

Japanese manufacturer of protective industrial gloves seeks distribution agreement in the EU

- **SCHEDA**
- **APPROFONDIMENTI**

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RICHIEDI MAGGIORI INFORMAZIONI

A Japanese company with many years of experience in the manufacture of personal protective equipment wants to introduce their industrial gloves to the EU market. The company produces natural rubber, chloroprene, and nitrile gloves. They want to engage in long-term collaborations with potential EU partners under a distribution services agreement.

This Japanese company founded in 1942 is looking for partners in the EU willing to distribute their gloves. The company produces a variety of wearable protective equipment. Outside of their domestic market, the company has distributors in a number of foreign markets. Including in the EU but for product lines other than their protective gloves. The company has exported products in the personal protective equipment market for more than 30 years and also regularly exhibits at a trade show focused on personal protective equipment in the EU. The gloves offered by the company can be summarized as follows: - The gloves have CE marking and the declaration of conformity with main international standards - Test reports are available – a conformity assessment in accordance with standards issued by a notified body - The gloves comply with EN standards - The gloves meet the European regulation guidelines The company produces natural rubber gloves, anti-vibration chloroprene gloves, and anti-freeze oil-resistant nitrile gloves. They are commonly used in industrial markets such as the automotive, logistical, mining, oil, gas, and construction markets. However, production development for other markets is possible where there is demand. They want to engage in a distribution services agreement with potential partners. Once a potential partnership proceeds smoothly, it might be possible to produce an original and localized design in collaboration with the EU partner. Furthermore, the Japanese company can also provide sales training to the EU partner and dispatch staff to accompany the EU company in their sales and at exhibitions.

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