

Swedish company seeking European manufacturers of steel fencing components

Summary

Profile type

Business request

Company's country

Sweden

POD reference

BRSE20260216007

Profile status

PUBLISHED

Type of partnership

Supplier agreement

Targeted countries

• **World**

Contact Person

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Term of validity

17 Feb 2026

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Last update

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General Information

Short summary

A Swedish SME active in trading and distribution of construction hardware seeks European manufacturers of steel fencing components. The company requests suppliers capable of producing galvanized and powder-coated steel tubes and fittings in various dimensions. Cooperation is sought under a supplier agreement and requires partners capable of supporting stable, high-volume recurring deliveries.

Full description

The requesting organisation is a Swedish SME operating in the field of construction hardware, fastening solutions, and area protection systems. The company has a longstanding presence in the Swedish building materials sector and supplies professional customers, wholesalers, and retailers. It operates an established warehouse and distribution hub in Sweden and sources products from both Asian and European markets.

The company seeks to identify European manufacturers capable of producing steel components for fencing systems, including posts, tubes, gates, and related accessories. The requested product range includes galvanized steel tubes, powder-coated tubes, square and round pipes, and steel-based hardware in various standard dimensions, as represented in the detailed item list provided. Current lengths range from approximately 1,200 mm to 4,700 mm, with typical dimensions of 40x40 mm and 50x50 mm, and a material thickness of 1.5 mm. Surface finishes include galvanization and powder coating in RAL colours (e.g., 6005, 9005, 6013).

The company aims to establish long-term supplier cooperation based on stable production capacity, consistent quality, and reliable lead times. The partner is expected to supply finished products according to agreed specifications and industry standards, enabling the Swedish SME to complement or progressively transition parts of its sourcing from Asia to Europe. This aligns with the company's objectives to reduce transport distances, increase sustainability, and secure more predictable logistics.

International cooperation is envisioned through structured ordering processes, coordinated forecasting, and regular communication regarding product quality and performance. Deliveries will be directed to the company's warehouse in Sweden. Cooperation will be evaluated on technical capability, adherence to European industry norms, corrosion resistance (C4 environments), and flexibility in handling both standard and customized product variants.

Advantages and innovations

Technical specification or expertise sought

- Ability to manufacture square and round steel tubes in lengths between approximately 1,200 mm and 4,700 mm.
- Production of 40x40 mm and 50x50 mm steel profiles with a material thickness of 1.5 mm.
- Capability to deliver galvanized and powder-coated finishes in RAL colours such as 6005, 9005, and 6013.
- Drilling precision for components requiring four-hole configurations.
- Manufacturing suitable for outdoor corrosion category C4 conditions.
- Consistent quality control aligned with fencing and construction industry standards.
- Ability to manage recurring high-volume orders equivalent to multiple container-load shipments per year.
- Reliable logistics capability for deliveries to Sweden.
- Preferably ISO-certified production and environmentally responsible manufacturing processes.

A detailed item list is attached, and specifications should align with the dimensions, materials, and surface treatments described therein.

Stage of development

Already on the market

Sustainable Development goals

- **Goal 17: Partnerships to achieve the Goal**
- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

IPR Notes

Partner Sought

Expected role of the partner

The desired partner is a European manufacturer of steel fencing components with its own production facilities. The partner will be responsible for producing steel tubes, posts, pipes, fittings, and related hardware according to agreed specifications and standard industry norms. This includes ensuring consistent product quality, maintaining stable production capacity, and meeting agreed lead times.

The partner is expected to supply recurring order volumes, manage reliable outbound logistics to Sweden, and maintain open communication regarding production performance, quality control, and continuous improvement. Additional expectations include competence in surface treatments, flexibility in handling customized variants, and a long-term commitment to collaboration. Preference is given to suppliers located within the European Union to support sustainability goals and reduced transport distances.

Type of partnership

Supplier agreement

Type and size of the partner

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

Dissemination

Technology keywords

- **02002005 - Forming (rolling, forging, pressing, drawing)**
- **02002010 - Machining (turning, drilling, moulding, planing, cutting)**
- **02002008 - Jointing (soldering, welding, sticking)**
- **02002002 - Coatings**
- **02006001 - Materials, components and systems for construction**

Targeted countries

- **World**

Market keywords

- **08005 - Other Industrial Products (not elsewhere classified)**

Sector groups involved

Media

PDF documents

[Artikellista via Almi.pdf](#)

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