

Denmark-based industrial supplier seeks EU manufacturers of lubrication and fluid-handling equipment for long-term supply

Summary

Profile type	Company's country	POD reference
Business request	Denmark	BRDK20260129009
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement Supplier agreement	<ul style="list-style-type: none">• Romania• Czechia• Türkiye• Slovenia• Bulgaria• Ukraine• Latvia• Slovakia• Poland• Estonia• North Macedonia• Hungary• Lithuania• Greece
Contact Person	Term of validity	Last update
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General Information

Short summary

A Denmark-based industrial supplier requests EU-based manufacturers/suppliers of pumps, grease and oil dispensing equipment, lubrication heads and complementary fluid-handling products. Cooperation is envisaged via supplier and commercial agreements, including neutral or private-label production. Partners in Turkey, Central & Eastern Europe and the Baltic States are preferred, while offers from the wider EU are welcome.

Full description

The company is a Denmark-based industrial supplier with long-standing experience in sourcing, assembling and distributing equipment for lubrication, fluid handling and related workshop applications. The portfolio is already established on the market and consists of around 50 active items that are reordered on a recurring basis (typically every second month). Demand is driven by professional maintenance and workshop users and by distributor channels that require consistent quality, predictable availability and clear product documentation.

The requested cooperation concerns industrial products used for transferring, dispensing, storing and moving oils and greases, including equipment and complementary accessories used in workshops, service environments and industrial facilities. The company is looking for manufacturers and suppliers that can provide, among others, pumping solutions and components, grease dispensing equipment (including grease presses/grease guns), lubrication heads and fittings, oilers/oil cans and related fluid-handling items. Products and components used for handling cleaning oils are also relevant, as the company supplies solutions that support safe storage and controlled transfer of such fluids. The partner is expected to be able to manufacture repeatable series and to handle variations by item type and size.

The company is interested in a long-term supplier relationship that combines stable serial supply with an option to introduce new or improved items over time. New products should be possible to evaluate through samples and/or pilot deliveries before scaling. The company values a partner that can discuss design-for-manufacturing, materials and tolerances in a pragmatic way and that can support a smooth ramp-up with flexible minimum order quantities at the start of cooperation (minimum order quantity requirements are important and may differ depending on item size).

Neutral branding as well as private label cooperation is of interest. Where private label applies, the partner should be able to manufacture to an agreed design and appearance and to ensure continuity across batches. If feasible, the partner should also be able to provide packaging solutions, including printing and labelling according to specifications, to enable straightforward integration into an existing product range. The company is open to discussing whether packaging is supplied by the partner or provided to the partner for final packing, depending on the most efficient set-up.

Operational reliability is a key element of the planned cooperation. The partner should be able to confirm lead times, maintain stable production planning, and communicate proactively about deviations or raw material constraints. Logistics readiness is essential: deliveries are expected to be prepared for container shipment according to detailed packing instructions (including how items are arranged, protected and documented). Shipments are typically coordinated via a Danish freight forwarder, and the partner should be comfortable working with a defined shipping set-up and documentation requirements.

The company aims to build a practical and transparent supplier relationship and is prepared to invest time in supplier qualification. If the initial collaboration is promising, a visit to the partner's premises is desired to review production capabilities, quality control routines and packaging/logistics processes. Geographically, suppliers in Turkey, Central and Eastern Europe and the Baltic States are prioritised due to sourcing strategy and logistics fit; however, proposals from all EU and associated markets are welcome where partners can meet the technical and operational expectations described above.

Quality expectations include documented quality management and the ability to manufacture pump parts and metal components in line with relevant DIN standards/norms.

Advantages and innovations

The company offers a cooperation set-up that is attractive for manufacturing and supply partners looking for predictable, repeat business in the EU market. It manages an established product portfolio (around 50 active items) with recurring purchasing cycles (typically reorders every second month), which can support steady production planning and medium- to long-term forecasting.

The company is experienced in international sourcing and supplier onboarding and can provide clear product requirements, packing instructions for container shipments, and a structured logistics process coordinated via a Danish freight forwarder. This reduces uncertainty around shipment preparation, documentation and delivery routines once the cooperation is operational.

A practical approach to product development is also envisaged: the company is willing to test new or improved items through samples and trial orders, creating opportunities for partners to introduce new solutions and gradually expand the cooperation beyond the initial item list. Flexibility on initial minimum order quantities is valued, enabling partners to start with manageable batches before scaling.

Where relevant, neutral branding and private label supply are possible, including production to agreed design and (when feasible) support with packaging and printing. This can open an additional route for partners to supply differentiated variants without changing the underlying manufacturing process.

Finally, the company is prepared to invest in supplier qualification and relationship-building, including the possibility of site visits to align on quality routines, production capabilities and continuous improvement.

Technical specification or expertise sought

The potential partner should demonstrate capabilities in metalworking and industrial production, in particular:

steel fabrication and metal machining (including turning)

production of grease presses/grease guns involving cast and machined parts

manufacturing of pump parts/components with relevant ISO-based quality management and conformity with applicable DIN standards/norms

In addition, the partner should:

support flexible minimum order quantities (MOQ), especially at project start

provide documentation and consistent quality control

be able to supply neutral or private-label versions and, if possible, printed packaging

follow defined packing instructions for container shipments and maintain dependable lead times

Stage of development

Already on the market

Sustainable Development goals

- **Goal 6: Clean Water and Sanitation**
- **Goal 13: Climate Action**
- **Goal 7: Affordable and Clean Energy**

IPR Status

No IPR applied

IPR Notes

Partner Sought

Expected role of the partner

The partner is expected to act as a long-term manufacturer and/or supplier of industrial lubrication and fluid-handling products and components. The partner should be able to produce and deliver agreed items on a recurring basis for an existing portfolio (approximately 50 active products), with reorders typically placed around every second month.

The partner is expected to:

manufacture and supply pumps and pump components, grease dispensing equipment (including cast and machined parts), lubrication heads, oil dispensing products and complementary fluid-handling items

provide samples and support trials for new or improved products before scale-up, including willingness to start with flexible minimum order quantities where feasible

support neutral branding and/or private label production, including manufacturing to agreed design specifications and, when possible, offering packaging and printing according to provided requirements

ensure consistent quality and documentation, including the ability to comply with relevant ISO-based quality management and applicable DIN standards/norms for pump parts and metal components

follow defined packing instructions for container shipments and cooperate with a Danish freight forwarder on logistics, labelling and shipping documentation

maintain clear communication on lead times, production planning and any deviations, and be open to supplier qualification, including the possibility of a site visit at the partner's premises

The cooperation is envisaged under supplier and/or commercial agreements, aiming at stable, repeatable deliveries and gradual portfolio expansion over time.

Type of partnership

Type and size of the partner

Commercial agreement

- SME 50 - 249

Supplier agreement

- SME <=10

- SME 11-49

- Big company

Dissemination

Technology keywords

Market keywords

- 08003007 - Other industrial equipment and machinery
- 09004001 - Business products and supplies
- 08003001 - Machine tools, other metal working equipment (excl. numeric control)

Targeted countries

Sector groups involved

- Romania
- Czechia
- Türkiye
- Slovenia
- Bulgaria
- Ukraine
- Latvia
- Slovakia
- Poland
- Estonia
- North Macedonia
- Hungary
- Lithuania
- Greece

- Mobility - Transport - Automotive