tracking technology to the market. The company has developed a unique and fully flexible tracking system, easy for everyone to operate. The system consists of innovative GPS tracking device hardware which can be combined with an open source software adapted to the individual customer needs. The company is working within 3 main areas: personal safety (elderly, children, lone workers, etc.), fleet management (tracking of vehicles, boats, etc.) and asset tracking (protection of valuables) and is active in diverse industries and sectors such as health and safety, automotive, logistics, offshore, social care, construction, manufacturing, etc. The company is based in Denmark. Today they are active in 13 countries and is internationally recognised as provider of innovative tracking solutions. In order to continue their successful international expansion, they are looking for distribution partners or agents in Eastern and Southern Europe.

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**ID 17068** -  Danimarca - Creazione 17/04/2015 - Scadenza 21/07/2016 - Offerta Commerciale

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**Leading manufacturer of cost-effective repair kits for fluid handling is looking for partners**

The company is leading supplier of cost-effective, high-quality alternative fluid handling products such as pumps, valves, and tank equipment, and services a number of key sectors including food, beverage, and pharmaceutical processing. The company is well established with offices in Denmark, China and throughout the USA. The company manufactures high-quality repair kits, parts, and components to companies involved in the processing of sanitary fluids including breweries, beverage manufacturers and bottlers, dairies and pharmaceutical manufacturers. The company has targeted development in a number of key regions and is looking for distributors in Austria, France, Germany, Italy and Switzerland.

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**ID 16699** -  Danimarca - Creazione 07/05/2015 - Scadenza 07/07/2016 - Offerta Commerciale

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**Danish manufacturer of high quality unbreakable glassware is looking for partners in Southern Europe and Benelux**

The Danish company designs, produces and sells unbreakable drinking glassware targeting the hospitality industry including hotels, bars and night clubs. The glasses look, weigh and feel exactly like ordinary glasses, but are made of different types of specially developed plastic ensuring that the glasses never break. Thus, pieces of broken glass are not left lying around and cannot hurt anyone, or be used as a weapon.

The products can be used wherever focus is on safety, working environment and economy. The high quality of the products combined with the unique properties of their composition make them a perfect choice for hotels, nightclubs, airlines, cruise ships, spa resorts, and so on for both indoor and outdoor use (e.g. swimming pool areas, camping). The glasses are suitable for public institutions such as kindergartens, schools, nursing homes and hospitals. The company is the market leader on the Danish market and is already present on several export markets including Sweden, Norway, Germany, Lithuania and Thailand. As part of its international expansion, the company is looking to build partnerships with agents or distributors in Southern Europe and Benelux within the hospitality industry. The company is 100% Danish owned with production in both Denmark and in China.

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**ID 16585** -  Danimarca - Creazione 18/06/2015 - Scadenza 30/06/2016 - Offerta Commerciale

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**Agents sought for Danish company selling moisture measurement solutions for bioenergy plants and straw balers**

The Danish company is a world leader in the production and supply of moisture measurement in biomass and agriculture and has sold over 650 systems worldwide. The first microwave moisture meters were developed for large straw-driven thermoelectric plants 16 years ago, and have since become the preferred technology in the bio-energy sector. In 2013, a baler mounted moisture meter was launched for the agricultural sector, based on the same precise microwave technology. Product range for the bio-energy sector include: 1. Crane-mounted moisture meters - for baled biomass such as straw, which can provide measurement through 2 bales simultaneously. A set consists of 6 microwave sensors (3 transmitters and 3 receivers) and a control box to be connected to a local PC, PLC (Programmable Logic Controller) or monitor. Up to 6 sets can be installed per crane giving 18 sensor pairs/sets or 36 sensor units. Measuring range is between 6-30% relative moisture, with a measuring accuracy of +/- 1 % relative moisture and measuring time is 500 milliseconds per measuring point including data handling. The product has CE approvals: EN 55011:2009; EN 61000-6-2:2005; EN 60204-1:20062. In-line moisture meters - for use on bale conveyors and transfer wagons for continuous moisture measurement, with measurement through 1 bale at a time. A set consists of 2 microwave sensors (1 transmitter and 1 receiver) and a control box to be connected to local PC, PLC or monitor. Measuring range for the in-line moisture meter is between 6-40% relative moisture, with a measuring accuracy of +/- 1-2 % relative moisture. The product has CE approvals: EN 55011; EN 55082; EN 60204-1The product for the agricultural sector is a baler-mounted moisture meter, which works with all brands and sizes of square balers and can provide continuous moisture measurement for all types of crop, including straw, hay, energy grass, corn etc. The set consists of 2 microwave sensors (1 transmitter and 1 receiver) to be mounted on the baling chamber. The sensors are connected to a display, mounted in the tractor cabin for monitoring the instant and average moisture readings. The measurements are triggered by a proximity switch and data can be stored in the memory of the display and can be saved to the external USB unit. The baler-mounted moisture meter provides a measuring range of between 6-35 % relative moisture and an accuracy of +/- 1 % relative moisture. The product has CE approvals: EN/ISO 14982:2009; EN 55011:2009The products are supplied with all necessary cables and operate with Windows software. The company has strong coverage in many parts of the world already but is looking to move into new markets and is therefore looking for commercial agents in France, Germany, Hungary, Italy, Spain and USA. The agents should have strong networks in the agricultural and biomass sectors including resellers of harvesting machinery or

supplementary equipment for the agricultural industry or companies that can integrate the moisture meters in their equipment/ installations including manufacturers of straw handling equipment such as cranes, conveyor systems and manufacturers of dehydration equipment/plants for forage, such as dehydrated lucerne. The commercial agency would also be responsible for making contacts to organisations and companies, where moisture measurement in biomass is important. including local associations of straw and forage producers where direct sales are possible.

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**ID 16563** -  Danimarca - Creazione 19/06/2015 - Scadenza 29/06/2016 - Offerta Commerciale

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**Danish manufacturer of pharmaceutical functional skincare is looking for distributors and agents in Europe**

The company was founded in 2002 based on many years of knowledge in pharmaceutical science. The company develops and manufactures care in personal hygiene disinfection, oral care and skin care based on traditional pharmacy values and preferably with pharmaceutical raw ingredients. The company has developed a special summer emergency kit containing insect spray, anti-sun burn gel, disinfection cream, antipruritic spray, and so on. The product portfolio also includes a tattoo cream, specially developed to nourish and heal tattoos and can also be used to repair damaged skin or scars. All products are certified to ISO22716:2007 – good manufacturing practices for cosmetics. As part of its international expansion, the company is looking to build partnerships with distributors in Europe within the pharmaceutical industry with networks of pharmacies, hospitals or to retail chains in the beauty and wellness sector. Private label sales are also an option with the right partner. While the company is primarily interested in working with distributors, they may consider an agency agreement in certain circumstances.

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**ID 16526** -  Danimarca - Creazione 09/03/2015 - Scadenza 25/06/2016 - Offerta Commerciale

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**Danish manufacturer of aluminium scaffolds and ladders for the professional and semi-professional markets is looking for new distributors**

The company has a good reputation when it comes to quality, fast delivery and service and is well established with distributors in several EU countries. To continue growth the company is looking towards extending its presence through new already established distributors on the markets in UK, France, Germany, Turkey, Switzerland and Italy. The primary products are a broad range of high quality aluminium scaffolds and ladders which are continuously developed with new innovative products. The products are for the professional and semi-professional markets, thus the preferred distributor sells directly to craftsmen/industry or to larger stores. A common value for the products is strength and intelligence. This is confirmed by a 10 years guarantee on all aluminium scaffolds, produced at the factory in Denmark.

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**ID 16429** -  Danimarca - Creazione 22/06/2015 - Scadenza 22/06/2016 - Offerta Commerciale

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**Distributors wanted for anti-snoring nasal spray**

A small Danish family-owned business is the brand owner of a highly effective nasal spray which can eliminate or reduce heavy snoring. The product was developed by a major German pharmaceutical manufacturer and clinical studies from London and Copenhagen demonstrate a 75%

effectiveness. The Danish company deals with sales, marketing and regulatory matters concerning the spray and sells to a large number of countries throughout the world. As the product is an over the counter (OTC) product, it is sold both in chemists and via other outlets. The product is selected and preferred by the consumer for these reasons: - Easy and convenient to use on daily basis - Has no smell, taste or colour - Has no registered adverse side effects - Provides an undisturbed sleep for the partner - Improves the snorer's own risk of related adverse medical conditions of snoring, such as obstructed sleep apnoea (OSA)The company is looking to identify distributors in Austria, Belgium, Finland, France, Greece, Italy, Luxembourg, Netherlands, Portugal, Slovenia, Spain and Turkey with experience selling OTC products to chemist stores and to other outlets including the health and wellness sector.

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**ID 504** -  Danimarca - Creazione 29/10/2013 - Scadenza 17/06/2016 - Offerta Commerciale

**A well known, experienced and recognized Danish pump manufacturer is looking for distributors for their unique pumps, especially for their lamella pump in Europe, Asia and America.**

A well known, experienced and recognized Danish pump manufacturer is looking for distributors for their unique pumps, especially for their lamella pump in Europe, Asia and America. The company was founded in 1982 and was created as a typical service provider for the fishing industry. They have developed into a successful company producing and offering a wide range of patented, specialized and high quality products to a wide range of industries. The pumps manufactured have documented success in the fishing, pet food, poultry and yeast industries as well as slaughterhouses all over the world. There is no fish meal factory in Scandinavia not using this kind of pump and the company are among the preferred supplier of the lamella pump in fish meal factories in most of the world. All products and spare parts are manufactured by the company itself at their own production plant in Denmark. The exceptional thing with the pumps is the unique constructions. The pumps are designed to pump large and hard particles and the pump would be the obvious choice when dealing with rough materials. It is suitable for pumping fish, fresh and frozen meat, bones, fat, yeast, sludge, potatoes and much more. The rotor is suspended eccentric in the pump house. Two lamellas are placed in the rotor, thereby creating four large pump chambers. The lamellas are guided by the cam discs in the pump house. By their movement, a displacement is caused to the product. Large solid particles in the material are therefore no problem. Damage to the material is minimal since the pump is designed with few lamellas. Motive power is usually provided by a gear motor, an electric motor with gears and belt transmission or a hydraulic motor. Motors can either be mounted directly or fitted with a flexible coupling. The complete unit can be mounted on a base. The pump is available in a variety of different layouts thus enabling a perfect fit to the specific application. By default, the pump is not self-priming but is fed either by gravity or by a screw feeder. A selfpriming pump with a straight passage, designed for discharging ships quickly and efficiently is also available. The standard version is normally supplied in mild steel, but a stainless steel version with hardened wearing parts is also offered.

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**ID 16212** -  Danimarca - Creazione 05/06/2015 - Scadenza 10/06/2016 - Offerta Commerciale

**Danish condom manufacturer seeks distributors**

The Danish company, established in 2007, has produced condoms which are packaged in a way which clearly targets the younger market. Rather than trying to be discreet, the company has deliberately packaged condoms with trendy design and colours, with an appealing name and the packets include a variety of surprise erotic gifts. As a result, the products are seen as fun gift products among younger people, where use is seen as a sign of responsible sexual behaviour. The products appear to have a very unisex appeal as opposed to normal condoms. At present the products have been sold in the Danish health sector for around four years, with delivery of around 500,000 to one of the largest supermarket chains in Denmark as part of a campaign. They are also sold online, in fashion outlets, at convenience stores and the company has particular success with selling the products in connection with music festivals. The products are available both with the company name and as private label products and have been sold in smaller quantities in both Italy and Germany. As part of the company's export strategy, they are looking to identify distributors with networks to either festivals and large events, or to the more established supermarket and retail sector, including fashion outlets. They are also interested in discussing private label promotional gifts targeting young people where the products create a high visibility and awareness.

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**ID 16007** -  Danimarca - Creazione 26/04/2015 - Scadenza 28/05/2016 - Offerta Commerciale

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### **Agents wanted for platform influencing staff behaviour**

A small Danish software company has been working closely with large businesses with global sales outlets and has developed a platform to enable businesses to communicate and obtain direct feedback from staff, provide staff training online and motivate staff to better performance. The system provides flexible management of user specific content, processes and measuring of Key Performance Indicators (KPI) Users become part of a personal community and can obtain rewards for active contributions and improved performance. The platform is typically used by organisations or companies with multiple outlets including typically store chains and subsidiary offices, with particular focus on retail, finance, banking, telecom, insurance, real estate and automotive. The system is modular and combines performance management with behavioural change. Modules include typically sales promotion, e-learning, communication, archive, reward shop and activity management. An example of a customer could be an international chain of jewellery, who wish to maximise their sales during Valentine's Day. The user would in this case be a shop assistant selling the jewellery in the store. The company wishes to ensure that the assistant sells the right product at the right time and in the right quantity throughout the year. This could be handled via e-learning modules for individual products or teaching how to sell effectively, followed by a short test. The system tracks every action by each user including the result of the test and automatically creates the next step for each user according to the result. This ensures a balanced level of knowledge within the group of shop assistants and valuable feed back for the administrator. KPI such as sales figures can be imported either automatically or manually. To motivate a high level of involvement the tests are supplemented with activities such as competitions, polls, picture sharing, text blogs and signing up for events. Users can be rewarded with points for correct actions or completed texts, which can be converted to products or vouchers in the reward shop. The company has direct sales to a large number of retail outlets in Scandinavia, most of which are well know retail brands and now wishes to expand to new markets. They are looking for commercial agents in Europe and are offering a commission based sales programme, with no investment required. In some regions

or for certain larger clients, a franchise agreement may be considered.

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**ID 5274** -  Danimarca - Creazione 29/04/2014 - Scadenza 18/11/2015 - Offerta Commerciale

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**Danish company behind innovative energy saving heating panel for piglet pens is looking for distributors**

The heating lamp consists of a glass ceramic heating element with electronic stepless regulation, a temperature sensor and a LED light. The temperature is regulated through a pre-defined growth curve in correlation with the age of the piglets. The build-in control unit turns the light on and off according to the temperature in the pen. This results in reduced electricity consumption of up to 50%. The design of the heating element distributes the heat more evenly, so there are no hot spots in the piglet pen which is the case with the traditional heating lamps. Furthermore the adapted temperature is expected to result in markedly better animal welfare since the surroundings adapt to the piglets and not the other way around. Tests at a local pig producer in 10 piglet pens have resulted in an estimated weight increase between 1 - 1.5 kg after weaning from the sow (four weeks old). Before farrowing the only thing the farmer has to do is start the program. The heating lamp is insulated with special insulation so that the surface temperature on top of the piglet pen does not exceed 35 degrees celcius under normal conditions. The heating lamp can be installed in both new and already existing piglet pens.

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**ID 15574** -  Danimarca - Creazione 10/02/2015 - Scadenza 28/04/2016 - Offerta Commerciale

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**Producer of Danish butter cookies is looking for trade intermediaries**

The Danish bakery goods manufacturer produces Danish butter cookies and is currently running two product lines for the production of an "original" version and a royal" version of the cookie. The company supplies the authentic Danish butter cookies maintaining the original taste they had in 19th century Denmark. The company has a clear mission to produce and sell the original butter cookies and spread awareness of Danish cultural values among people around the world who value quality, knowledge and new experiences. The products are currently sold in many countries over the world. The company is looking for trade intermediaries, i.e. commercial agents or distributors, who can market and sell the products in their respective regions. Intermediaries must have documented access along the value chain and be able to take a minimum order of a 20 -40 foot container.

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**ID 13663** -  Danimarca - Creazione 17/11/2014 - Scadenza 10/12/2015 - Offerta Commerciale

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**A Danish company specialized in developing and implementing Business Intelligence Systems is looking for agents**

The Danish company is a software supplier and developer of Business Intelligence software. The Business Intelligence solution includes reporting, analysis, dash boarding, planning/budgeting and activity management. The solution runs on most databases, including Microsoft SQL Server, IBM DB2, Oracle and MySQL, under Windows, Linux or IBM. Plug in templates are available for many types of business and ERP systems (i.e. Microsoft Dynamics). The company is looking for partners who will represent its Business Intelligence software as agents. Today the company is represented in Denmark, Norway, Germany, Italy, and Ukraine.

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**ID 12209** -  Danimarca - Creazione 10/10/2014 - Scadenza 04/11/2015 - Offerta Commerciale

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**Looking for agents for high quality road line marking equipment**

This Danish company is a very dedicated producer of all kinds of high quality and innovative road marking equipment and is now looking for agents and service providers in Poland and Italy. New partners are expected to be in the “road business”. That is a company that maybe produces and distributes road signs or maybe sells paint for road marking. It could also be a company that repairs roads or a company that distributes other types of machinery for this industry. Most important the agent should be well established with good connections and possess a certain insight into technique as the agent is expected to be able to provide service and to repair the machines. The Danish company is a well-established and very innovative company with more than 100 years of experience. The company has been in this Industry since the 80’ and is a respected manufacturer and developer of road marking equipment already exporting to leading countries within and outside the EU. Therefore the company is used to work internationally being able to ensure great local service.

PODIT - 11/10/2015