

## Company Profile

### A. Description of the company

<b>Name of the company:</b>	Betonwerkstein + Terrazzo, Tilo Gerschler & Sylke Geppert GbR	
<b>Address:</b>		
<b>City:</b>	Markranstädt/ OT Kulkwitz	
<b>Postal Code:</b>	04420	
<b>Street:</b>	Gewerbeviertel 19	
<b>Country:</b>	Germany	
<b>Web Address:</b>	www.gerschler.de	
<b>Contact person:</b>		
<b>Title:</b>		
<b>First Name:</b>	Sylke	
<b>Family Name:</b>	Geppert	
<b>Position in the company:</b>	General Manager	
<b>Telephone Number:</b>	+49 (0) 34205 18951	
<b>Fax Number:</b>	+49 (0) 34205 18952	
<b>E-Mail Address:</b>	info@gerschler.de; SylGe@gmx.de	
<b>Year established:</b>	1990	
<b>Turnover in million Euro (€):</b>		
	<input checked="" type="checkbox"/> Up to 2	<input type="checkbox"/> 2 – 10
	<input type="checkbox"/> 10 – 50	<input type="checkbox"/> More than 50
<b>Number of employees:</b>		
	<input checked="" type="checkbox"/> 1 – 9	<input type="checkbox"/> 10 – 49
	<input type="checkbox"/> 50 – 249	<input type="checkbox"/> 250 or more

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<b>Activity codes (NACE-Code):</b>	<b>Cutting, shapping and finishing of stone</b>	
<b>Contact language(s)</b>	<input type="checkbox"/> English	<input checked="" type="checkbox"/> Other (specify) German
<b>Certification / quality standard:</b>	<input type="checkbox"/> None <input type="checkbox"/> ecoaudit	<input type="checkbox"/> ISO9000 <input checked="" type="checkbox"/> Other (specify) quality monitoring by MFPA GmbH
<b>Company's current products / activities, particularly with regards to the co-operation request (main products, services, core activities):</b>	The German company manufactures terazzo and concrete block products in the field of new production and redevelopment. The products based on individual customer requests. The companies key activity is the manufacturing of stairs of every stripe.	
<b>Already engaged in trans-national cooperation:</b>	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No
<b>Percentage of trans-national activity: (defined as approximate of turnover)</b>	<input checked="" type="checkbox"/> 0% - 9% <input type="checkbox"/> 50% or more	<input type="checkbox"/> 10% - 49%

## B. Cooperation Proposal

<b>Type of cooperation:</b>			
	Trade intermediary services (agent, representative, distributor)	<input type="checkbox"/> Offered	<input checked="" 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 checked="" type="checkbox"/> Required
	Subcontracting / outsourcing activities	<input checked="" type="checkbox"/> Offered	<input type="checkbox"/> Required
<b>Target countries:</b>	<b>Europe</b>		
<b>Full description: (specification of cooperation requested / offered)</b>	<p><b>A German handicrafts company specialized in manufacturing of terazzo and concrete block products like stone stairs, stockades, sills and stone floor is searching for co-operation partners in Europe.</b></p> <p><b>The company offers its products and services belonging to the fields of restoration, renovation and cultural heritage projects to distributors, general contractors and construction and cultural heritage authorities. Furthermore the German company is looking for suppliers of nature stone granularity.</b></p>		
<b>Description of the main advantage the company could offer to a potential partner:</b>	<p><b>The products and services of the German company are costum-made solutions. Adaption to existing construction elements and objects are possible.</b></p>		

## C. Profile of the required partner:

<b>Type of partner:</b>	<input checked="" type="checkbox"/> <b>Company</b>
	<input checked="" type="checkbox"/> <b>Other (specify)</b> <b>building and cultural heritage authorities</b>

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<b>Field of activities of the potential partner:</b>	<input checked="" type="checkbox"/> <b>Manufacturing</b> <input checked="" type="checkbox"/> <b>Trade (buying / selling)</b>	<input checked="" type="checkbox"/> <b>Services</b>
<b>Number of employees of the potential partner:</b>	<input checked="" type="checkbox"/> <b>1 – 9</b> <input type="checkbox"/> <b>50 – 249</b>	<input checked="" type="checkbox"/> <b>10 – 49</b> <input type="checkbox"/> <b>250 or more</b>
<b>Trans-national cooperation experience of the potential partner:</b>	<input checked="" type="checkbox"/> <b>No preference</b> <input type="checkbox"/> <b>Required</b>	<input type="checkbox"/> <b>Preferred</b>
<b>Expected input / characteristics of the partner (description of what is being expected from the potential cooperation partner) :</b>	<b>The potential partner should be interested in a high-quality co-operation with a German handicrafts company.</b>	