**Business to Business Company Profile**

**Section 1. Company Information**

1. Name: Husam Ahmad Hamayel, Amneh Amleh

Company: House Grill Company

Address: Ramallah Website: <https://www.facebook.com/jrelat/timeline?ref=page_internal>

City: Ramallah District: Industrial Zone

About us:

Ramallah Grills House Company provides integrated central air conditioning solutions, the company produces air-flow systems (Duct work/Duct design), all kinds of air conditioning grills and diffusers in addition to Vacuums, the company also produces adapters, box liners, volume dampers, fire dampers…etc.

The company has been established in 2005 as extension to Samara Factory that was founded in 1997. The company is located on the industrial zone of Al-Bireh/Ramallah consisting of approximately 500 square meters which has been equipped with all the machinery needed to deliver work in a high accuracy/quality and time needed. The company is well known in manufacturing high quality air-conditioning products with competitiveness prices. And aims to develop and deliver perfect solutions for customers to gain their satisfaction.

1. Industry: [Air Conditioning, Heating & Ventilating](http://www.yellowpages.com.ps/category/air-conditioning,-heating-and-ventilating/MTAwX19fIF9fX18gXw==/) solutions
2. Major product(s)/services(s): Air condition grilles, covers, diffusers and vents
3. End consumer of your products: HVAC Companies, Constructions companies
4. Main applications of the product: for buildings
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

☒ Agent / Sales Representative

□ 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
* If yes, specify the name and the address of the companies: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Total Number of employees

Full time: 11 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? 4 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

Israel , Jordan ,Egypt

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

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

1. Does your company have a strategic plan for increasing the international business dimension of your activities?

☒Yes □ No

1. Please list any new countries that you believe will be exporting to over the next two years.

Israel and Jordan

1. Please list the top three organizations that have assisted your company in its international activities. Chain Romania
2. What are the main areas in which your company needs assistance with its international activities? market entry