

# German clock manufacturer of unique and exclusive masterpieces is looking for distributors and sales partners

## Summary

Profile type	Company's country	POD reference
<b>Business Offer</b>	<b>Germany</b>	<b>BODE20230824012</b>
Profile status	Type of partnership	Targeted countries
<b>PUBLISHED</b>	<b>Commercial agreement</b>	<b>• World</b>
Contact Person	Term of validity	Last update
<a href="#"><b>Noriko MITA</b></a>	<b>5 Jan 2024</b> <b>4 Jan 2025</b>	<b>5 Jan 2024</b>

## General Information

### Short summary

German clock manufactory builds unique clocks in the highest precision by hand. The portfolio includes high-quality longcase clocks, table clocks, regulators and flute or organ clocks. Its clients include both private & business customers. The manufacturer is looking for a long-lasting & trusting cooperation with selected distributors under a commercial agreement. The clockmaker is interested in expanding his sales market worldwide with a special focus on the neighbouring countries, USA & Japan.

### Full description

The second-generation family clockmaker, based in southern Germany, revives a traditional craft that is threatened with extinction. Since 1984 the German clockmaker builds various mechanical precision clocks (longcase clocks, table clocks, flute clocks). The company is the sole maker of new organ clocks.

The clockmaker builds unique masterpieces in traditional craftsmanship. It takes several months to manufacture one of the exclusive and high quality clocks. The clocks are individually designed according to customer's requirements and hand-made piece by piece. Almost all parts of the clocks (cabinets, dials, hands, wheels etc.) are designed and manufactured in the horological workshop. The strengths of the workshop lie in the depth of manufacturing experience, the use of exquisite materials, high precision, uncompromising quality, perfect design and the development of new ideas.

Clients are solvent and passionate devotees who look for extraordinary products and enduring values created to last for generations. The clocks are in the high-price segment with price levels in the 5- to 6-digit range. Clients are mainly private customers but orders are also executed for commercial customers. The clockmaker also carries out repairs and restorations of historical flute clock movements and flute clocks.

The manufacturers' goal is to expand to new markets. It already has various distributors worldwide (e.g. Austria, Italy, Australia, UAE) and is interested in a further expansion on a cooperation basis with distributors who know the local market and have customers who care about quality. The clockmaker is also prepared to reward recommendations made by distributors to their clients for the design and manufacture of unique timepieces by his workshop. A trusting and long-term partnership is therefore very important to the clockmaker.

#### Advantages and innovations

The clockmaker builds unique masterpieces in traditional craftsmanship and has long experience in the design and manufacturing of various clocks. Particular strengths are:

- handcrafted precision of the production
- extremely high vertical range of manufacture
- realization of new ideas in classical clockmaking
- individually designed according to customer 's requirements
- traditional know-how for repairing different types of clocks

#### Technical specification or expertise sought

#### Stage of development

**Already on the market**

IPR Status

#### Sustainable Development goals

**• Goal 12: Responsible Consumption and Production**

## Partner Sought

#### Expected role of the partner

Potential partners could be interior designers, wholesalers, online retailers and retailers (jewellers, watch stores). They should represent or co-represent his products and sell them directly to end-users. The clockmaker is looking for partners in the upper price segment with expertise in clock and watchmaking. A watchmaker as a contact person for service issues would be an advantage. There is also interest in working with interior designers.

The clock manufactory attaches great importance that potential partners

- are interested in a long-lasting and trustful partnership
- have customers who value precision and uniqueness

- have a trustful relationship with their regular customers
- can advise customers personally and can respond to their individual wishes and requirements by recommending the clockmaker as a manufacturer of unique timepieces

The clockmaker is interested in expanding his sales market worldwide with a special focus on the neighbouring countries Switzerland, France, the Netherlands and Belgium as well as on the USA and Japan.

Type of partnership

**Commercial agreement**

Type and size of the partner

- **SME 11-49**
- **SME <=10**

## Dissemination

Technology keywords

Market keywords

- **09004008 - Other manufacturing (not elsewhere classified)**
- **07004003 - Home furnishing and housewares**
- **07004005 - Furnishing and Furniture**

Targeted countries

- **World**

Sector groups involved

## Media

Images



[Table Clock NT8 rg.jpg](#)



[Table Clock NT10.jpg](#)



[Table Clock NT8 GT-2-gold-black.jpg](#)