**Business to Business Company Profile**

**Section 1. Company Information**

1. Name: Wesam Sulaiman Qawasmih

Company: **Al-Naseem Bros. Co.**

Address: Hebron Website: Alnassem.com City: Hebron, District: Hebron.

**About the company:**

Al-Nassem Brothers Company for Trading and Investment was established in 2000, and based in Hebron, it is considered one of leading and unique companies in Palestine specialized in the field of Steel and iron industry and electric doors, focusing and teaming up with latest technology and techniques in this domain. In the recent years, the company has managed to dominate the domestic market, and has achieved great success in the (Arab48) market, furthermore, our products has reached the Jordanian market, and is working hard to penetrate further markets beyond that, our approach is utilizing the global expertise with the local talent and expertize to develop our products according to international standard and specifications to achieve perfections.

The company has maintained throughout the previous years of the hard work and commitments to develop itself and its products to meet the market's requirements and demand with high satisfaction and unique high quality products. The company near plans is to achieve the international quality certificate “ISO” very soon.

In order to enhance the competitiveness, and to meet expanding market needs, as well as to penetrate a new markets and to expand globally, Al-Naseem management is establishing and constructing a state of the art plant/ factory which will include a new production lines that be managed by a high qualified management, engineers and technicians team of more that over 40 person that their slogan is "Always looking for the optimum."

1. Industry: Metal Industries.
2. major product(s)/ services(s): Doors / windows / stairs/ Rolling shutter doors/ Aluminum doors.

|  |  |
| --- | --- |
| **1** | **Metal decoration (Pipes)**  Pipes cone used in windows |
| **2** | **Metal Door:** Used is doors & gates shapes decoration |
| **3** | **Roll Shutters accessories:** Electronic panels, and iron accessories used for roll shutters |
| **4** | **Plastic accessories:** Used in the production of the roll shutters and other |
| **5** | **Roll doors:** Electrical and manual doors for houses, stores, shopes, medical and other… |
| **6** | **Decoration pipes** |
| **7** | **Rosy for Indoor and outdoor Fender / wrought iron railing balustrades, and for fences and windows** |
| **8** | **Iron/Steel security doors:** Used for houses, offices and building in all sizes and is 90% produced manually |

1. End consumer of your products: interior and exterior contractors, households, construction companies
2. Main applications of the product: for buildings, houses, villas

☒ Design ☒Price / quality

□ quality □ Brand name / presentation

☒ Technology □ Range of products

□ Other (specify):

1. What kind of business contact you are seeking:

☒ Importer / Distributor / Wholesaler **of housing and metal construction materials**

☒ Agent / Sales Representative: **of housing and metal construction materials**

□ Franchising

□ Joint venture partner

□ License

□ Other (specify):

* Is your company in contact with local companies? ☒ Yes □ No
* Do you want to contact some specific companies? □ Yes ☒ No

1. Total Number of employees

Full time: 23 Part time : 3

1. Does your company currently EXPORT?

□Yes (go to question 9) ☒No (go to question 20)

**Section 3. Currently Do Not Export**

1. Do you intend to export within the next two years? Yes
2. Please list the top three countries to which you expect to export.

Jordan, Saudi Arabia & Italy

1. ln which of the following areas you will need assistance with your export plans'? (please check all that apply.)

☒ Where to turn for exporting assistance and information

☒ identifying target countries

☒ How to do business in a particular country (laws. customs, business practices, etc.)

☒ Developing a marketing plan, promotional materials, etc.

☒ Identifying sales leads

☒ Finding representation in foreign countries

☒ Learning the export process (documentation. how to get paid. etc.)

☒ Obtaining export financing or financing assistance

☒ Shipping and transportation options

☒ Other methods of market entry (licensing, other joint ventures, etc.)

☒ Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

