

A German manufacturer of playground and outdoor fitness equipment is looking for distribution partners, especially in Japan, Italy, Austria, Great Britain and Sweden

Summary

Profile type	Company's country	POD reference
Business Offer	Germany	BODE20230111003
Profile status	Type of partnership	Targeted countries
UNDER_VALIDATION	Commercial agreement	• World
Contact Person	Term of validity	Last update
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General Information

Short summary

A German SME is specialised in the development, planning, manufacturing and distribution of playground and fitness equipment for public spaces. It mainly uses natural materials (wood) and polyethylene. The company has developed a scientific fitness and movement concept for all ages. Tailor-made solutions for playgrounds and fitness parks can be offered. Partners are sought for distribution services agreements.

Full description

With over 40 years of experience in the playground sector the German SME offers a wide product portfolio with playground equipment for all ages such as balance games, seesaws, swings, ropeways, slides, carousels, trampolins, merry-go-rounds, trampolins, climbing, rope nets, playing houses and others). Wood types used include spruce, douglas fir/larch, robinia and oak.

The portfolio ranges from tiny spare parts to individually planned huge playground projects. The company is a long term supplier for the public sector, such as kindergartens, schools and play facilities.

The outdoor fitness equipment is designed for public spaces with the help of an in-house sport scientist. In addition to the equipment, a movement concept for all generations is offered.

With every part that is developed, planned and designed the main focus is put on giving people the opportunity to move, to be active and have fun doing so. State-of-the-art machinery, highly qualified craftsmen and field logistics contribute to realising innovative ideas.

The SME also offers advice and assistance in planning the design and layout of the playground or fitness area including 3D visualisation. This way they can deliver individual solutions for each customer according to dimensions and needs of the playground and fitness equipment.

All products are certified according to TÜV and DIN. The company's products are recommended by the German olympic sports confederation (DOSB).

Partners with experience in the playground or outdoor fitness sector are sought for distribution services agreements, especially in Italy, Austria, Great Britain, Sweden and Japan. The partner will sell to customers in the public or private sector with technical support of the German SME.

Advantages and innovations

Playgrounds:

- Products appeal to children's imagination and build little fantasy worlds (e.g. houses, boats, animals, etc.). The features give room for action, role play, quiet play, experimental and development areas.
- Natural, sustainable and at the same time weather-resistant materials ensure high durability and reduced probability of cracking. The material is pressure impregnated against wood destroying micro organisms.
- The polyethylene used for roof covers, balustrades, fillings and water play features is food safe, solid coloured, and UV stable.
- High safety standardisation (DIN-EN 14974 for skating, DIN-EN 1176 for playground and DIN 79000 for outdoor fitness equipment).
- Easy installation and combination of different elements.
- Customer-specific solutions for individual needs and on-site inspection of existing playgrounds is possible.

Fitness parcs:

- Equipment is suitable for everyone regardless of age, gender, size or physical abilities.
- Sports-scientific expertise is used to plan and build the parcs
- Graphic instructions and signs are easy to understand for users

Technical specification or expertise sought

Stage of development

Already on the market

IPR Status

Secret know-how

Sustainable Development goals

- **Goal 3: Good Health and Well-being**

Partner Sought

Expected role of the partner

The German manufacturer is looking for a long-term partnership. Distribution partners are sought throughout Europe, especially in Italy, Austria, Great Britain, Sweden and Japan.

The partner will sell on its own to the customers. Future distribution partners and distributors will benefit from the long experience of the German company.

Ideally the future partner has experience with playground equipment and selling to customers in the public sector (municipalities, local authorities, schools, kindergartens). Possible partners could also be landscape architects, city planners, planners of public parks. As for the outdoor fitness equipment, partners with contacts to hospitals, sport clubs, army, fitness centers would be suitable.

In this cooperation sustainable growth for both partners is very important. The focus is put on the common planning of projects and the development of new ideas for products and services. Ideally, the partner should have established contacts to assembly teams which ensure the smooth installation of products. Necessary know-how will be supplied by the German SME.

Type of partnership

Commercial agreement

Type and size of the partner

• **SME 50 - 249**

• **SME 11-49**

• **SME <=10**

Dissemination

Technology keywords

• **11007 - Sports and Leisure**

Market keywords

• **07001003 - Toys and electronic games**

• **09007004 - Engineering and consulting services related to construction**

• **07001005 - Sport facilities (gyms and clubs)**

• **009007001 - Construction**

Targeted countries

• **World**

Sector groups involved

• **Construction**