

Portuguese company offers its production capacities in the area of industrial ventilation equipment under manufacturing agreement

Summary

Profile type

Business Offer

Company's country

Portugal

POD reference

BOPT20221021007

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• World

Contact Person

Deolinda COSTA

Term of validity

10/21/2022**10/21/2023**

Last update

21/10/2022

General Information

Short summary

A Portuguese metalworking company equipped with high definition laser, oxyfuel and plasma, press brakes arc welding, mig, tig manual and calendering, specializing in the production of equipment for the environment in carbon steel and stainless steel (industrial ventilation, equipment for etching, paint booths, pickling and made-to-measure projects) offers its services in production of filters, suction tables, aspirated welding benches, paint booths, etc. A manufacturing agreement is sought.

Full description

Portuguese company specializing in the areas of welding, compressed air and industrial ventilation equipment, oriented towards industrial automation techniques is looking for international partners.

This company started its activity in 1981 and was founded with the objective of selling producing pharmaceutical equipment.

In the course of its journey and due to market challenges, the company invested in a metal-mechanic where it started to develop and produce equipment related to the industrial area, focusing on environmental treatment but also developing its activity in all areas of metal-mechanics. Today the company has a know-how that allows it to efficiently and competitively honor the challenges that are offered by national and international customers.

The company is active in the below areas of metalworking, environment and services:

Industrial ventilation

Fumes, fats and particles
Painting / pickling / metallization booths
Screen, roll and overhead conveyors
Laser cutting service
Plasma HD and oxy-cut service
Bending, guillotine and welding service
Turning and milling service;
Calendering service up to 20mm
Submerged arc welding
Custom-made equipment

The company has already experience in working with the foreign market, having already had commercial relations with countries on the African continent (such as: Angola and Mozambique) and commercial relations with Spain. Currently it has a partnership with an Austrian multinational, where they make tailor-made equipment for around the world for about 10 years.

This company is interested in establishing partnership relationships where they can build equipment, parts of equipment or export the products in the area of industrial ventilation, such as filters, suction tables, aspirated welding benches, paint booths, metallization, pickling and / or others projects within the scope of metalworking. The company would like to establish a manufacturing agreement.

Advantages and innovations

High and long experience, which allows the company to maintain a relationship of trust with its customers. This company is distinguished by its work and positioning in the market due to the quality of the products, the knowledge and technical and specialized assistance. For this, it has a team of people totally dedicated to the production, quality and maintenance of equipment, which guarantees customer satisfaction, which is essential in this process.

They are an autonomous company with the latest equipment, equipped with a Laser with a 6x2 table with 6Kw with the capacity to cut carbon steel up to 25mm and stainless steel up to 20mm, a high definition plasma and oxyfuel with a 6x3 table, a submerged arc welding that allows to weld from reservoirs, piping, linear structures. They have calenders, weld Tig, Mig and electrode, turn and mill without relying on third parties. They also have a technical development office where they work on each project according to the client's needs.

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

• Goal 12: Responsible Consumption and Production

Partner Sought

Expected role of the partner

The company is seeking for a cooperation with companies from different sectors (metal machining industry, furniture sector and etc.) which need the services and want to cooperate under the manufacturing agreement.

The company hopes to be involved in welding projects and to receive orders of welded semifinished and finished products (components, parts and small constructions) from partners.

They would like to build equipment, parts of equipment or export their products in the area of industrial ventilation, such as filters, suction tables, aspirated welding benches, paint booths, metallization, pickling and / or others projects within the scope of metalworking.

Type of partnership

Commercial agreement

Type and size of the partner

• SME 11-49

Dissemination

Technology keywords

- **02002008 - Jointing (soldering, welding, sticking)**
- **02007010 - Metals and Alloys**

Targeted countries

- **World**

Market keywords

- **08003007 - Other industrial equipment and machinery**
- **09004008 - Other manufacturing (not elsewhere classified)**

Sector groups involved