

Company Profile

A. Description of the company

Name of the company:	IVS Oberflächenbearbeitung Horst Scheffler e.K.	
Address:		
City:	Gewerbeviertel 14	
Postal Code:	04420	
Street:	Markranstädt OT Kulkwitz	
Country:	Germany	
Web Address:	www.ivs-oberflaechenbearbeitung.de	
Contact person:		
Title:	Dipl.-Ing.	
First Name:	Jan	
Family Name:	Rauscher	
Position in the company:	General Manager	
Telephone Number:	+49 34205 44195 / +49 177 8943085	
Fax Number:	+49 34205 44198	
E-Mail Address:	jan.rauscher@ivs-oberflaechenbearbeitung.de	
Year established:	1990	
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

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Activity codes (NACE-Code):	Construction of roads and railways, floor and wall covering, other building completion and finishing, roofing activities	
Contact language(s)	<input checked="" type="checkbox"/> English	<input checked="" type="checkbox"/> Other (specify) German
Certification / quality standard:	<input checked="" type="checkbox"/> None <input type="checkbox"/> ecoaudit	<input type="checkbox"/> ISO9000 <input type="checkbox"/> Other (specify)
Company's current products / activities, particularly with regards to the co-operation request (main products, services, core activities):	The company uses the most modern techniques and procedures such as shot-blasting, stripping, cutting, deflashing, painting and grinding for solving industrial causes. In addition the company works with a innovative laser-technology, sand blasting, used in the field of cultural heritage and restoration.	
Already engaged in trans-national cooperation:	<input checked="" type="checkbox"/> Yes	<input 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 type="checkbox"/> Offered	<input type="checkbox"/> Required
	Subcontracting / outsourcing activities	<input type="checkbox"/> Offered	<input checked="" type="checkbox"/> Required
Target countries:	EU-countries		
Full description: (specification of cooperation requested / offered)	<p>A German company specialized in surface processing is searching for cooperation partner in Europe.</p> <p>The company uses the most modern techniques and procedures such as shot-blasting, stripping, cutting, deflashing, painting and grinding for solving industrial causes. In addition the company works with a innovative laser-technology, sand blasting, used in the field of cultural heritage and restoration.</p> <p>The German company is looking for companies in industry and commerce as well as for building-/cultural heritage authorities as purchasers of surface processing.</p>		
Description of the main advantage the company could offer to a potential partner:	<p>The German company has extensive knowledge in the field of surface processing and offers a wide range of modern, high-quality services.</p>		

C. Profile of the required partner:

Type of partner:	<input checked="" type="checkbox"/> Company
	<input checked="" type="checkbox"/> Other (specify)

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	Building-/cultural heritage authorities	
Field of activities of the potential partner:	<input checked="" type="checkbox"/> Manufacturing <input type="checkbox"/> Trade (buying / selling)	<input checked="" type="checkbox"/> Services
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 checked="" 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 general contractor (company or building-/cultural heritage authority) who is interested in a reliable co-operation with a German company.	