

Swedish trading company seeks European suppliers of oil-filled radiators under commercial and supplier agreements

Summary

Profile type

Business request

Company's country

Sweden

POD reference

BRSE20260909025

Profile status

PUBLISHED

Type of partnership

**Commercial agreement
Supplier agreement**

Targeted countries

• All countries

Contact Person

Enrico FRANZIN

Term of validity

**10 Sep 2026
10 Sep 2027**

Last update

10 Sep 2026

General Information

Short summary

A Swedish trading company seeks a European manufacturer or authorised supplier of ready-made 12-fin oil-filled electric radiators for distribution in Saudi Arabia. Commercial and supplier agreements are sought, initially covering samples and an order of 580 to 1,000 units, with potential for long-term distribution cooperation.

Full description

A Swedish trading company specialising in international trade, import, export, intermediation and wholesale distribution is seeking a European manufacturer or authorised supplier of ready-made oil-filled electric radiators. The products will be supplied to a wholesale customer in Saudi Arabia for onward distribution through retail, online and commercial sales channels.

The preferred product is a portable 12-fin oil-filled radiator with an integrated fan heater and castor wheels. A model without an integrated fan may also be considered if the preferred configuration is unavailable or does not meet the applicable Saudi requirements. The organisation intends to select and purchase one approved model.

The company requests an initial supply of two to five representative samples for technical inspection, documentation review and customer evaluation. Following successful approval, the anticipated first commercial order is between 580 and 1,000 units. The manufacturer should provide quotations for both quantities and confirm its commercial minimum order quantity, production lead time and payment conditions.

A commercial agreement is proposed to establish the terms for purchasing, marketing and reselling the manufacturer's existing products in Saudi Arabia. A supplier agreement is also sought because the cooperation will require consistent product quality, dependable production capacity, complete technical documentation, warranty support, spare-parts availability, and reliable deliveries.

The immediate objective is to complete the sample evaluation and first commercial transaction successfully. The longer-term objective is to establish a dependable supply relationship. Subject to satisfactory product performance and market feedback, the Swedish company may seek authorised distributor status in Saudi Arabia. Possible exclusive distribution rights could be discussed at a later stage based on agreed sales targets, purchase volumes, territory, pricing, marketing responsibilities and after-sales support.

The cooperation is expected to begin with an assessment of the proposed model, technical documentation and commercial terms. The Swedish company and its Saudi customer will then evaluate the samples and confirm the conformity requirements. Once one model has been approved, the Swedish company will place the commercial order and make an advance payment against an agreed pro forma invoice. A factory visit or pre-shipment inspection may be arranged if required.

Advantages and innovations

Technical specification or expertise sought

- Ready-made portable oil-filled electric radiator for residential and light-commercial indoor heating.
- Twelve oil-filled heating fins.
- Integrated fan heater preferred; models without a fan may also be considered.
- Adjustable thermostat and multiple heating settings.
- Overheating protection and tip-over protection.
- Electrical components suitable for the Saudi market.
- Compliance with applicable European electrical-safety standards.
- Compliance with applicable Saudi and Gulf technical, safety, and conformity requirements.
- Technical documentation required for product registration through the Saudi SABER platform.
- Valid laboratory test reports, conformity certificates, and Declaration of Conformity.
- Written manufacturer's warranty of at least three years.
- Availability of spare parts and after-sales support.
- Quotations for an initial order of 580 and 1,000 units.
- Sufficient production capacity and reliable delivery capability.
- Verifiable European manufacturing or product origin.
- Previous export experience to Saudi Arabia or Gulf countries is advantageous.
- Authorisation to market, distribute, and resell the product in Saudi Arabia under the manufacturer's brand.

Stage of development

Already on the market

IPR Status

IPR Notes

Sustainable Development goals

- **Goal 7: Affordable and Clean Energy**
- **Goal 9: Industry, Innovation and Infrastructure**

Partner Sought

Expected role of the partner

The preferred partner is a European manufacturer or authorised supplier specialising in electrical heating appliances, ideally with documented experience in oil-filled radiators. A partner located in Sweden is preferred, but qualified manufacturers or authorised suppliers in other European countries will also be considered.

The partner will propose a suitable ready-made model and supply two to five representative samples. It will provide complete technical specifications, valid laboratory reports, conformity documents, warranty terms, prices, minimum order quantities and production lead times. The partner is expected to recommend the most appropriate wattage and technical configuration for the Saudi market.

The partner must support the conformity assessment and documentation required for registration through the Saudi SABER platform. It should provide Arabic and English user documentation for the commercial supply and factual product materials that may be used by the Swedish company and the Saudi customer.

Following product approval, the partner will manufacture or supply a consistent commercial batch of between 580 and 1,000 units of one approved model. It must maintain reliable quality-control procedures, provide production and shipping updates, prepare the required export documentation and support a factory visit or pre-shipment inspection if requested.

The partner must provide a written warranty of at least three years, maintain spare-parts availability and operate a practical claims procedure for products sold in Saudi Arabia. It should authorise the Swedish company and its Saudi customer to market and resell the product in Saudi Arabia under the manufacturer's existing brand.

The partner should be interested in developing a long-term commercial and supply relationship. If the initial cooperation and market performance are successful, it should be open to discussing authorised distribution and, potentially, exclusive territorial rights subject to separately negotiated commercial conditions.

Type of partnership

Commercial agreement

Supplier agreement

Type and size of the partner

• **SME 50 - 249**

• **SME <=10**

• **SME 11-49**

• **Big company**

Dissemination

Technology keywords

Market keywords

• **07004004 - Housewares**

• **06010001 - Energy for private/domestic housing**

Targeted countries

• **All countries**

Sector groups involved