**Business to Business Company Profile**

**Section 1. Company Information**

1. Name: Mousa Abu Saleh, Taleb Ahmad

Company: **Super Nimer Security Doors**

Address: Hebron Website: <http://super-nimer.com/>

City: Hebrin District: Halhoul

**About us:**

Super Nimer Industrial and Investment Company is a private limited company, it was founded in 2004 with an initial capital of 2 million ILS. In 2009 Super Nimer started its new production line (security doors) with the support of USAID through FNMD project. The area of the facility is around 4000 square meters.

Super Nimer is mainly producing two lines of products:

* Security doors
* Electrical boards.

During the last 10 years the company managed to distribute its security doors within the local market under the brand Name “Super Nimer”, while the same products are sold under Israeli brand name in the Israeli market. The company holds the international certificates (9001-2008, Palestinian Standards, British Standard Certification and Certifire).

In regard to the electrical boards, the company is targeting the local and the Israeli market over 70% of its production is being exported to the Israeli market.

1. Industry: Metal & Engineering
2. Major product(s)/services(s): Security doors, fire doors, electrical switch boards
3. End consumer of your products: Contractors, construction companies and houses owners
4. Main applications of the product: Protection against intrusion
5. Main factor of competitiveness of your company:

☒ 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 security doors for houses, companies, enterprises.**

□ Agent / Sales Representative

□ Franchising

□ Joint venture partner

□ License

☒ Other (specify): **Construction companies, security construction companies.**

* Is your company in contact with local companies? ☒ Yes 🞏 No
* Do you want to contact some specific companies? 🞏 Yes ☒ No
* If yes, specify the name and the address of the companies: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Total Number of employees

Full time: 75 Part time:

1. Does your company currently EXPORT?

☒Yes (go to question 10) □ No (go to question 21)

**Section 2. Currently exporting**

1. How many years has your company exported? 10 years
2. What percentage of your company's total sales is derived from exporting?

□Less than 10% □40 - 54%

□10 - 24% □55 - 69%

□15 - 39% ☒70% or more

1. Do exports account for more, less or the same percentage of your sales as two years ago?

☒More □ Less □ Same

1. Do you expect your sales from exporting to increase, decrease, or stay the same over the next two years?

☒Increase □Decrease □ Stay the same

1. Please check all international activities in which your company is currently engaged:

☒ Export of goods and/or services

☒ Import of goods and/or services

□ Licensing agreements

□ Distribution agreements

□ Subsidiaries or own sales forces in other countries

□ Company is owned by overseas corporation (51%+)

□ Joint ventures

☒ Research and development alliances

□ Other strategic alliances

If "other strategic alliances" has been checked. please briefly describe the nature of these alliances. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Please list the top three countries with which your company's current international activities occur and the percentage or your international sales for each country.

Country Percentage of international sales

**Morocco, Israel and Jordan**

1. Please check all international activities in which your company plans to be engaged over the next two years.

(Include expansion of existing and possible new activities.)

☒ Export of goods and/or services

□ Import of goods and/or services

□ Licensing agreements

□ Distribution agreements

□ Subsidiaries or own sales forces in other countries

□ Company is owned by overseas corporations (51%+)

□ Joint ventures

□ Research and development alliances

Other strategic alliances

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