

Scope Statements

Profile of business development

Company name: DEREMAUX Sarl

Date : 15/01/2015

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	313 897 704
NAF	2562B
Activity	PRECISION MECHANICAL CONSTRUCTION
Contact details	ZI BP 30 F76390 AUMALE
Phone number	+33 235 946 097
E-mail	Sd.deremaux@orange.fr
Web	www.deremaux.fr www.deremaux.com
Chief executive	Stéphane DEREMAUX

Do you belong to a group or a holding? NON

Have you got subsidiaries? NON

Total number of employees:17..... Including export department: 0,5.....

II - COMPANY ACTIVITY (code A.P.E.) :

Description of your activity :

MANUFACTURING OF MECHANICAL COMPONENTS / CONSTRUCTION MACHINERY AND LINES FOR CONDITIONING MENT MONO DOSE TYPE BULB GLASS OR PLASTIC.

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

FDA usually / depending on the country

(Turkey, Morocco, Algeria / Tunisia / Canada / Europe / San Salvador are identified without specific standard)

III – CURRENT POSITION ON MARKETS

Concerned fields :

PHARMACY
PARA-PHARMACY
FOOD
COSMETIC
CHEMISTRY

Application(s) of your product(s) / service(s):

CONDITIONING BULBS TO FINE POINTS

Products/services already exported :

MANUFACTURING OF MECHANICAL COMPONENTS / CONSTRUCTION MACHINERY AND LINES FOR CONDITIONING MENT MONO DOSE TYPE BULB GLASS OR PLASTIC.

Exporting countries :

ALL COUNTRIES USING A BULB OR FINE POINTS WITH PRODUCTION POTENTIAL ON SITE

Marketing method

DIRECT USER OR WITH COMMERCIAL PARTNER

Market shares (by product and by country) :

100% USER ON COUNTRY OF PACKAGING

Competing technologies :

TECHNICAL AND COMMERCIAL MONOPOLY POSITION

IV – TURNOVER

	2011	2012	2013
Company's turnover	1951K€	1700K€	1900K€
Export turnover	63K€	180K€	104K€

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, WE OFFER A WIDE RANGE**
- Type of manufactured products:
-
-
- Skill level and required technical specifications:
-
-
-
- Your forecast annual purchase quantities:
.....
.....
.....
- Other :
-

- Do you have any questions for your prospects?
DO YOU USE FINE POINTS BULBS?

YOUR EXPORT PROJECT

DETAILED PROFILE OF THE PARTNERS MET:

- Minimum size of the company:
- Level range of marketed products:
- Local or foreign customers::
- Characteristics of distributin channels considered:.....
.....
.....

- Do you have any questions for your prospects?

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