

Japanese manufacturer of tubes and spare parts for air-conditioning systems is looking for EU distributors

Summary

Profile type	Company's country	POD reference
Business Offer	Japan	BOJP20240711003
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Alessandro PERNA	11 Jul 2024 11 Jul 2025	11 Jul 2024

General Information

Short summary

This Japanese specialist of tubes, line set covers and other related spare parts for air-conditioning systems is looking for distributors or sales agent to enter the EU market under a commercial agreement. The company products made of aluminium bring a higher performance compared to copper made ones.

Full description

The Japanese company is manufacturing and supplying pipes, line set covers and other related spare parts for air-conditioning systems, as well as accessories and installation parts.

The company is committed to producing their own brand products that are of high quality and made in Japan. They are able to offer and provide solutions in the Japanese way of installations for air-conditioning systems with proven quality assurance.

The main products manufactured by the company are:

- + Insulated aluminium tubes for air-conditioning system
- + Line set covers for air-conditioning systems that cover the insulated copper tube to prevent tearing and breaking of the tape and insulation tube as well as to prevent condensation from forming
- + Outdoor unit holders for air-conditioning systems that are weather-proof and have load capacity

The company products comply with the strict Japan Industrial Standard and related High Pressure Gas Safety Act Refrigeration Safety Regulations.

So far, the Japanese company has been exporting their products in Norway, Indonesia, Australia and New Zealand and is now approaching the European markets.

The company sees demand for installation for air-conditioning system in European countries increasing year by year, and a trend of gradually adopting aluminium tubes. In addition, demand for aluminum tubes is growing as government policies implemented energy efficiency and the use of aluminum as sustainable material.

The Japanese company are looking for a sales agent, dealer and / or a distributor in EU countries to sell the products as described above.

Advantages and innovations

The company is also manufacturing and supplying 'Insulated aluminium tube' for air-conditioning system, which will be a replacement for copper tubes in the future.

Aluminium's environmental load is lower than copper, resulting in less Co2 emissions:

Co2 emission for 6.35mm outer diameter; by 28% reduction compared to copper.

Co2 emission for 9.52mm outer diameter; by 27% reduction compared to copper.

Furthermore, the advantages of adopting aluminium tube are:

1/2 heat conductivity, resulting less dewing compared to copper

1/3 weight of copper, easy to carry and handle

Less price fluctuation compared to copper

The aluminium pancake tube can be used for equipment with a refrigeration capacity of less than 5 tons.

Technical specification or expertise sought

Stage of development

Sustainable Development goals

• **Not relevant**

IPR Status

Partner Sought

Expected role of the partner

The Japanese company is looking to collaborate with a partner who has proven experience in the heat ventilation air-conditioning industry.

Specifically, the company is looking for a partner that

- is active in the industry with strong understanding of and insight in the market
- has human resources, organization, and sales network in the industry
- has high-end oriented marketing category/business in the market to recognize and respect the Japanese brand and pricing
- can keep stock of the product and distribute and wholesale to the partner's customers

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 50 - 249**
- **SME 11-49**
- **Big company**
- **SME <=10**

Dissemination

Technology keywords

Market keywords

- **08003007 - Other industrial equipment and machinery**

Targeted countries

- **World**

Sector groups involved

Media

Images



[Insulated aluminum tube](#)



[Line set cover](#)