

Ukrainian developer of magnetic-impulse equipment for cleaning different surfaces from sticking and freezing loose materials is looking for partners under commercial agency and/or distribution services agreements

Summary

Profile type	Company's country	POD reference
Business Offer	Ukraine	BOUA20220624007
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Andrii Yaremkevich	24/06/2022 24/06/2023	24/06/2022

General Information

Short summary

Ukrainian company, a leader in the development of magnetic-impulse equipment for cleaning different surfaces from sticking and freezing loose materials (hoppers, silos, chutes, trays, etc), is looking for partners under commercial agency and/or distribution services agreements. It offers selling, implementation, training of staff, maintenance, warranty and post warranty service.

Full description

Ukrainian company, established in 1993 and located at South of Ukraine, offers manufacture, supply, installation, warranty and post-warranty maintenance of magnetic-impulse equipments for cleaning different surfaces from sticking and freezing loose materials. The main work principle of the equipment consists of contactless impact on the cleaned surface. This ensures the integrity of the construction of the cleaned surface.

The equipment can be used in various industries - metallurgical, chemical, cement, gas cleaning, feed, flour, butter/cheese, confectionery, etc.

Through the use of the equipment a customer can set uninterrupted manufacturing process without downtime and additional costs (finance and time).

The magnetic-impulse technology is energy-saving and environment-friendly. Electric energy average consumption in operational mode amounts is 0,2-1,0 kW/h. It doesn't require continuous maintenance. It is enough to do a periodic inspection once per quarter. It doesn't have colliding, rubbing and rotating parts that guarantees its longevity and failure-free operation.

The magnetic-impulse installations are certified by the EU system and have conformity certificate with European Parliament Directives and Council on safety and electromagnetic compatibility.

Since 1993 year the company produced and successfully implemented around 700 magnetic-impulse installations on different enterprises.

Now the company has analyzed the markets and concluded that its sales already cover the regions of Eastern Europe quite well. That is why the markets of Western Europe are becoming the most promising for further development. Therefore, the company is looking for partners in this region under commercial agency and/or distribution services agreements.

A potential partner which works under a distribution services agreement would have to sell and distribute the equipment to end-users.

A potential partner which works under a commercial agency agreement has to present the equipment abroad and have a well-structured and organized after-sales maintenance service to provide technical assistance to the equipment. The company conducts staff training, provides required technical documentation and assistance to dealers on all the issues.

Advantages and innovations

The main advantages:

- increasing of labour productivity and safety, volumes of produced products;
- higher efficiency in comparison with other cleaning systems (vibrators, pneumatic blasters, manual labour);
- minimization of power expenses and maintenance costs needed for achievement of assured collapse of hanging/sticking material;
- integrity of impacted hoppers walls, reliability of equipment and longevity are guaranteed;
- no harmful influence on sensitive elements of control and measuring apparatus;
- ability to fit several facilities (hoppers, silos, chutes, etc.) by one item of equipment;
- automation of technological processes through remote control of installations by different protocols at customer choice (Modbus RTU, Ethernet/Profinet, Profibus DP).

Stage of development

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 8: Decent Work and Economic Growth**

Partner Sought

Expected role of the partner

The company is looking for partners under commercial agency and/or distribution services agreements.

A potential partner has to distribute the company equipment abroad and have a well-structured and organized after-sales maintenance service to provide technical assistance to the equipment.

The targeted partners can be: assembly companies, design institutions, and equipment suppliers staying in close contact with prospective customers.

A potential partner which works under commercial agency agreement has to be representative of the company and

on its own behalf concludes contracts with purchasers for supply, mounting (erection supervision), start-adjusting of magnetic-impulse equipment.

Upon the request the company is ready to forward the cooperation agreement stating all the subsequent stages of interaction. It conducts staff training, provides required technical documentation and assistance to dealers on all the issues.

Type of partnership

Commercial agreement

Type and size of the partner

• **SME 50 - 249**

Dissemination

Technology keywords

Market keywords

- **08001017 - Industrial chemicals**
- **08001021 - Other speciality chemicals**
- **08001020 - Electronic chemicals**

Targeted countries

• **World**

Sector groups involved