

Partnering Opportunity

Profile Status: Published

Business Offer

Japanese manufacturer of hair scissors for professionals seeks EU sole distributors

Summary

A Japanese company is a leader in professional hair scissors in Japan. Already present in some EU countries, the company aims to further increase its presence on the continent and is looking for distributors for an exclusive distribution agreement. The company's handcrafted scissors have been developed based upon customers' feedback, and today the company can provide over 120 product models and also personalise them upon request.

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Details

Description

A Japanese hair scissors supplier, founded in 1967, is seeking sole distribution partners with existing sales networks to supply the company products within the EU market in the frame of a distribution service agreement.

The company manufactures and supplies high-quality hand crafted hair scissors in Japan, targeting from beginner to professional hair stylists and barbers. The company's scissors are the most sold in Japanese high-end hair scissor market.

A pioneer of the hair scissor industry, the company has researched and developed high manufacturing techniques for their products. Taking in account the feedback from hair stylists and barbers, the company has developed over 120 product models with unique characteristics that meet the needs of various customers from the beauty industry.

The company has a wide variety of machines and equipment which allows them to customise scissors upon customer's preference.

In addition to the exclusive distribution agreement, the company can also share its knowledge as an educator. In fact, the company offers trainings of scissors sharpening techniques for interested partners, in order to familiarise them with the company's products. The company expects the partner to cover the costs for equipment, machine and travel expenses to Japan as their initial investment.

Advantages and Innovations

The company applied Japanese Katana sword shape to the scissor blade/edge and invented a unique shape of blades which is sharper than ordinary products.

The company invented special materials for their scissors and applied a special treatment to them. This increased the hardness of the material as well as the scissors durability compared to on the market similar products. The scissors can be re-sharpened over 20 times using the sharpening technique invented by the company.

The company products can be used for over 10 years with appropriate maintenance and regular sharpening.

The company product line up exceeds over 120 models within 30 categories.

The company designed 3-dimensional grip allows customer to hold scissors in a more comfortable way and can be adapted to a wide range of cutting techniques.

Keywords

Market

07004002 Health and beauty aids

NACE

C.25.7.1 Manufacture of cutlery
C.33.1.9 Repair of other equipment

Network Contact

Issuing Partner

EU-Japan Centre for Industrial Cooperation

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Open for EOI : **Yes**

Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Estonia,
Germany, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg,
Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia,
Spain, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1967

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

The company is already present in France, Sweden and Greece through local distributors. They have business with several Asian and U.S Companies.

Languages Spoken

English

Client Country

Japan

Partner Sought

Type and Role of Partner Sought

The company seeks sole distribution partners with existing sales' networks to target end users: beginners to professional hair stylists and barbers.

The company aims to have a sole distribution partner in each target country.

The company expects the potential partners to have sales' skills and experiences in the beauty industry.

The company provides training for sharpening the scissors.

The company would like the partner to promote, manage and collect scissors for appropriate sharpening and customisation.

The company welcomes potential partners without scissors sharpening experiences and expects them to promote the company's products initially. The company encourages the partners to collect and ship the company products to Japan for sharpening at the initial stage.

Partners are expected to work under a sales target process set by the company.

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Distribution services agreement

Attachments



Scissors 3



Scissors 1



Scissors 2