

Internationale Partnersuche

Business & Märkte Angebot

A Turkish manufacturer of tempered glass seeks distribution services agreement

Country of Origin: Turkey

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Summary

Turkish tempered glass manufacturing company seeks distribution services agreements to find business partners in European markets. Company is specialized in tempered glass manufacturing for the white goods, furniture, commercial and architectural industries.

Description

The company based in Turkey with two production facilities in Istanbul and Tekirdag is looking for distribution services agreements.

The company is established in 1958 as a construction materials wholesaler. In 1994 the company has begun production of double glazing units. As the company gained experience in producing double glazing units they decided to establish tempered glass production facility. First facility was established in Edirne in 2008 and second one was established in Tekirdag at Industrial Zone in 2013. As of today the company has 6.000 square meter production area with 700.000 square meter annual tempering capacity equipped with latest technology machinery. The company is exporting its products to UK, Austria, Holland, Macedonia and Slovenia.

Company's quality certifications are given below:

- ISO 9001
- ISO 14001
- ISO 18001
- Temper EN 12150
- Processing certificate of Guardian Sunguard 70/41-70/37-62/34-60/40-51/28-40/23-29/18 full and semi tempered glasses.

The companies product portfolio are as follows:

- Glass partition walls and doors
- Commercial Refrigerator glasses
- Shower enclosure glasses
- Glass partition walls and doors
- Heat and solar control glasses
- Balustrade glasses
- Furniture glasses

The production processes consists of:

- Edging Process: Edging process is performed to rasp glass' sharp edges. High speed production lines produce flat edged (T edge) glass with mat or polished finish to accommodate products for tempering or next process.
- Hole Drilling: Hole drilling process is performed with standard countersink or deep countersink according to customers installation requirements.
- Tempering Process: Heating and cooling stages in order to give permanent compressive stress on outer surfaces of glass on horizontal line and an indirect tensile stress to the middle of glass.
- CNC Processing: CNC processing is performed to process glass' edge or surface according to projects requirements.
- Water Recycle System: The plant recycles water which is used at glass processing via filtering system. As water is filtered, glass powder is removed and discharged to big-bags.
- Production Planning: The company instantly gathers data from production processes via using specially prepared software which increases productivity, decreases complexity and helps out reaching data of production very fastly.

To increase their international network and sales the company is planning to expand and deepen its market to EU countries. In this objective, they seek distribution agreements with partners experienced in the glass market preferaby with its own client database. Technical training will be provided to the reseller if it is requested.











Advantages and Innovations

The company has the standard certifications for tempering safety EN 1279-2 (European regulation)

- Industry 4.0 is being used during the manufacturing
- Manufacturing environmentally friendly products at the right time with the best quality
- Most of the processing machines are European made
- Using environmental friendly machines and processing technology

Expertise sought

The partner should have technical knowledge on glass products applications

Stage Of Development

Already on the market

Requested partner

The company is seeking distributors who have clients from shower cabin manufacturing, industrial refrigerator manufacturing, furniture production and door manufacturing sectors.

Their role:

The future distributors will have to represent the Turkish company abroad, to commercialize and distribute their glass products in different countries