



### Farete International Club 2023 – Buyers esteri confermati

Country	Company name	Web site	Supply Chains	Year 2022 (annual turnover)	N. employees	Countries of import	Activity	Company description	Products of interest
Morocco	ASWAK ASSALAM	<a href="https://www.aswakassalam.com/">https://www.aswakassalam.com/</a>	Agrifood	More than 20 Mio EUR	More than 50	France, Spain, Italy, Netherlands, Ireland, Switzerland, Denmark, Portugal, Turkey, China	Distributor	Operating since 1998, Aswak Assalam has now 13 super and hypermarkets in the Kingdom's main cities: Casablanca, Mohammedia, Temara, Rabat, Kenitra, Tangier, Oujda, Marrakech, Agadir and Essaouira. Its network offers a total of 49000 m2 of sales area and 70,000 references, supplying thus modern stores in all major urban centres of Morocco with a wide selection of products.	We are looking for fresh products, especially cheeses, Italian ice cream and frozen desserts.
Germany	BEST OFF GMBH   CASA NOVA	<a href="http://www.la-casanova.eu/">http://www.la-casanova.eu/</a>	Agrifood	0-1 Mio EUR	1-15	Italy	Distributor & Consultant	Since 2008, with our project 'casa nova', we have been importing and trading Italian food products, wines, olive oils, espresso coffee and much more. We focus on small producers who make very special or rare products, who cultivate old vines or olive trees and who are mindful of sustainability and eco-friendliness.	We are looking for suppliers who value high quality and sustainability. The cultivation of local varieties of grapes or rare varieties of cereals, fruit or vegetables are a plus.
South Africa	CHERISTONE LOGISTICS CC		Agrifood	0-1 Mio EUR	1-15	Uk, Italy	Distributor	Company's main focus is food, beverages and related machinery. Currently distributing in South Africa, Zimbabwe, Zambia, Malawi and soon in Tanzania.	Balsamic vinegar, coffee beans and coffee machines, wines, biscuits, food packaging machines.
Bahrain	CHTAURA	<a href="https://www.chtaura.co/">https://www.chtaura.co/</a>	Agrifood	5-20 Mio EUR	1-15	Italy, Spain, Lebanon, Turkey, Peru	Distributor	Chtaura is a leading importer, distributor and wholesaler of food and beverage. They supply to retailers, restaurants, hotels, and businesses with food products from around the world (pasta, cheese, sauces, olive oil). Some brands distributed by Chtaura: 5 stagioni, Mutti, San Benedetto, Cellini, Rummo, Gallo, Zucchi, San Carlo, Urbani, De Nigris among many others.	In general, the company is looking for new products with a good ratio between quality and price. We prefer to work with companies that have export experience because new products have to be registered in Bahrain and the process must be done with the full professional support of the supplier.
Romania	CITADELA FOOD SRL	<a href="https://citadelafood.ro/">https://citadelafood.ro/</a>	Agrifood	1-5 Mio EUR	1-15	Italy	Distributor	Food importer specialized in the HO.RE.CA sector.	Oil, pasta, cheese, cured meats.

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Lithuania	DSP BALTIC UAB	<a href="http://www.luxfoodanddrinks.lt">http://www.luxfoodanddrinks.lt</a>	Agrifood	0-1 Mio EUR	1-15	Italy	Distributor	Import and distribution company for drinks and food mainly from Italy. The company works with Nardini, Sibona, Villa de Varda, Berta, Galup, Deseo, Leone, etc. Sales channels: hotels, restaurants, bars, specialty shops, e-shops.	Food companies.
Denmark	EUROSAMA APS	<a href="http://www.eurosama.dk">http://www.eurosama.dk</a>	Agrifood	1-5 Mio EUR	1-15	Italy	Distributor	Eurosama has been present on the Danish market for the past 25 years. We specialize as importers of authentic Italian food products and focus on supplying the HO.RE.CA. segment. Our assortment includes everything from pasta, oils and balsamic vinegar to cheeses, meats, and specialties such as truffle products and delicacies. We have a dedicated distribution network covering Jutland and Funen. our main goal is to meet the needs of restaurants, hotels, cafes, and catering companies in these areas.	We are generally looking for products that are suitable for the HO.RE.CA. segment (which is our primary target audience) - products such as pasta, tomatoes, oil, conserve, flour, etc., that are competitive in price. By the end of 2023, we will have opened a new portal where we will also focus on products for specialty stores, among other things. Therefore, other products are also of interest. Furthermore, we are actively seeking a new partner who has permission to export beer and spirits, this could be a large cash and carry or similar. We are also interested to meet packaging companies. These include companies that have packaging for take away, pizza boxes, or solutions for shipping (for a webshop).
India	FINE FOOD	<a href="https://www.finefood.in/">https://www.finefood.in/</a>	Agrifood	1-5 Mio EUR	15-50	Italy	Buyer	Fine food is an importer of Italian products: olive oil, pasta, vinegar, olives, tomatoes, rice, flour, coffee, and cheese.	Interested in meeting companies that operate in the ceramic sector.
Macedonia	GEMAKS INTERNATIONAL	<a href="http://www.gemaks.com.mk">http://www.gemaks.com.mk</a>	Agrifood	0-1 Mio EUR	15-50	Italy, Croatia, Greece, Turkey	Distributor	Distributor of catering equipment and coffee, has a great expertise in supplying the HORECA channel.	Coffee roasters, food and beverage, catering equipment producers. Our company is in the process of opening a new department whose purpose and task would be to deliver drinks and food products to the Horeca sector. Our decision is to develop a completely new department by the end of this year, but within the framework of the sector we work in, and therefore the decision was made that it would be drinks and food products that would be used in the large kitchens of hotels and restaurants.
Usa	ITALIANWAY IMPORT INC.	<a href="http://www.italianway.us">http://www.italianway.us</a>	Agrifood	1-5 Mio EUR	1-15	Italy, Spain, France	Distributor	Importer and distributor of specialty foods with main operations in Miami area but with clients all across the US. Sector of interest: specialty food & beverages (no alcohol).	We are willing to meet small/medium size company with the willingness to enter/expand their business in the US and food companies that have a clear competitive advantage that can be easily applied to the US market: unique products (not too niche) or price point companies.
Brazil	VERDE BLACK ICE DO BRASIL COM IMPORTACAO EXPORTACAO EIRELLI	<a href="http://www.wineimports.com.br">http://www.wineimports.com.br</a>	Agrifood	5-20 Mio EUR	1-15	Italy, China, Portugal, Spain, US, Argentina, Chile and Uruguay	Distributor	Company specialized in wine imports : il Casello, Bodegas Elozegi, Nanjing Diamond Hope, TSW, ....	All types of beverages, foods and snacks. Also interested in equipment for restaurants, food factories and hardware for food stores.

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Singapore	WHOLESOME HARVEST	<a href="https://wholesome-harvest.com/">https://wholesome-harvest.com/</a>	Agrifood	1-5 Mio EUR	1-15	Italy, France, UK, Australia, Lithuania	Buyer	Wholesome products is a wholesaler and retailer of health food, its positioning has a good balance between natural and gourmet. We recently introduced some wine brands and products with an higher gourmet approach. We sell online on our own platform but supply also other retailers and e-commerce players. We already import from Italy and are looking for new suppliers. It has a temperature-controlled warehouse.	Organic products, coffee. Mr Chua has decided to give a significant boost to his business, which includes both sales on his own site and distribution, both off-line retail and to the main local e-commerce operators (lazada, redmart, shopee...). It already has relationships with Italian companies (for example, it is importing wine from Apulia and Walnuts), but intends to increase the Italian share in its portfolio.
Serbia	BABY FOOD FACTORY	<a href="https://babyfoodfactory.com">https://babyfoodfactory.com</a>	Agrifood, Packaging	5-20 Mio EUR	More than 50	Italy, Spain, UK, Argentina, most countries of EU	Manufacturer	The company is a babyfood manufacturer, but they also produce fruit & vegetables purees for adults. Their babyfood range includes veggie purees, fruit purees, meat purees, cereals, juices, organic portfolio of fruit & vegetables.	Electrical equipment for industrial machines, packaging machines and lines, vacuum pump and vacuum solutions.
Romania	COMPA SA	<a href="https://compa.ro/">https://compa.ro/</a>	Automotive	More than 20 Mio EUR	More than 50	Italy, Germany	Manufacturer	Manufacturer of automotive products. Main product groups: components for injection systems; windscreen wiper blades, arms and grips; central crankcases, flanges and rollers for turbochargers; gears for steering cassettes; steering column components; bows; stamped parts; forgings; cardan transmissions; mechanical-welded assemblies; components for air conditioning installations; industrial equipment, moulds and tools.	Components, machines, and consumables for automotive industry.
India	EVAGE VENTURES PVT LTD	<a href="https://evagemotors.com/">https://evagemotors.com/</a>	Automotive	1-5 Mio EUR	More than 50	Europe	Manufacturer	Evage Motor is an Indian startup that manufactures commercial vehicles. They got funded by an American private equity fund called Red Blue Capital.	Evage is looking for European suppliers for starting its local production of commercial vehicles and electric vehicles.
South Africa	JAMSCO AUTOMOTIVE ASSEMBLIES	<a href="http://jamscoauto.co.za/">http://jamscoauto.co.za/</a>	Automotive	0-1 Mio EUR	1-15	None	Manufacturer	Company operating within the automotive sector of South Africa, partnered with Sodecia SA, a Tier 1 supplier to Ford, who produces 21 welded sub-assembly components. Main activity: stampings and automotive assembled parts.	Components manufacturers, automotive industry suppliers.
Serbia	NORMA GROUP	<a href="https://www.normagroup.com">https://www.normagroup.com</a>	Automotive	More than 20 Mio EUR	More than 50	Germany, Poland, France, Hungary, Italy, Belgium, Spain	Manufacturer	NORMA Group is an international market leader in engineered and standardized joining and fluid-handling technology. Activity and production: automotive, production of fluid systems. torro clamp, rsguv clamp, normaplast, normaquick ps3, normaquick v2, normaflex fluid systems.	All potential suppliers should work in automotive business and preferred are tier2 companies.

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Serbia	WEST GROUP	<a href="http://westgroup.rs/">http://westgroup.rs/</a>	Automotive - Mobility and logistics	5-20 Mio EUR	More than 50	Italy	Distributor	West group is a group of companies operating in sales and aftersales: - West truck: sales of Iveco commercial vehicles on the territory of Serbia and Montenegro with premium after-sales service. - Piaggio commercial vehicles, both complete and chassis. - Other brands: Farid industrie, Shantui, Dulevo, Tromber. - Green force: distribution of international manufacturers of utility equipment and machines that promote environmental awareness and the preservation of our planet: Peruzzo, Cantoni, Multitel, Farid, Fassi, Multione.	Producers of equipment for automotive, waste management and logistic green force (distributor of equipment and machines for public utility).
Cameroon	ALYBABA SARL		Construction	1-5 Mio EUR	15-50	China, Dubai, Germany	Distributor	Alybaba company is specialized in the sale of agricultural materials and construction materials (building materials, electric generator, good lift, tiller, chain saw, motor pumps jackhammer, concrete) in Central Africa and would like to setup long terms collaboration with technical partners during Farete. Our objectives: - establish partners to develop our professional network - conquer new markets in Central Africa - monitor our market - develop the notoriety of our company - retain our current customers and increase our market share.	Any construction equipment or agriculture equipment manufacturing company: - equipment and material in architecture and engineering - building and construction supplies and equipment - agriculture equipment (tractor, agricultural electronic equipment).
Singapore	EQUINIX	<a href="https://www.equinox.sg/">https://www.equinox.sg/</a>	Construction - Digital	5-20 Mio EUR	More than 50	Israele, Taiwan, Uk	Buyer	Equinix (nasdaq: eqix) is an international company, that connects infrastructure and services. The Singapore office is specialized in: engineering and building data centres; optimizing supply chain & supply demand.	Equinix works all over the world, providing logistics and infrastructure especially for companies in the digital world. The Singapore team mainly deals with e-commerce and data centre customers, for whom it provides a turnkey service across the entire supply chain; at the moment they are interested also in meeting companies offering automation technologies.
Cameroon	ETS WORKS AND SERVICES		Construction - Energy	1-5 Mio EUR	15-50	Italia, China, Turkey,	Buyer	Our company's main activity is construction and equipment work, for the benefit of public or private customers. Our services extend from the design to the construction of the works, including expertise and advice to customers. Also develop skills in: - solar energy equipment and installations - animal husbandry and agriculture - agrifood - biogas.	Any company producing construction equipment or agriculture equipment manufacturing, preferably companies developing products in accordance with sustainable development.

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Cameroon	SAWKI CORPORATION		Construction	1-5 Mio EUR	15-50	Germany , China, Turkey	Distributor	The company is specialized in the construction materials in Central Africa and would like to setup long terms collaboration with technical partners in this event: electric and electronic building materials; building cladding windows; Caterpillar (wheel loader); Caterpillar (crawler bulldozer), Caterpillar (motor grader), Caterpillar (excavator), dynapac road roller, jcb backhoe loader, howo dump truck, low bed. - products: aluminum doors and windows.	Products / equipment / technologies we are looking for : - equipment on new lighting technologies and building finishing materials - equipment: cement mixer; bulldozer; tanker; slicer; vibrator; grader; tire loader; crawler loader; scraper; dragline; vacuum-excavator; milling machine; dump truck; mixer; grader; hydraulic shovel; steamroller; snow blower; dumper; backhoe loader.
South Africa	CARBON NEUTRAL ENERGY SYSTEMS	<a href="https://www.c-nes.co/">https://www.c-nes.co/</a>	Energy	0-1 Mio EUR	15-50	Italy, Uk, Germany, China	Agent	C-NES is an engineering consultancy specialising in strategic planning and integrating energy management and renewable energy technologies, especially biogas and its derivative products. We are currently developing to productize the large-scale production of biogas and biomass energy for the agricultural and mining sectors within southern Africa.	Companies specialising in gas handling, gas cleaning and upgrading, renewable and alternative energy products, biogas and biomass products, agricultural products and equipment, fuel oil and oil production.
Romania	GENERAL TURBO SA	<a href="https://www.generalturbo.ro/en/">https://www.generalturbo.ro/en/</a>	Energy - machine tools	5-20 Mio EUR	More than 50	Italy, Germany, Hungary	Manufacturer	GENERAL TURBO is the main producer of energetic equipment and supplier of complete services in Romania. Energetic equipment and components that supplies the company: - steam turbines - electromotors and generators - compressors and blowers - pumps - steam turbine components - gas turbine components - hydro turbine components.	We are looking for spare parts for PAMA machine tools.
Germany	IHV HAGEN	<a href="http://www.ihv-torboli.de">http://www.ihv-torboli.de</a>	Energy	0-1 Mio EUR	1-15	Italy	Agent	Active in the following fields: energy (taps, stop valves, renewable energy systems), automotive interior fittings (furniture, locks), medical technology (various equipment), mechanical engineering (mould construction).	Sectors: mechanics, electrotechnics companies.
Brazil	AGRICEF SOLUÇÕES TECNOLÓGICAS PARA A AGRICULTURA LTDA	<a href="http://www.agricef.com.br">http://www.agricef.com.br</a>	Agrifood machinery	1-5 Mio EUR	More than 50	Australia	Buyer	The company is specialized in manufacturing and selling walking tractors, seeders, sprayers, grain separators, rain simulators / Agricef brand. The buyer uses and is interested in hydraulics, valves, electrical components, sensors.	Robotics for agriculture to apply insecticides, herbicides in the middle of the field.

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Oman	AL KIYUMI ELECTRIC AND TRADING COMPANY	<a href="https://www.alkiyumielectric.com/">https://www.alkiyumielectric.com/</a>	Electronics and Mechtronics	5-20 Mio EUR	15-50	Uk, Germany, Italy, Korea, Spain	Distributor	Founded in 1973, they are electrical suppliers specialized in importing branded products from all over the world like cables, switchgears, control product & systems, fixtures & lights for domestic & industrial use. They distribute low voltage power & control cables (armored & unarmored), medium voltage cables, instrumentation cables for oil & gas sector, rubber flexible cables, submersible cables, brass/ss/aluminum/pvc cable glands for indoor, outdoor, flame proof, explosion proof suitable for armored & unarmored cables, cable lugs for lv & mv cables, cable cleats (different type).	The company is looking for electrical manufacturers of cables, pumps, switchgear items.
UAE	CORODEX	<a href="http://www.corodex.com">http://www.corodex.com</a>	Energy	More than 20 Mio EUR	More than 50	Italy, Germany, Japan, France, China	Distributor	Established in 1974, the company has evolved to become a group of 22 individual companies offering a diverse portfolio of products and services. We deal with different types of products in 3 main sectors: water & waste water treatment, equipment supply & trading and environmental equipment & systems.	Companies that sell equipment/components for environmental application and water treatment in general.
Spain	D.T.A. S.A	<a href="http://www.dta.es">http://www.dta.es</a>	Machine tools	5-20 Mio EUR	More than 50	World	Manufacturer	Automatic vehicles for logistic. DTA is committed to technological innovation to offer reliable and productive solutions in the assembly or production chain of any client regardless of the type of load.	Mechanical and electrical components manufacturers, metalworks.
Morocco	FACOD	<a href="http://www.facod.com">http://www.facod.com</a>	Machine tools	More than 20 Mio EUR	More than 50	US, Italy, China	Manufacturer	Facod is a company specialized in the manufacture of workstations, metal construction, machining of small and large series of parts all types of material. It operates in all sectors of activity (agriculture, electrical/electronic, automotive, industrial equipment, aeronautics, rail, etc.) by mastering cutting-edge technologies, Facod has become a national pioneer in metal construction, machine manufacturing and work related to mechanical manufacturing: machining, turning, milling and digitally controlled machining.	Numerical control machines, spare parts, raw material.
Saudi Arabia	GALAXY TECH CO.	<a href="https://galaxy-engineering.com/">https://galaxy-engineering.com/</a>	Construction and Infrastructure	5-20 Mio EUR	More than 50	Italy, Germany, US	MEP Engineering contractor	They are specialized in MEP services for big projects. they are involved in iconic projects such as the riyadh metro, the new airport extention in riyadh, projects in alula and neom. the company provides trading and servicing of various range of equipments: pumps, heat exchangers, valves, pressurization units, expansion vessels and air/dirt separators. They have been working with various italian manufacturers : flanco, caleffi, nexus, speroni, flowconme, prt, powersleeve.	They would like to meet manufacturers in order to expand their portfolio. They looking for companies offering electronic and electromechanical components. Furthermore, they would like to meet companies offering valves and actuators.

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Switzerland	IMS SWISS DISTRIBUTION SAGL	<a href="https://ims.eu/en/">https://ims.eu/en/</a>	Machine tools	1-5 Mio EUR	15-50	Italy, Europe	Buyer	Manufacturer of tool holders.	Tool holders, shafts & other in P.L.
Romania	INDUSTRIAL SEALS AND ROLLS SRL	<a href="http://www.isar.com.ro/ro">http://www.isar.com.ro/ro</a>	Machine tools	1-5 Mio EUR	1-15	Italy, Germany, Usa	Distributor	Supplier of products, equipment and industrial supplies.	Industrial technical products / consumables.
Brazil	INDÚSTRIAS MARRUCCI LTDA	<a href="http://www.marrucci.com.br">http://www.marrucci.com.br</a>	Machinery - Industrial vehicles	5-20 Mio EUR	More than 50	China, Korea, US, Italy, India	Manufacturer	Hydraulic division: hydraulic gear pumps, power take off (pto), hydraulic directional valves, telescopic cylinders for dump trucks. Foundry division: steel and iron castings, with the possibility of being machined.	Manufacturers of: seals for telescopic cylinders; drawn tubes used in hydraulic cylinders; compensation flanges used in hydraulic gear pumps; quick couplings; hydraulic adapters; hydraulic hoses; hydraulic filters for mobile applications (dump trucks).
United Arab Emirates	M.A.H.Y. KHOORY & CO. LLC.	<a href="http://mahykhoory.com">http://mahykhoory.com</a>	Machine tools	More than 20 Mio EUR	More than 50	Europe, Turkey, Uk, Korea, Japan, China	Distributor	The company is both a distributor of industrial machinery and contractor, acting as buyers of industrial products for the projects they work in. For example, they deal with pumps, generators, motors, valves, chillers, pressure vessels, water heater, water pumps, metal enclosures, ceiling fans.	We are interested mainly in motors, pumps and generators.
Germany	MIKROMAT GMBH	<a href="http://www.mikromat-wzm.de/">http://www.mikromat-wzm.de/</a>	Machine tools	5-20 Mio EUR	More than 50	China, Poland, Luxemburg, Russia, France, India	Manufacturer	Design and production of mikromat precision systems, enabling increase effectiveness and efficiency in production. Construction of machinery and systems for precision machining, such as milling and honing.	Machining specialists to replace suppliers in Asia.
Ireland	O'BRIEN WATER SERVICES LTD	<a href="https://www.obrienwaterservices.com/">https://www.obrienwaterservices.com/</a>	Energy	0-1 Mio EUR	1-15	Italy, France, Germany, Brazil, US, Turkey, China	Distributor	Water treatment and pumping solutions, operating in many sectors, including home, commercial, industrial, municipal, and agricultural. Licenced, certified, and experienced in dealing with all types of water-related concerns. Services offered include water pumps, water filtration, rainwater collection, water treatment services, well drilling, and other water treatment options.	Machinery, equipment water treatment, water filtration, well drilling tricoflex, lanxess, manolin, fitting piping filter media.
Romania	ROMSAN INTERNATIONAL COMPANY SRL	<a href="http://romsan.eu/">http://romsan.eu/</a>	Machine tools	1-5 Mio EUR	15-50	Japan, Italy, Germany	Distributor	Import and distribution of machines and consumables for the mechanical industry.	Manufacturers of consumables for the mechanical industry.
Saudi Arabia	SAUDI ARABIAN PACKAGING INDUSTRY	<a href="http://www.sapin.com.sa">http://www.sapin.com.sa</a>	Packaging	More than 20 Mio EUR	More than 50	UAE, Germany, Korea, Italy, US	Manufacturer	The company is specialized in manufacturing of metal and plastic packaging for the food, paint, industrial and aerosol industry.	The company is looking for mold maker for application paint pail, iml system for pail (17ltr or 20ltr size).

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Morocco	SERIH MAGHREB	<a href="http://www.serihmaghreb.com">http://www.serihmaghreb.com</a>	Packaging	1-5 Mio EUR	15-50	Ue Turnover 50%, Italian Turnover More 20%	Distributor	Supply of equipment and complete installations for the food processing and pharmaceutical industry. Supply of packaging and filling machines. Serih Maghreb is the undisputed leader in Morocco for the supply of equipment and complete installations of the food and pharmaceutical industry. As strategic alliances, Serih Maghreb's technical know-how derives from its partnership with large multinational firms that enable it to benefit from their power of innovation and development.	Suppliers of packaging machines and packaging machines components and spare parts.
South Africa	SOUTHTRADE (PTY) LTD	<a href="http://www.southtrade.co.za/">http://www.southtrade.co.za/</a>	Machine tools - Agrifood machinery - energy	5-20 Mio EUR	15-50	Italy	Distributor	Agricultural machinery / Piping systems, Machinery. Workshops service for all Southtrade machines as well as almost all other agricultural machinery. Apart from importing its own brands of machines, Southtrade also offers its clients the service of importing their own sourced brands machinery on an indent basis. Southtrade also exports machinery into southern Africa and beyond.	Various manufacturers : industrial / mining / agricultural / alternate energy.
Cameroon	HORIZON GRAPHIC		Machine tools, Packaging	1-5 Mio EUR	1-15	France, China, Dubai, Turkey	Distributor	Food and industrial packaging, industrial printing, production and distribution of advertising gadgets and equipment. Sale: different printing machine inks (sublimation; uv; eco solvent; roland; dtf); screen printing inks; printer ricoh and xerox.	We would like to meet companies offering packaging solutions adapted to the needs of companies in the central African sub-region. We are looking for equipment and final packaging, but also companies that are specialized in the manufacture of printing devices, computer graphics or those specialized in the sale of gadgets in order to supply us.
Serbia	INNO ZIT & INNOTRADE PP	<a href="http://www.innozit.rs">http://www.innozit.rs</a>	Agrifood machinery - Packaging	1-5 Mio EUR	15-50	Italy, Germany, Turkey, Netherlands, Denmark, Spain, Croatia, Bosnia, China, Australia	Agent	Company specialized in representation of foreign manufacturers of equipment for preparation and processing of food and beverages, devices, machines, dosing and packaging systems, bottling equipment and devices for labelling, protection, hygiene and quality control of products and packaging. The partner is the exclusive importer and distributor of renowned European manufacturers of packaging materials, small and serial manufactured packaging devices and machines in Serbia, Montenegro, Bosnia and Herzegovina, Macedonia. Innotrade manufactures barrier vacuum pouches and clipbands, u-clips and mask ties.	Producers whose activity is within the above mentioned areas looking for agents or distributors for the territory of Western Balkans or partners for investments in Serbia.



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United Arab Emirates	ITALCO	<a href="http://www.italcome.com">http://www.italcome.com</a>	Machine tools	More than 20 Mio EUR	1-15	Italy	Agent	Italco Middle East is one of the most trusted suppliers for aluminium & steel working, wood working & air compressors in the entire Middle East. He is a sole agent in GCC countries of premium Italian firms, offering high quality products that meet the requirements of their clients.	The company is looking for bending machines, copy routers, crimping, cutting off machine, end milling, CNC working centers, vertical panel saw.
Germany	ARIS DIE FAHRRADMACHER	<a href="http://www.die-fahrradmacher.de">http://www.die-fahrradmacher.de</a>	Metals	0-1 Mio EUR	1-15	China	Buyer and Manufacturer	Manufacturing and distribution company looking for suppliers in the field of metal and plastic components with a focus on the bicycle world. The company trades and manufactures 3d-printed prototypes, trade of injection-moulded plastic and metal parts or moulded and bent parts.	I am looking for european suppliers to replace the asian suppliers that I currently rely on. I am interested in companies in the field of machining and mechanical and plastic components.
Switzerland	CAMPANA SA	in construction	Metals	1-5 Mio EUR	15-50	Italy, Tunisia	Manufacturer	Campana SA was founded as a company operating in the field of blanking and metalworking. Stamping, bending and deep drawing from coil or sheet metal are the branches where the company has always operated, manufacturing products that are completely different from each other, but that all in common require experience and expertise. 3 divisions: Campana Ateka, Campana Projects, Campana home cooking (home appliances). Services: design, mold making, 3d modeling, prototyping, blanking, deep drawing, laser cutting, assemblies. Production site in Tunisia.	Campana SA is open and interested in meeting companies within the sectors of machining and tool construction/marketing. The company is also interested in meeting suppliers of sheet metal bars.
Germany	CIC – KLAUS CZERWONKA	<a href="http://www.cic-weissach.de">http://www.cic-weissach.de</a>	Metals	1-5 Mio EUR	1-15	Germany, Italy, Spain, Switzerland, Taiwan, India	Manufacturer, distributor & service agent	Supplier for pneumatic with focus on non standard components, supplier of mechanical products.	I am interested in meeting new companies in the field of mechanical machining, such as manufacturing mechanical components, turning, milling and metal forming. I'm looking for suppliers that work on behalf of third parties and offer quality production.
Germany	CPAM		Metals	1-5 Mio EUR	1-15	Italy	Agent	Trade representative agency, solution developer for production. Main fields: movement systems, handling systems, assembling systems, production systems. Main target sectors: mechanics, assembling, logistics, automotive, window manufacturing.	Products and components for movement, handling and assembling systems.
Serbia	GENERAL SOLUTIONS SLN DOO	<a href="http://www.generalsolutions.rs">http://www.generalsolutions.rs</a>	Metals	5-20 Mio EUR	More than 50	Poland, Romania, Macedonia, Turkey, Germany	Manufacturer	Activity and production: production of metal structures, metal machined parts product, application, brands: products for automotive, parts for lifting equipment, parts for agricultural machinery.	Suppliers of raw materials, manufacturers of metal processing machines, manufacturers of welding equipment and consumables.

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South Africa	GM BOILERS AND STEAM CONSULTING ENGINEERING	<a href="https://www.gmboiler.co.za/">https://www.gmboiler.co.za/</a>	Metals	0-1 Mio EUR	1-15	Germany, Italy, Spain, China, Uk	Distributor and Manufacturer	GM Boiler and Steam boasts a pool of machinery, vehicles and equipment to handle any size tasks. The primary focus of the business is the supply of boilers, valves, pumps, tanks, steam audits.	Energy management software, valve maintenance software, valves, boilers, pumps, steam as a service, remote plant monitoring and control.
Romania	INDUSTRIAL EXIM GROUP SRL	<a href="https://www.industrialexim.ro/">https://www.industrialexim.ro/</a>	Machine tools	1-5 Mio EUR	1-15	Italy, Germany, England	Distributor	SC INDUSTRIAL EXIM GROUP SRL is a private company established in 2003. Its field of activity is the supply of products for mechanical processing (industrial consumables and tools). At the same time, the company offerd consulting services and specialized technical assistance.	Products used in the industrial production process: cutting tools, metrology, protective equipment, etc.
Morocco	MTT INDUSTRIAL SERVICES		Metals - Machinery	1-5 Mio EUR	1-15	France, Spain, Germany	Distributor	Our business focuses on the supply of mechanical transmission products and hydraulic and pneumatic components for industry and mining, as well as engine parts and wear parts.	Power transmission (coupling, reducer motor...) hydraulic, pneumatic pumps...
Serbia	PROPULZIJA DOO	<a href="http://www.propulzija.com">http://www.propulzija.com</a>	Metals - energy	1-5 Mio EUR	More than 50	Italy, Uk, Germany	Buyer	Design, engineering and manufacturing of other metal products. The company Propulzija is known as a market leader in the field of design, development and production of pos materials used for displaying consumer goods in stores throughout Europe. Our work is based on end-to-end product development. The second company's division is solar carports - production and installation of photovoltaic solar systems psc in the open parking area in front of the office buildings, as well as on the properties of individuals.	In the first place, we are looking for partners who sell solar panels, cnc machines and other equipment for metal production.
Brazil	RMG PEÇAS E SOLUÇÕES INDUSTRIAIS	<a href="http://www.rmgpecas.com.br">http://www.rmgpecas.com.br</a>	Metals - Electronics and mechatronics	0-1 Mio EUR	1-15	Portugal	Distributor	Distributor of industrial parts for production, consumption, civil construction, energy, food and railways.	Products related to the pulp and paper manufacturing industry.
Cameroon	T&T ENTREPRISES SARL		Metals	1-5 Mio EUR	15-50	France, Italy, Canada	Distributor	Our company offers services in Oilfield Consulting. We have an industrial wood carpentry unit. We distribute woodworking products and accessories from major brands such as Emfi, Richelieu and many others.	We are seeing big and we want to expand. We believe the only way to do so is by joining with partners all over the world and as we have in our country resources that can be useful to western countries which in turn have experience and knowledge to transform and commercialize these resources. we believe if we can meet and join the right partner, our growth will come towards a win-win partnership.

Country	Company name	Web site	Supply Chains	Year 2022 (annual turnover)	N. employees	Countries of import	Activity	Company description	Products of interest
Germany	W-FERTIGUNGSTECHNIK GMBH	<a href="http://www.wfertigung.de/">http://www.wfertigung.de/</a>	Metals	1-5 Mio EUR	1-15	Italy	Manufacturer	Production of milled and turned parts mechanical processing.	We would like to meet potential Italian suppliers and partners, especially in the mechanical engineering and rubber industries, who would support us with processes that we cannot handle in-house, due to the processing type or the production capacity.
India	ZETWERK MANUFACTURING	<a href="https://www.zetwerk.com/">https://www.zetwerk.com/</a>	Metals	More than 20 Mio EUR	More than 50		Manufacturer	Headquartered in Bangalore, Zetwerk is a manufacturing company in different sectors: automotive, aerospace & defense, EVs, medical devices, cement, steel, power, and railways and others. It has its own plants as well as partner plants in India and in foreign countries. Zetwerk works with local and international suppliers by buying finished components and parts, and sells the same to the final customers acting as one point of contact with them.	Manufacturers of finished components and parts for machine tools, aerospace and defense, power plants.
Morocco	INDUSAIR	<a href="https://indusair-packaging.com/">https://indusair-packaging.com/</a>	Packaging	5-20 Mio EUR	15-50	Germany, Spain, Turkey, China, Italy	Distributor	Indusair is specialized in the import, sale, installation, and maintenance of packaging machines. The company offers its customers innovative solutions, highly qualified technical team and premium European technology.	Indusair also has a compressed air division specialized in the sale, rental and maintenance of compressors and compressed air installations.
Spain	INNOVAPACK	<a href="http://www.innovapack.net">http://www.innovapack.net</a>	Packaging	0-1 Mio EUR	More than 50	France, Italy, Germany	Manufacturer	Manufacturer of corrugated paper and cardboard, of paper and cardboard containers and packaging. Sectors: food and beverages, pharmaceuticals, textiles, cosmetics, industry, joiguines, etc. They work using the best printing techniques, encunyat and engomat to provide a personalized and tailored product.	Packaging machines components
Romania	MACH FOREIGN TRADE DISTRIBUTION SRL	<a href="https://www.mach.ro/">https://www.mach.ro/</a>	Packaging	5-20 Mio EUR	15-50	Italy	Distributor	Company specialized in technical industrial solutions. Is one of the first companies to provide Romanian market with next generation of industrial equipment for marking and printing on any type of support material. The main areas in which the company has expertise are: packaging processing, bottling labelling, marking, printing, encoding, screen printing and pad printing quality control, metal detection, flow weighing systems, palletizing, robot applications, inter-operational transport, manipulation logistics design, execution, project management, systems integration of complete lines.	Equipment and systems for packaging.

Country	Company name	Web site	Supply Chains	Year 2022 (annual turnover)	N. employees	Countries of import	Activity	Company description	Products of interest
Morocco	PYRAMID GRAPHICS - PYRAMID GROUP	<a href="http://www.labelexpress.ma">http://www.labelexpress.ma</a>	Packaging	5-20 Mio EUR	More than 50	Spain, France, Sweden, Austria, Turkey, Italy	Distributor	Graphic design, printing roll labels, offset and digital printing, packaging personalized.	Luxury packaging, printing and cutting machines, cardboard box, polishing and finishing machines, offset and digital printing.
Bosnia And Herzegovina	BL-PLASTIC D.O.O.		Plastics	1-5 Mio EUR	15-50	Croatia, Serbia	Manufacturer	We produce PET preforms and bottles from 0,25l to 6l. Our market on the beginning of our business was just producing pet bottles for dairy industry, and then, by time, we did expand our market and now we are producing bottles, except dairy industry, for water, juices, chemical (soap, shampoo...) in our production we have 2 brand new injection machines and also 3 new blowing machines. That means that we are producing preforms, which we blow to make bottles.	We want to meet companies who are already in PET production, in production that are related with machines, moulding machines, injection machines, production of plastic in any ways.
Germany	WETEC GMBH	<a href="http://www.mywetec.de">http://www.mywetec.de</a>	Plastics	1-5 Mio EUR	15-50	China, Slovenia	Manufacturer	We are a tool shop for injection moulding. We make 1k moulds with several mechanical elements inside. Parts sizes are small to medium. Production of plastic parts on 17 injection moulding machines with clamping forces between 25t and 320t.	As we manufacture moulds for plastic injection moulding and plastic parts, our most purchased product is plastic granulate. In addition to this we currently purchase printed circuit boards (pcb) and magnets in China but would like to replace Asian suppliers with European ones. Moreover, in the tooling department we sometimes rely on external suppliers to manufacture moulds; this happens when production is at full capacity or when it involves machining that we are not able to do in-house.

Per incontrare gli operatori esteri, si prega di inviare la richiesta tramite il seguente form:

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