

French company specialised in foundry fluxes, coatings and lubricants is looking for distributors / commercial agents in the 27 EU states.

Summary

Profile type

Business Offer

Company's country

France

POD reference

BOFR20250317015

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• **World**

Contact Person

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Term of validity

19 Mar 2025

19 Mar 2026

Last update

19 Mar 2025

General Information

Short summary

This French company based in the Rhone-Alpes Region, specialised in non ferrous foundry business and metallurgy with strong knowledge in metallurgy is looking for new distributors or agents specialised in non ferrous foundry business and metallurgy, in the 27 EU states.

Full description

This French company has an international dimension. Its specialization in the field of non-ferrous metals makes it a key partner of foundry operators / owners.

The business focuses on production and trading :

- Design and production of foundry fluxes, die coats and lubricants for the treatment of non-ferrous metals. The company is the French leader in the manufacture of foundry products.
- Development of its own range of machinery and equipment, which evolves according to customer needs.
- Opening of an equipment department supported by exclusive and trusted partners internationally renowned in their fields of competence.

The company is looking for a partner who can represent the brand and company in its country and who has metallurgical knowledge.

The company considers that having a local partner is the key to develop thanks to its local culture et language.

The partner must be able to store in order to serve quickly the customers.

Advantages and innovations

Aluminium Martigny France has its own research laboratory where all manufactured products are designed and tested. It fully complies with the requirements of the ISO 9001

Aluminium Martigny France has made a name and reputation beyond its borders, thanks to the professionalism, flexibility and availability of the team, always attentive to customers, partners and their specificities.

The company is well known on the market since 1992 and appears as a reliable company which reputation can benefit to a potential partner.

Technical specification or expertise sought

Stage of development

Already on the market

Sustainable Development goals

- **Goal 17: Partnerships to achieve the Goal**
- **Goal 9: Industry, Innovation and Infrastructure**
- **Goal 8: Decent Work and Economic Growth**

IPR Status

IPR granted

IPR Notes

The company has a strong reputation abroad and established itself in more than 30 countries. Its expertise and "made in France" products and equipment make the company an essential partner abroad.

Partner Sought

Expected role of the partner

The company is looking for a partner who can represent the brand and company in its country and who has metallurgical knowledge. The experience shows that having a local partner is the key to develop a company because he knows the culture and speaks the language. The company needed will be able to store if possible, in order to serve customers more quickly.

Type of partnership

Commercial agreement

Type and size of the partner

- **Big company**
- **SME 11-49**
- **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

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

Targeted countries

- **World**

Sector groups involved