

Scope Statements

Profile of business development

Company name: MOULIN SAS

Date: 22/01/2015

This confidential document is a basis to understand better your business and your goals on the Italian market. The accuracy of your answers will be served to set your appointment.

I - PROFILE

SIREN	325 950 103 00029
NAF	2573 B
Activity	Construction of metal molds for glass, crystal and plastic blowing
Contact details	8 Route d'Eu – 76260 Longroy
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Web	www.moulin-sas.com
Chief executive	Ingrid Moulin

Do you belong to a group or a holding? OUI NON

If so, which one ? :

Have you got subsidiaries? OUI NON

If so: in which country?

Is it subsidiary : de production de commercialisation

Total number of employees:Including export department:

II – COMPANY ACTIVITY (code A.P.E.) : 2573 B

Description of your activity :

Construction of metal molds for automatic and semi-automatic glass (bottles, decanters, tableware, dummy) crystal for manual and semi-automatic (tableware, decor items, lamps) and plastic blowing (extrusion, blow molds and injection blow molding)

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Are your products subject to specific standards? If so, which ones?

No.....
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III – CURRENT POSITION ON MARKETS

Concerned fields :	Application(s) of your product(s) / service(s):
Glasswork Crystal glasswork Plastic blowing	Perfumery, luxury decanters, tableware, dummy, etc. Tableware, decorative objects, lighting Dairy, cosmetics, perfume, food, blow molding machine manufacturers

Products/services already exported :

Moulds for glasswork and crystalwork

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Exporting countries :

Italia, Spain, UK, Germany, USA, Mexico, India, Slovenia

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Marketing method :

Direct.....

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Market shares (by product and by country) :

Italia 17%, Spain 2%, USA 2%, UK 1%, other 1%

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Competing technologies :

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IV – TURNOVER

	2012	2013	2014
Company's turnover	3911K	3661K	2856K
Export turnover	34%	15%	23%

VI- PROFILE OF PARTNERS SOUGHT

DETAILED PROFILE OF PARTNERS TO MEET :

- Final clients
- Importers
- Distributors
- Commercial agents
- Manufacturers of products equivalent to yours
- Manufacturers for production under licence
- Buying offices
- Suppliers

• Minimum size of the company: Whatever.....

• Type of manufactured products: Bottles, artificials, cosmetic pots, tableware, glasswork, plastic bottles for milk and plastic cosmetic pots, water, oil, machinery for plastic blow.

• Skill level and required technical specifications:

Manual production, semi-automatic and automatic

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• Your forecast annual purchase quantities:

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• Other :

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• Do you have any questions for your prospects?

What types of products do they use? (auto or semi-auto machine, brand machines, machine processes)

For your information, we are working with Luigi Bormioli (Parma) for the bottles.

This is a big customer for us, but no need an appointment. I will visit them on their stand.

The interesting business companies for us are:

- Zignago Vetro (Venice). I am working with their French subsidiary, Verreries Brosse.
- Nuova CEV (Empoli), meetings on the Luxe Pack Monaco.
- Borgonovo
- Bormioli Rocco
- Costamagna Special Glass (Turin): I do not know if the company still exists. Have can be redeemed. Was formerly Lodi. They manufactured dummy glasses.

There are also distributors of glass products, which do not produce but who buy their own molds and provide it to glassworks.

For plastic, see if there are dairies that blow their molds.

Also, check the manufacturers of extrusion machine (Magic for example), a blow from a preform or injection molding.

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YOUR EXPORT PROJECT

DETAILED PROFILE OF THE PARTNERS MET:

- Minimum size of the company: No minimum.
- Level range of marketed products: high-end bottles and carafes
- Local or foreign customers: both
- Characteristics of distributin channels considered: direct.....
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- Do you have any questions for your prospects?

What types of products do they use? (auto or semi-auto machine, brand machines, machine processes)

- What are the benefits of your company or the specificities on which we should insist to your prospects?
- Technical advantages / quality: responsiveness, quality of used materials, advanced technology, quality products, and skilled labor force.