

## Profile View

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### Details

**Title:** Dutch office and project furniture wholesale company is looking for a European manufacturer of desk tops and office furniture

**POD Reference:** BRNL20211202001

**Summary:** Dutch office and project furniture wholesale company offers manufacturing agreements to potential partners that can produce table tops (office desks and dinner tables). Distribution services or commercial agency agreements are also offered to European companies that want to enter the Benelux with their furniture collection.

**Description:**

This Dutch company is a small fast growing wholesaler in office and project furniture. They operate closely with various architects, developers and have a growing list of dealers throughout the Benelux and in parts of Germany.

Their portfolio consists of the following furnitures:

- Design office desks
- Office chairs
- Design worktables
- Dining tables
- Design chairs

They have also entered the market of the home furnishing stores in which they are gaining new dealerships.

The company wants to expand its range of products. They seek for a European manufacturer who can produce table tops (for office desks and dinner tables) in large quantities and can also produce smaller numbers on special order, such as table tops with a dimension of 1100 x 3000 mm. Companies that are able to manufacture small cabinets are also of interest.

The Dutch company is also looking for European partners with their own collection of furniture (office chairs, tables or cabinets). Interesting furniture can be included in the range of products offered by the Dutch company.

The company offers:

- A manufacturing agreement to potential partners that can manufacture the above requested products .
- A distribution services agreement or a commercial agency agreement to European companies that want to enter the Benelux with their furniture collection.

**Technical  
Specification or  
Expertise Sought:**

Potential partners can manufacture;

- Desk tops in melamine, HPL or Fenix 25mm thickness (chipboard) in various measurements.
- Larger table tops with HPL or Fenix laminate (38mm-thickend or massive MDF/chipboard).

The Dutch companies is also looking for:

- Massive wood oak trunk-tree table tops with bark edge around 45mm or thickened 2x30mm.
- Solid Oak finished in lacquer

## Keywords

Market Keywords: 07004005 Furnishing and Furniture

NACE Keywords: G.46.1.5 Agents involved in the sale of furniture, household goods, hardware and ironmongery  
G.46.6.5 Wholesale of office furniture

## Partner Sought

**Type and Role of  
Partner Sought:**

Potential partners are European, experienced in doing International business and offer:

- High quality products,
- A quick delivery,
- The possibility to manufacture custom-made furniture.

They offer a collaboration in the framework of a manufacturing agreement for the manufacturing of table tops. A distribution services agreement or a commercial agency agreement is offered to partners that want to enter the Benelux market with their range of products.

Type and Size of SME <10

Partner Sought: SME 11-50

SME 51-250

Type of Commercial agency agreement

Partnership Distribution services agreement

Considered: Manufacturing agreement

## Client

Type and Size of Client: Industry SME <= 10

Year Established: 1992

Turnover (euro): 1 - 10M

Already Engaged

in Trans-National Yes

Cooperation:

Languages Spoken: Dutch

English

German

Client Country: Netherlands

