

Scope Statements

Profile of business development

Company name: SATIMAT

Date: 29/01/2015

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	31947235300022
NAF	2313 Z
Activity	Grinding – Patern glass industry
Contact details	15 ROUTE DE NORMANDIE 76260 LONGROY FRANCE
Phone number	+33.3.22.26.10.66
E-mail	
Web	www.satimat.fr
Chief executive	BRIFFARD DIDIER

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:60.....Including export department:

II – COMPANY ACTIVITY (code A.P.E.) : 2313Z

Manufacturing of hollow galss

Description of your activity :

Finishing operations and roughening :

Frosting

Automatic and semi automatic robot line for the quality. The aspect is silky, UV treated. The frosting can be classic, hard, polished or with a partial reserve. In 2014, we are creating interior frosting.

Stripping

Glass stripping before any decoration operations

Polishing

New in 2014. It gives crystalline aspect to a standard glass

Reburning

It burns all wastes of each decoration of glass. Then , this process enables new decoration possibilities.

Screenprinting

For printing of organic inks, enamels, glitter, gold, platinum, pearl, on all materials (glass, plastic, metal or wood)

Pad printing

This machine can print 4 colors in a run. Decorations can be on embossed or engraved bottle

Hot Stamping

New in 2014 ! A mirror aspect on lacquering or frosting. A large range colors and finishings.

Coating

Lacquer coating, a way to color glass : opaque, translucent, bi-colored, gradient colors, silky

Sanding

Sand ejections on plain glass. It gives white silk aspect, rough or soft

Washing of thermoformed trays

Automatic machine. Special washing to clean all marks on trays

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

Reach regulation

III – CURRENT POSITION ON MARKETS

Concerned fields :	Application(s) of your product(s) / service(s):
perfumery. cosmetic. Glass for candles	Surface treatment

Products/services already exported :

Glass finishing

Exporting countries :

Belgium, Germany, Italy, Spain, UK

Marketing method :

Fairs.....
.....
.....

Market shares (by product and by country) :

.....
.....
.....

Competing technologies :

metallization

IV – TURNOVER

	2012	2013	2014
Company's turnover	270 K€	280K€	328K€
Export turnover	905K€	868K€	961K€

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: no minimum
- Type of manufactured products: botteling for perfumes, glass for candles, cosmetics, art de la table
- Skill level and required technical specifications:
.....
.....
.....
- Your forecast annual purchase quantities:
.....
.....
.....
- Other :
.....

- Do you have any questions for your prospects?

.....

YOUR EXPORT PROJECT

DETAILED PROFILE OF THE PARTNERS MET:

- Minimum size of the company:..
- Level range of marketed products: middle and high class
- Local or foreign customers: both
- Characteristics of distributin channels considered:.....
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- Do you have any questions for your prospects?

What types of products do they use?

- What are the benefits of your company or the specificities on which we should insist to your prospects?
- Technical advantages / quality: