



## Company Mission to Sofia



September 30, 2015

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# 1. Codylogistics Charter GmbH

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## ***Company Profile - Description of the company***

<i>Company:</i>	Codylogistics Charter GmbH
<i>Street, No.:</i>	Mesebergerstr. 9E
<i>Postal Code ,City:</i>	39226 Groß Ammensleben
<i>www-Address:</i>	<a href="http://www.cody-logistics.de">www.cody-logistics.de</a>
<i>Contact person:</i>	Hoppe, Falk
<i>Position in the company :</i>	Managing director
<i>Telephone:</i>	0392026499-0
<i>Fax:</i>	0392026499-11
<i>General e-mail address:</i>	<a href="mailto:info@cody-logistics.de">info@cody-logistics.de</a>
<i>E-mail contact person:</i>	-
<i>Year established:</i>	2010
<i>Turnover in million Euro:</i>	2-10
<i>Number of employees in the enterprise:</i>	10-49
<i>Activity-Code:</i>	H.49.41 - Freight transport by road, N.77.1 - Renting and leasing of motor vehicles, N.78.1 - Activities of employment placement agencies
<i>Contact Languages:</i>	English, German
<i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i>	Transport/logistics, car rental and personnel service
<i>Certification/ Quality Standard</i>	None
<i>Already engaged in Trans-National Co-operation:</i>	Yes
<i>Percentage of Trans-National Activity:</i>	10-49%

## ***Co-operation Proposal - Description of the co-operation sought***

<i>Type of Cooperation:</i>	
<i>Trade intermediary</i>	Offered/requested
<i>Transport/Logistic</i>	Offered/requested

<i>Subcontracting/Outsourcing activities</i>	Offered
<i>Target Countries:</i>	Eastern Europe
<i>Full Description:</i>	A German company active in the transport business and personnel services is searching for trade intermediaries and transport/logistic partners in Eastern Europe and offers its services in the same field. It provides subcontracting activities to interested partners in the named regions.
<i>Description of the main advantages the company could offer to a potential partner:</i>	The company can provide contacts to German businesses and offers access to the German market.

***Describe the required characteristics of the potential partner***

<i>Type of partners:</i>	Company
<i>Field of activities of the potential partner:</i>	Manufacturing, Services, Trade
<i>Number of employees of the potential partner:</i>	No information
<i>Trans-National Co-operation experiences of the potential partner:</i>	No preference
<i>Expected input/Characteristics of the partner: (Description of what is expected from the co-operation partner)</i>	The company requires reliability of its potential partners.

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## *2. Herborner Pumpentechnik GmbH & Co.KG*

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***Company Profile - Description of the company***

<i>Company:</i>	Herborner Pumpentechnik GmbH & Co.KG
<i>Street, No.:</i>	Littau 3-5
<i>Postal Code ,City:</i>	35745 Herborn
<i>www-Address:</i>	<a href="http://www.herborner-pumpen.de">www.herborner-pumpen.de</a>
<i>Contact person:</i>	Burkhard Schwarz
<i>Position in the company :</i>	export manager for Eastern Europe

<i>Telephone:</i>	0049-34602-28214
<i>Fax:</i>	0049-34602-28222
<i>General e-mail address:</i>	<a href="mailto:info@herborner-pumpen.de">info@herborner-pumpen.de</a>
<i>E-mail contact person:</i>	<a href="mailto:schwarz@herborner-pumpen.de">schwarz@herborner-pumpen.de</a>
<i>Year established:</i>	1874
<i>Turnover in million Euro:</i>	10 to 50m
<i>Number of employees in the enterprise:</i>	50-249
<i>Contact Languages:</i>	German, English
<i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i>	Production of rotary pumps for swimming pools, ships, water and wastewater industry
<i>Certification/ Quality Standard</i>	ISO9000; other Lloyds
<i>Already engaged in Trans-National Co-operation:</i>	yes
<i>Percentage of Trans-National Activity:</i>	

***Co-operation Proposal - Description of the co-operation sought***

<i>Type of Cooperation:</i>	mutual production, sale
<i>Target Countries:</i>	Eastern Europe
<i>Full Description:</i>	The company is searching for operators and equipment managers, who want to use the products, because of their reliability and longevity, resp. partners, delivering techniques of pumps to municipalities, operators or equipment (plant) managers.
<i>Description of the main advantages the company could offer to a potential partner:</i>	long-term partnership

### **Describe the required characteristics of the potential partner**

<i>Type of partners:</i>	enterprises
<i>Field of activities of the potential partners</i>	sale and buy
<i>Number of employees of the potential partner:</i>	10-49
<i>Trans-National Co-operation experiences of the potential partner:</i>	does not matter
<i>Expected input/Characteristics of the partner: (Description of what is expected from the co-operation partner)</i>	Acquisition and trade of products in suitable industries.

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## 3. Kulessa Wassertechnik

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### **Company Profile - Description of the company**

<i>Company:</i>	Kulessa Wassertechnik
<i>Street, No.:</i>	Stendaler Chaussee 26
<i>Postal Code ,City:</i>	39606 Osterburg
<i>www-Address:</i>	<a href="http://www.kulessa-wassertechnik.de">www.kulessa-wassertechnik.de</a>
<i>Contact person:</i>	Hartmut Kulessa
<i>Position in the company :</i>	CEO
<i>Telephone:</i>	0049-3937-81527
<i>Fax:</i>	0049-3937-895848
<i>General e-mail address:</i>	<a href="mailto:info@kulessa-wassertechnik.de">info@kulessa-wassertechnik.de</a>
<i>E-mail contact person:</i>	<a href="mailto:info@kulessa-wassertechnik.de">info@kulessa-wassertechnik.de</a>
<i>Year established:</i>	1994
<i>Turnover in million Euro:</i>	up to 2m
<i>Number of employees in the enterprise:</i>	1-9
<i>Activity-Code:</i>	
<i>Contact Languages:</i>	German

<i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i>	<ul style="list-style-type: none"> <li>- production and sale of filtration plants (filtration techniques) for producing drinking and process water</li> <li>- planning and service</li> <li>- trade with filtration techniques</li> </ul>
<i>Certification/ Quality Standard</i>	no
<i>Already engaged in Trans-National Co-operation:</i>	no
<i>Percentage of Trans-National Activity:</i>	

**Co-operation Proposal - Description of the co-operation sought**

<i>Type of Cooperation:</i> <i>Trade intermediary</i> <i>Transport/Logistic</i> <i>Subcontracting/Outsourcing activities</i>	yes
<i>Target Countries:</i>	Eastern Europe
<i>Full Description:</i>	We plan, produce and assemble complete water treatment plants for drinking water, industrial water, process water and ultra-pure water. Our latest in-house development is a filtration plant for the production of special water for garden centres and tree farms. We trade with protective filters for pumps and pipe systems for general use, filtration plants for de-icing and desalination for laboratory techniques.
<i>Description of the main advantages the company could offer to a potential partner:</i>	We offer our services at first hand, from planning to a complete plant.

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## 4. Cluster Med-Tech/ tti Magdeburg GmbH

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**Company Profile - Description of the company**

<i>Company:</i>	Cluster Med-Tech/ tti Magdeburg GmbH
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<p><i>Street, No.:</i></p> <p><i>Postal Code ,City:</i></p> <p><i>www-Address:</i></p> <p><i>Contact person:</i></p> <p><i>Position in the company :</i></p> <p><i>Telephone:</i></p> <p><i>Fax:</i></p> <p><i>General e-mail address:</i></p> <p><i>E-mail contact person:</i></p> <p><i>Year established:</i></p> <p><i>Turnover in million Euro:</i></p> <p><i>Number of employees in the enterprise:</i></p> <p><i>Activity-Code:</i></p> <p><i>Contact Languages:</i></p>	<p>Bruno-Wille-Str.9</p> <p>39108 Magdeburg</p> <p>www.tti-md.de</p> <p>Dr. Frank Fleischer</p> <p>Network manager</p> <p>+493917443545</p> <p>+493917443511</p> <p><a href="mailto:ttipost@tti-md.de">ttipost@tti-md.de</a></p> <p><a href="mailto:ffleischer@tti-md.de">ffleischer@tti-md.de</a></p> <p>1992</p> <p>2 million</p> <p>10-49</p> <p>Service provider mainly for SMEs.</p> <p>German, English</p>
<p><i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i></p>	<p>The main goal of the cluster Med-Tech is the improvement of the competitiveness of companies in this sector, nationally and internationally. The cluster wants to support enterprises in their activities in the field of medical technique and healthcare. Network partners are enterprises with expertise in:</p> <ul style="list-style-type: none"> <li>- Manufacturing of medical devices and surgery equipment</li> <li>- Diagnosis technologies</li> <li>- Development and manufacturing of plastic products</li> <li>- Development and manufacturing of hospital equipment</li> <li>- IT solutions in the different fields.</li> </ul> <p>Furthermore, participating companies in the cluster co-operate in specialised projects.</p>
<p><i>Certification/ Quality Standard</i></p> <p><i>Already engaged in Trans-National Co-operation:</i></p>	<p>DIN EN ISO 9001</p> <p>no</p>



### **Co-operation Proposal - Description of the co-operation sought**

<i>Type of Cooperation:</i>	Project-based co-operation to initiate and accompany successful implementation of joint research and development projects by companies and scientific institutions in various projects as well as support of business co-operation.
<i>Target Countries:</i>	Bulgaria
<i>Full Description:</i>	Development of strategic approaches to strengthen the position of the cluster companies in the markets by networking and cooperation, mainly in the field of innovations, but also trade and common business activities.
<i>Description of the main advantages the company could offer to a potential partner:</i>	The cluster management provides strong contacts to the member organisations of the cluster Med-Tech.

### **Describe the required characteristics of the potential partner**

<i>Type of partners:</i>	Companies, Technology Transfer Organisations, Research Organisations, Associations and Clusters
<i>Field of activities of the potential partner:</i>	Companies interested in international affairs, service providers to SMEs, cluster managers
<i>Number of employees of the potential partner:</i>	does not matter
<i>Trans-National Co-operation experiences of the potential partner:</i>	No preference
<i>Expected input/Characteristics of the partner: (Description of what is expected from the co-operation partner)</i>	The potential partner should have access to a pool of companies and research organisations in the region.

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## 5. ÖHMI EuroCert GmbH

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### **Company Profile - Description of the company**

<i>Company:</i>	ÖHMI EuroCert GmbH
<i>Street, No.:</i>	Berliner Chaussee 66
<i>Postal Code ,City:</i>	39114 Magdeburg
<i>www-Address:</i>	<a href="http://www.oehmi-cert.de">www.oehmi-cert.de</a>

<i>Contact person:</i>	Olaf Unger
<i>Position in the company :</i>	CEO
<i>Telephone:</i>	0049-391-8189141
<i>Fax:</i>	0049-391-8189140
<i>General e-mail address:</i>	<a href="mailto:oehmi@oehmi-cert.de">oehmi@oehmi-cert.de</a>
<i>E-mail contact person:</i>	<a href="mailto:olaf.unger@oehmi-cert.de">olaf.unger@oehmi-cert.de</a>
<i>Year established:</i>	1996
<i>Turnover in million Euro:</i>	up to 2m
<i>Number of employees in the enterprise:</i>	10-49
<i>Activity-Code:</i>	
<i>Contact Languages:</i>	English, Bulgarian
<i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i>	realisation of certificates for management systems (QM, UM, EnM, OHSAS, HACCP) and processes (GMP, NVO, AZAV)
<i>Certification/ Quality Standard</i>	DIN EN ISO/IEC 17021 DIN EN ISO/IEC 17065
<i>Already engaged in Trans-National Co-operation:</i>	yes
<i>Percentage of Trans-National Activity:</i>	10-49 per cent

**Co-operation Proposal - Description of the co-operation sought**

<i>Type of Cooperation:</i>	intermediaries – supply and demand
<i>Trade intermediary</i>	
<i>Transport/Logistic</i>	supply and demand
<i>Subcontracting/Outsourcing activities</i>	
<i>Target Countries:</i>	Eastern Europe
<i>Full Description:</i>	<p>ÖHMI EuroCert is accredited by DAkkS (Deutsche Akkreditierungsstelle GmbH – Germany's national accreditation body) for:</p> <p>1<sup>st</sup>: DIN EN ISO/IEC 17021 management systems:</p> <ul style="list-style-type: none"> <li>- DIN EN ISO 9001:2008 quality management</li> <li>- DIN EN ISO 14001:2011 environmental management systems</li> <li>- DIN EN ISO 50001:2001 energy management systems</li> </ul>

	<ul style="list-style-type: none"> <li>- BS OHSAS 18001:2007 management systems for industrial safety and health protection</li> <li>- HACCP (Hazard Analytics Critical Control Points) according to requirements of ISO/TS 22003:2007</li> <li>2<sup>nd</sup>: DIN EN ISO/IEC 17065:2013 for processes: <ul style="list-style-type: none"> <li>- GMP+ Feed Safety Assurance</li> <li>- accreditation according to the law of labour promotion for the approval of providers (SGB III) in accordance with the regulation for accreditation and approval of labour promotion (AZAV)</li> </ul> </li> <li>europa-wide accreditation possible</li> <li>international contacts available</li> </ul>
<i>Description of the main advantages the company could offer to a potential partner:</i>	ÖHMI EuroCert GmbH is internationally accredited for the above named fields.

***Describe the required characteristics of the potential partner***

<i>Type of partners:</i>	enterprises
<i>Field of activities of the potential partner:</i>	services
<i>Number of employees of the potential partner:</i>	
<i>Trans-National Co-operation experiences of the potential partner:</i>	does not matter
<i>Expected input/Characteristics of the partner: (Description of what is expected from the co-operation partner)</i>	<ul style="list-style-type: none"> <li>- reliability</li> <li>- self-initiative</li> <li>- enterprise, being interested in an international co-operation</li> <li>- experience in service for management systems and processes (QMS, UMS, EnMS, OHSAS, HACCP; GMP+, NVO, AZAV, EfbV)</li> </ul>

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## 6. PF UnDiService

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***Company Profile - Description of the company***

<i>Company:</i>	PF UnDiService
<i>Street, No.:</i>	Kleine Straße 8

<i>Postal Code ,City:</i>	39326 Niedere Börde
<i>www-Address:</i>	<a href="http://www.pfundiservice.de">www.pfundiservice.de</a>
<i>Contact person:</i>	Petra Fricke
<i>Position in the company :</i>	manager
<i>Telephone:</i>	0049-39202-6231
<i>Fax:</i>	0049-39202-51450
<i>General e-mail address:</i>	<a href="mailto:pfundiservice@email.de">pfundiservice@email.de</a>
<i>E-mail contact person:</i>	
<i>Year established:</i>	2011
<i>Turnover in million Euro:</i>	up to 2m
<i>Number of employees in the enterprise:</i>	1-9
<i>Activity-Code:</i>	82999
<i>Contact Languages:</i>	German
<i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i>	consultancy, project management, support in organising events

***Co-operation Proposal - Description of the co-operation sought***

<i>Target Countries:</i>	Eastern Europe
<i>Full Description:</i>	- creation and intermediation of contacts between international enterprises  - co-operation with partners searching contacts to German or international enterprises
<i>Description of the main advantages the company could offer to a potential partner:</i>	- good contacts inside German networks (German Association of Small and Medium-Sized Enterprises; Economic Affairs Council)

***Describe the required characteristics of the potential partner***

<i>Type of partners:</i>	representatives of different industries, searching international partners
<i>Field of activities of the potential partner:</i>	service does not matter
<i>Number of employees of the potential partner:</i>	
<i>Trans-National Co-operation experiences of the potential partner:</i>	does not matter
<i>Expected input/Characteristics of the partner:</i>	interest, open-mindedness, loyalty

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## 7. Network Remanufacturing/ tti Magdeburg GmbH

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### A. Company Profile - Description of the company

<i>Company:</i>	Network Remanufacturing/ tti Magdeburg GmbH Bruno-Wille-Str.9
<i>Street, No.:</i>	39108 Magdeburg
<i>Postal Code ,City:</i>	www.tti-md.de
<i>www-Address:</i>	Dr. Michael Klaeger
<i>Contact person:</i>	Network manager
<i>Position in the company :</i>	+493917443543
<i>Telephone:</i>	+493917443511
<i>Fax:</i>	<a href="mailto:ttipost@tti-md.de">ttipost@tti-md.de</a>
<i>General e-mail address:</i>	<a href="mailto:mklaeger@tti-md.de">mklaeger@tti-md.de</a>
<i>E-mail contact person:</i>	1992
<i>Year established:</i>	2 million
<i>Turnover in million Euro:</i>	10-49
<i>Number of employees in the enterprise:</i>	Service provider mainly for SMEs.
<i>Activity-Code:</i>	
<i>Contact Languages:</i>	German, English
<i>Company's current products/activities, particularly with regard to the co-operation</i>	The network remanufacturing wants to support enterprises in their activities in the field of re-

<p><i>request (main products, services, core activities):</i></p>	<p>manufacturing. Network partners are enterprises with expertise in:</p> <ul style="list-style-type: none"> <li>- Testing technologies</li> <li>- Material science</li> <li>- Process and assembly technologies</li> <li>- Machine and fixture construction</li> <li>- Production logistics</li> <li>- Automation of production processes</li> <li>- Technologies to realise auxiliary processes.</li> </ul> <p>Discarded products should be enhanced for a second life cycle by innovative technologies. A new level of re-manufacturing should be reached. Used equipment and single parts will be checked of their re-use, reprocessed if efficient and included into industrial manufacturing processes again.</p>
<p><i>Certification/ Quality Standard</i></p> <p><i>Already engaged in Trans-National Co-operation:</i></p> <p><i>Percentage of Trans-National Activity:</i></p>	<p>DIN EN ISO 9001</p> <p>no</p>

***Co-operation Proposal - Description of the co-operation sought***

<p>Type of Cooperation:</p>	<p>Project-based co-operation to initiate and accompany successful implementation of joint research and development projects by companies and scientific institutions in the various projects as well as support of business co-operation.</p>
<p>Target Countries:</p>	<p>Bulgaria</p>
<p>Full Description:</p>	<p>Development of strategic approaches to strengthen the position of the network companies in the markets by networking and cooperation, mainly in the field of innovations, but also trade and common business activities.</p>
<p>Description of the main advantages the company could offer to a potential partner:</p>	<p>The network management provides strong contacts to the member organisations of the network of remanufacturing.</p>

***Describe the required characteristics of the potential partner***

Type of partners:	Companies, Technology Transfer Organisations, Research Organisations, Associations and Clusters
Field of activities of the potential partner:	Companies interested in international affairs, service providers to SMEs, cluster managers
Number of employees of the potential partner:	Does not matter
Trans-National Co-operation experiences of the potential partner:	No preference
Expected input/Characteristics of the partner: (Description of what is expected from the co-operation partner)	The potential partner should have access to a pool of companies and research organisation in the region.

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## 8. SMAB

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### ***Company Profile - Description of the company***

<i>Company:</i>	tti Magdeburg GmbH
<i>Street, No.:</i>	Bruno Wille-Str.9 39108 Magdeburg <a href="http://www.tti-md.de">www.tti-md.de</a>
<i>Postal Code ,City:</i>	Dr. Michael Klaeger
<i>Contact person:</i>	Cluster manager
<i>Position in the company :</i>	+493917443543
<i>Telephone:</i>	+493917443511
<i>Fax:</i>	<a href="mailto:ttipost@tti-md.de">ttipost@tti-md.de</a> <a href="mailto:mklaeger@tti-md.de">mklaeger@tti-md.de</a>
<i>General e-mail address:</i>	
<i>Year established:</i>	
<i>Turnover in million Euro:</i>	
<i>Number of employees in the enterprise:</i>	1992 2 million
<i>Activity-Code: Contact</i>	10-49
<i>Languages:</i>	Service provider mainly for SMEs.  German, English

<p><i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i></p>	<p>The main goal of the Special-Purpose Machines and Plant Engineering cluster is the improvement of the competitiveness of companies in this sector. Since its foundation in 2008, the cluster management of Special Purpose Machines and Plant Engineering (SMAB) has successfully contributed to:</p> <ul style="list-style-type: none"> <li>• advertising this sector on a transregional base,</li> <li>• integrating companies of the sector into the cluster work on a broad base,</li> <li>• supporting companies with their innovations,</li> <li>• promoting the settlement and growth of companies,</li> <li>• helping companies in staff issues, and</li> <li>• supporting the knowledge and technology transfer from science into the companies.</li> </ul>
<p><i>Certification/ Quality Standard Already engaged in Trans-National Co-operation: Percentage of Trans-National Activity:</i></p>	<p>DIN EN ISO 9001 Yes</p>

**Co-operation Proposal - Description of the co-operation sought**

<p><i>Type of Cooperation:</i></p>	<p>Project based co-operation to initiate and accompany successful implementation of joint research and development projects by companies and scientific institutions in the various projects as well as support of business cooperation.</p>
<p><i>Full Description:</i></p>	<p>Development of strategic approaches to strengthen the position of the cluster companies in the markets by networking and cooperation, mainly in the field of innovations, but also trade and common business activities.</p>
<p><i>Description of the main advantages the company could offer to a potential partner:</i></p>	<p>The cluster management provides strong contacts to the member organisations of the Special-Purpose Machines and Plant Engineering cluster.</p>



**Describe the required characteristics of the potential partner**

<i>Type of partners:</i>	Companies, Technology Transfer Organisations, Research Organisations, Associations and Clusters
<i>Field of activities of the potential partner:</i>	Companies interested in international affairs, service providers to SMEs, cluster managers
<i>Number of employees of the potential partner:</i>	n.a.
<i>Trans-National Co-operation experiences of the potential partner:</i>	No preference
<i>Expected input/Characteristics of the partner: (Description of what is expected from the co- operation partner)</i>	The potential partner should have access to a pool of companies and research organisation in the region.

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## 9. TTI Magdeburg GmbH

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**Company Profile - Description of the company**

<i>Company:</i>	tti Magdeburg GmbH
<i>Street, No.:</i>	Bruno-Wille-Str.9
<i>Postal Code ,City:</i>	39108 Magdeburg
<i>www-Address:</i>	www.tti-md.de
<i>Contact person:</i>	Marko Wunderlich
<i>Position in the company :</i>	Project Leader (EEN)
<i>Telephone:</i>	+493917443541
<i>Fax:</i>	+493917443544
<i>General e-mail address:</i>	<a href="mailto:ttipost@tti-md.de">ttipost@tti-md.de</a>
<i>E-mail contact person:</i>	<a href="mailto:mwunderlich@tti-md.de">mwunderlich@tti-md.de</a>
<i>Year established:</i>	1992

<i>Turnover in million Euro:</i>	2 million
<i>Number of employees in the enterprise:</i>	10-49
<i>Activity-Code:</i>	Service provider mainly for SMEs.
<i>Contact Languages:</i>	German, English, Swedish
<i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i>	Services, mainly focused on innovation, are provided on regional, national and European level. That concerns the promotion of technology transfer, the structuring of research and development processes and setting up of technology-orientated businesses, development of networks and co-operations between research institutes and enterprises. It also concerns information on locations for settlement and procurement of contact persons. The organisation of information events and congresses provide impulses for innovation.
<i>Certification/ Quality Standard</i>	DIN EN ISO 9001
<i>Already engaged in Trans-National Co-operation:</i>	Yes (EEN, INTERREG, CIP)
<i>Percentage of Trans-National Activity:</i>	10-49%

### **Co-operation Proposal - Description of the co-operation sought**

<i>Type of Cooperation:</i>	Project based co-operation to support enterprises and research organisations
<i>Target Countries:</i>	
<i>Full Description:</i>	<ul style="list-style-type: none"> <li>- Development, monitoring and management of single or network projects for the product and process innovation</li> <li>- Perform services for the development of projects to research co-operation and technology transfer on European level</li> <li>- Development of quality and environmental management systems</li> <li>- Analysing of cost saving opportunities in the production process including energy saving,</li> <li>- Energy management</li> <li>- Support of start-ups including the start conditions in a Technology and Foundation Centre</li> </ul>

	<ul style="list-style-type: none"> <li>- Searching for co-operation partners on regional, national and European level</li> <li>- Signposting to experts for intellectual property rights matters</li> <li>- Development of financial support procedures for research, development and innovation</li> <li>- Assistance in the procurement of design achievements, manufacturing possibilities etc.</li> <li>- Projects of the regional management and the regional strategy development</li> </ul>
<i>Description of the main advantages the company could offer to a potential partner:</i>	The company provides strong contacts to local businesses as well as research organisations.

**Describe the required characteristics of the potential partner**

<i>Type of partners:</i>	Companies, Technology Transfer Organisations, Research Organisations, Associations and Development agencies
<i>Field of activities of the potential partner:</i>	Companies interested in international affairs, service providers to SMEs, Manufacturing, Services
<i>Number of employees of the potential partner:</i>	n.a.
<i>Trans-National Co-operation experiences of the potential partner:</i>	No preference
<i>Expected input/Characteristics of the partner: (Description of what is expected from the co-operation partner)</i>	The potential partner should perform services for the development of projects to research co-operation and technology transfer on European level.

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## 10. Stenger Waffeln Gerwisch GmbH

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**Company Profile - Description of the company**

<i>Company:</i>	Stenger Waffeln Gerwisch GmbH
<i>Street, No.:</i>	Bahnhofstr. 1-5 39175 Gerwisch

<i>Postal Code ,City:</i>	<a href="http://www.stenger.eu">www.stenger.eu</a>
<i>www-Address:</i>	Ralf Stenger
<i>Contact person:</i>	CEO
<i>Position in the company :</i>	0049-39292-67870
<i>Telephone:</i>	0049-39292-678713
<i>Fax:</i>	<a href="mailto:info@stenger.eu">info@stenger.eu</a>
<i>General e-mail address:</i>	<a href="mailto:rs@stenger.eu">rs@stenger.eu</a>
<i>E-mail contact person:</i>	1992
<i>Year established:</i>	2-10m
<i>Turnover in million Euro:</i>	10-49
<i>Number of employees in the enterprise:</i>	
<i>Activity-Code:</i>	English, German
<i>Contact Languages:</i>	
<i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i>	wafers, popcorn, sweets (confectionary), pastries
<i>Certification/ Quality Standard:</i>	HACCP
<i>Already engaged in Trans-National Co-operation:</i>	yes
<i>Percentage of Trans-National Activity:</i>	0-9 per cent

**Co-operation Proposal - Description of the co-operation sought**

<i>Type of Cooperation:</i>	mutual production – supply and demand
<i>Trade intermediary</i>	yes
<i>Transport/Logistic</i>	

<i>Subcontracting/Outsourcing activities</i>	
<i>Target Countries:</i>	(Eastern) Europe
<i>Full Description:</i>	Stenger Waffeln is a family-owned, internationally acting traditional enterprise. We produce and trade first-class wafers and pastries as well as popcorn for our demanding clients in wholesale or retail.
<i>Description of the main advantages the company could offer to a potential partner:</i>	realisation and flexibility according to individual demands of our clients

***Describe the required characteristics of the potential partner***

<i>Type of partners:</i>	enterprise
<i>Field of activities of the potential partner:</i>	production and trade
<i>Number of employees of the potential partner:</i>	
<i>Trans-National Co-operation experiences of the potential partner:</i>	does not matter
<i>Expected input/Characteristics of the partner: (Description of what is expected from the co-operation partner)</i>	flexible and individual suggested solutions

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## *11. S & W Verpackung GmbH*

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***Company Profile - Description of the company***

<i>Company:</i>	S & W Verpackung GmbH
<i>Street, No.:</i>	Kleine Straße 8
<i>Postal Code ,City:</i>	D-39326 Niedere Börde
<i>www-Address:</i>	www.s-wverpackung.de
	Fricke, Rainer

<i>Contact person:</i>	Director
<i>Position in the company :</i>	0049 39202 6231 0049 39202 51450
<i>Telephone:</i>	info@s-wverpackung.de
<i>Fax:</i>	Rainer.Fricke@s-wverpackung.de
<i>General e-mail address:</i>	1995
<i>E-mail contact person:</i>	2-10 million
<i>Year established:</i>	10-49
<i>Turnover in million Euro:</i>	C.16.24 Manufacture of wooden containers C.16.29 Manufacture of other products of wood, manufacture of articles of cork, straw and plaiting materials
<i>Number of employees in the enterprise:</i>	C.17 - Manufacture of paper and paper products G.46.13 Agents involved in the sale of timber and building materials
<i>Activity-Code:</i>	G.46.7 Other specialized wholesale
<i>Contact Languages:</i>	German, English
<i>Company's current products/activities, particularly with regard to the co-operation request (main products, services, core activities):</i>	The company is producing pallets, boxes and wooden packaging and exports industrial packaging.
<i>Certification/ Quality Standard</i>	ISO 9000
<i>Already engaged in Trans-National Co-operation:</i>	Yes
<i>Percentage of Trans-National Activity:</i>	10 – 49%

### **Co-operation Proposal - Description of the co-operation sought**

<i>Type of Cooperation:</i>	Requested and offered: reciprocal production, subcontracting/supplier
<i>Target Countries:</i>	Europe

<i>Full Description:</i>	The company is offering industrial packaging and is looking for a business partner who has a customer portfolio for the industrial packaging sector to sell the products. Furthermore, the firm is looking for a producer of sawn timber.
<i>Description of the main advantages the company could offer to a potential partner:</i>	The company offers professional industrial packaging, logistics and export possibilities by air, sea or truck.

***Describe the required characteristics of the potential partner***

<i>Type of partners:</i>	Companies
<i>Field of activities of the potential partner:</i>	Production
<i>Number of employees of the potential partner:</i>	No preference
<i>Trans-National Co-operation experiences of the potential partner:</i>	No preference
<i>Expected input/Characteristics of the partner: (Description of what is expected from the co-operation partner)</i>	The potential partner should be a supplier of sawn timber and/or a plant and machine manufacturer.