

Discover Cleantech in Piemonte
Partnering programme with Piemonte companies

Torino, June 6th-7th 2019

BUYERS COMPANY PROFILE

Company name	MegaGroup Trade Holding B.V.
Address	Doornhoek 4205
Post code, City	5465 TG Veghel
Country	Netherlands
Website	www.megagroutrade.com
Company role	Knowledge, Quality & Innovation Manager
Spoken languages	English
Activity sector	ENVIRONMENT <input type="checkbox"/> Water/waste water treatment
Description of your activity	Water-technology wholesalers with head-quarters in the Netherlands and sales offices (Bosta, Bevo, Liquipipe) in Belgium, Denmark, Germany, Netherlands, Poland, UK. We are specialized in catering swimming pool, water treatment, irrigation and geothermal water-tech products
Date of establishment	1943
Turnover	90 Million Euro
Nr of employees	300
Please detail the products you deal with (and related brands): - typology - range	Water-technology wholesalers with head-quarters in the Netherlands and sales offices (Bosta, Bevo, Liquipipe) in Northern Europe. We are specialized in catering swimming pool, water treatment, irrigation and geothermal water-tech products from simple plumbing accessories to complicated water treatment products.
Geographic areas covered	Belgium, Denmark, Germany, Netherlands, Poland, UK
Please indicate if you are already sole agent of foreign products	We have some exclusivity with some suppliers and we have products distributed under our own brand names.

<p>Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies</p>	<p>Yes, from Europe and abroad</p>
<p>Please indicate your customers' characteristics</p>	<p>Our customers are swimming pool, garden and professional irrigation, water-treatment, geothermal installers, wholesalers and retailers.</p>
<p>Please indicate if you have already worked with Italian companies. If yes, which ones?</p>	<p>Yes. Elbi, Irritec, Rovatti.</p>
<p>Sub-sectors you are mostly interested in:</p>	<p>ENVIRONMENT <input type="checkbox"/> Water/waste water treatment</p> <p>RENEWABLE ENERGY <input type="checkbox"/> District Heating <input type="checkbox"/> Geothermal</p> <p>GREEN & SMART BUILDING <input type="checkbox"/> Plant design (heating systems, ventilation, HVAC etc)</p>
<p>Please indicate products/services/processes solutions you are looking for</p>	<p>Water-tech products, services, IoT and platforms.</p>
<p>Please indicate which kind of cooperation you would be more interested in</p>	<p>We are interested in distributing water-tech products and services in Northern Europe.</p>
<p>Please give the specific purpose of your visit in Italy</p>	<p>We are interested in finding new suppliers of components & products in the water treatment sector (pumps, cleaning services for sanitation, filtration etc).</p> <p>We are also looking for new technologies and IoT innovations applied to the water treatment sector (sensors for monitoring water parameters. The company also manages Aqua2Life programme (https://aqua2life.org/), a non-profit innovation/knowledge platform that connects innovations with market.</p>

Company name	Establishment Nazih. S. Braidi for Engineering and Contracting
Address	Beirut, Achrafieh St Maroun street- Maamari Building – Ground Floor
Post code, City	259 Zahleh
Country	Lebanon
Website	http://est-nazihbraidi.com
Company role	Owner and General Manager
Spoken languages	Arabic, English, French
Activity sector	<p>ENVIRONMENT</p> <p><input type="checkbox"/> Hydraulics</p> <p><input type="checkbox"/> Water/waste water treatment</p> <p>RENEWABLE ENERGY</p> <p><input type="checkbox"/> Photovoltaic</p> <p>INFRASTRUCTURES/PUBLIC WORKS</p> <p><input type="checkbox"/> Underground and tunneling</p> <p><input type="checkbox"/> Bridges and viaducts</p> <p><input type="checkbox"/> Environmental infrastructures (landfills, dams etc)</p> <p><input type="checkbox"/> Public works (hospitals, schools, sports facilities)</p> <p><input type="checkbox"/> Public Lightning</p>
Description of your activity	General Contracting
Date of establishment	04/03/1987
Turnover	39 000 000 USD
Nr of employees	80 Employees
Please detail the products you deal with	Procures goods and services for management integration maintenance operating
Geographic areas covered	Lebanon
Please indicate if you are already sole agent of foreign products	NO

Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	YES
Please indicate your customers' characteristics	Public sector
Please indicate if you have already worked with Italian companies. If yes, which ones?	NO
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT <input type="checkbox"/> Water/waste water treatment</p> <p>RENEWABLE ENERGY <input type="checkbox"/> Photovoltaic</p> <p>INFRASTRUCTURES/PUBLIC WORKS <input type="checkbox"/> Underground and tunneling</p>
Please indicate products/services/processes solutions you are looking for	<ul style="list-style-type: none"> • Companies that can design and construct wastewater Treatment Plants; • Companies that can supply components and machineries to be used in wastewater treatment plants • Companies designing and installing PV plants • Companies working in the field of underpass and tunneling.
Please indicate which kind of cooperation you would be more interested in	Joint Venture
Please give the specific purpose of your visit in Italy	To find companies working in the sectors indicated above, to build up partnerships to participate to local tenders financed by European funds or Italian Cooperation funds.

Company name	DIG Świtała Sp. z o.o.	
Address	ul. Dworcowa 53	
Post code, City	44-340 Łaziska;	
Website	www.switala.pl	
Contact person (name and position)	Paweł Świtała (owner)	
Spoken languages	Polish, Italian, English	
Activity sector	The main mission is to support and to assist foreign companies (90% from Italy) in proposing, selling and commissioning new machines and plants in the Polish industrial market.	
Description of your activity	Proposal, sales, commission of machines and plants for metalworking production (deformation)	
Date of establishment	1.09.2001	
Turnover	25.000.000 PLN	
Nr of employees	42	
Please detail the products you deal with (and related brands): - typology - range	Our biggest supplier: Varo, Gasparini, LDM, Gade, IMV, Asservimenti, etc.	
Geographic areas covered	Whole territory of Poland. A spot Czech Republic, Slovak, Germany, Ukraina, Russia.	
Please indicate if you are already sole agent of foreign products	We are exclusive representative for all our suppliers	
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Our supplier mainly coming from Italy, we have also two supplier from Switzerland and one from France and USA	

Please indicate your customers' characteristics	Workshop which working sheet plate, tubes and wire
Please indicate if you have already worked with Italian companies. If yes, which ones?	We are exclusive representative of about 30 italian companies and we are working on case by case base with other 20.
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> <input type="checkbox"/> Waste collection / management/ recycling <input type="checkbox"/> Water/waste water treatment <input type="checkbox"/> Air quality / off gas management <p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> <input type="checkbox"/> Photovoltaic <input type="checkbox"/> Wind / Miniwind <input type="checkbox"/> Cogeneration / Trigeneration <input type="checkbox"/> Energy efficiency
Please indicate products/services/processes solutions you are looking for	We are looking for Italian Companies producing plants and machineries in expanding sectors (energy, environment) where Poland now is offering interesting business perspectives.
Please indicate which kind of cooperation you would be more interested in	Proposal, sales, distribution and after sale services for Polish market.
Please give the specific purpose of your visit in Italy	To know Italian companies producing engineering services, equipment and Plants in the Energy and Environmental Industrial sectors.

Company name	SOTITHER	
Address	Hammouda Pacha- Z.I Daouar Hicher –	
Post code, City	2086 - Daouar Hicher – La Manouba - Tunisia	
Website	www.sotither.com	
Position company representative	CEO	
Spoken languages	Francese, italiano, arabo	
Activity sector	ENVIRONMENT Hydraulics INFRASTRUCTURES/PUBLIC WORKS Power distribution and energy production (including smart grid and off grid systems)	
Description of your activity	Vendita, importazione e installazione di materiali per idraulica, gas, vapore e acqua	
Date of establishment	2010	
Turnover	€ 1000000,00	
Nr of employees	30	
Please detail the products you deal with (and related brands): - typology - range	Pezzi di ricambio per bruciatori e caldaie. Prodotti e macchinari trattamento acqua Importazione caldaie, bruciatori, grandi impianti.	
Geographic areas covered	Tunisia, Algeria, Libia, Italia, Africa	
Please indicate if you are already sole agent of foreign products	Mingazzini (Parma), Hidromatic (Modena), Energy Bruciatori (Torino), Coprim (veneto)	
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	AQUATREAT – Belgio (prodotti trattamento acqua)	

Please indicate your customers' characteristics	Grandi Industrie Enti Pubblici Ospedali
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT</p> <p><input type="checkbox"/> Hydraulics</p> <p>RENEWABLE ENERGY</p> <p><input type="checkbox"/> Cogeneration / Trigenation</p> <p>INFRASTRUCTURES/PUBLIC WORKS</p> <p><input type="checkbox"/> Underground and tunneling</p> <p><input type="checkbox"/> Power distribution and energy production (including smart grid and off grid systems)</p> <p><input type="checkbox"/> Public works (hospitals, schools, sports facilities)</p> <p><input type="checkbox"/> Valvole</p> <p>GREEN & SMART BUILDING</p> <p><input type="checkbox"/> Construction of civil, industrial and commercial buildings</p>
Please indicate products/services/processes solutions you are looking for	Valvole gas Valvole vapore ed accessori per vapore Prodotti e macchinari trattamento acque
Please indicate which kind of cooperation you would be more interested in	Interessati a diventare agente per nuovi prodotti italiani in ambito industriale
Please give the specific purpose of your visit in Italy	Ricerca di nuovi prodotti e tecnologie da distribuire presso i loro clienti