



# BUYER PROFILE FORM

Please notice that in order to join the BtB meetings schedule, participants have to speak English as interpretation service in other languages is not expected.

ARRIVAL IN CARRARA: May 17, 2016

DEPARTURE FROM CARRARA: May 21, 2016

First name

.....

Middle Name

.....

Surname

.....

Country

.....

Company

.....

Website

.....

Established in (year)

.....

Buyer's Job Position



.....

Company Address

.....

Email address

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Company phone number

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Buyer mobile phone number.....

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Company profile: brief description

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Buyer bio/profile: brief description

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## COMPANY PROFILE

### Legal form of the company:

- Private
- State-Owned
- Joint Venture

### Company activity :

- Producer
- Agent
- Importer
- Other .....

### Number of employees:

- Up to 2
- From 3 to 9
- From 10 to 20
- From 20 to 50
- From 50 to 100
- More than 100

### Company turnover:

- 1 million USD
- 1-5 millions USD
- 6-10 millions USD
- 10-20 millions USD
- More than 20 millions USD

### % of the company export on the annual turnover:

- < 30%
- 30 – 50 %
- 50 – 70 %
- >70%



## **YOUR MAIN COMMERCIAL GOAL IN ATTENDING CARRARA MARMOTECH 2016 PROGRAMME**

The following questions are very important to perform a close match with the Italian exhibitors and to properly assess your application.

- Buy new quarry machines
- Buy used quarry machines
- Buy new stone processing machines
- Buy used stone processing machines
- Find out new technologies and materials
- Find out new Italian suppliers
- Set up commercial agreements
- Other

## **YOUR MAIN COMMERCIAL GOAL, MORE DETAILS**

Please, kindly specify more details about the above mentioned goals in attending CarraraMarmotec 2016

## **TARGET PROFILE**

Please describe the target profile of the partner you would like to meet



## **INTEREST FOR PROFESSIONAL TRAINING ACTIVITIES**

The programme provided will include professional training on machinery, technologies and processing consumable for natural stone; seminars on natural stones, their properties and best use in architecture; stone industry sustainability and much more. During your stay, the programme will also include visits to marble quarries, as well as B2B meetings with exhibiting companies with a specific matching with foreign delegates profiles.

Please, indicate with a cross the professional workshops you would like to attend.

- *Decorative and technical characteristics of the main Italian coloured stone materials. What to know to ensure a proper behaviour of stone products.*
- *Technical-commercial seminar with companies of the quarrying sector exhibiting at CarraraMarmotec.*
- *Classification and decorative and technical characteristics of the Apuan stone materials. Why they are unique and so much used in architecture and artistic works.*
- *Green Building: Business Case and International Rating System.*
- *Introductory seminar about the companies to be met the following day: Special Works, Curving 3D, Chemical Treatments, Installation technologies (anchors and adhesives), Softwares for Design and Management, Quality Control.*
- *The importance of the technical characteristics of stone materials in relation to their use in construction. Laboratory tests and their meaning.*
- *Technical-commercial seminars with manufacturers of Technologies exhibiting at CarraraMarmotec.*
- *Experimental analysis of the degradation of structural elements in thin marble subject to attack from pollutants.*
- *Technical seminar on Management and Costing.*
- *Technical seminar on Stone Industry Sustainability.*
- *Techniques and products to prevent stone degradation. About technical stone maintenance and restoration.*
- *Marble products and Green Building Rating System.*
- *The external stone cladding: how to properly select stone materials and to design anchoring systems.*



### **CONDITIONS DE PARTICIPATION AUX SALONS PROMUS PAR LA CTICI**

- *Les sociétés sélectionnées à participer aux Salons promus par la CTICI, doivent être adhérentes à la Chambre et cela au moins avant la date de départ prévue.*
- *Dans le cas où l'hébergement est offert par les Salons, les sociétés sélectionnées s'engagent à fournir les coordonnées d'une carte de crédit internationale ou à déposer un chèque portant le montant total du séjour et cela en tant que garantie en cas d'annulation après les délais indiqués.*
- *Dans le cas où la CTICI prend en charge les réservations d'hôtel pour le compte du visiteur, ce dernier s'engage à fournir les coordonnées d'une carte de crédit internationale ou à déposer un chèque portant le montant total du séjour et cela en tant que garantie en cas d'annulation après les délais indiqués.*

*Signature et cachet du participant*