

CROSSBOARDER COOPERATION

Slovenia - Austria

COOPERATION PROFILE

The search for suitable cooperation partners in Slovenia / Austria can be offered free of charge as part of the EU project EXPEDIRE that is financed from ERDF funds. Please complete this cooperation profile and send your completed profile and inquiries to: een@mra.si, Mr. Vladimir Rudl (Maribor Development Agency).

COMPANY DATA:

Company name:	Aja-Lina d.o.o
Homepage:	www.aja-lina.si

Number of employees:	<input type="radio"/> 0-9 <input type="radio"/> 10-49 <input type="radio"/> 50-249 <input type="radio"/> > 250
Turnover:	<input type="radio"/> ≤ 2 Mio EUR <input type="radio"/> ≤ 10 Mio EUR <input type="radio"/> ≤ 50 Mio EUR <input type="radio"/> > 50 Mio EUR
Branch/NACE Codes (attached document):	Manufacturing, Conceptualisation
Products/Services:	Didactic materials, toys and foam
Customer structure:	<input type="radio"/> private consumers <input type="radio"/> business customers branch: <input type="radio"/> other:
Communication language(s):	<input type="radio"/> German <input type="radio"/> Slovenian <input type="radio"/> English

EXPORT DATA:

Export experience:	<input checked="" type="radio"/> yes <input type="radio"/> no
Export share in %:	76%
Export countries:	Germany, Croatia

COOPERATION DATA:

Your Company: Please describe your products/services and USP:

PRODUCTS, SERVICES & KNOW-HOW

Give information about your company and the products/services you offer

The company has many years of experience in the production of didactic materials, toys and foam. The emphasis is on quality materials and the quality of finished products. All products meet the CE standard criteria. The company also deals with the marketing of system games - manufactured in other countries.

ADVANTAGES & INNOVATIONS

What is it that makes your product/service special and stand out from other similar products?

Products of the company Aja-Lina d.o.o. are of high quality, due to the precise manufacturing process and high quality input materials which are being purchased. The company has its own development department and it can therefore be very flexible to the customer needs as it can develop and produce products that fully meet their desires - both in terms of conceptual design, as well as in terms of size. Product prices are competitive. Geographic location is also important for the Austrian market, as this significantly reduces transport costs.

Required Partner: Please describe the type of cooperation and the company you are looking for and with which you would like to cooperate:

○ TYPE OF COOPERATION

- Commercial Agency Agreement
- Distribution Service Agreement
- Financial Agreement
- Franchise Agency Agreement
- Joint Venture Agreement
- Manufacturing Agreement
- Service Agreement
- Subcontracting
- Other: _____

○ DESCRIPTION OF THE REQUIRED PARTNER

What kind of partner should be involved in the cooperation (field of activity, resources, capabilities)? Please describe every selected type of cooperation in detail.

We would like to cooperate with a business partner who produces complementary products, so that we can supplement his production or sales program with our products. Engineering companies and architectural bureaus are also suitable whose work area is the equipment of schools, kindergardens, gymnasiums and playgrounds in department stores and various other institutions.

○ ROLE OF THE REQUIRED PARTNER

What will be the role of the partner you are looking for / what do you expect from him?

We expect from the business partner to cover the Austrian market as wide as possible and we wish for a long-term and correct business cooperation. The joint development of individual products and projects of equipping gaming corners would also be a possibility.

NACE CODES Short List

A - Agriculture, forestry and fishing

- A1 - Crop and animal production, hunting and related service activities
- A2 - Forestry and logging
- A3 - Fishing and aquaculture

B - Mining and quarrying

- B5 - Mining of coal and lignite
- B6 - Extraction of crude petroleum and natural gas
- B7 - Mining of metal ores
- B8 - Other mining and quarrying
- B9 - Mining support service activities

C - Manufacturing

- C10 - Manufacture of food products
- C11 - Manufacture of beverages
- C12 - Manufacture of tobacco products
- C13 - Manufacture of textiles
- C14 - Manufacture of wearing apparel
- C15 - Manufacture of leather and related products
- C16 - Manufacture of wood and of products of wood and cork, except furniture; manufacture of articles of straw and plaiting materials
- C17 - Manufacture of paper and paper products
- C18 - Printing and reproduction of recorded media
- C19 - Manufacture of coke and refined petroleum products
- C20 - Manufacture of chemicals and chemical products
- C21 - Manufacture of basic pharmaceutical products and pharmaceutical preparations
- C22 - Manufacture of rubber and plastic products
- C23 - Manufacture of other non-metallic mineral products
- C24 - Manufacture of basic metals
- C25 - Manufacture of fabricated metal products, except machinery and equipment
- C26 - Manufacture of computer, electronic and optical products
- C27 - Manufacture of electrical equipment
- C28 - Manufacture of machinery and equipment n.e.c.
- C29 - Manufacture of motor vehicles, trailers and semi-trailers
- C30 - Manufacture of other transport equipment
- C31 - Manufacture of furniture
- C32 - Other manufacturing
- C33 - Repair and installation of machinery and equipment

D - Electricity, gas, steam and air conditioning supply

- D35 - Electricity, gas, steam and air conditioning supply

E - Water supply; sewerage; waste management and remediation activities

- E36 - Water collection, treatment and supply
- E37 - Sewerage
- E38 - Waste collection, treatment and disposal activities; materials recovery
- E39 - Remediation activities and other waste management services

F - Construction

- F41 - Construction of buildings
- F42 - Civil engineering
- F43 - Specialised construction activities

G - Wholesale and retail trade; repair of motor vehicles and motorcycles

- G45 - Wholesale and retail trade and repair of motor vehicles and motorcycles
- G46 - Wholesale trade, except of motor vehicles and motorcycles
- G46.1 - Wholesale on a fee or contract basis
- G46.2 - Wholesale of agricultural raw materials and live animals
- G46.3 - Wholesale of food, beverages and tobacco
- G46.4 - Wholesale of household goods
- G46.5 - Wholesale of information and communication equipment
- G46.6 - Wholesale of other machinery, equipment and supplies
- G46.7 - Other specialised wholesale
- G47 - Retail trade, except of motor vehicles and motorcycles
- G47.1 - Retail sale in non-specialised stores
- G47.2 - Retail sale of food, beverages and tobacco in specialised stores
- G47.3 - Retail sale of automotive fuel in specialised stores
- G47.4 - Retail sale of information and communication equipment in specialised stores
- G47.5 - Retail sale of other household equipment in specialised stores
- G47.6 - Retail sale of cultural and recreation goods in specialised stores
- G47.7 - Retail sale of other goods in specialised stores
- G47.8 - Retail sale via stalls and markets
- G47.9 - Retail trade not in stores, stalls or markets

H - Transporting and storage

- H49 - Land transport and transport via pipelines
- H50 - Water transport
- H51 - Air transport
- H52 - Warehousing and support activities for transportation

H53 - Postal and courier activities
 I55 - Accommodation
 I56 - Food and beverage service activities

I - Accommodation and food service activities
 I55 - Accommodation
 I56 - Food and beverage service activities

J - Information and communication
 J58 - Publishing activities
 J59 - Motion picture, video and television programme production, sound recording and music publishing activities
 J60 - Programming and broadcasting activities
 J61 - Telecommunications
 J62 - Computer programming, consultancy and related activities
 J63 - Information service activities

K - Financial and insurance activities
 K64 - Financial service activities, except insurance and pension funding
 K65 - Insurance, reinsurance and pension funding, except compulsory social security
 K66 - Activities auxiliary to financial services and insurance activities

L - Real estate activities
 L68 - Real estate activities

M - Professional, scientific and technical activities
 M69 - Legal and accounting activities
 M70 - Activities of head offices; management consultancy activities
 M71 - Architectural and engineering activities; technical testing and analysis
 M72 - Scientific research and development
 M73 - Advertising and market research
 M74 - Other professional, scientific and technical activities
 M75 - Veterinary activities

N - Administrative and support service activities
 N77 - Rental and leasing activities
 N78 - Employment activities
 N79 - Travel agency, tour operator and other reservation service and related activities
 N80 - Security and investigation activities
 N81 - Services to buildings and landscape activities
 N82 - Office administrative, office support and other business support activities

O - Public administration and defence; compulsory social security

P - Education

Q - Human health and social work activities
 Q86 - Human health activities
 Q87 - Residential care activities
 Q88 - Social work activities without accommodation

R - Arts, entertainment and recreation
 R90 - Creative, arts and entertainment activities
 R91 - Libraries, archives, museums and other cultural activities
 R92 - Gambling and betting activities
 R93 - Sports activities and amusement and recreation activities

S - Other services activities
 S94 - Activities of membership organisations
 S95 - Repair of computers and personal and household goods
 S96 - Other personal service activities

T - Activities of households as employers; undifferentiated goods - and services - producing activities of households for own use
 T97 - Activities of households as employers of domestic personnel
 T98 - Undifferentiated goods- and services-producing activities of private households for own use

U - Activities of extraterritorial organisations and bodies