

German manufacturer of high-precision tableting tools seeks international distribution partners

Summary

Profile type

Business Offer

Company's country

Germany

POD reference

BODE20251017014

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

- **Netherlands**
- **Croatia**
- **France**
- **Canada**
- **Vietnam**
- **Argentina**
- **United States**
- **Peru**
- **Taiwan**
- **Slovenia**
- **Slovakia**
- **Japan**
- **Sweden**

Contact Person

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Term of validity

17 Oct 2025

17 Oct 2026

Last update

14 Nov 2025

General Information

Short summary

German manufacturer of high precision punches, dies, multi tip tools and die segments for all common tablet presses seeks experienced distributors or sales agents for international markets under a commercial agreement. Target users are pharmaceutical, nutraceutical and food producers. Ideal partners bring sector expertise and a strong local network. The company offers suitable candidates the opportunity to establish subsidiaries in their respective countries.

Full description

A family-owned company in Germany designs and manufactures high precision tableting tools for tablet production across the pharmaceutical, nutraceutical and food industries. Since 1960 the focus has been on durable precision, consistent quality and dependable supply. The product range covers punches and dies for all common tablet press models, customised solutions for special tablet shapes and production requirements and complete tool systems tailored to demanding environments. Consulting and after sales support around tableting processes are part of the offering to help stabilise throughput, reduce downtime and ensure reliable day to day operation. Close cooperation with customers, quick and flexible response to individual needs and continuous investment in modern manufacturing technologies underpin efficient, cost effective production. To strengthen its international presence, the company is seeking experienced distribution partners that combine sector knowledge with established local networks and can act as the first point of contact for sales and service in their market.

Advantages and innovations

- Exceptional precision and tight tolerances for consistent tablet quality
- Above-average service reduces tool changes and downtime
- Consistent quality for stable, cost-efficient high-volume production
- Fast, reliable delivery with flexible handling of custom-made solutions
- Modern manufacturing technologies supporting dependable lead times
- Trusted "Made in Germany" quality underpinning long-term reliability

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

IPR Notes

Sustainable Development goals

• **Not relevant**

Partner Sought

Expected role of the partner

A distribution partner is sought to represent a premium tableting-tool portfolio and grow the market in its country. The partner promotes and sells to tablet manufacturers, contract producers and equipment integrators, builds and maintains customer relationships and acts as the day-to-day contact. It provides first-line advice on tool selection, use and care and coordinates orders, import processes and local fulfilment to keep deliveries on schedule. It also

handles service requests professionally and keeps communication with the manufacturer clear and timely. In addition, the partner contributes market insights, identifies new opportunities, participates in relevant industry activities where appropriate and represents the brand professionally in customer meetings. Required capabilities include a strong network in the pharmaceutical, nutraceutical or food sectors, proven experience with precision tools or process equipment and a local sales and service infrastructure that ensures reliable support. In addition to searching for representatives, the company offers suitable candidates the opportunity to establish subsidiaries in their respective countries.

Type of partnership

Commercial agreement

Type and size of the partner

• SME 50 - 249

Dissemination

Technology keywords

Market keywords

- **05007002 - Pharmaceuticals/fine chemicals**
- **09004008 - Other manufacturing (not elsewhere classified)**
- **05003005 - Drug delivery and other equipment**
- **05007007 - Other medical/health related (not elsewhere classified)**

Targeted countries

Sector groups involved

- **Netherlands**
- **Croatia**
- **France**
- **Canada**
- **Vietnam**
- **Argentina**
- **United States**
- **Peru**
- **Taiwan**
- **Slovenia**
- **Slovakia**
- **Japan**
- **Sweden**

Media

Images



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