

Company Profile

A. Description of the company

Name of the company:	Milko Härtel Straßenbau	
Address:		
City:	Leipzig	
Postal Code:	04177	
Street:	Paul-Küstnerstraße 13B	
Country:	Germany	
Web Address:	www.pflastermeister-haertel.de	
Contact person:		
Title:		
First Name:	Milko	
Family Name:	Härtel	
Position in the company:	owner	
Telephone Number:	0049 (0)341 4426401	
Fax Number:	0049 (0)341 4426365	
E-Mail Address:	info@plastermeister-haertel.de	
Year established:	1992	
Turnover in million Euro (€):		
	<input checked="" type="checkbox"/> Up to 2	<input type="checkbox"/> 2 – 10
	<input type="checkbox"/> 10 – 50	<input type="checkbox"/> More than 50
Number of employees:		
	<input type="checkbox"/> 1 – 9	<input checked="" type="checkbox"/> 10 – 49
	<input type="checkbox"/> 50 – 249	<input type="checkbox"/> 250 or more
Activity codes (NACE-Code):	<ul style="list-style-type: none"> -Construction of roads and railways -Construction of roads and motorways -Manufacture of articles of concrete, cement and plaster -Cutting, shaping a. finishing of stone 	

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Contact language(s)	<input checked="" type="checkbox"/> English	<input checked="" type="checkbox"/> Other (specify) German
Certification / quality standard:	<input type="checkbox"/> None <input type="checkbox"/> ecoaudit	<input type="checkbox"/> ISO9000 <input checked="" type="checkbox"/> Other (specify) - German master-certification - German certification for participating in public procurement
Company's current products / activities, particularly with regards to the co-operation request (main products, services, core activities):	The company offers products and material used in the fields of road construction and rehabilitation as well as concrete block and terrazzo manufacturing. In addition the company offers construction-services belonging to these products and materials. A special offer of the German company is manufacturing of roads stripes for blind men.	
Already engaged in trans-national cooperation:	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
Percentage of trans-national activity: (defined as approximate of turnover)	<input checked="" type="checkbox"/> 0% - 9% <input type="checkbox"/> 50% or more	<input type="checkbox"/> 10% - 49%

B. Cooperation Proposal

Type of cooperation:			
	Trade intermediary services (agent, representative, distributor)	<input type="checkbox"/> Offered	<input type="checkbox"/> Required
	Franchise	<input type="checkbox"/> Offered	<input type="checkbox"/> Required
	Transport / logistics	<input type="checkbox"/> Offered	<input type="checkbox"/> Required

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	Joint venture	<input type="checkbox"/> Offered	<input type="checkbox"/> Required
	Merger or exchange of shares	<input type="checkbox"/> Offered	<input type="checkbox"/> Required
	Sale / acquisition of a complete company or a part of it	<input type="checkbox"/> Offered	<input type="checkbox"/> Required
	Reciprocal production	<input checked="" type="checkbox"/> Offered	<input type="checkbox"/> Required
	Subcontracting / outsourcing activities	<input checked="" type="checkbox"/> Offered	<input type="checkbox"/> Required
Target countries:	Italy		
Full description: (specification of cooperation requested / offered)	<p>A German company offers products, material and services in the fields of road construction, road rehabilitation and concrete block and terrazzo manufacturing. The company is certificated with a German master of road construction and wants to act as a subcontractor for other companies as well as for public authorities in the German neighbouring countries. In addition the company is searching for reciprocal production. The special offer of the German company is manufacturing of roads stripes for blind men.</p>		
Description of the main advantage the company could offer to a potential partner:	<p>The German company is well experienced and certificated and has the expertise of manufacturing road stripes for blind men -a new construction field supported by the European Union.</p>		

C. Profile of the required partner:

Type of partner:	<input checked="" type="checkbox"/> Company
	<input checked="" type="checkbox"/> Other (specify public authorities)
Field of activities of the potential	<input checked="" type="checkbox"/> Manufacturing <input checked="" type="checkbox"/> Services

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partner:	<input type="checkbox"/> Trade (buying / selling)	
Number of employees of the potential partner:	<input checked="" type="checkbox"/> 1 – 9 <input checked="" type="checkbox"/> 50 – 249	<input checked="" type="checkbox"/> 10 – 49 <input checked="" type="checkbox"/> 250 or more
Trans-national cooperation experience of the potential partner:	<input checked="" type="checkbox"/> No preference <input type="checkbox"/> Required	<input type="checkbox"/> Preferred
Expected input / characteristics of the partner (description of what is being expected from the potential cooperation partner) :	The potential partner should be a reliable business partner.	