

## Business Offer Details

### 商务提议细节

#### “Innovative Hovercraft Vehicles offered by German Company for Distribution and / or Manufacturing Partnership”

“提供创新型气垫船的德国公司寻求分销和/或制造伙伴关系”

#### Details 细节

<p>Title 标题</p>	<p>Innovative Hovercraft Vehicles offered by German Company for Distribution and / or Manufacturing Partnership 提供创新型气垫船的德国公司寻求分销和/或制造伙伴关系</p>
<p>Summary 概要</p>	<p>A company from Germany is offering its own developed hovercraft vehicles for distribution. Advantages of the innovative vessels are the high payload of twice the vessels weight, the very high stability reached through the application of aviation technology and the applicability in environments with temperatures down to -30°C. 来自德国的一家公司提供其自行开发的气垫船分销。创新型的船只优点是拥有船舶重量的两倍高负载，通过航空技术应用的极高稳定性和至-30°C环境中的适用性。</p> <p>The Company is looking for distribution and / or manufacturing partners in parts of Europe and Asia. 该公司正在欧洲和亚洲寻求分销和/或制造伙伴关系</p>
<p>Description 描述</p>	<p>The German company is manufacturing innovative vehicles which operate on the hovercraft-principle: Over-pressure is generated below the vehicle which is then stabilized by specific technical equipment. Consequently, the vehicle lifts off the ground and is moved forward by a propeller-drive. 德国公司制造基于气垫船工作原理的创新运载工具：在运载工具下方产生超压，其由专门的技术设备稳定。于是，车辆离开地面并且由螺旋桨驱动向前移动。</p> <p>The body is made of bloated segments giving enormous stability and making it proof against capsizing. This means a practical operation in sensitive areas such as military, environment or disaster management is feasible. The vehicles are lighter and smaller than common hovercrafts and can be easily transported. No matter the area (water, land, swamp, ice etc.), isolated places can be accessed in a shorter amount of time compared to traditional vessels. Natural barriers such as floating refuse, ice floes but also river rapids and embankments do not represent worrisome obstacles for the hovercraft vehicles. 船身由膨大的部件构成，它一方面提供了极大的稳定性，另一方面也保证了其抗翻船的属性。这也意味着它可以用于一些敏感领域，如军事、环境和灾害管理。该运载工具比普通气垫船更轻，更小，并且可以很容易地被运输。</p>

	<p>不管所处什么区域（水上，陆地，沼泽，冰等），它进入偏僻地方所需时间相比于传统船只更短。一些自然障碍如漂浮垃圾、浮冰、急流和堤坝等都不再是该气垫运载工具令人担忧的阻碍。</p> <p>At this moment, two hovercraft types of different designs are available. A third hovercraft type is currently under development and will include significant innovations: in addition to more payload, the drive unit is updated and equipped with a high-power motor that can be powered by gasoline, diesel, biofuels or gas. Further details can be specified on demand.</p> <p>现在，已有二种不同设计的气垫船可被使用。目前第三种类型的气垫船正在开发中，它将包含一些显著的创新：除了更多的负载，驱动装置被更新，并配有可以由汽油，柴油，生物燃料或天然气驱动的大功率电机。进一步的细节可按需指定。</p> <p>The company is looking for distribution partners that are interested in distributing the product to potential customers e.g. in the fields of naval activity, firefighting equipment, disaster relief, military or water-based recreation and sports.</p> <p>该公司正在寻找有兴趣为潜在客户例如，海军活动、消防设备、抢险救灾、军事或水上娱乐和体育等领域分销产品的分销合作伙伴。</p> <p>Also, a manufacturing partnership would be considered with partners in the fields of boat-building, manufacturers of plastic parts (i.e. for automotive and ship building industry), and producers of technical goods for the naval industry.</p> <p>另外，制造业伙伴关系将考虑造船领域、塑料件的制造商（即用于汽车和造船业）为海军工业提供技术产品的生产者。</p>
<p>Advantages and Innovations 优势和创新</p>	<p>The German company is the first one to exploit specific innovations from the aviation industry for the development of their vehicles. Due to the aerodynamic configuration, the vehicle does not overturn when moving with high speed and is hence practically unsinkable and proof against capsizing. The powerful drive elements enable the transportation of loadings twice the weight of the respective vehicle. The vehicles are deployable in environments with very low temperatures (down to -30°C).</p> <p>这家德国公司是首家将航空业的特殊创新应用于他们的船只研发的公司。由于空气动力结构，该船只在高速移动过程中不会翻到，因此它几乎不会下沉且已被证明它具有抗翻船的特性。强大的驱动组件可允许船只承受自身重量两倍的负载。此外它还可在低温环境（低至-30°C）无障碍运行。</p>

## Attachments 附件



## Keywords 关键词

<b>Market Keywords</b> 市场关键词	<b>Other leisure and recreational products and services</b> 其他休闲，娱乐产品和服务 <b>Motor vehicles, transportation equipment and parts</b> 机动车辆，运输设备及零部件 <b>Other transportation</b> 其他交通工具
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## Partner Sought 征询合作伙伴

<b>Type and Role of Partner Sought</b> 合作伙伴征询类型和角色	<p>The company is looking for distribution partners that are interested in distributing the product to potential customers e.g. in the fields of naval activity, firefighting equipment, disaster relief, military or water-based recreation and sports.</p> <p>该公司正在寻找有兴趣为潜在客户例如，海军活动、消防设备、抢险救灾、军事或水上娱乐和体育等领域分销产品的分销合作伙伴。</p> <p>Also, a manufacturing partnership would be considered with partners in the fields of boat-building, manufacturers of plastic parts (i.e. for automotive and ship building industry), and producers of technical goods for the naval industry.</p>
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	另外，制造业伙伴关系将考虑造船领域、塑料件的制造商（即用于汽车和造船业）为海军工业提供技术产品的生产者。
Type of Partnership Considered	Distribution services agreement 分销服务协议 Manufacturing agreement 制造协议

#### Client 客户

Type and Size of Client 客户类型及规模	Industry SME <= 10 行业中小企业<= 10
Year Established 成立年份	2009
NACE Keywords NACE 关键词	H.50.1.0 Sea and coastal passenger water transport 海上和沿海客运水运 H.50.4.0 Inland freight water transport 内陆货物运输 O.84.2.2 Defence activities 国防 O.84.2.4 Public order and safety activities 公共秩序和安全 O.84.2.5 Fire service activities 消防服务
Turnover (euro) 营业额（欧元）	1 - 10M 100 万到 1000 万
Additional Comments 补充	Further Keywords: Water Transport, Design of Vehicles, Natural Disasters, Sports and Leisure 此外关键词：水上交通运输，运载工具设计，自然灾害，运动和休闲
Languages Spoken 语言能力	English 英语 German 德语
Client Country 客户国籍	Germany 德国