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BELGIQUE/BELGIE

Halle/Westfalen, den 26.09.2012

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**AD 586 - Anti-dumping proceedings concerning imports of ceramic tableware and kitchenware originating in the People's Republic of China**

Dear Sir or Madam,

as you know Holst Porzellan is an importer of products standing under investigation in AD586. We already provided the investigation with six official statements including the official questionnaire (Annex B). In addition to the given statements we would like to point out some further relevant and important facts:

## 1. The EU producers - not qualified for a relevant 'Community industry'

According to Art 5 (4) Basic Regulation,
***no*** *investigation shall be initiated when the Community producers expressly supporting the complaint account for less than 25 % of total production of the like product produced by the Community industry.*

According to Art 4 (1) (a) Basic Regulation,
*when producers .... are themselves importers of the allegedly dumped product, the term 'Community industry' may be interpreted as referring to the rest of the producers.*

The Complainants claim to account for (more?) than 30 percent of EU27 production and that there are additional supporters accounting for five percent of EU27 production
(Complaint, Annex B.3., p. 1).

However there is strong evidence that a substantial number of renowned EU producers are in fact themselves **importers** of the allegedly dumped product, in particular

| | | |
|---|---|---|
| **Villeroy & Boch** | purchasing (thus importing) from | |
| | Chaozhou Big Arrow Ceramics Industrial Co. Ltd | Enclosure 01 |
| | Cameo China Co. Ltd. | Enclosure 02 |
| **Rosenthal** | purchasing (thus importing) from | |
| | Chaozhou Big Arrow Ceramics Industrial Co. Ltd | Enclosure 03 |
| | Guangxi Sanhuan Enterprise Group Holding Co. Ltd | Enclosure 04 |
| | Zhejiang Nansong Ceramics Co. Ltd | Enclosure 05 |
| | Shandong Silver Phoenix Co. Ltd | Enclosure 06 |
| **Vista Alegre** | purchasing (thus importing) from | |
| | Guangxi Sanhuan Enterprise Group Holding Co. Ltd | Enclosure 07 |
| **Medard de Noblat** | purchasing (thus importing) from | |
| | Guangdong Songfa Ceramics Co. Ltd | Enclosure 08 |
| | Guangxi Sanhuan Enterprise Group Holding Co. Ltd | t12.008525 |
| | Hunan Hualian China Industry Co. Ltd | t12.006419 |
| **Gibson** | purchasing (thus importing) from | |
| | Hunan Hualian China Industry Co. Ltd | Enclosure 09 |
| | Liling Top Collection Industrial Co. Ltd | Enclosure 10 |
| | Zibo Guanhua Ceramics Co. Ltd | Enclosure 11 |
| | Jiangsu Gaochun Ceramics Co. Ltd | Enclosure 12 |
| **Wedgwood** | purchasing (thus importing) from | |
| | Shandong Silver Phoenix Co. Ltd | Enclosure 13 |
| **Royal Doulton** | purchasing (thus importing) from | |
| | Guangxi Sanhuan Enterprise Group Holding Co. Ltd | Enclosure 14 |
| **Richard Ginori** | purchasing (thus importing) from | |
| | Guangxi Sanhuan Enterprise Group Holding Co. Ltd | Enclosure 15 |
| **Aynsley** | purchasing (thus importing) from | |
| | Cameo China Co. Ltd. | Enclosure 16 |
| **Johnson Brothers** | purchasing (thus importing) from | |
| | Ming Chao Porcelain Co. Ltd | Enclosure 17 |
| **Tognana** | purchasing (thus importing) from | |
| | Ming Chao Porcelain Co. Ltd | Enclosure 18 |
| **Thun** | purchasing (thus importing) from | |

| | | | |
|---|---|---|---|
| | ChongQing Kinway Ceramics Co. Ltd | | Enclosure 19 |
| **Porvasal** | purchasing (thus importing) from | | |
| | Guangxi Sanhuan Enterprise Group Holding Co. Ltd | | t12.006419 |
| **Steelite** | purchasing imported goods originating in China from | | |
| | Symbol s.r.l. | | Enclosure 20 |
| **Emile Henry** | purchasing (thus) importing from | | |
| | Chaozhou Big Arrow Ceramics Industrial Co. Ltd | | Enclosure 21 |
| **IPA Porcellane** | importing goods originating in China through its subsidiary | | |
| | RDLR s.r.l | Invoices | Enclosure 22 |
| | | Extract from Companies Register (p. 4) | Enclosure 23 |

It is quite obvious why the complainants do not like to have their identities disclosed and why they prefer to remain unknown.

Moreover it is quite obvious why the complainants, even though they are themselves, directly or indirectly, importers of the products under investigation, would not have a problem with additional duties that might be imposed as a result of these proceedings.

Their simple method is buying imported merchandise at low prices and selling it at high end prices, pretending high end quality originating from their own EU factories.

Additional import duties would help these EU producers to eliminate a significant number of competitors (= importers) from the market, whereas their own pricing structure has sufficient room to cover these extra costs, with a total gain in market share being their revenue.

However, as per the clear instruction of Art (1) (a) Basic Regulation, those of the EU producers who are themselves importers of the allegedly dumped product are to be disregarded when determining the scope of the relevant Community industry.

Even though we do not exactly know who the complainants are, the producers named above are major EU producers and we are quite certain that if these manufacturers are disregarded as Community producers (Art 4 (1) (a) Basic Regulation), the remaining producers expressly supporting the complaint account for far less than 25 % of the total production of the like product produced by the Community industry, so that the present proceedings should not have been initiated in the first place.

## 2. The German Factories - a group of majority

The EU Porcelain Industry is a very majority German business! Nearly half of the production capacity of the EU Porcelain is represented by the German industry (96 to 42 thousand tons). In total figures the investigation AD586 is touching 6,400 employees in the EU, about 3,500 of them in Germany. Whereas in Portugal, Italy or Spain pottery is made by hand, this procedure is dominated by a highly industrial mass production from Germany.

Due to the market report of the "FAZ" (Frankfurter Allgemeine Zeitung – see page 11 of 1st report of Holst Porzellan dd. 01.03.2012) the addition of the market share of Villeroy & Boch, Rosenthal and BHS-Tabletop in 2006 is more than € 1,243,000.--. All three companies show out a high profit in their business reports 2010 and 2011. This division illustrates very clear that AD586 is very far away from a general interest of the European Union.

The request for this investigation is based on a minority of some VKI (Verband der Keramischen Industrie e.V.) members, who use some negative examples of very small EU producers to initiate the overkill of competition in their markets of interests, which is very far away from the distribution channels of the porcelain originating in the PRC.

In the other hand more than one million workers in China are affected, as Mr. Li Wenfeng (Vice President of CCCLA) confirmed in the second hearing of Chinas factories dd. 19.09.2012. If you recognize only the number of employees on the European and the Chinese side it is absolutely clear that porcelain in the EU is a very small, marginal industry and China is the largest producer in the world – at the moment for more than 5,000 years!

6,500 employees against 1,105,000 employees
this is about 0.58%

But even if the complainants are still qualified as a Community industry, they do not represent more than a group of minority suppliers, the specific protection of which by artificial measures imposed by the authorities (such as anti-dumping duties) is not warranted by any of the purposes of the Treaty or by any other provision of Community law.

The complainants themselves claim to have held a share in the EU market of 7.14 % in 2010, whereas the Chinese market share accounted for 66.4 %.
(Complaint, Annex G, page 3).

There are three conclusions to be derived from this:

1. The market is dependent on **imports** by nearly **93 %**.

2. Even if the complainants, indeed, accounted for 35 % of the Community industry, they represent not more than a **minority** of (7.14 * 0,35) **2,5 %** of the Community market.

3. If anti-dumping measures were applied, the overwhelming majority of the Community market, (including EU importers, EU retailers and EU consumers), would have to pay the price to protect the pricing structure of these very few.

But it seems as if these very few are not even in need for protection because their businesses have done well in recent years, for instance

**Villeroy & Boch** *2011 increase of turnover tableware of 5 %*

**Royal Copenhagen** *2011 best results for 10 years*
- P&G Newsletter of 16 April 2012 (page 3 top) Enclosure 24

**Steelite International** *For the second year running ... broke its turnover record ...*
- Extract from www.steelite.com of 15 September 2012 Enclosure 25

**BHS tabletop** *Increase in turnover and considerable profits*
- Press release BHS tabletop of 17 February 2012 Enclosure 26

| | |
|---|---|
| **ANCAP** | *9,40 % increase of revenue in 2010 over previous year* |
| **PA Porcellane** | *6,20 % increase of revenue in 2010 over previous year* |
| **FAC** | *10,65 % increase of revenue in 2010 over previous year* |
| **Tognana** | *2,00 % increase of revenue in 2010 over previous year* |

- Extract from Submission of Symbol S.r.l (Annex 2 to Sec B / table 1) Enclosure 27

The balance sheets of the EU producers all show improving results (despite recession!!).

Therefore, where is the injury?

Even more so, as the prices the importers had to pay for the goods they imported from China have increased considerably over the last 2.5 years. To be specific, the prices (CN 6911) went up from € 1,28 in **January 2010** to € 1,78 in **June 2012**, which is an increase by **39 %**.

- Extract from Eurostat Enclosure 28

To impose anti-dumping duties under the given circumstances would not mean to eliminate distorting effects and to restore effective competition (as required by Art 21 Basic Regulation).

On the contrary, it would mean to eliminate effective competition and to introduce distorting effects, thus being the opposite of what is defined as the Community interest, in particular as the distribution of market shares between EU producers and Chinese imports is not the result of a recent and acute problem which any intervention by the authorities could resolve.

And it is why some major European producers, not only expressly object to the imposition of anti-dumping duties, but consider such action a serious threat to their own business.

- Portmeirion Group plc, Letter dated 12 June 2012 Enclosure 29
- JM Ltd, E-Mail dated 26 June 2012 Enclosure 30

## 3. The real differences between China's and Europe's Porcelain

The lack EU porcelain manufacturers inflicted harm to themselves by selling their products at special offers in order to secure the market volume. The consequence of this practice was a steadily declining brand loyalty since 1974 and a diminishing sensitivity consumer of the consumers as to quality differences regarding brand products. As already brought officially to the Commission at FTA Hearing dd. 22.08.2012 we herewith repeat

the disaster history of the German Porcelain industry – starting many years before Chinese Porcelain was allowed to distribute in the Western Countries:

| | | |
|---|---|---|
| 1970 | 98.400 tons | |
| 1975 | 80.163 tons | minus 19 % |
| … | | |
| 1991 | 88.227 tons | minus 2.7 % |
| 1992 | 76.053 tons | minus 14.8 % |
| 1993 | 68.575 tons | minus 9.8 % |
| 1994 | | minus 8.1 % |
| 1995 | | minus 0.2 % |
| … | | |
| 2006 | 40.700 tons | … |

The lack of the German Porcelain industry started 1974 with the first energy crises in Germany. During this period the German porcelain capacity was higher than actually the summarized EU volume of 27 countries (67.639 tons)! It has to be pointed out, that the German majority of Porcelain Factories is a synthetic construct of millions subsidies and grants! Since the European Recovery project started, the U.S.A., the country of Germany, the state Bavaria and at the end also the EU inflated more than € 1,000,000,-- to the German Producer!

Only with these subsidies the German were able to grow up their level of production, which is very unique in the world. Wherever plants are grown up – except China - they all use German technology.

China is producing more than 500,000 tons per year in the old fashioned / more profitable way! This is 7.4 times more porcelain than the summarized EU-Capacity. AD586 is trying to compare more than 10,000 Chinese and a very small range of less than ten major factories in Europe! This cannot work!

It is totally understandable that the capacity and the experiences of more than 5,000 years carries the Chinese in the position of the most specialised country in the world. As Mr. Li Wenfeng told to the Commission, porcelain is one of the major symbols of China.

AD586 differs from all other antidumping investigations: Chinaware was founded in China – we Europeans copy their product since a very short time and now we complain that they can make it better!

The price is the marketplace where supply and demand meets! This applies to Europe as well as to China! We have to note that the competition in China increased a lot during the last 10 years. Since the import quota for Europe on ceramic tableware and kitchenware was abolished end of 2004 many businessmen in China set up new factories and/or increased the production capacity of existing factories in order to meet the increased demand.

Although the free economic market forces are acting in China - as well as in Europe – and there are still thousands of Chinese factories producing tableware and kitchenware. Many factories bankrupted in China especially during the last 4 years due to the worldwide financial crises – this is the bad evidence for the liberal market in China!

But of course China has a high competition in itselves. Everybody can travel to Kanton and can buy porcelain. From booth to booth thousands of exhibitors are available two times per year. Online platforms like "Alibaba" performing a useable overview of the worldwide market and prices. There is nobody who underlines that the internet also changes the trade between China and Europe.

The major advantage of Chinese Porcelain is its still traditional production method. The factories are quite flexible regarding shapes and quantities. Chaozhou factories can open a mould up from 1,000 pieces; a European factory needs for the same kind of product 100,000 pcs.. The fundamental disadvantage in realizing this consists in being dependent on large-scale production. But the demand of the markets changed to diversified requirements and this can not cooperate with the huge capacities of the high tech machinery.

Only in case of high volumes, they can ensure an economical production and finally keep costs within reasonable limits. In such case a white undecorated plate made by a pressing machine e.g. from Poland or Romania is cheaper than from China! To prove this we enclose 9 official papers of EU producer.

Enclosure 31 to 39

## 4. The EU importers and related retailers a large Community industry at risk

The above description of the market situation clearly shows that anti-dumping duties would not help the lack EU factories to overcome the structural problems they inflicted upon themselves over the past decades. The only consequence anti-dumping duties would have is that the majority of market suppliers, the EU importers of Chinese tableware representing some **66%** of the total supply of the market, would have to pay the price for the complainants lack of ability and/or willingness to adapt to changing market circumstances.

A significant number of EU importers will be forced to step out of the market, simply because any price increase, which is not the result of the mere operation of market forces, but which is the result of **artificial interferences by the authorities** (e.g. introduction of anti-dumping duties), would unavoidably lead to severe decreases of their sales, possibly dropping down to nil in some of the product areas, and put a corresponding number of jobs at risk.

Roughly calculated, the average number of staff required on the EU importers side to import and distribute 1,000 tons of goods from China is **12** (sourcing, logistics & import: 5,96; sales to trade: 4,81; administration: 1,11).

According to the Eurostat database, a total of 574,618 tons (326,492 tons falling within CN 6911 and 248,126 tons falling within CN 6912) of products concerned were imported from China in 2010.

This means a reduction of imports by 575,000 tons could put as many as **7,000 jobs** (12 * 575) at risk on the EU importers side in case anti-dumping duties were imposed.

In addition there are several hundreds if not thousands of jobs at risk on the side of the retailers. According to what **Metro** stated during the Commission hearing on 22 August 2012, it could easily cost as many as 5.000 tableware related jobs all across Europe just within the Metro group (and Metro being only one of the top 20 retail chains in Europe, of which the others are Auchan, Carrefour, Edeka, Tesco, etc).

- Eurostat, EU27 Imports/Exports 2010, CN 6911 — Enclosure 32
- Eurostat, EU27 Imports/Exports 2010, CN 6912 — Enclosure 33

It is not only the jobs that are at risk, most EU importers have invested heavily through many years and it has taken many efforts to find a market niche they can serve, to build up their own brands and trademarks, to establish a well functioning system of distribution channels and retail outlets. All of this would be at risk if anti-dumping measures were applied.

In the end it will be the consumers who suffer because they will be deprived of the opportunity they presently have to purchase ceramic tableware for daily use at prices they can afford at local supply facilities in their neighbourhood, in particular as the EU manufacturers will not be able and/or will not be willing to substitute the supply deficit that anti-dumping duties will create.

## 5. EU-Producer barriers the free trade

The Commission knows that the German VKI (Verband der Keramischen Industrie e.V.) and a range of German producer are under investigation of the German prosecution for suspicion of violation of the antitrust laws.

A hand full of German factories is playing the major role in our market. Due to the possible consequences of this investigation Holst Porzellan tried to find European factories as production partners inside the EU. We placed our invitation for cooperation to all the 76 factories named in the application list and in the member list of the associations.

8 of them declared their displeasure of cooperation:

| | | |
|---|---|---|
| ▪ **Rosenthal** | Negative reply dated 20 April 2012 | Enclosure 34 |
| ▪ **ANCAP** | Negative reply dated 15 March 2012-09-25 | Enclosure 34a |
| ▪ **Thun** | Negative reply dated 12 March 2012 | Enclosure 35 |
| ▪ **Fürstenberg** | Negative reply dated 16 March 2012 | Enclosure 36 |
| ▪ **Bauscher** | Negative reply dated 21 March 2012 | Enclosure 37 |
| ▪ **Meissen** | Negative reply dated 26 March 2012 | Enclosure 38 |
| ▪ **Dibbern** | Negative reply dated 27 March 2012 | Enclosure 39 |
| ▪ **Sargadelos** | Negative reply dated 16 March 2012 | Enclosure 40 |

10 of them replied, most not useful for starting a relationship. 58 factories do not consider it necessary to answer to a customer inquiry. This shows very clearly that 66 of the EU-Producer (86,9%) are not interested to fulfill the previous Chinese market segments.

That action is not affected by factories which has been really harmed from dumped products!

We do not believe that in a modern world the vague allegation of a very few that they have suffered (unsubstantiated) injury justifies the imposition of protectionist measures (such as the imposition of anti-dumping duties), which would put the vast majority of market actors at the serious risk to be erased from the market, and it is not only the EU importers, it is also a significant number of EU retailers, who oppose the imposition of anti-dumping measures.

- Collection of Retailers' letters of objection — Enclosure 41

## 5. Absence of Community interest

Under circumstances which were very similar to the ones prevailing in the present case, the Commission held that

*The prospect of Community industry to become a strong player in the short or medium term market would appear quite remote in particular in terms of market share, production capacity or technology, if measures are imposed.*

*Otherwise, the imposition of measures would concern nearly 90 % of the EU consumption of the product concerned and would be detrimental to importers, distributors, retailers and consumers. In such circumstances, the imposition of anti-dumping measures would be disproportionate.*

*On the basis of the above, it can be concluded that the imposition of measures would have substantial negative effects on importers, distributors, retailers and consumers of the product concerned and that the Community industry is unlikely to obtain significant benefits. It is therefore considered that the imposition of measures would be disproportionate and against the Community interest.*

(OJ L 293/7 of 24 October 2006, Commission Decision of 20 October 2006 terminating the anti-dumping proceedings concerning imports of recordable digital versatile discs (DVD+/-R) originating in the People's Republic of China, Hong Kong and Taiwan (2006/713/EC)). We suggest that the same standards be applied in the present cases.

**The imposition of anti-dumping duties therefore would be disproportionate and against the Community interest** and we strongly suggest that the present proceedings be terminated without measures.

Specifically, we hereby reiterate our findings and formal applications of

| | |
|---|---|
| 01.03.2012 | First statement and view of our market |
| 14.03.2012 | in the personal hearing |
| 23.03.2012 | Facts and acts of AD586 |
| 26.03.2012 | Customer resonances |
| 27.03.2012 | Catering market in Germany |
| 27.03.2012 | 2012/C 86/04 |
| 30.08.2012 | Trade facts of Second Hand Porcelain |

We also support the hearings applications of our approach

| | |
|---|---|
| 22.08.2012 | FTA – Foreign Trade Association |
| 19.09.2012 | CCCLA – Chinese Delegation – delivered by Mr. Li Wenfeng |

At the end we like to thank all members of the commission for their attention and their professional work with our invitation to visit the first page of our domain http://www.antidumping.eu. Here we have collected the major matters in some photos of the porcelain industry from East and West. Please take the time to understand the differences of Porcelain from China and Europe.

Thank you very much.

Yours

Holst Porzellan GmbH

Knud Holst
CEO

Enclosure 1

CHAOZHOU BIG ARROW CERAMICS INDUSTRIAL CO.,LTD.

HOME 中文版

BIG ARROW

PROIFLE | PRODUCTION PROCESS | SHOWROOM | NEWS | PRODUCTS | MEMBER PRODUCTS | FEEDBACK | CONTACT

## 公司简介 PROFILE

Located at “porcelain capital of south China”-Fengxi, Chaozhou Big Arrow Ceramics Industrial Co., Ltd is a professional manufacturer and exporter of porcelain daily use.Our products range now covers more than 3,000 difference models that are suitable for both indoor and outdoor daily use.

At present,we have more than 300 skilled workers at our 20,000 square meter workshop.Most of our products are designed by a professional team.We keep our step together with the international trends and fashions,and supply high quality products with competitive price for clients all over the world.

Having implemented a strict quality control management system through out production process,we gain high praise by our clients.Due to our good quality and nice designs,we have already succeeded in entering the markets of Europe、America、
Japan and some other countries in the world.Especially the European market,we do business with PPD、WMF、KARSTADT、 ALESSI、BODUM、YOUNCASA、TCHIBO、REWE、KPM、CASABLANCA、KELA 、TYPHOON、V&D and S.A. DE PROMOCION Y EDICIONES…

With more than 10 years experience in export business,we base on “customer is supreme,quality is the first,credit is the top”to our clients. Warmly welcome your enquiry and orders and sincerely hope we can establish a good 、 long business relationship in the near future.

Better viewed in 1024*768 resolution, 32 bit true color and browser above IE5.0 version.

技术支持 亚洲国际贸易网

## Brief Introduction

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Villeroy & Boch · ppd · AdHoc · Tchibo · Rosenthal STUDIO-HAUS · WMF · KARSTADT.de · TYPHOON · Silit · WEDGWOOD · menu SCANDINAVIAN LIVING · donna hay · Emile Henry · bodum · eva solo · blomus · kapimex · STEEL - FUNCTION · Paper-Design tabletop · Bredemeijer · S&P · NEWBRIDGE silverware · The Reliable Airline KLM · Noritake

Enclosure 3

CHAOZHOU BIG ARROW CERAMICS INDUSTRIAL CO.,LTD.

HOME 中文版

BIG ARROW

PROIFLE | PRODUCTION PROCESS | SHOWROOM | NEWS | PRODUCTS | MEMBER PRODUCTS | FEEDBACK | CONTACT

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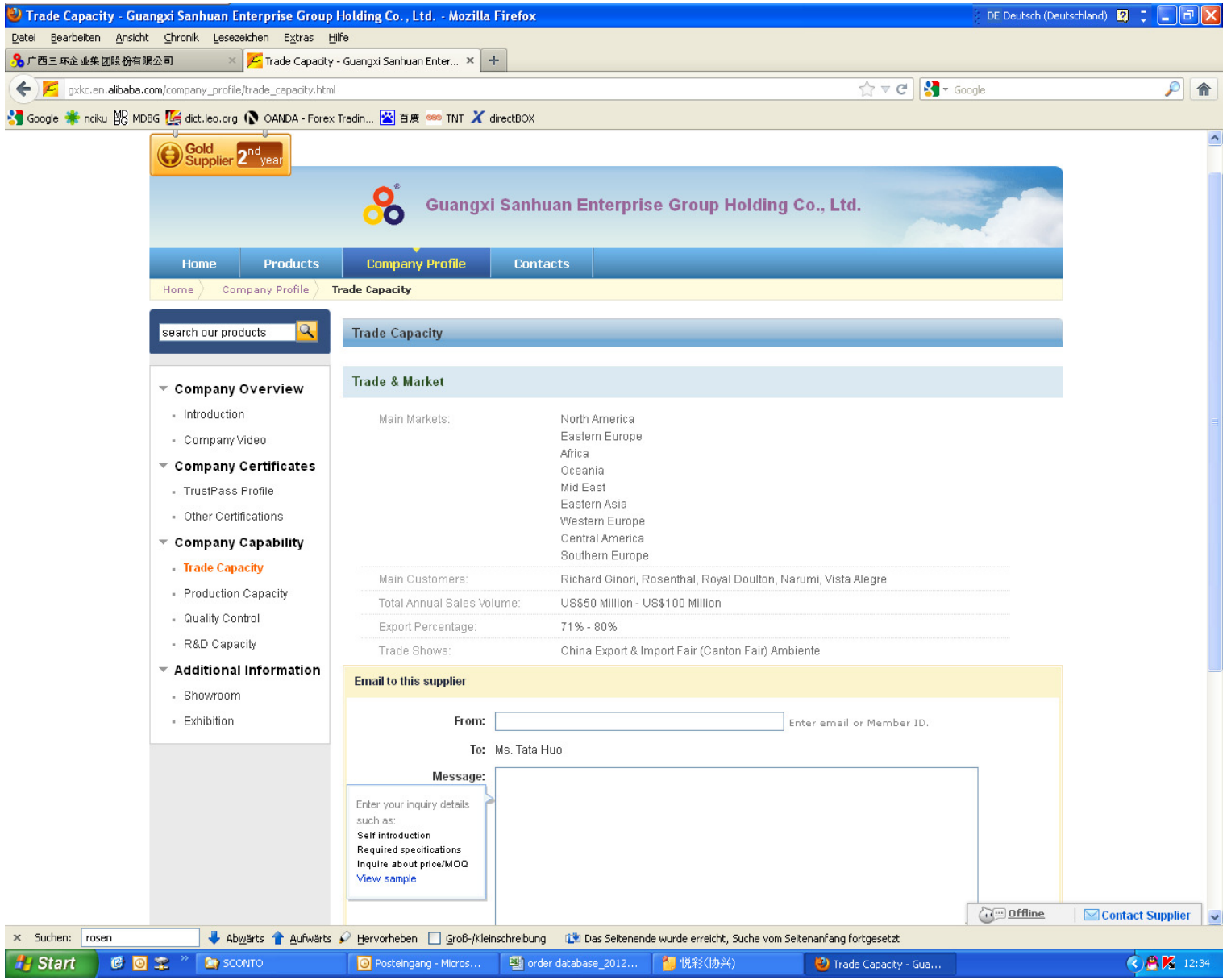
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Trade Capacity
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Quality Control
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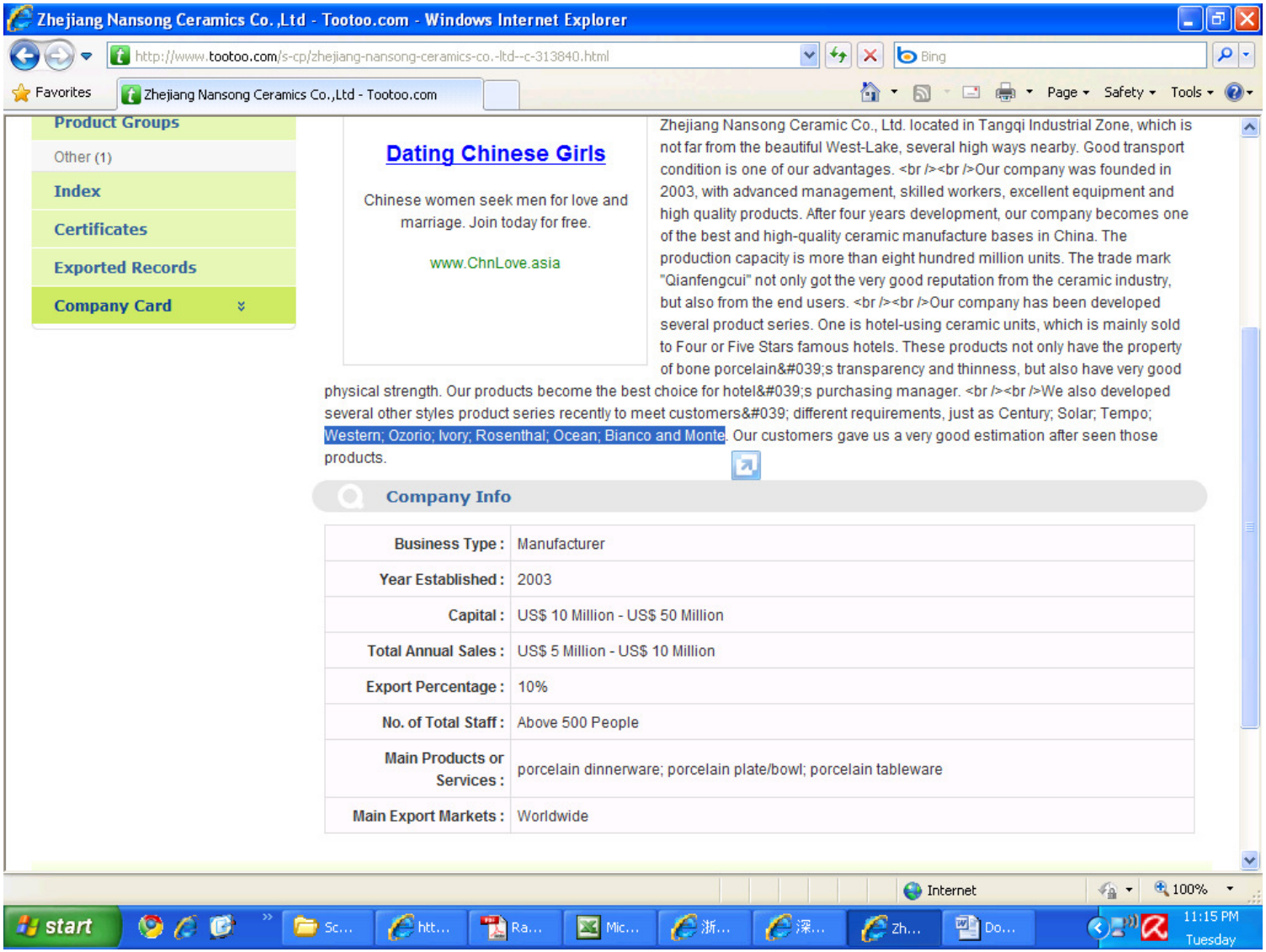
Showroom
Exhibition
Trade Capacity
Trade & Market
Main Markets: North America, Eastern Europe, Africa, Oceania, Mid East, Eastern Asia, Western Europe, Central America, Southern Europe
Main Customers: Richard Ginori, Rosenthal, Royal Doulton, Narumi, Vista Alegre
Total Annual Sales Volume: US$50 Million - US$100 Million
Export Percentage: 71% - 80%
Trade Shows: China Export & Import Fair (Canton Fair) Ambiente
Email to this supplier
From: Enter email or Member ID.
To: Ms. Tata Huo
Message:
Enter your inquiry details such as:
Self introduction
Required specifications
Inquire about price/MOQ
View sample
Offline
Contact Supplier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Other (1)
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www.ChnLove.asia
Zhejiang Nansong Ceramic Co., Ltd. located in Tangqi Industrial Zone, which is not far from the beautiful West-Lake, several high ways nearby. Good transport condition is one of our advantages. <br /><br />Our company was founded in 2003, with advanced management, skilled workers, excellent equipment and high quality products. After four years development, our company becomes one of the best and high-quality ceramic manufacture bases in China. The production capacity is more than eight hundred million units. The trade mark "Qianfengcui" not only got the very good reputation from the ceramic industry, but also from the end users. <br /><br />Our company has been developed several product series. One is hotel-using ceramic units, which is mainly sold to Four or Five Stars famous hotels. These products not only have the property of bone porcelain's transparency and thinness, but also have very good physical strength. Our products become the best choice for hotel's purchasing manager. <br /><br />We also developed several other styles product series recently to meet customers' different requirements, just as Century; Solar; Tempo; Western; Ozorio; Ivory; Rosenthal; Ocean; Bianco and Monte. Our customers gave us a very good estimation after seen those products.
Company Info
Business Type : Manufacturer
Year Established : 2003
Capital : US$ 10 Million - US$ 50 Million
Total Annual Sales : US$ 5 Million - US$ 10 Million
Export Percentage : 10%
No. of Total Staff : Above 500 People
Main Products or Services : porcelain dinnerware; porcelain plate/bowl; porcelain tableware
Main Export Markets : Worldwide
Internet
100%
start
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Enclosure 06



# Shandong Silver Phoenix Co., Ltd

HOME

- Company Profile
- Selling Leads

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## [ Company Profile ]

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Shandong Silver Phoenix Co., Ltd.

Established in 1957, we are one of the biggest daily-use ceramic enterprises, with annual production capacity of more than 120 million pcs,and we have 5000 workers.
Our products are bone china, porcelain and stoneware, which are well received in USA, Germany, U.K, Italy, French, and Japan over 60 countries and regions. At present, "silver phoenix brand" has successively registered the brand protect in Germany, USA, U.K. Italy, Spanish, Japan and Sweden over 12 countries.
characteristic:
1.Fine whiteness.
2.accuracy of shape
3.fine thermal stability,
4. low lead and cadmium release. We can pass FDA & California PROP 65 .
In USA market, our products entered into Wal-Mart and other international chain stores, and became a qualified supplier for WTI, World kitchenware Inc and USA Disney.
In Europe market, our products have been entered IKEA and many other international retailer groups. At present we are the supplier of Rosenthal of Germany, Oneida,Wedgwood, Royal Doulton,Boodum,Bitossi etc.....

[ Selling Categories ]

- Furniture & Furnishings >> Home Decor
- Home & Garden >> Kitchen Accessories
- Service Equipment >> Restaurant & Hotel Supplies
- Home & Garden >> Tableware

[ keyword ]

ceramics , dinnerset , bonechina , mugplatebowl

| | |
|---|---|
| **Registration Date** | 2008/06/20 (Year/Month/Date) |
| **Buyer / Seller in EC21** | Seller |
| **Business Type** | Manufacturer |
| **Year established** | 1957 |
| **Employees total** | Above 1000 |
| **Annual revenue** | USD 50,000,001 - 100,000,000 |

## Contact Information

Order Credit Report

| | |
|---|---|
| **Company** | Shandong Silver Phoenix Co., Ltd |
| **Address** | Luozhuang District Linyi Shandong 276017 China |
| **Phone** | 86 - 539 - 8251275 |
| **Fax** | 86 - 0539 - 8241840 |
| **Homepage** | www.chinaceramics.com |
| **Contact** | selina wan Inquire Now > |

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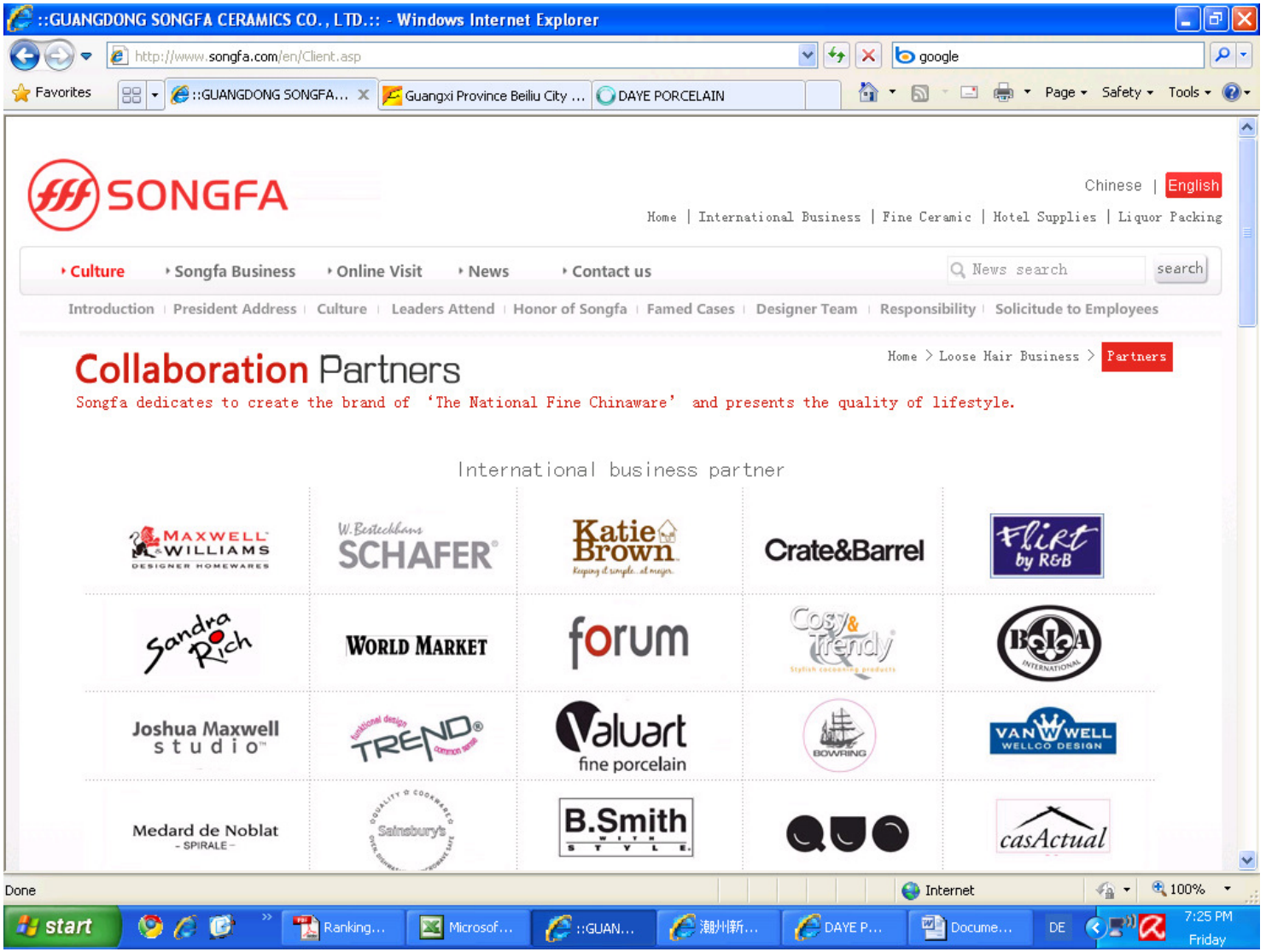
**Amount in 2007/2008**
**by USD$3,000,000**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Culture
Songfa Business
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News
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Introduction | President Address | Culture | Leaders Attend | Honor of Songfa | Famed Cases | Designer Team | Responsibility | Solicitude to Employees
Collaboration Partners
Home > Loose Hair Business > Partners
Songfa dedicates to create the brand of 'The National Fine Chinaware' and presents the quality of lifestyle.
International business partner
MAXWELL WILLIAMS
W.Bestechhaus SCHAFER
Katie Brown
Crate&Barrel
Flirt by R&B
Sandra Rich
WORLD MARKET
forum
Cosy & Trendy
BOLA
Joshua Maxwell studio
TREND
Valuart fine porcelain
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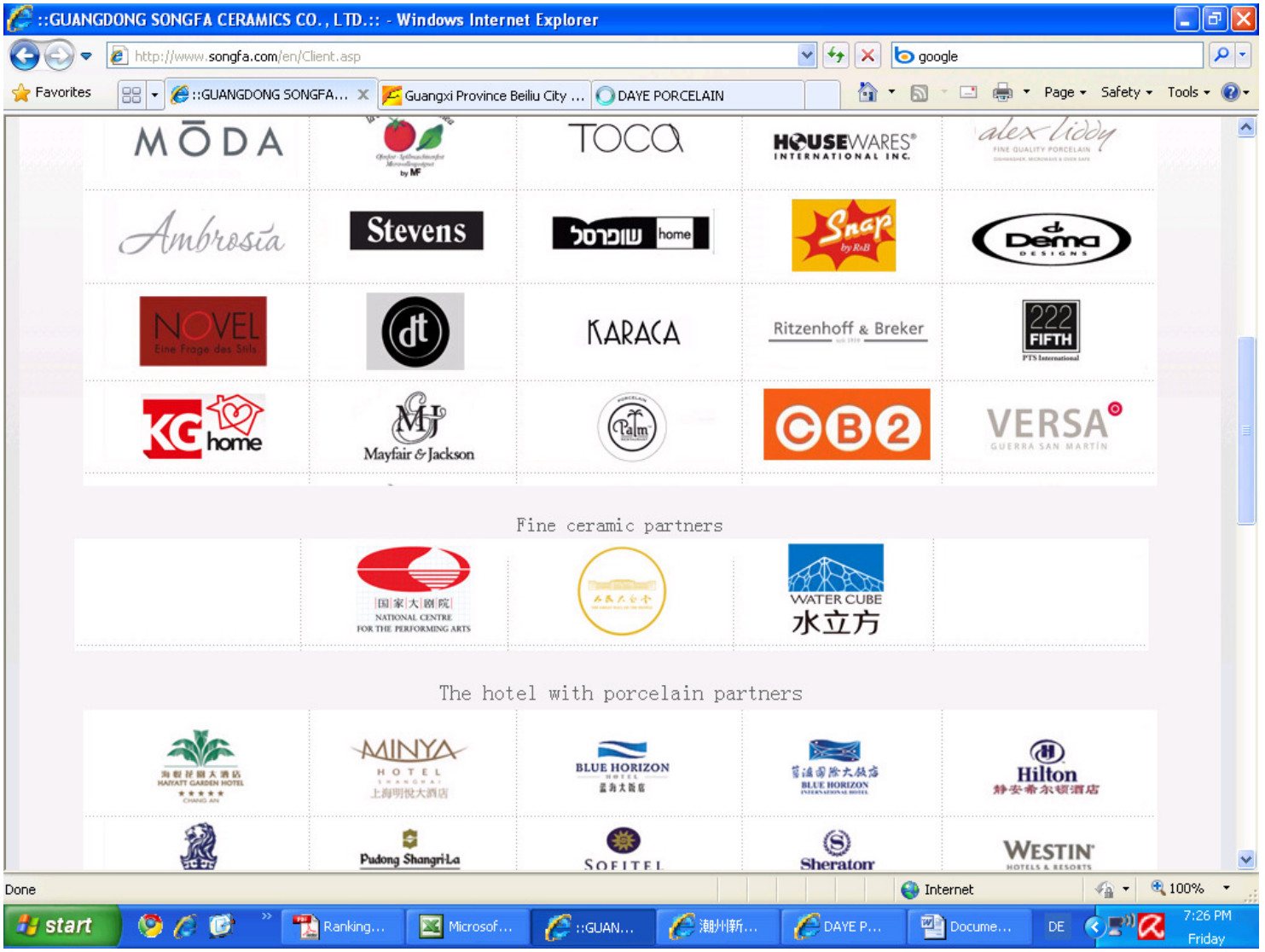
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Ritzenhoff & Breker
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CB2
VERSA
Fine ceramic partners
NATIONAL CENTRE FOR THE PERFORMING ARTS
WATER CUBE
水立方
The hotel with porcelain partners
MINYA HOTEL
BLUE HORIZON
Hilton
Pudong Shangri-La
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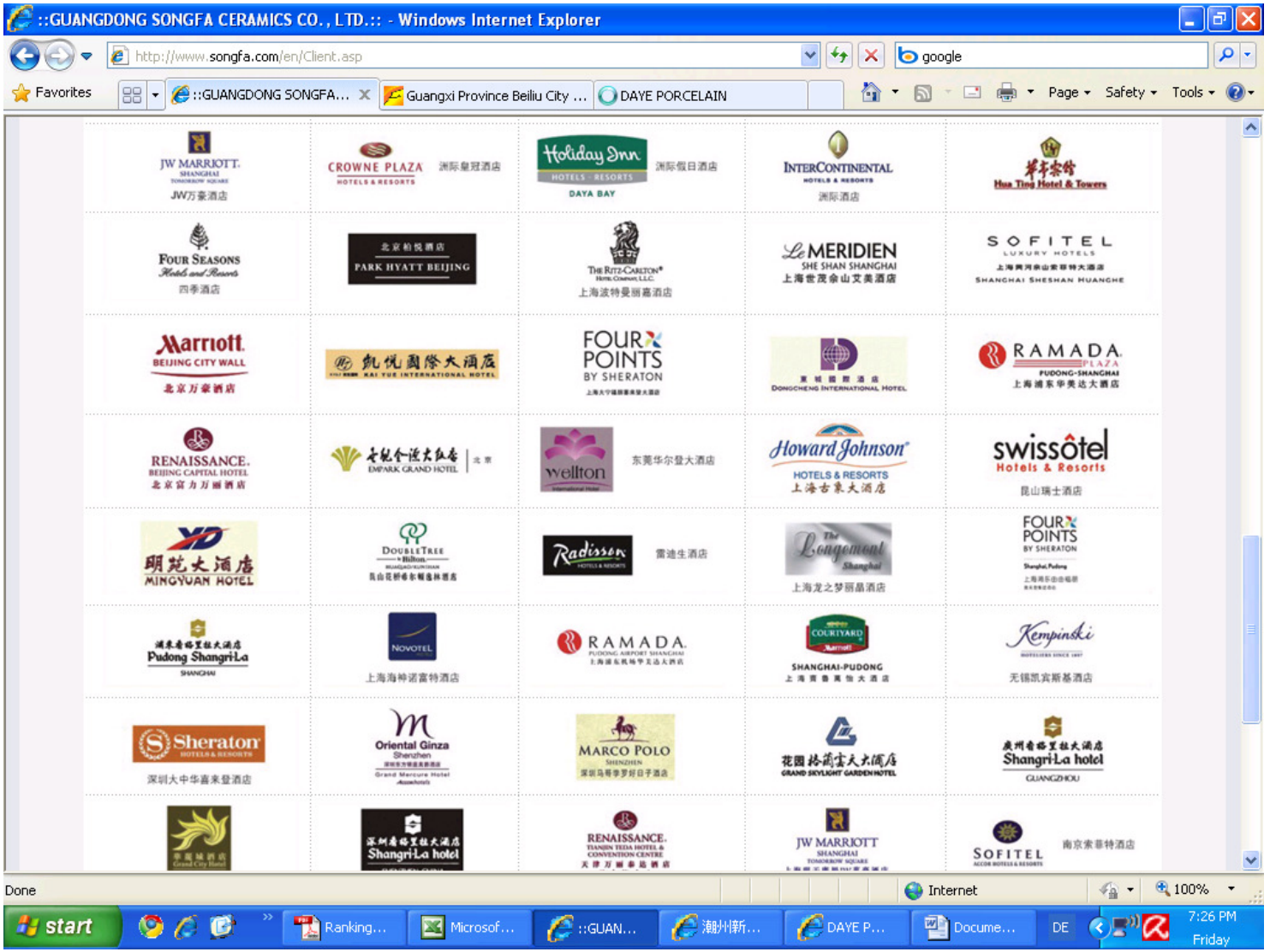
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洲际酒店
Hua Ting Hotel & Towers
FOUR SEASONS
四季酒店
PARK HYATT BEIJING
THE RITZ-CARLTON
上海波特曼丽嘉酒店
LE MERIDIEN
SHE SHAN SHANGHAI
上海世茂佘山艾美酒店
SOFITEL
LUXURY HOTELS
SHANGHAI SHESHAN HUANGHE
Marriott
BEIJING CITY WALL
北京万豪酒店
FOUR POINTS
BY SHERATON
DONGCHENG INTERNATIONAL HOTEL
RAMADA
PLAZA
PUDONG-SHANGHAI
上海浦东华美达大酒店
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BEIJING CAPITAL HOTEL
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wellton
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Pudong Shangri-La
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NOVOTEL
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RAMADA
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COURTYARD
SHANGHAI-PUDONG
Kempinski
无锡凯宾斯基酒店
Sheraton
HOTELS & RESORTS
深圳大中华喜来登酒店
Oriental Ginza
Shenzhen
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淘宝商城
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公司档案
深根中国肆大古瓷都之一的醴陵，怀抱振兴民族陶瓷工业的宏图大志，以新陶瓷生活引领者的开拓精神，华联瓷业，致力于以全球化的视野，通过把握潮流趋势，弘杨优秀传统，创新陶瓷文化，不断创造品质更精良、艺术价值更高的陶瓷产品，为丰富与提升全人类的物质生活与精神生活而不懈努力！
历年以来，华联瓷业先后担任中国出口日用陶瓷技术指南编撰单位；国标GB13121、GB/T5009标准和出口日用陶瓷质量安全手册修订单位；中国轻工商会陶瓷分会第二届理事长单位，中国陶瓷工业协会副理事长单位；还连续多年被评定为"中国工业排头兵企业"、"全国工业重点行业效益十佳企业"；先后获得中国出口名牌、中国高新技术企业、中..
法定代表人： 许君奇 [已认证]
行业重要信息
加工方式： 其他
工艺： 手工;干压成型
服务领域： 家居用品;礼品工艺品;饰品;陶瓷;其它
详细信息
员工人数： 1000 人以上
厂房面积： 530000.00 平方米
主要销售区域： 全国;北美
主要客户群体： IKEA GIBSON
月产量： 14000000.00 只
年营业额： 人民币 1 亿元/年以上
年出口额： 人民币 1 亿元以上
品牌名称： 华联，红官窑，SEEKING 18
质量控制： 第三方
开户银行： 中国银行醴陵市支行
账号： 609357360140
公司主页： http://www.hhci888.cn
工商注册信息： 已通过认证
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买家评价数： 9 条
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Liling Top Collection Industrial Co., Ltd. - Ceramic, ceramic mug, ceramic bowl - Windows Internet Explorer
http://www.lltopcollection.com.cn/
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Tools
Company Name: Liling Top Collection Industrial Co., Ltd.
Business Type: Manufacturer
Product/Service (We Sell): Ceramic,ceramic mug,ceramic bowl,ceramic plate,ceramic dinner ware,stoneware,stoneware mug,ceramic gift,cup and saucer,ceramic tea set
Number of Employees: Above 1000 People
Trade & Market
Main Markets: North America, South America, Eastern Europe, Oceania, Mid East, Western Europe
Main Customers: Walmart,Lifetime,Gibson,Gibson
Total Annual Sales Volume: US$1 Million - US$2.5 Million
Export Percentage: 91% - 100%
Trade Shows: cantonfair
Factory Information
Factory Size (Sq.meters): 50,000-100,000 square meters
Factory Location: Sunjia Wan, Liling Hunan, China
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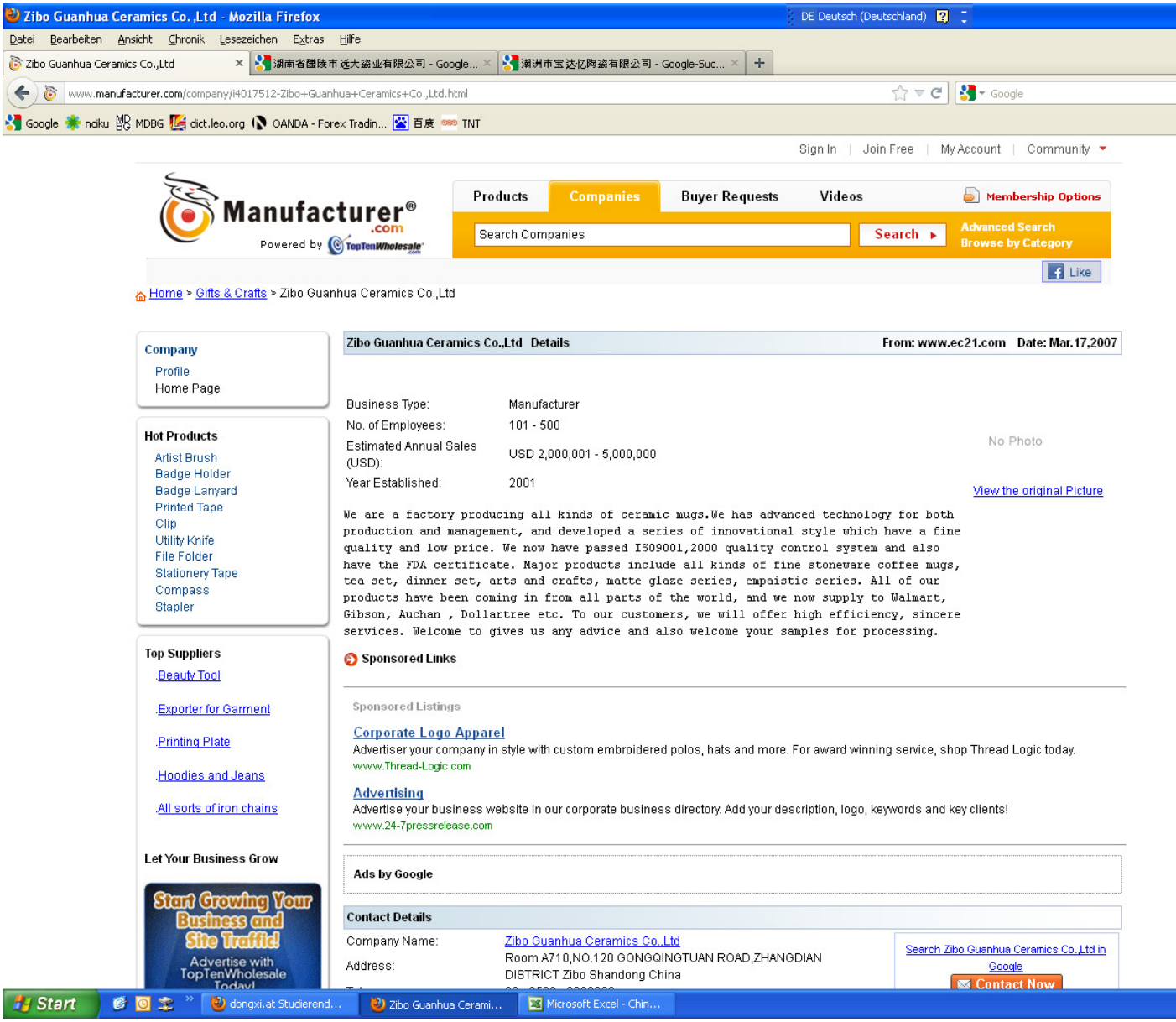
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Badge Lanyard
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Zibo Guanhua Ceramics Co.,Ltd Details
From: www.ec21.com Date: Mar.17,2007
Business Type: Manufacturer
No. of Employees: 101 - 500
Estimated Annual Sales (USD): USD 2,000,001 - 5,000,000
Year Established: 2001
No Photo
View the original Picture
We are a factory producing all kinds of ceramic mugs.We has advanced technology for both production and management, and developed a series of innovational style which have a fine quality and low price. We now have passed IS09001,2000 quality control system and also have the FDA certificate. Major products include all kinds of fine stoneware coffee mugs, tea set, dinner set, arts and crafts, matte glaze series, empaistic series. All of our products have been coming in from all parts of the world, and we now supply to Walmart, Gibson, Auchan , Dollartree etc. To our customers, we will offer high efficiency, sincere services. Welcome to gives us any advice and also welcome your samples for processing.
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Contact Details
Company Name: Zibo Guanhua Ceramics Co.,Ltd
Address: Room A710,NO.120 GONGQINGTUAN ROAD,ZHANGDIAN DISTRICT Zibo Shandong China
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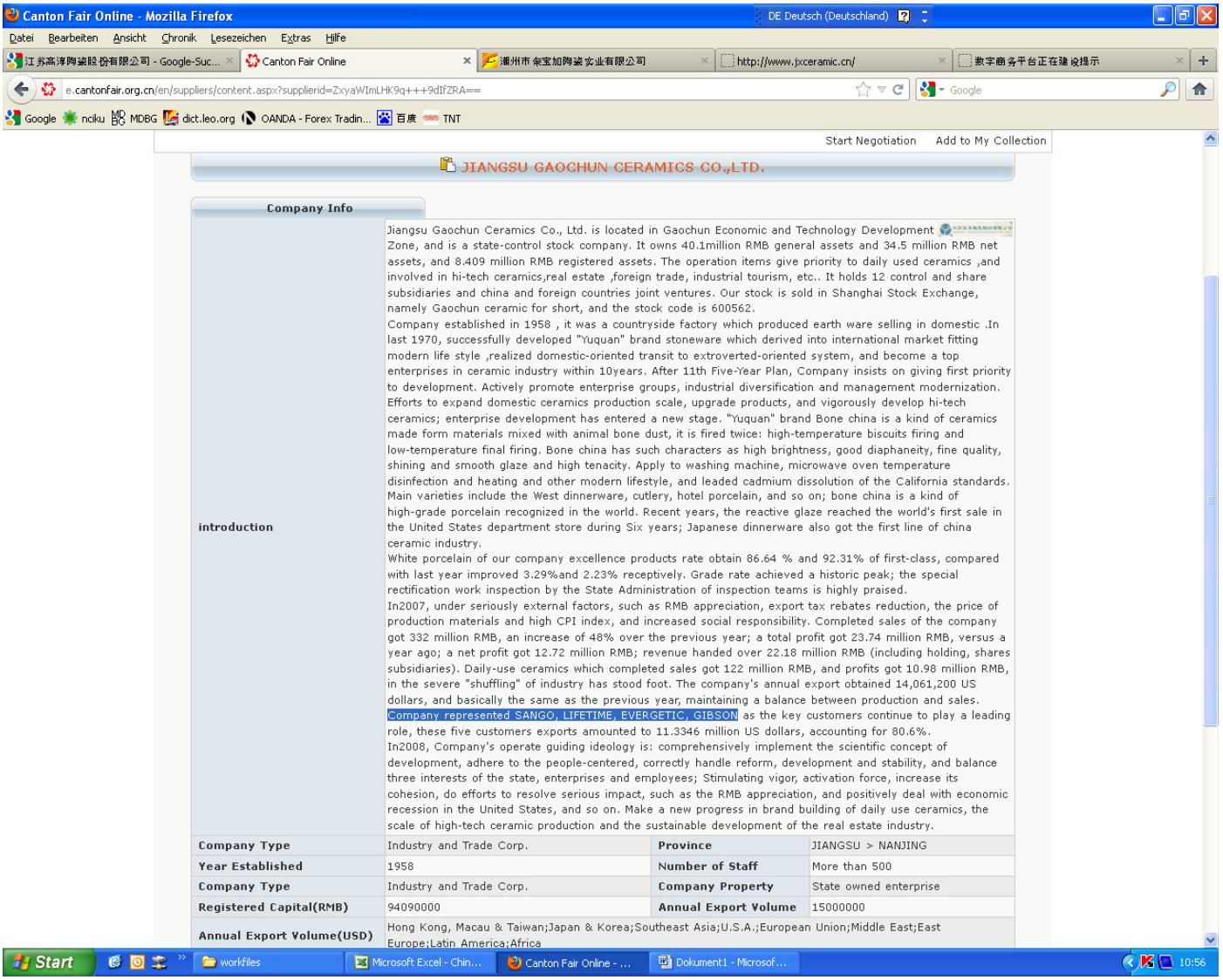


## JIANGSU GAOCHUN CERAMICS CO.,LTD.

**Company Info**

| | |
|---|---|
| **introduction** | Jiangsu Gaochun Ceramics Co., Ltd. is located in Gaochun Economic and Technology Development Zone, and is a state-control stock company. It owns 40.1million RMB general assets and 34.5 million RMB net assets, and 8.409 million RMB registered assets. The operation items give priority to daily used ceramics ,and involved in hi-tech ceramics,real estate ,foreign trade, industrial tourism, etc.. It holds 12 control and share subsidiaries and china and foreign countries joint ventures. Our stock is sold in Shanghai Stock Exchange, namely Gaochun ceramic for short, and the stock code is 600562.<br>Company established in 1958 , it was a countryside factory which produced earth ware selling in domestic .In last 1970, successfully developed "Yuquan" brand stoneware which derived into international market fitting modern life style ,realized domestic-oriented transit to extroverted-oriented system, and become a top enterprises in ceramic industry within 10years. After 11th Five-Year Plan, Company insists on giving first priority to development. Actively promote enterprise groups, industrial diversification and management modernization. Efforts to expand domestic ceramics production scale, upgrade products, and vigorously develop hi-tech ceramics; enterprise development has entered a new stage. "Yuquan" brand Bone china is a kind of ceramics made form materials mixed with animal bone dust, it is fired twice: high-temperature biscuits firing and low-temperature final firing. Bone china has such characters as high brightness, good diaphaneity, fine quality, shining and smooth glaze and high tenacity. Apply to washing machine, microwave oven temperature disinfection and heating and other modern lifestyle, and leaded cadmium dissolution of the California standards. Main varieties include the West dinnerware, cutlery, hotel porcelain, and so on; bone china is a kind of high-grade porcelain recognized in the world. Recent years, the reactive glaze reached the world's first sale in the United States department store during Six years; Japanese dinnerware also got the first line of china ceramic industry.<br>White porcelain of our company excellence products rate obtain 86.64 % and 92.31% of first-class, compared with last year improved 3.29%and 2.23% receptively. Grade rate achieved a historic peak; the special rectification work inspection by the State Administration of inspection teams is highly praised.<br>In2007, under seriously external factors, such as RMB appreciation, export tax rebates reduction, the price of production materials and high CPI index, and increased social responsibility. Completed sales of the company got 332 million RMB, an increase of 48% over the previous year; a total profit got 23.74 million RMB, versus a year ago; a net profit got 12.72 million RMB; revenue handed over 22.18 million RMB (including holding, shares subsidiaries). Daily-use ceramics which completed sales got 122 million RMB, and profits got 10.98 million RMB, in the severe "shuffling" of industry has stood foot. The company's annual export obtained 14,061,200 US dollars, and basically the same as the previous year, maintaining a balance between production and sales. Company represented SANGO, LIFETIME, EVERGETIC, GIBSON as the key customers continue to play a leading role, these five customers exports amounted to 11.3346 million US dollars, accounting for 80.6%.<br>In2008, Company's operate guiding ideology is: comprehensively implement the scientific concept of development, adhere to the people-centered, correctly handle reform, development and stability, and balance three interests of the state, enterprises and employees; Stimulating vigor, activation force, increase its cohesion, do efforts to resolve serious impact, such as the RMB appreciation, and positively deal with economic recession in the United States, and so on. Make a new progress in brand building of daily use ceramics, the scale of high-tech ceramic production and the sustainable development of the real estate industry. |

| | | | |
|---|---|---|---|
| **Company Type** | Industry and Trade Corp. | **Province** | JIANGSU > NANJING |
| **Year Established** | 1958 | **Number of Staff** | More than 500 |
| **Company Type** | Industry and Trade Corp. | **Company Property** | State owned enterprise |
| **Registered Capital(RMB)** | 94090000 | **Annual Export Volume** | 15000000 |
| **Annual Export Volume(USD)** | Hong Kong, Macau & Taiwan;Japan & Korea;Southeast Asia;U.S.A.;European Union;Middle East;East Europe;Latin America;Africa | | |

Enclosure 13



# Shandong Silver Phoenix Co., Ltd

HOME

- Company Profile
- Selling Leads

**Ride the Brazilian Market**
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Trees are the new gold. Invest now.
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Macor Components Specialists
Certified Corning distributor
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## [ Company Profile ]

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Shandong Silver Phoenix Co., Ltd.

Established in 1957, we are one of the biggest daily-use ceramic enterprises, with annual production capacity of more than 120 million pcs,and we have 5000 workers.
Our products are bone china, porcelain and stoneware, which are well received in USA, Germany, U.K, Italy, French, and Japan over 60 countries and regions. At present, "silver phoenix brand" has successively registered the brand protect in Germany, USA, U.K. Italy, Spanish, Japan and Sweden over 12 countries.
characteristic:
1.Fine whiteness.
2.accuracy of shape
3.fine thermal stability,
4. low lead and cadmium release. We can pass FDA & California PROP 65 .
In USA market, our products entered into Wal-Mart and other international chain stores, and became a qualified supplier for WTI, World kitchenware Inc and USA Disney.
In Europe market, our products have been entered IKEA and many other international retailer groups. At present we are the supplier of Rosenthal of Germany, Oneida,Wedgwood, Royal Doulton,Boodum,Bitossi etc.....

[ Selling Categories ]

- Furniture & Furnishings >> Home Decor
- Home & Garden >> Kitchen Accessories
- Service Equipment >> Restaurant & Hotel Supplies
- Home & Garden >> Tableware

[ keyword ]

ceramics , dinnerset , bonechina , mugplatebowl

| | |
|---|---|
| **Registration Date** | 2008/06/20 (Year/Month/Date) |
| **Buyer / Seller in EC21** | Seller |
| **Business Type** | Manufacturer |
| **Year established** | 1957 |
| **Employees total** | Above 1000 |
| **Annual revenue** | USD 50,000,001 - 100,000,000 |

## Contact Information

Order Credit Report

| | |
|---|---|
| **Company** | Shandong Silver Phoenix Co., Ltd |
| **Address** | Luozhuang District Linyi Shandong 276017 China |
| **Phone** | 86 - 539 - 8251275 |
| **Fax** | 86 - 0539 - 8241840 |
| **Homepage** | www.chinaceramics.com |
| **Contact** | selina wan Inquire Now > |

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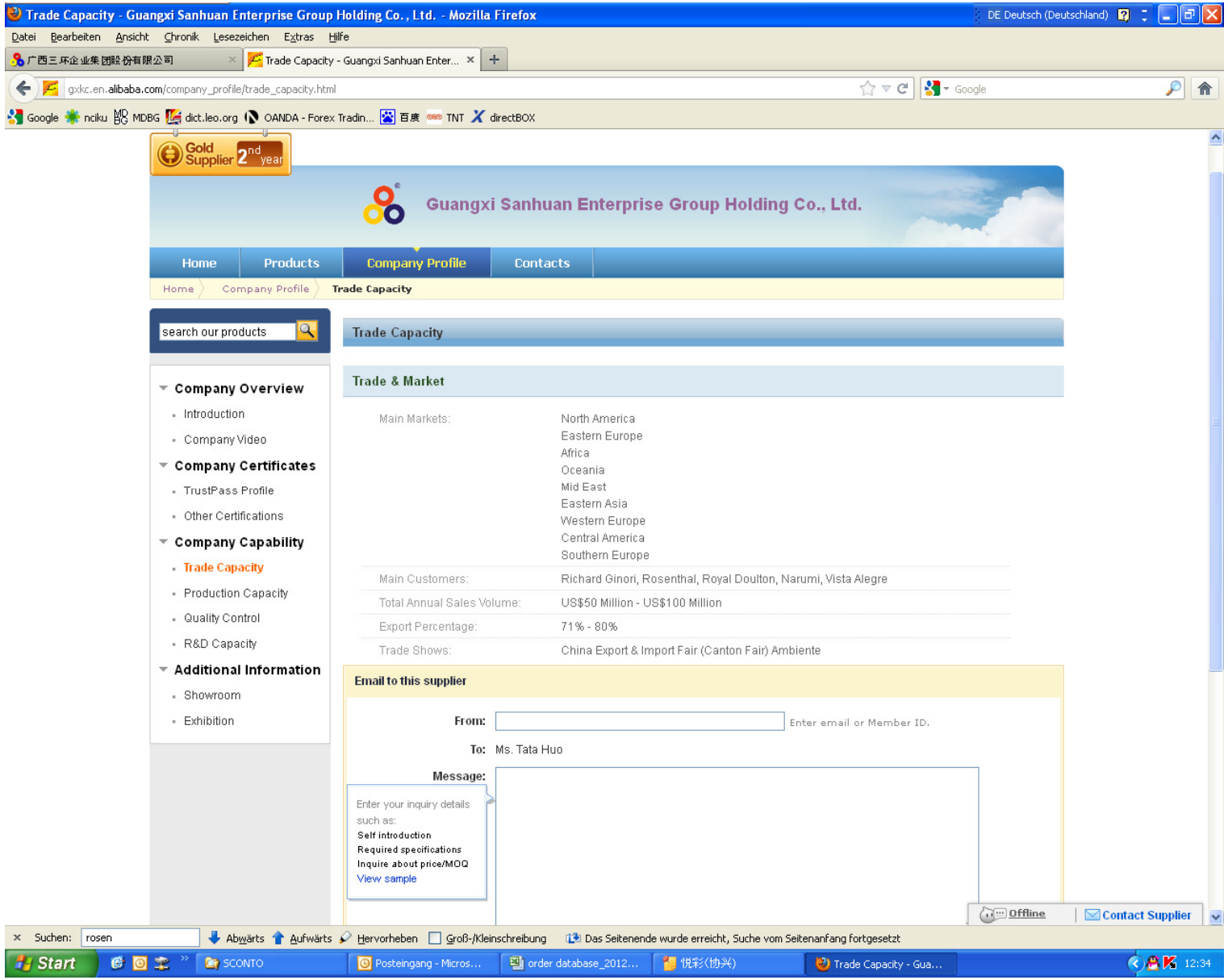
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Company Capability
Trade Capacity
Production Capacity
Quality Control
R&D Capacity
Additional Information
Showroom
Exhibition
Trade Capacity
Trade & Market
Main Markets: North America, Eastern Europe, Africa, Oceania, Mid East, Eastern Asia, Western Europe, Central America, Southern Europe
Main Customers: Richard Ginori, Rosenthal, Royal Doulton, Narumi, Vista Alegre
Total Annual Sales Volume: US$50 Million - US$100 Million
Export Percentage: 71% - 80%
Trade Shows: China Export & Import Fair (Canton Fair) Ambiente
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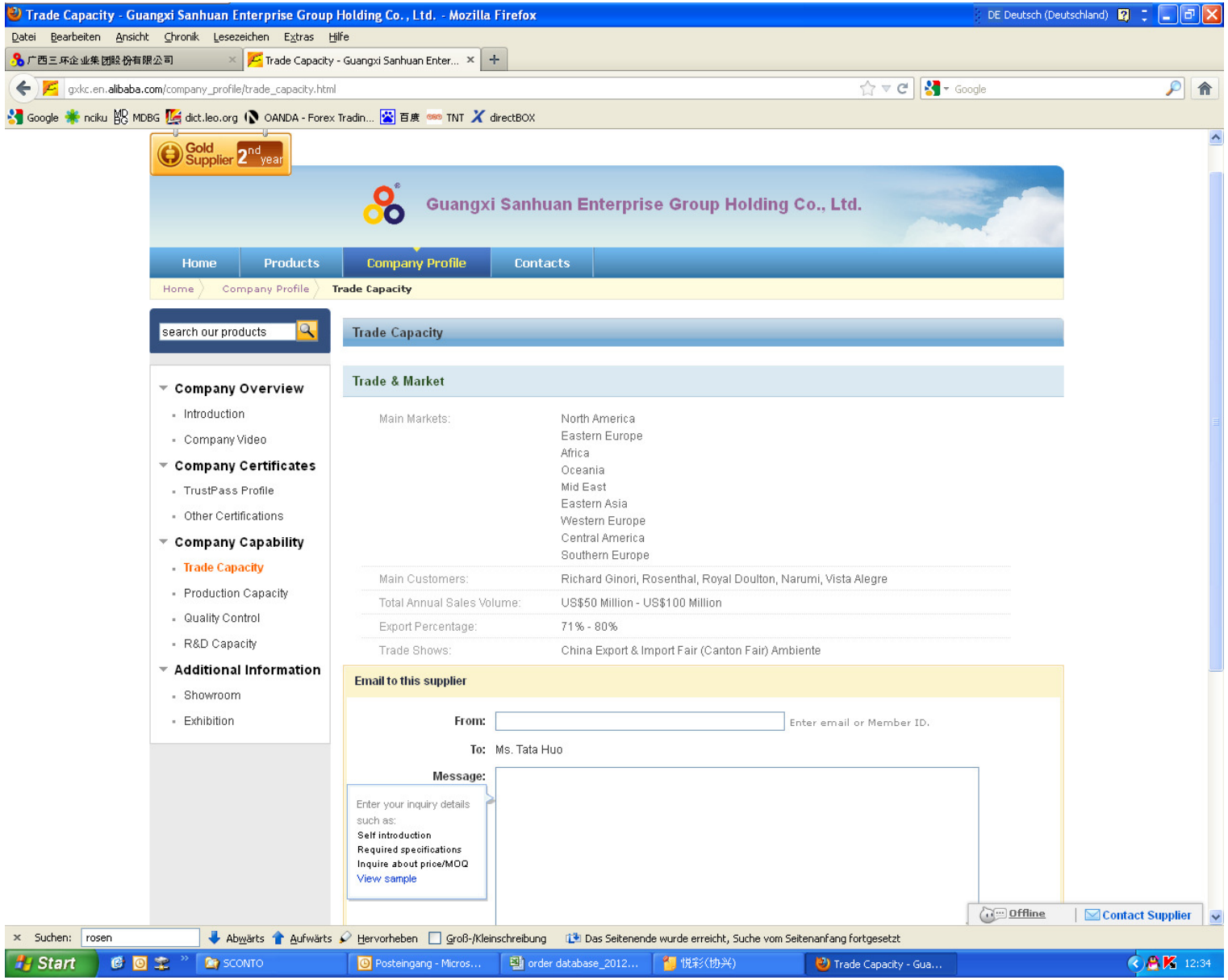
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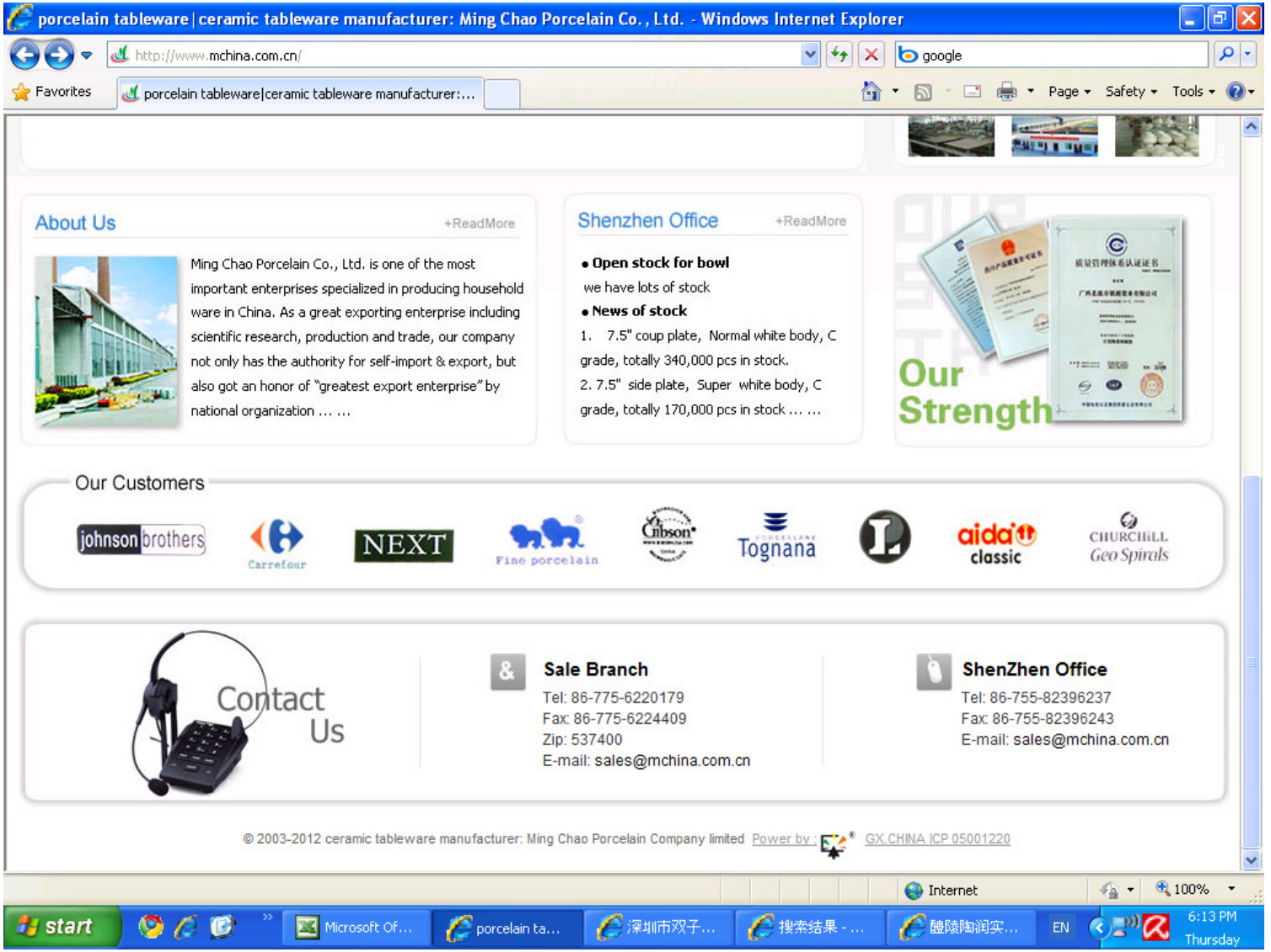
Company Video
Company Certificates
TrustPass Profile
Other Certifications
Company Capability
Trade Capacity
Production Capacity
Quality Control
R&D Capacity
Additional Information
Showroom
Exhibition
Trade Capacity
Trade & Market
Main Markets: North America, Eastern Europe, Africa, Oceania, Mid East, Eastern Asia, Western Europe, Central America, Southern Europe
Main Customers: Richard Ginori, Rosenthal, Royal Doulton, Narumi, Vista Alegre
Total Annual Sales Volume: US$50 Million - US$100 Million
Export Percentage: 71% - 80%
Trade Shows: China Export & Import Fair (Canton Fair) Ambiente
Email to this supplier
From:
Enter email or Member ID.
To: Ms. Tata Huo
Message:
Enter your inquiry details such as:
Self introduction
Required specifications
Inquire about price/MOQ
View sample
Offline
Contact Supplier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Shenzhen Office
+ReadMore
• Open stock for bowl
we have lots of stock
• News of stock
1. 7.5" coup plate, Normal white body, C grade, totally 340,000 pcs in stock.
2. 7.5" side plate, Super white body, C grade, totally 170,000 pcs in stock ... ...
Our Strength
Our Customers
johnson brothers
Carrefour
NEXT
Fine porcelain
Gibson
Tognana
aida classic
CHURCHILL Geo Spirals
Contact Us
Sale Branch
Tel: 86-775-6220179
Fax: 86-775-6224409
Zip: 537400
E-mail: sales@mchina.com.cn
ShenZhen Office
Tel: 86-755-82396237
Fax: 86-755-82396243
E-mail: sales@mchina.com.cn
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www.tpbjc.gov.cn
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北京佳美丽家贸易有限公司 企业介绍
【 转贴自：本站原创 点击数：1382 更新时间：2009-1-8 文章签发：liaotao 】
减小字体 增大字体
北京佳美丽家贸易有限公司是专业从事中高档日用陶瓷生产和出口的外向型企业，公司年出口额一千多万美元，产品销往50多个国家和地区。拥有一家独资和一家合资控股陶瓷工厂，已形成完整的酒店用强化瓷和高级家用骨质瓷，礼品骨质瓷，三大系列，数千个品种。在几乎所有的发达国家都有固定的经销商。公司的出口品牌—Cameo，1992年就已经在美国注册，之后又先后在澳大利亚和欧盟注册。经过十六年的发展，已经成为在美国和欧洲餐馆用瓷行业的知名品牌。
公司的英文名字是CAMEO CHINA， CAMEO的意思是带浮雕的宝石，象征着佳美的产品一件一件都是经过精雕细刻而成，同时象宝石一样坚硬润泽。CHINA在这里既代表瓷器又代表中国。
公司近几年，致力于产品质量和设计水平的提高，先后与德国Villeroy& Boch, Ritenhoff Cristal，英国 Aynsley, Portmeirion，澳大利亚的Maxwell & Williams，等国的世界顶级陶瓷公司合作开发新产品，使公司及所属工厂的管理水平和产品档次进入国际先进行列。公司的产品已经大量进入世界各地的五星级酒店和高级百货公司。比如德国的Kaufhof, Ka Da We, 英国伦敦的Herald，澳大利亚的David John, Myer等等。
从2007年下半年开始，公司积极开拓国内市场，将国际上流行的产品和设计，同步介绍给国内的消费者。目前已成功进入北京太平洋百货，百盛百货（复兴门店），设立了自己品牌的专卖店。还通过与著名设计师合作，为国家大剧院设计和生产了大剧院专用礼品用瓷。
在百货零售领域积极开拓的同时，公司又积极开拓酒店餐饮市场，发挥自己在酒店瓷方面的专业优势。目前已与一家拥有30家餐厅的餐饮集团签订供应协议。更为值得骄傲的是，公司在北京2008年奥运会Fine Dining(特色餐厅)的瓷器招标中，从国内外众多的陶瓷厂商中脱颖而出，一举中标，成功地成为北 京 2008 年 奥 运 会 瓷 器 供 应 商。
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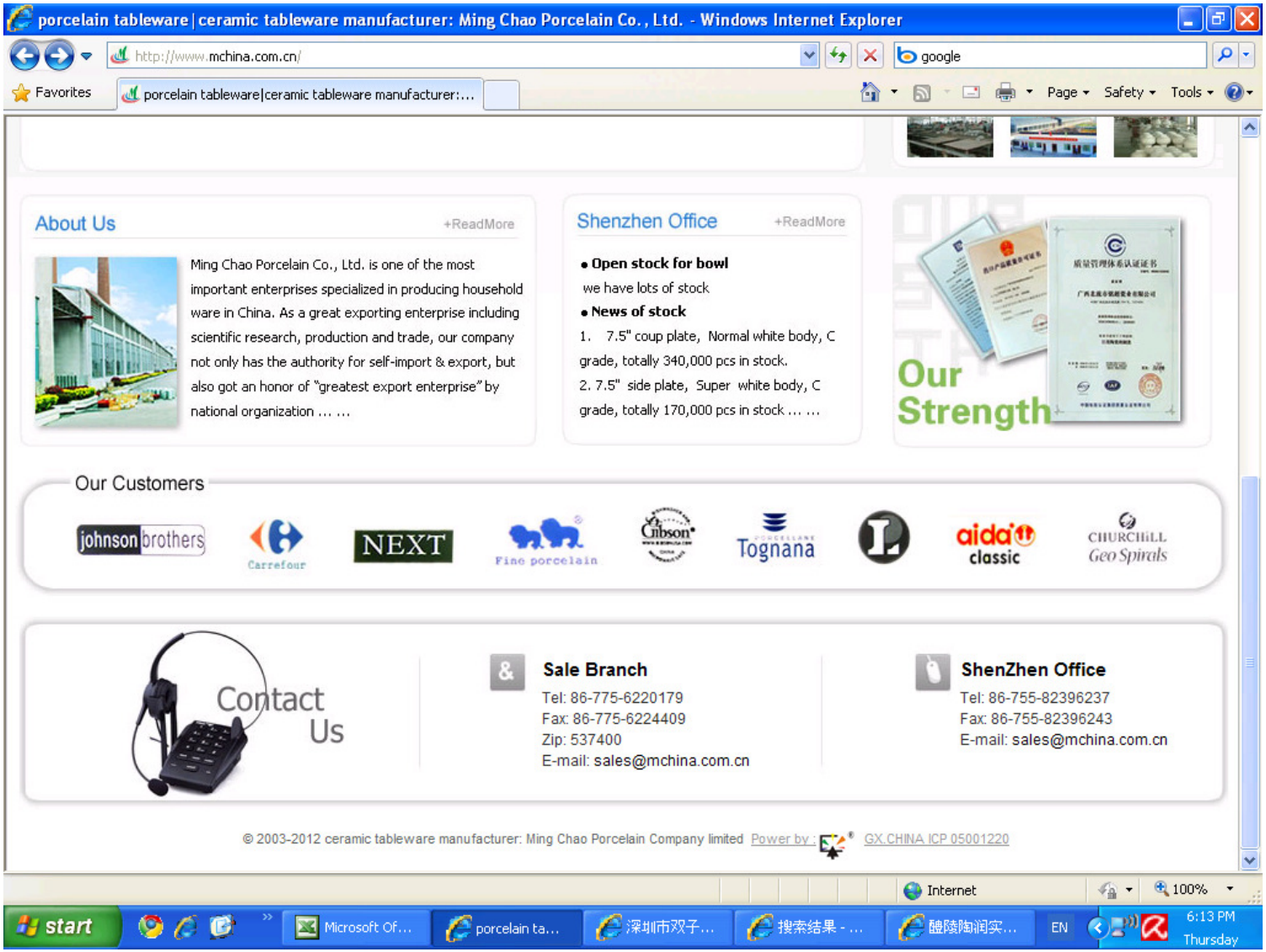
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+ Leader
+ Technology...
+ Quality
+ Commercial...
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Domestic
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International
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Suggestion
About Us
CompanyProfile
Chongqing Kinway Ceramics Co., Ltd is joint stock enterprise which is re-organized according to modern enterprise system on the basis of Chongqing CHN&CHN Ceramics Co., Ltd (original Chongqing Siu-Fung Ceramics Co., Ltd). We concentrate on design, manufacture and sale of high-grade porcelain winebottles and tablewares. We have six kinds of ceramics, including porcelian, durable china, extra bone china, fine stoneware, ivory porcelain and super porcelain. We introduce full set of production equipments and technique from Germany, own approximate one hundred of national patents and copyrights. Our production capacity reaches 80 million pieces per year and we are the leader in the line of porcelain tablewares and winebottles.
Our domestic strategic partners include Lang Wine, Jian'nanchun, Wuliangye, Maotai, Tuo brand, Shuijinfang, Xi'feng, Daohuaxiang, Gujingong etc. famous enterprises. We also provide Great Hall of the People, Diaoyutai State Guesthouse, Sea Palaces and Chinese embassies with national emblem porcelain tablewares for state banquet. And we are the exclusively appointed supplier for Marriott, Intercontinental, Hilton, Kempinski etc. international 5-star chain hotels. In international market, we cooperate with many famous companies, such as ONEIDA and LIBBEY from America, THUN and GUZZINI from Italy, BERGHOLF and DESTER from Belgium, PIK from Russia and so on.
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## Brief Introduction

Located at "porcelain capital of south China"-Fengxi, Chaozhou Big Arrow Ceramics Industrial Co., Ltd is a professional OEM manufacturer and exporter of porcelain daily use.Our products range now covers more than 5,000 difference models that are suitable for both indoor and outdoor daily use.

At present,we have more than 300 skilled workers at our 30,000 square meter workshop.Most of our products are designed by a professional team.We keep our step together with the international trends and fashions,and supply high quality products with competitive price for clients all over the world.

Having implemented a strict quality control management system through out production process,we gain high praise by our clients. Due to our good quality and nice designs,we have already succeeded in entering the markets of Europe America Japan and some other countries in the world.Especially the European market,we do business with VILLEROY&BOTH ROSENTHAL WEDGWOOD TCHIBO WMF ALESSI SILIT BODUM BLOMUS EVASOLO MENU STEEL-FUNCTION AVANTI ADHOC S&P. TYPHOON NEW BRIDGE EMILE HENRY DONNA HAY KLM NORITAKE PAPER+DESIGN PPD KARSTADT YOUNCASA REWE KPM CASABLANCA KELA V&D... With more than 10 years experience in export business,we base on "customer is supreme,quality is the first,credit is the top"to our clients. Warmly welcome your enquiry and orders and sincerely hope we can establish a good long business relationship in the near future.

Villeroy & Boch · ppd · AdHoc · Tchibo · KARSTADT.de · TYPHOON · WMF · WEDGWOOD · menu SCANDINAVIAN LIVING · Rosenthal STUDIO-HAUS · Silit · bodum · eva solo · donna hay · Emile Henry · blomus · kapimex · STEEL - FUNCTION · Paper-Design tabletop · Bredemeijer · S&P · NEWBRIDGE silverware · The Reliable Airline KLM · Noritake

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Report Persone
InfoCamere
Imprese
Persone
Protesti
Pregiudizievoli
Bilanci
Atti Ottici
Catasto
Intelligence Query
Monitoraggio
Profilo
Chiudi

**RDLR S.R.L.**

Sede Legale: **MONZA E BRIANZA**

Prov./Num.Rea: **MB/1863317**

Codice Fiscale: **06653370962**

Partita IVA: **06653370962**

Forma Giuridica: **SOCIETA' A RESPONSABILITA' LIMITATA**

Stato Impresa: **Registrata**

Attivita': **46.44.2 - Commercio all'ingrosso di ceramiche e porcellana**

Indirizzo Sede: **VIA CERNUSCHI , n.6 - 20900 MONZA (MB)**

Indirizzo PEC **RDLR@PEC.IT**

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MB/1863317VATTUSC

# Camera di Commercio Industria Artigianato e Agricoltura di MONZA E BRIANZA

Documento n . A TJ012219624850000556 estratto dal Registro Imprese in data 06/08/2012

## Visura ordinaria societa' di capitale

**Denominazione:** RDLR S.R.L.

**Forma giuridica:** SOCIETA' A RESPONSABILITA' LIMITATA

**Sede legale:** MONZA (MB)
VIA CERNUSCHI 6 cap 20900

**Indirizzo PEC:** RDLR@PEC.IT

**Codice fiscale:** 06653370962

**Numero REA:** MB-1863317

### Sede

Iscrizione REA — Numero Repertorio Economico Amministrativo (REA): 1863317

**Sede legale** — MONZA (MB)
VIA CERNUSCHI 6 cap 20900

Indirizzo pubblico di posta elettronica certificata: RDLR@PEC.IT

Partita IVA — 06653370962

### Informazioni da statuto/atto costitutivo » Estremi di costituzione

Iscrizione Registro Imprese — Codice fiscale e numero d'iscrizione: 06653370962

del registro delle imprese di MONZA E BRIANZA

Data di iscrizione: 02/07/2009

Sezioni — Iscritta nella sezione ORDINARIA il 02/07/2009

Informazioni costitutive — Data atto di costituzione: 17/06/2009

### Informazioni da statuto/atto costitutivo » Sistema di amministrazione e controllo

Durata della societa' — Data termine: 31/12/2050

Scadenza esercizi — Scadenza primo esercizio: 31/12/2009

Giorni di proroga dei termini di approvazione del bilancio: 60

Sistema di amministrazione e controllo contabile — Sistema di amministrazione adottato: AMMINISTRAZIONE PLURIPERSONALE COLLEGIALE

Forme amministrative

**CONSIGLIO DI AMMINISTRAZIONE** (in carica)

**Informazioni da statuto/atto costitutivo** » Oggetto sociale

Oggetto sociale

OGGETTO SOCIALE:
LA SOCIETA' HA PER OGGETTO: - IL COMMERCIO ALL'INGROSSO DI CERAMICHE E PORCELLANA, VETRERIA, STOVIGLIERIA ED ARTICOLI PER LA CASA E DA REGALO NONCHE' DI OGNI PRODOTTO ED ARTICOLO CONNESSO E/O SIMILE AI PRECEDENTI; - IL COMMERCIO DI MATERIALI REFRATTARI. LA SOCIETA' POTRA' SVOLGERE TUTTE LE ATTIVITA' FINANZIARIE, MOBILIARI, IMMOBILIARI E COMMERCIALI CHE L'ORGANO AMMINISTRATIVO RITENGA UTILI O NECESSARIE PER LA REALIZZAZIONE DELLE ATTIVITA' CHE COSTITUISCONO L'OGGETTO SOCIALE; POTRA' ASSUMERE INTERESSENZE E PARTECIPAZIONI IN ALTRE SOCIETA', ENTI ED ORGANISMI IN GENERE, CHE ABBIANO SCOPI ANALOGHI O CONNESSI AL PROPRIO NONCHE' CONCEDERE FIDEIUSSIONI, AVALLI E PRESTARE GARANZIE REALI E PERSONALI ANCHE PER DEBITI DI TERZI, SEMPRE SE UTILI O NECESSARIE PER LA REALIZZAZIONE DELLE ATTIVITA' CHE COSTITUISCONO L'OGGETTO SOCIALE. TUTTE LE SUDDETTE ATTIVITA' DOVRANNO ESSERE SVOLTE NEI LIMITI E NEL RISPETTO DELLE DISPOSIZIONI DI LEGGE VIGENTI ED E' IN PARTICOLARE ESCLUSO L'ESERCIZIO NEI CONFRONTI DEL PUBBLICO DI OGNI ATTIVITA' QUALIFICATA DALLA NORMATIVA VIGENTE COME ATTIVITA' FINANZIARIA NONCHE' DI OGNI ATTIVITA' RISERVATA AGLI ISCRITTI IN ALBI PROFESSIONALI.

**Informazioni da statuto/atto costitutivo** » Poteri

Poteri associati alla carica di CONSIGLIO D'AMMINISTRAZIONE

L'ORGANO AMMINISTRATIVO HA I PIU' AMPI POTERI PER LA GESTIONE ORDINARIA E STRAORDINARIA DELLA SOCIETA' SENZA LIMITAZIONI, CON FACOLTA' DI COMPIERE TUTTI GLI ATTI CHE RITIENE OPPORTUNI PER L'ATTUAZIONE ED IL RAGGIUNGIMENTO DEGLI SCOPI SOCIALI, ESCLUSI SOLTANTO QUELLI CHE LA LEGGE E LO STATUTO, IN MODO TASSATIVO, RISERVANO AI SOCI. IL CONSIGLIO DI AMMINISTRAZIONE PUO' DELEGARE IN TUTTO OD IN PARTE LE PROPRIE ATTRIBUZIONI A CONSIGLIERI DELEGATI, DETERMINANDO I LIMITI DELLA DELEGA. L'ORGANO AMMINISTRATIVO POTRA' NOMINARE DIRETTORI, DIRETTORI GENERALI, INSTITORI E PROCURATORI PER IL COMPIMENTO DI DETERMINATI ATTI O CATEGORIE DI ATTI DETERMINANDONE I POTERI. GLI AMMINISTRATORI HANNO LA RAPPRESENTANZA GENERALE DELLA SOCIETA' DI FRONTE AI TERZI ED IN GIUDIZIO. IN CASO DI NOMINA DEL CONSIGLIO DI AMMINISTRAZIONE, LA RAPPRESENTANZA DELLA SOCIETA' SPETTA AL PRESIDENTE E, NEI LIMITI DELLA DELEGA, ALL'AMMINISTRATORE DELEGATO. LA RAPPRESENTANZA DELLA SOCIETA' SPETTA ANCHE AI DIRETTORI, AI DIRETTORI GENERALI, AGLI INSTITORI ED AI PROCURATORI NEI LIMITI DEI POTERI DETERMINATI DALL'ORGANO AMMINISTRATIVO NELL'ATTO DI NOMINA.

Ripartizione degli utili e delle perdite tra i soci

ARTICOLO 24

**Informazioni da statuto/atto costitutivo** » Altri riferimenti statutari

Clausole di recesso — Informazione presente nello statuto/atto costitutivo

Clausole di prelazione — Informazione presente nello statuto/atto costitutivo

Clausole compromissorie — Informazione presente nello statuto/atto costitutivo

**Capitale e strumenti finanziari**

Capitale sociale in EURO

| | |
|---|---|
| Deliberato: | 25.000,00 |
| Sottoscritto: | 25.000,00 |
| Versato: | 25.000,00 |

Conferimenti in DENARO

Conferimenti e benefici

INFORMAZIONE PRESENTE NELLO STATUTO/ATTO COSTITUTIVO

Strumenti finanziari

Titoli di debito:

previsti dallo statuto ARTICOLO 22

**Soci e titolari di diritti su azioni e quote** » Elenco dei soci e degli altri titolari di diritti su azioni o quote sociali al 14/07/2009

Pratica con atto del 08/07/2009

Data deposito: 14/07/2009

Data protocollo: 14/07/2009

Numero protocollo: MB-2009-44034

Capitale sociale

Capitale sociale dichiarato sul modello con cui e' stato depositato l'elenco soci: 25.000,00 EURO

PROPRIETA'

Quota di nominali: 1.000,00 EURO

di cui versati: 1.000,00

I.P.A. INDUSTRIA PORCELLANE S.P.A.

Codice fiscale: 00781500152

Denominazione del soggetto alla data della denuncia: I.P.A INDUSTRIA PORCELLANE SPA

Tipo di diritto: PROPRIETA'

Domicilio del titolare o rappresentante comune
USMATE VELATE (MB)
VIA MEDAGLIE D'ORO 15 cap 20040

PROPRIETA'

Quota di nominali: 6.000,00 EURO

di cui versati: 6.000,00

SALA DANIELA

Codice fiscale: SLADNL51P57L511S

Tipo di diritto: PROPRIETA'

Domicilio del titolare o rappresentante comune
USMATE VELATE (MB)
VIA GRAMSCI 33 cap 20040

PROPRIETA'

Quota di nominali: 6.000,00 EURO

di cui versati: 6.000,00

SALA LAURA

Codice fiscale: SLALRA49E56L511L

Tipo di diritto: PROPRIETA'

Domicilio del titolare o rappresentante comune
USMATE VELATE (MB)
VIA MEDAGLIE D'ORO 21 cap 20040

PROPRIETA'

Quota di nominali: 6.000,00 EURO

di cui versati: 6.000,00

SALA RICCARDO

Codice fiscale: SLARCR57H14F704L

Tipo di diritto: PROPRIETA'

Domicilio del titolare o rappresentante comune
RONCO BRIANTINO (MB)
VIA E. BRIGATTI 55 cap 20050

PROPRIETA' Quota di nominali: 6.000,00 EURO

di cui versati: 6.000,00

SALA ROBERTO

Codice fiscale: SLARRT60L08F704H

Tipo di diritto: PROPRIETA'

Domicilio del titolare o rappresentante comune
USMATE VELATE (MB)
VIA MARCELLO MALPIGHI 2 cap 20040

**Amministratori** » Forma amministrativa adottata

CONSIGLIO DI AMMINISTRAZIONE Numero amministratori in carica: 4

**Amministratori** » Elenco amministratori

CONSIGLIERE DELEGATO SALA LAURA

Nata a USMATE VELATE (MI) il 16/05/1949

CONSIGLIERE

Codice fiscale: SLALRA49E56L511L

Residenza USMATE VELATE (MB)
VIA MEDAGLIE D'ORO 21 cap 20865

Cariche e poteri

**CONSIGLIERE** nominato con atto del 16/04/2012

Data iscrizione: 02/07/2009

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

**CONSIGLIERE DELEGATO** nominato con atto del 04/05/2012

Data iscrizione: 30/05/2012

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

*Poteri*
CON FIRMA LIBERA E DISGIUNTA, UNA SERIE DI POTERI CONNESSI CON L'ORDINARIA AMMINISTRAZIONE CHE PER LEGGE O PER STATUTO NON SIANO RISERVATI ALL'ASSEMBLEA DEI SOCI OD AL CONSIGLIO DI AMMINISTRAZIONE NELLA SUA COLLEGIALITA', DI SEGUITO ELENCATI:
ACQUISTARE E VENDERE MERCI E PRODOTTI AZIENDALI;

STIPULARE CONTRATTI PER L'ACQUISIZIONE DI SERVIZI DI OGNI GENERE E TIPO, IN QUANTO NECESSARI PER L'ORDINARIA ATTIVITA' D'IMPRESA;
ESIGERE E QUIETANZARE QUALSIASI SOMMA DOVUTA ALLA SOCIETA' COMPRESI I MANDATI DI PAGAMENTO;
TRANSIGERE, COMPROMETTERE IN ARBITRI, ANCHE COME AMICHEVOLI COMPOSITORI, NEI CASI NON VIETATI DALLA LEGGE;
ASSUMERE E LICENZIARE PERSONALE DIPENDENTE NON AVENTE QUALIFICA DI DIRIGENTE, STIPULANDO I NECESSARI CONTRATTI INDIVIDUALI DI LAVORO;
STIPULARE CONTRATTI CON COLLABORATORI E LAVORATORI AUTONOMI;
AUTORIZZARE E COMPIERE QUALSIASI OPERAZIONE PRESSO GLI UFFICI DEL DEBITO PUBBLICO, DELLA CASSA DEPOSITI E PRESTITI E PRESSO OGNI ALTRO UFFICIO PUBBLICO E PRIVATO;
RAPPRESENTARE LA SOCIETA' AVANTI TUTTI GLI UFFICI PUBBLICI E PRIVATI, FINANZIARI, SINDACALI E DOGANALI, IN ISPECIE, INOLTRARE RICORSI ALLE AUTORITA' AMMINISTRATIVE E FINANZIARIE;
PROVVEDERE AL RITIRO DELLA CORRISPONDENZA E DEI VALORI GIACENTI A NOME DELLA SOCIETA' PRESSO L'AMMINISTRAZIONE POSTALE, NONCHE' AD OGNI ALTRO GENERE DI OPERAZIONE AVANTI LA STESSA;
PROMUOVERE AZIONI ED ISTANZE GIUDIZIARIE, ANCHE PER GIUDIZI DI REVOCAZIONE E CASSAZIONE, NOMINARE E REVOCARE AVVOCATI E PROCURATORI ALLE LITI, NONCHE' PROCURATORI AD NEGOTIA PER DETERMINATI ATTI E CATEGORIE DI ATTI;
COMPIERE OGNI TIPO DI OPERAZIONE BANCARIA ENTRO I LIMITI DEI FIDI CONCESSI;
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COMPRARE E VENDERE AUTOMEZZI E MOTOCICLI.
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ASSUMERE PERSONALE DIPENDENTE AVENTE QUALIFICA DI DIRIGENTE;
COSTITUZIONE E/O MODIFICA DI SERVITU' PASSIVE

CONSIGLIERE DELEGATO
CONSIGLIERE

SALA RICCARDO

Nato a MONZA (MI) il 14/06/1957

Codice fiscale: SLARCR57H14F704L

Residenza RONCO BRIANTINO (MB)
VIA ELIGIO BRIGATTI 55 cap 20885

Cariche e poteri

**CONSIGLIERE** nominato con atto del 16/04/2012

Data iscrizione: 02/07/2009

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

**CONSIGLIERE DELEGATO** nominato con atto del 04/05/2012

Data iscrizione: 30/05/2012

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

*Poteri*

CON FIRMA LIBERA E DISGIUNTA, UNA SERIE DI POTERI CONNESSI CON L'ORDINARIA AMMINISTRAZIONE CHE PER LEGGE O PER STATUTO NON SIANO RISERVATI ALL'ASSEMBLEA DEI SOCI OD AL CONSIGLIO DI AMMINISTRAZIONE NELLA SUA COLLEGIALITA', DI SEGUITO ELENCATI:
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COSTITUZIONE E/O MODIFICA DI SERVITU' PASSIVE

CONSIGLIERE DELEGATO

SALA DANIELA

Nata a USMATE VELATE (MI) il 17/09/1951

CONSIGLIERE

Codice fiscale: SLADNL51P57L511S

Residenza USMATE VELATE (MB)
VIA ANTONIO GRAMSCI 33 cap 20865

Cariche e poteri

**CONSIGLIERE** nominato con atto del 16/04/2012

Data iscrizione: 02/07/2009

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

**CONSIGLIERE DELEGATO** nominato con atto del 04/05/2012

Data iscrizione: 30/05/2012

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

*Poteri*

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COSTITUZIONE E/O MODIFICA DI SERVITU' PASSIVE

PRESIDENTE CONSIGLIO AMMINISTRAZIONE

SALA ROBERTO

Rappresentante dell'Impresa

CONSIGLIERE DELEGATO

CONSIGLIERE

Nato a MONZA (MI) il 08/07/1960

Codice fiscale: SLARRT60L08F704H

Residenza USMATE VELATE (MB)
VIA MARCELLO MALPIGHI 2 cap 20865

Cariche e poteri

**PRESIDENTE CONSIGLIO AMMINISTRAZIONE** nominato con atto del 16/04/2012

Data iscrizione: 10/05/2012

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

**CONSIGLIERE** nominato con atto del 16/04/2012

Data iscrizione: 02/07/2009

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

**CONSIGLIERE DELEGATO** nominato con atto del 04/05/2012

Data iscrizione: 30/05/2012

Durata in carica: FINO APPROVAZIONE DEL BILANCIO al 31/12/2014

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**Attivita', albi, ruoli e licenze** » Attivita'

Inizio attivita' (informazione storica)

Data d'inizio dell'attivita' dell'impresa: 17/06/2009

| | |
|---|---|
| Attività prevalente esercitata dall'impresa | COMMERCIO ALL'INGROSSO DI CERAMICHE E PORCELLANA |
| Attivita' esercitata nella sede legale | COMMERCIO ALL'INGROSSO DI CERAMICHE E PORCELLANA |
| Attivita' secondaria esercitata nella sede legale | COMMERCIO ALL'INGROSSO DI CERAMICHE E PORCELLANA |

Classificazione ATECORI 2007 della descrizione attivita' *(informazione di sola natura statistica)*

Codice: 46.44.2 -Commercio all'ingrosso di ceramiche e porcellana
Importanza: P - primaria Registro Imprese
Data inizio: 17/06/2009

Classificazione ATECORI 2002 della descrizione attivita' *(informazione di sola natura statistica)*

Codice: 51.44.2 -Commercio all'ingrosso di ceramiche e porcellane
Importanza: P - primaria Registro Imprese
Data inizio: 17/06/2009

**Attivita', albi ruoli e licenze** » Albi e ruoli

Impresa operante con l'estero

Numero: MB046931

Data: 18/01/2010

**Aggiornamento Impresa**

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**Von:** P&G Newsletter <pundg-newsletter@rossipaul.de>
**Datum:** 16. April 2012 20:41:37 GMT+08:00
**An:** chef@knud-holst.de
**Betreff: Ihr P&G Newsletter April 2012**
**Antwort an:** P&G Newsletter <news_rossipaul@inxserver.com>

Wird dieser Newsletter nicht richtig angezeigt? Zur Webseitenansicht

Der aktuelle P&G Newsletter

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**Sehr geehrter Herr Holst,**

neben Einkaufstagen und Messen etablieren sich zunehmend Firmenpräsentationen im kleinen Kreis. Dazu zählen die Marken- und Genusstage bei ASA Selection, die am 6. und 7. Mai nun schon zum dritten Mal in Höhr-Grenzhausen stattfinden. Und auch die High Event Product Tour (Hept), auf der Elektrogerätehersteller bis zum 10. Mai ihr Sortiment in zwölf deutschen Städten präsentieren, hat sich etabliert. In entspannter Atmosphäre kann man auf diesen Veranstaltungen das Angebot der beteiligten Firmen unter die Lupe nehmen.

Lassen Sie sich inspirieren!

Beate Schraml
**Chefredakteurin**

PS: Empfehlen Sie unseren Newsletter auch an Ihre Mitarbeiter. Hier geht es zur Anmeldung.

## Trendscout

Ostern ist zwar vorbei, aber dieser „Bunny“ hat das ganze Jahr über Saison. **Normann Copenhagen** präsentiert diesen knuddeligen Sessel, mit dem das Berliner Designer-Duo Iskos den klassischen Ohrensessel neu interpretiert hat. Also: einfach in **„Bunny“** hinein gleiten, ein Buch zur Hand nehmen und sich geborgen und wohl fühlen. Den frechen „Hasen“ gibt es in Lila, Rosa und Grau.

» Normann Copenhagen

## Handel

Als robust bezeichnet der **HDE** die Geschäftslage im deutschen Einzelhandel zu Beginn des Jahres 2012. Dies ergab eine Umfrage des Handelsverbandes Deutschland unter 850 Betrieben. Die Hälfte der befragten Händler erwartet Umsätze auf Vorjahresniveau, 35 % rechnen mit einer Steigerung. Für das Gesamtjahr hält der Handelsverband an seiner Umsatzprognose von +1,5 % fest. Risiken lägen weiterhin in steigenden Energiepreisen und in den Unsicherheiten der Euro-Krise.

» HDE

## Auszeichnungen

Im Rahmen des Innovationspreis-IT der Initiative Mittelstand ist **nmedia** mit dem Prädikat **„Best of 2012“** ausgezeichnet worden. Das Konzept und die Umsetzung des „Automatischen Bestellsystems“ wurden unter 2.500 eingereichten Bewerbungen von der Jury in die Spitzengruppe eingestuft. Dafür waren die nachweisbaren Umsatzsteigerungen und die Erleichterung der täglichen Arbeit für die GPKB-Facheinzelhändler ausschlaggebend.

» nmedia

**Pro Business**-Mitgliedsfirmen haben in den letzten 12 Monaten insgesamt 73 Auszeichnungen von renommierten deutschen Instituten verliehen bekommen. „Die Auszeichnungen, insbesondere die der etablierten Test-Institute, genießen einen hohen Stellenwert beim Verbraucher, denn dadurch erhält er ein neutrales Urteil zu den Produkten, die er sonst nur durch eigene Erfahrung und selten durch Vergleiche erwerben könnte“, so Pro Business.

» Pro Business

## Unternehmen

Der **Villeroy & Boch** Konzern meldet für das Geschäftsjahr 2011 einen Umsatz von 743 Mio. €. Dies bedeutet gegenüber dem Vorjahr ein Plus von 4 %. Auch das operative Ergebnis EBIT stieg um 17 % auf 28 Mio. €. Davon entfallen auf den Unternehmensbereich Tischkultur 281 Mio. € Umsatz (+ 5%). Für das laufende Jahr 2012 geht Villeroy & Boch-Vorstandsvorsitzender Frank Göring von einer stabilen Geschäftsentwicklung aus.

» Villeroy & Boch

Das beste Ergebnis seit 10 Jahren konnte **Royal Copenhagen** für das Jahr 2011 verbuchen. Mit einer Steigerung um 4,7 % gegenüber dem Vorjahr erzielte der dänische Konzern einen Umsatz von 492 Mio. DDK. Das Betriebsergebnis stieg von 2,6 Mio. DDK im Jahr 2010 auf 38,7 Mio. DDK. Seit 2009 hat Royal Copenhagen eine umfassende Neuordnung des Produktprogramms vorgenommen, die Logistikkette verbessert und seinen Vertrieb auf eine geringere Anzahl von Märkten konzentriert.

» Royal Copenhagen

## Veranstaltungen

Am 6. und 7. Mai laden 12 Unternehmen aus den Bereichen Küche, Tisch, Wohnaccessoires und Geschenke ins neu gestaltete ASA-Design-Center nach Höhr-Grenzhausen zu den dritten **Marken- und Genusstagen** ein. Die teilnehmenden Marken sind: ASA Selection, AdHoc, Daff, Garnier Thiebaut, Fissler, Jähn, Koziol, Leonardo, Menu, Carl Mertens, Rösle und Troika. In der neuen ASA Showküche finden Kochvorführungen mit Sternekoch Frank Buchholz statt.

» Markentage 2012

Heute startet in Leipzig die **HighEventProductTour** (HEPT) und ist bis 10. Mai in 12 deutschen Städten unterwegs, um Neuheiten, Trends und Highlights der Elektrokleingeräte-Branche zu präsentieren. Händler haben bis zum 10. Mai die Möglichkeit, Angebote und Aktionen der insgesamt 7 Aussteller in Augenschein zu nehmen. Mit dabei sind in diesem Jahr Beurer, Dyson (Bild), Graef, Jura, Jura Gastro, Laurastar und Remington/Russell Hobbs.

» HighEventProductTour

## Personalien

Um das internationale Geschäft weiter zu stärken, hat **Fissler** zwei neue Führungskräfte an den Unternehmensstandort Idar-Oberstein geholt. Schon zum 1. Dezember 2011 ist **Alexander Melsheimer** (40) als Director International Business Division gestartet. Der Diplom-Ingenieur war zuletzt bei der Molkerei Alois Müller beschäftigt und verantwortet nun bei Fissler das Auslandsgeschäft. Er folgt auf Stephan Lückenkötter, der das Unternehmen verlassen hat.

Neu geschaffen wurde zum 1. Januar die Position von **Ute Schubert** als Director International Marketing bei **Fissler**. Sie bringt fast 20 Jahre Marketingerfahrung in der Foodbranche mit und war bei verschiedenen Markenartikeln tätig, zuletzt ebenfalls bei der Molkerei Alois Müller. Schubert obliegt die systematische Ausrichtung der Marke und des Marketing-Mix auf Markt- und Konsumentenbedürfnisse in den Auslandsmärkten.

**Thomas von Dehn** hat Anfang Februar das Marketing der Firma **IHR** Ideal Home Range in Essen/Oldenburg übernommen und damit die Nachfolge des im Januar pensionierten Marketingleiters Hanjö Rick übernommen. Der studierte Grafiker betreute in seiner eigenen Firma e-manufaktur in Stuttgart namhafte Kunden wie IBM oder die VWA Stuttgart und hat für IHR bereits die Projekte Internetauftritt und B2B Shop realisiert.

» Fissler » Fissler » IHR

## Aktionen

Urlaubsfeeling mit Tefal: Kunden, die zwischen April und September eine Pfanne von **Tefal** kaufen, erhalten einen Wertgutschein von **Avis** im Wert von 30 €, den sie beim Mieten eines Autos einlösen können. Mit einem Gutscheinwert von 9 Mio. € und einer Stückzahl von 300.000 Pfannen will Tefal somit im Handel flächendeckend Kaufanreize schaffen. Unterstützt wird die Aktion durch sommerlich gestaltete PoS-Materialien wie Flyer, Handtags und Displays.

» Tefal

Der GSD-Universal-Gemüsehobel wird im Rahmen der **GSD-Frühjahrsaktion** im April in einem Thekendisplay geliefert. Das komplette Display ist bestückt mit 16 Gemüsehobeln, 6 Buntschneide-Einsätzen und 6 Julienne-Einsätzen. Während der Aktionszeit wird ein Hobel und jeweils ein Ergänzungseinsatz als Naturalrabatt mitgeliefert.

» GSD

Anlässlich seines 100-jährigen Bestehens veranstaltet **Guzzini** einen **Schaufensterwettbewerb**. Das Arrangement wird der Kreativität der Teilnehmer überlassen, sollte aber in der Umsetzung einen der 4 Themenbereiche „Sommer“, „Italienische Küche“, „Outdoor“ oder „Gedeckter Tisch“ berücksichtigen. Dafür stellt das italienische Unternehmen Visual Merchandising Material für den PoS zur Verfügung. Weitere Informationen bei Christian Peiniger unter info@profino.net.

» Guzzini

Herausragende Produkte von **Rowenta** können Verbraucher am exklusiven Label der **„Plus Edition“** erkennen. Die im Herbst letzten Jahres eingeführte Kampagne soll als Orientierungshilfe dienen. Das Label weist auf besondere Eigenschaften wie Eco, Effizienz oder Design hin. Aktuell dürfen sich 9 Produkte aus den Bereichen Wäsche- und Bodenpflege sowie Personal Care mit der Auszeichnung „Plus Edition“ schmücken.

» Rowenta

## Aktuelle Ausgabe

Hier können Sie online in der aktuellen Ausgabe blättern:
>>zur book2look-Leseprobe

Hier können Sie online in der aktuellen Ausgabe blättern:
>>zur book2look-Leseprobe

Mit einem Klick sind Sie dabei unter:
www.facebook.com/PundG

Mit einem Klick sind Sie dabei unter:
www.facebook.com/beststyleMagazin

## Termine

- **BIG + BIH**, Bangkok, 17. bis 22. April, www.thaitradefair.com
- **EK Fun**, Bielefeld, 26. bis 27. April, www.ek-servicegroup.de
- **Vivanti**, Düsseldorf, 30. Juni bis 02. Juli, www.vivanti-messe.de
- **TrendSet**, München, 07. bis 09. Juli, www.trendset.de
- **Trendforum**, Karlsruhe, 21. bis 23. Juli, www.messe-trendforum.de
- **Early Bird**, Hamburg, 28. bis 30. Juli, www.earlybird-messe.de

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# news

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1st May 2012

## Record sales for high flying UK manufacturer

Steelite International has posted record sales as it prepares to expand its state of the art manufacturing base.

For the second year running the innovative manufacturer broke its turnover record with a 9.4 per cent increase to £66.3million (60.6million in 2012)

And profits of £7.9million pave the way for a major reinvestment through 2012 to further strengthen the company's market-leading position.

Healthy order books meant production at the hi-tech factory in Stoke-on-Trent also increased, and as a result the workforce has grown this year to more than 700.

The results revealed a strong international performance, with sales to its biggest overseas market, the United States, growing rapidly by 11.25 per cent.

Commenting on the results, Steelite International Chief Executive Kevin Oakes said "This is an outstanding performance especially as the hospitality sector remains a highly competitive international marketplace.

"We have maintained and strengthened our position as the UK's largest provider of tableware by reinvesting our profits and striving to lead the way in innovation. This year has seen exciting new product launches - with ranges such as Optik, Craft and Koto setting the trends for others to follow.

"We have also invested heavily in new technology, marketing, and in training, developing and engaging our staff and young apprentices - all of whom we know are vital to our future success.

"The Made in England message continues to be a strong part of the company ethos and demand for quality UK manufactured tableware is becoming increasingly desirable. Our brand is growing rapidly in the United States as well as building a strong following in Eastern Europe and developing markets such as Asia.

Sounding a note of caution, he added "Business conditions remain challenging despite our growth, and there is a lot of pressure to compete across the globe. Increasingly costs are also a constant concern with energy prices particularly having a big impact on the business.

Commenting on plans to develop the Steelite International factory, Mr Oakes added "We have secured more than £2million of Government support through the Regional Growth Fund but this is just the tip of the iceberg - the new plant and developments at Middleport would amount to more than a £10million investment. We still, however, have a lot of work to do over the coming months to make these projects happen.

"Nevertheless, this is excellent news for Steelite International and for the Stoke-on-Trent pottery industry. We believe that the reinvestment of our profits in future growth will be the platform for even greater success."

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**Pressemitteilung**

**Geschäftsjahr 2011**

## BHS tabletop AG mit Umsatzplus und deutlichem Gewinn

*Umsatzwachstum bei schwierigen Rahmenbedingungen / Hohe Eigenkapitalquote / Weiterer Ausbau der Technologieführerschaft / Höhere Dividende*

Selb, 17. Februar 2012. – Der BHS tabletop Konzern hat das Geschäftsjahr 2011 trotz der schwierigen wirtschaftlichen Rahmenbedingungen erfolgreich abgeschlossen. Der Weltmarktführer für Profiporzellan für das Hotel- und Gastronomiegewerbe sowie für die Gemeinschaftsverpflegung konnte nach einem starken Wachstum im vorangegangenen Jahr auch 2011 leicht zulegen und wiederum ein Ergebnis auf sehr hohem Niveau erzielen.

Der Umsatz des Konzerns mit den drei Marken Bauscher, Tafelstern professional porcelain und Schönwald beläuft sich auf 87,3 Mio. Euro (Vorjahr: 86,5 Mio., plus 0,9 Prozent), das Konzern-Vorsteuerergebnis (EBT) auf 4,1 Mio. Euro (Vorjahr: 4,5 Mio. Euro).

Das international ausgerichtete Unternehmen, dessen Exportquote bei 47,8 Prozent (Vorjahr: 46,0 Prozent) liegt, profitierte auch 2011 von seinem leistungsfähigen Geschäftsmodell. Dazu gehören starke Marken mit einem überzeugenden Produktportfolio, der konsequente Ausbau der Technologieführerschaft und das frühzeitige Reagieren auf sich ständig ändernde Rahmenbedingungen. „Das Geschäftsjahr war geprägt von der zunehmend um sich greifenden Eurokrise, insbesondere in den für den Tourismus wichtigen südeuropäischen Ländern, sowie den Ereignissen im arabischen Raum. Gerade vor dem Hintergrund der nachlassenden Marktdynamik können wir mit dem Ergebnis sehr zufrieden sein", sagt Christian Strootmann, Vorstandsvorsitzender der BHS tabletop AG. „Wir haben damit erneut bewiesen, dass man als Porzellanhersteller mit einer Produktion ausschließlich in Deutschland auch in den wettbewerbsintensiven

globalen Märkten profitabel arbeiten kann." Aktuelle Beispiele für die weltweite Marktpräsenz sind die Ausstattung der für die Fußball-Europameisterschaft 2012 neu erbauten Fußballarena in Kiew (Ukraine), das chinesische Hotel-Prestigeprojekt Galaxy Macau sowie das Mitarbeiterrestaurant im neuen, architektonisch bemerkenswerten Bürohaus der SPIEGEL-Gruppe in der Hamburger HafenCity.

**Erneut deutlicher Gewinn**

Nach den vorläufigen Zahlen (nach IFRS) liegt das Konzern-Ergebnis vor Zinsen, Steuern und Abschreibungen (EBITDA) bei 10,2 Mio. Euro (Vorjahr: 10,7 Mio.) und das Ergebnis vor Zinsen und Steuern (EBIT) bei 5,8 Mio. Euro (Vorjahr: 6,4 Mio. Euro).

Das Konzern-Vorsteuerergebnis (EBT) beläuft sich 2011 auf 4,1 Mio. Euro (Vorjahr: 4,5 Mio. Euro), der Jahresüberschuss des Konzerns auf 4,0 Mio. Euro (2010: 5,6 Mio. Euro). Im Jahresüberschuss des Vorjahres war ein Sondereffekt aus steuerlichen Latenzen aus Verlustvorträgen in Höhe von 1,4 Mio. Euro enthalten, der in 2011 nur 0,3 Mio. Euro beträgt. Damit relativiert sich der Unterschied des Jahresüberschusses 2011 im Vergleich zum Vorjahr.

**Eigenkapitalquote gesteigert**

Der BHS tabletop Konzern konnte im Geschäftsjahr 2011 das Eigenkapital von 35,8 Mio. Euro auf 38,0 Mio. Euro deutlich steigern. Die Eigenkapitalquote verbesserte sich von 41,0 Prozent (2010) auf 43,9 Prozent, die Eigenkapitalrendite beträgt 2011 10,6 Prozent (Vorjahr: 15,7).

**Dividendenerhöhung um 10 Prozent**

Aufgrund der positiven Ergebnisentwicklung schlägt der Vorstand der Hauptversammlung eine Dividende von 0,56 Euro pro Aktie und damit rund 10 Prozent mehr als im Vorjahr vor (0,51 Euro je Aktie). Bei einem Jahresschlusskurs von 11,35 Euro je Aktie entspricht das einer Dividendenrendite von 4,9 Prozent.

**Hohe Investitionen in Ausbau der Technologieführerschaft**

Auch 2011 hat der BHS tabletop Konzern den Ausbau der Technologieführerschaft weiter vorangetrieben und rund 4 Mio. Euro – überwiegend in neue Technologien – investiert. Für das Geschäftsjahr 2012 sind weitere Investitionen in Höhe von rund 5 Mio. Euro geplant. Sie sollen insbesondere in die Modernisierung der Produktion und in Maßnahmen zur Steigerung der Energieeffizienz fließen.

**Die Mitarbeiter: Ein Erfolgsfaktor des BHS tabletop Konzerns**

Im Rahmen einer umfassenden Personalentwicklungsstrategie investiert die BHS tabletop AG seit mehreren Jahren intensiv in die Fort- und Weiterbildung der Stammbelegschaft und in die Ausbildung junger Mitarbeiter. So wurde im abgelaufenen Geschäftsjahr die Anzahl der Ausbildungsstellen in den unterschiedlichen technischen und kaufmännischen Berufen von 28 auf 36 erhöht.

Insgesamt arbeiteten 2011 durchschnittlich 1.065 Mitarbeiterinnen und Mitarbeiter im BHS tabletop Konzern (Vorjahr: 1058).

**Verhalten optimistischer Ausblick für 2012**

Für das Geschäftsjahr 2012 rechnet die BHS tabletop AG mit schwieriger werdenden konjunkturellen Rahmenbedingungen. Dennoch geht der Vorstand davon aus, dass das Unternehmen auch 2012 positive Ergebnisse erzielen wird.

Für weitere Informationen:
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Unternehmensberatung für Kommunikation, 82131 Gauting
Tel: 089 - 893 563 3, Fax: 089 - 893 563 550
Email: info@engel-zimmermann.de

**Table 1: Balance sheets' data 2010**

| *Year 2010* | **ANCAP** | **SATURNIA** | **IPA** | **FAC** | **TOGNANA PORCELLANE** |
|---|---|---|---|---|---|
| | | | | | |
| Employees (nr.) | 133 | 109,5 | 141 | 151 | 182 |
| Turnover per employee | € 51.691,00 | € 106.756,00 | € 82.943,00 | € 49.059,00 | € 179.837,00 |
| Company turnover | € 6.875.000,00 | € 11.689.869,00 | € 11.695.074,00 | € 7.408.011,00 | € 32.730.367,00 |
| Export turnover (%) | 25% | 16,10% | 6% | 48% | 15,42% |
| Personnel cost | € 3.662.389,00 | € 3.770.331,00 | € 5.218.434,00 | € 3.939.273,00 | € 6.784.834,00 |
| % incidence of the personnel cost on the company turnover | 53% | 32% | 43% | 53% | 20,70% |
| Earnings before tax EBT | € 299.603,00 | € 357.412,00 | € 242.956,00 | - | € 732.000,00 |
| Earnings Before Interest, Taxes, Depreciation and Amortization EBITDA | € 559.047,00 | € 472.274,00 | € 454.187,00 | € 959.483,00 | € 2.043.275,00 |
| ROS | 4,30% | 4,10% | 2,05% | 4,43% | 2,80% |
| ROI | 4,86% | 4,42% | 5,32% | 2,72% | 3,00% |
| ROE | 2,99% | 4,34% | 2,17% | -3,39% | 1,50% |
| Increase of revenue over previous financial year (2009) | 9,40% | - | 6,20% | 10,65% | 2,00% |

As we can see from the above chart and from the reading of the balance sheets and administrator's reports, all the companies have reached good and satisfactory economic results, as reported by the same administrators, with growth rates compared with the turnover of year 2009 of 10,6% for Fac, 9,45% for Ancap, 6,2% for Ipa, 2% for Tognana and with favourable expectation of growth trend also for the year 2011.

All these companies work, some better than others, in a medium/medium-low range market, i.e. the market that, based on European producers' statements, is or should be the most unprotected and liable to the competition of Chinese imported products.

We are talking about companies that have invested a lot on process automation and product innovation, and that can easily face the competition of producers from Countries with low labour costs, though the product under investigation is a "labour intensive" product.

Significant are the declarations contained in the relation at page 1 and 2 of Fac, company specialized in the production of coffee cups, like Ipa, where we can read: *the result "comes out from the actual commercial and production strategies that have allowed the company to be product leader and, now, also price leader, thanks to the new production structure"…… "the further important production reorganization, able to drastically decrease the production costs, in order to support competitive offers also with products coming from Asia" ...* and also *"the restar tand increase of turnover (sales) can forecast significant improvements in a near future".*

Also **Saturnia**, specialized in the production of plates, pizza plates and pasta bowls, mainly for medium/medium-low catering and hospitality market, and so included in the most competitive market segment and threatened from the products with a low import cost, at page 3 of the management report for 2010, it states that "*the economic results reached by the company has to be considered absolutely satisfactory",* and also at page 11 *" for the year 2010, and taking into consideration the steady progress of the tableware market…… based onto our forecast we expect to achieve a revenues increase of around 10% for the year 2011, versus 2010".*

EU27 Trade Since 1988 By CN8 [DS-016890]

| | |
|---|---|
| Letzte Aktualisierung | 27.04.12 |
| Exportierte Daten | 18.09.12 |
| Quelle der Daten | Eurostat |

| | |
|---|---|
| PARTNER | VOLKSREPUBLIK CHINA (CHINA) |
| PRODUCT | TOTAL |
| FLOW | EINFUHR |
| INDICATORS | VALUE_IN_EUROS |

| REPORTER/PERIOD | Jan. 2010 | Feb. 2010 | Mar. 2010 | Apr. 2010 | Mai. 2010 | Jun. 2010 | Jul. 2010 | Aug. 2010 | Sep. 2010 | Okt. 2010 | Nov. 2010 | Dez. 2010 | Jan. 2011 | Feb. 2011 | Mar. 2011 | Apr. 2011 | Mai. 2011 | Jun. 2011 | Jul. 2011 | Aug. 2011 | Sep. 2011 | Okt. 2011 | Nov. 2011 | Dez. 2011 | Jan. 2012 | Feb. 2012 | Mar. 2012 | Apr. 2012 | Mai. 2012 | Jun. 2012 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EU27 (AT, BE, BG, CY, CZ, DE, DK, EE, ES, FI, FR, GB, GR, HU, IE, IT, LT, LU, LV, MT, NL, PL, PT, RO, SE, SI, SK) | 19.229.317.703 | 18.406.303.320 | 21.843.988.846 | 19.235.955.880 | 21.868.287.635 | 24.402.186.656 | 25.434.548.160 | 26.041.353.877 | 28.314.918.359 | 26.971.838.649 | 26.092.091.344 | 24.689.230.503 | 25.217.655.924 | 22.755.083.106 | 23.373.696.073 | 21.749.829.426 | 23.873.182.543 | 23.614.809.238 | 24.007.723.704 | 27.071.893.611 | 26.389.059.096 | 26.168.505.000 | 25.521.961.374 | 22.763.235.599 | 25.668.544.416 | 23.907.071.148 | 20.256.647.034 | 21.886.950.698 | 24.350.943.146 | 24.126.713.779 |

| | |
|---|---|
| PARTNER | VOLKSREPUBLIK CHINA (CHINA) |
| PRODUCT | TOTAL |
| FLOW | EINFUHR |
| INDICATORS | QUANTITY_IN_100KG |

| REPORTER/PERIOD | Jan. 2010 | Feb. 2010 | Mar. 2010 | Apr. 2010 | Mai. 2010 | Jun. 2010 | Jul. 2010 | Aug. 2010 | Sep. 2010 | Okt. 2010 | Nov. 2010 | Dez. 2010 | Jan. 2011 | Feb. 2011 | Mar. 2011 | Apr. 2011 | Mai. 2011 | Jun. 2011 | Jul. 2011 | Aug. 2011 | Sep. 2011 | Okt. 2011 | Nov. 2011 | Dez. 2011 | Jan. 2012 | Feb. 2012 | Mar. 2012 | Apr. 2012 | Mai. 2012 | Jun. 2012 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EU27 (AT, BE, BG, CY, CZ, DE, DK, EE, ES, FI, FR, GB, GR, HU, IE, IT, LT, LU, LV, MT, NL, PL, PT, RO, SE, SI, SK) | 41.321.304 | 39.392.393 | 45.077.224 | 38.862.717 | 44.380.839 | 48.876.577 | 49.028.077 | 47.811.323 | 51.708.253 | 45.765.311 | 43.921.987 | 41.633.729 | 47.761.983 | 46.472.645 | 43.893.643 | 44.402.817 | 53.450.884 | 51.195.671 | 49.738.104 | 52.568.483 | 51.276.891 | 47.110.828 | 42.264.111 | 39.466.028 | 47.129.164 | 43.643.596 | 34.569.361 | 39.815.692 | 47.388.650 | 43.211.820 |

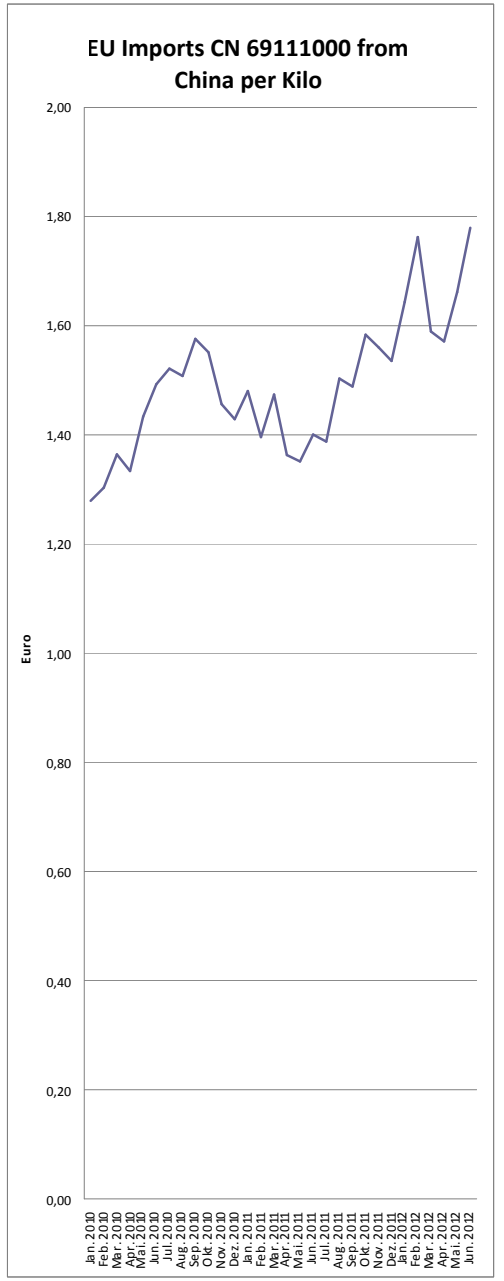
| | |
|---|---|
| PARTNER | VOLKSREPUBLIK CHINA (CHINA) |
| PRODUCT | 69111000 |
| FLOW | EINFUHR |
| INDICATORS | VALUE_IN_EUROS |

| REPORTER/PERIOD | Jan. 2010 | Feb. 2010 | Mar. 2010 | Apr. 2010 | Mai. 2010 | Jun. 2010 | Jul. 2010 | Aug. 2010 | Sep. 2010 | Okt. 2010 | Nov. 2010 | Dez. 2010 | Jan. 2011 | Feb. 2011 | Mar. 2011 | Apr. 2011 | Mai. 2011 | Jun. 2011 | Jul. 2011 | Aug. 2011 | Sep. 2011 | Okt. 2011 | Nov. 2011 | Dez. 2011 | Jan. 2012 | Feb. 2012 | Mar. 2012 | Apr. 2012 | Mai. 2012 | Jun. 2012 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EU27 (AT, BE, BG, CY, CZ, DE, DK, EE, ES, FI, FR, GB, GR, HU, IE, IT, LT, LU, LV, MT, NL, PL, PT, RO, SE, SI, SK) | 27.966.117 | 28.745.218 | 34.150.066 | 24.673.850 | 37.249.651 | 44.099.226 | 42.222.523 | 42.913.594 | 50.795.619 | 48.684.699 | 45.988.655 | 36.823.567 | 39.333.561 | 38.609.017 | 32.101.775 | 27.201.939 | 36.759.818 | 36.092.265 | 34.942.235 | 42.568.542 | 42.828.426 | 43.427.420 | 42.517.669 | 32.341.835 | 36.422.350 | 39.619.367 | 20.521.672 | 29.236.323 | 43.031.865 | 40.252.121 |

| | |
|---|---|
| PARTNER | VOLKSREPUBLIK CHINA (CHINA) |
| PRODUCT | 69111000 |
| FLOW | EINFUHR |
| INDICATORS | QUANTITY_IN_100KG |

| REPORTER/PERIOD | Jan. 2010 | Feb. 2010 | Mar. 2010 | Apr. 2010 | Mai. 2010 | Jun. 2010 | Jul. 2010 | Aug. 2010 | Sep. 2010 | Okt. 2010 | Nov. 2010 | Dez. 2010 | Jan. 2011 | Feb. 2011 | Mar. 2011 | Apr. 2011 | Mai. 2011 | Jun. 2011 | Jul. 2011 | Aug. 2011 | Sep. 2011 | Okt. 2011 | Nov. 2011 | Dez. 2011 | Jan. 2012 | Feb. 2012 | Mar. 2012 | Apr. 2012 | Mai. 2012 | Jun. 2012 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EU27 (AT, BE, BG, CY, CZ, DE, DK, EE, ES, FI, FR, GB, GR, HU, IE, IT, LT, LU, LV, MT, NL, PL, PT, RO, SE, SI, SK) | 218.615 | 220.589 | 250.298 | 184.986 | 259.893 | 295.397 | 277.570 | 284.544 | 322.359 | 313.820 | 315.771 | 257.759 | 265.671 | 276.596 | 217.821 | 199.557 | 272.007 | 257.741 | 251.765 | 283.168 | 287.686 | 274.257 | 272.567 | 210.647 | 221.602 | 224.809 | 129.123 | 186.058 | 258.981 | 226.170 |

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **69111000/kg** | 1,28 | 1,30 | 1,36 | 1,33 | 1,43 | 1,49 | 1,52 | 1,51 | 1,58 | 1,55 | 1,46 | 1,43 | 1,48 | 1,40 | 1,47 | 1,36 | 1,35 | 1,40 | 1,39 | 1,50 | 1,49 | 1,58 | 1,56 | 1,54 | 1,64 | 1,76 | 1,59 | 1,57 | 1,66 | 1,78 |



PORTMEIRIONGROUP

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12 June 2012

Malcolm Harbour, Member of the European Parliament, West Midlands UK
European Parliament
ASP 13E 130
60 Rue Wiertz
B-1047 Brussels

Dear Mr. Harbour,

Re: **EU ANTI-DUMPING PROCEEDING CONCERNING IMPORTS OF CERAMIC TABLEWARE AND KITCHENWARE**

We, Portmeirion Group PLC ("Portmeirion") are a UK based AIM listed company with sales of over £50 million. We sell to over 60 countries worldwide and manufacture ceramic tableware and giftware, representing some 45% of our sales, in our Stoke-on-Trent manufacturing facility. We source the remaining 55% from third party manufacturers, predominantly based in China. As a result, we, along with many other importers and retailers in the UK, will be extremely disadvantaged if the above proceeding results in significant additional duty to be charged on tableware and giftware from China.

The European Commission initiated this proceeding on 16 February 2012, following a complaint lodged on behalf of EU producers who, it is claimed, represent over 30% of total EU production of ceramic tableware and kitchenware. The investigation into anti-dumping takes place over 15 months and will use Russia as the reference country. The process by which the Commission arrives at a conclusion in these investigations is far from transparent and appears to be more driven by politics than science.

We do not believe that protectionist action such as the imposition of additional duty in this way has a place in the modern global marketplace. We both manufacture and import similar product and believe that this combination works well. The imposition of additional duty will not significantly increase UK manufactured volumes; it will simply mean that consumers will be paying more for the products they buy and will, therefore, buy less. Importers and retailers' margins will be squeezed and volumes will be reduced. For some retailers this will be the final straw and we will lose vital customers. Portmeirion will also lose margin and volume and, consequently staff; the quantum will depend on the

extent of the additional duty. Alternatively, Chinese imported product will simply be sourced from elsewhere. Changing sources of supply of imported goods will incur a great deal of additional work and cost for importers but the result will be that the additional duty will have helped no EU manufacturers, which is the only point of the exercise.

Aside from the fact that the imposition of additional duty is fundamentally wrong in principle, this investigation is several years too late. We are already seeing significant price increases on Chinese products, driven by Chinese labour rate, raw material and energy inflation. Chinese product is becoming considerably more expensive month by month.

In addition, we are trying to sell our products into China and believe there is great potential to substantially grow our sales to China over the next few years. There is a real risk that China will reciprocate and charge a penal rate of duty or impose other impediments on EU exports to China. This would remove China as a target for growth and constrain our ability to expand the business and generate more exports for the UK.

We strongly believe that the imposition of additional duty on Chinese imported tableware and kitchenware is wrong, that it will damage far more UK businesses than it helps and, most importantly, that it will be bad for the consumer by putting up prices and reducing choice.

We would be very grateful for any help you can provide in stopping this anti-dumping proceeding or, at least, minimising any additional duty. Please contact me at lbryan1@portmeirion-usa.com or telephone 001 212 889 3535 if you need more details, or would like to discuss this important issue with me.

Yours sincerely

Lawrence Bryan
Chief Executive

Portmeirion Group PLC

Enclosure 30

## Dr. Andreas Walter

**Wichtigkeit:** Hoch

**Sent:** 26 June 2012 14:11
**Subject:** JUST MUGS - Anti Dumping Tax

Hi Andy,
I have attached the letter sent by Portmeirion to Malcolm Harbour at the European Parliament

Just Mugs Ltd manufacturers 50% of its sales here in Stoke-on-Trent UK with the remaining 50% being produced in China. Our imports compliment our range and could not be made by our factory in the UK but create a much broader offer to the customer base who are reluctant to give business to 'one product' suppliers, this enables JM to stay in business in such a competitive market.

Let me take this opportunity to set out in bullet point fashion the main arguments against a potential ADT.

1. The majority of Europe is recessed and therefore any amount of ADT will increase retail pricing which in turn will see a decrease in volume of sales and hence overall further job losses.

2. ADT is 10 years too late. EU manufacturers; in order to survive, have joined forces with the Chinese and in turn skills have been lost from Europe to China. Recently we advertised for specialist dippers/lithographers to increase our UK production and were shocked by the lack of response. Unfortunately Young people do not see the ceramic industry as an option!

3. Our Imported Products are not CHEAP. During the last 3-4 years we have seen 30-40% cost increases from our manufacturing partners. In fact; today we are constantly battling over price as it is now becoming too expensive, leaving no margin for the 'middle-man' IMPORTER. China's cost of living has increased significantly and now the factories face labour demands monthly.

4. It is important to clarify who the actual complainants are – WHAT DO THEY MANUFACTURE?
If it is figurines then the European Commission should not be using such a broad 'brushstroke' approach as these retail markets are completely different.

5. WHAT PRODUCTS HAVE BEEN DUMPED?

6. The complainants also state they represent 30% of total EU production – I THINK WE NEED EVIDENCE!

7. I feel the ADT will seriously affect the European markets at a most sensitive time. Unemployment is already extremely high in most countries and therefore we should not be adding any further complications. As for EU Manufacturers; of which JUST MUGS is one, I confirm that any ADT will harm our business!!

Hope this helps.

Please ring on receipt
Kind regards,
Philip

PHILIP TITTENSOR

| | | | | |
|---|---|---|---|---|
| Cocos Islands ,or Keelin | 20,31 | 10,4 | | |
| Colombia | 2217,93 | 991,5 | 72,6 | 8,5 |
| Comoros | | | 2,5 | 0,5 |
| Congo | | | 46,12 | 17,4 |
| Congo ,Democratic Rep | 0,67 | 0,1 | 25,97 | 7,1 |
| Costa Rica | | | 73,05 | 14,5 |
| Côte d'Ivoire | 0,65 | 0,1 | 297,24 | 40,5 |
| Croatia | 40,59 | 11,4 | 1245,57 | 506,5 |
| Cuba | 11,13 | 2,8 | 293,01 | 152,9 |
| Djibouti | | | 8,4 | 1,8 |
| Dominican Republic | 10,21 | 13 | 221,92 | 30,9 |
| East Timor | | | 0,46 | 0,5 |
| Ecuador | 18,29 | 16,8 | 211,49 | 129,1 |
| Egypt | 113,41 | 113 | 425,43 | 64,9 |
| El Salvador | 3,51 | 0,4 | 13,48 | 2,1 |
| Equatorial Guinea | | | 100,21 | 37 |
| Ethiopia | 3,66 | 0,4 | 0,06 | 0 |
| Falkland Islands | | | 91,48 | 10,5 |
| Faroe Islands | | | 156,41 | 24,3 |
| For.JRep.Mac | 34,61 | 23,1 | 75,72 | 31,7 |
| French Polynesia | | | 180,46 | 50,9 |
| French Southern Territories | | | 0,08 | 0 |
| Gabon | 0,18 | 0,1 | 91,22 | 35,5 |
| Gambia | | | 0,65 | 0,7 |
| Georgia | | | 82,67 | 22,9 |
| Ghana | 18,64 | 63,7 | 61,34 | 17,6 |
| Gibraltar | | | 185,77 | 29,4 |
| Greenland | 0,49 | 0 | 74,66 | 9,2 |
| Grenada | | | 12,27 | 2,7 |
| Guatemala | 3,34 | 0,2 | 44,2 | 6,7 |
| Guinea | | | 9,5 | 3,5 |
| Guinea-Bissau | | | 13,56 | 6,7 |
| Guyana | | | 1,5 | 0,3 |
| Haiti | | | 18,63 | 7,3 |
| Honduras | | | 84,09 | 14,9 |
| Hong Kong | 4567,09 | 2294,1 | 1020,46 | 98,5 |
| Iceland | 0,01 | 0 | 420,57 | 145,1 |
| India | 1970,71 | 762,9 | 356,48 | 55,5 |
| Indonesia | 6623,32 | 3803 | 1,73 | 0,7 |
| Iran ,Islamic Republic of | 20,01 | 13,6 | 347,66 | 46,3 |
| Iraq | | | 58,68 | 153 |
| Israel | 41,84 | 5,1 | 1697,36 | 706 |
| Jamaica | | | 103,02 | 14,6 |
| Japan | 3581,54 | 526,7 | 10190,49 | 1513,8 |
| Jordan | 0,7 | 0,1 | 62,16 | 12,7 |
| Kazakhstan | | | 421,95 | 87,4 |
| Kenya | 26,67 | 9,7 | 43,06 | 10,8 |
| Korea ,Republic of | 1070,87 | 122,8 | 13410,38 | 1190 |

| | | | | |
|---|---|---|---|---|
| Kosovo | | | 136,5 | 28,6 |
| Kuwait | 0,12 | 0,1 | 475,86 | 102,4 |
| Kyrgyzstan | | | 3,06 | 1 |
| Lebanon | 10,87 | 6,1 | 865 | 167,7 |
| Liberia | | | 14,3 | 1 |
| Libyan Arab Jamahiriya | | | 149,23 | 29,4 |
| Liechtenstein | 3,36 | 4 | 99,27 | 1,2 |
| Macao | | | 272,47 | 2,3 |
| Madagascar | 2,73 | 0,6 | 52,08 | 18,7 |
| Malaysia | 1315,73 | 528,7 | 68,13 | 4,9 |
| Maldives | | | 36,18 | 2,1 |
| Mali | | | 3,4 | 0,7 |
| Mauritania | | | 1,75 | 1 |
| Mauritius | 5,42 | 0,4 | 270,12 | 29,2 |
| Mayotte | | | 24,27 | 7,3 |
| Melilla | | | 66,86 | 33,1 |
| Mexico | 63,42 | 27,9 | 1396,93 | 370,1 |
| Moldova ,Republic of | 2,14 | 0,9 | 172,18 | 154,3 |
| Mongolia | 0,56 | 0 | 2,14 | 0,3 |
| Montenegro | 0,05 | 0 | 160,56 | 56,7 |
| Morocco | 723,04 | 366,4 | 1416,43 | 582,7 |
| Mozambique | | | 156,36 | 98,3 |
| Myanmar | 0,58 | 0,3 | 13,16 | 1,3 |
| Namibia | 2,04 | 0,2 | 6,51 | 1,1 |
| Nepal | 41,8 | 4,7 | 1,54 | 0,2 |
| Netherlands Antilles | 1,17 | 0,1 | 434,49 | 90,3 |
| New Caledonia | 0,02 | 0 | 423,04 | 99,2 |
| New Zealand | 4,95 | 1 | 647,5 | 99,2 |
| Nicaragua | 0,11 | 0 | | |
| Niger | | | 25,74 | 5,2 |
| Nigeria | | | 1652,26 | 1431,3 |
| Norway | 301,87 | 25,1 | 14048,52 | 2776,3 |
| Oman | 5,03 | 0,5 | 185,76 | 9,1 |
| Pakistan | 16,79 | 17,3 | 3,62 | 6,2 |
| Palestinian Territory Oc | 75,19 | 12,6 | | |
| Panama | 6,86 | 1 | 888,47 | 607,3 |
| Paraguay | | | 15,9 | 1,8 |
| Peru | 240,88 | 22,4 | 129,9 | 21,9 |
| Philippines | 150,78 | 61,4 | 108,17 | 11,5 |
| Qatar | 7,53 | 0,7 | 269,47 | 25,1 |
| Russian Federation | 14,59 | 4,1 | 10653,79 | 4924 |
| Rwanda | | | 22,52 | 4,3 |
| San Marino | | | 66,65 | 21,3 |
| São Tomé and Príncipe | | | 64,93 | 21,7 |
| Saudi Arabia | 8,09 | 1,3 | 808,69 | 223,9 |
| Senegal | 0,03 | 0,3 | 110,76 | 35,7 |
| Serbia | 51,11 | 29 | 690,36 | 355,9 |
| Seychelles | | | 49,15 | 8,3 |

| | | | | |
|---|---|---|---|---|
| Sierra Leone | 0,2 | 0,1 | | |
| Singapore | 222,66 | 71,7 | 577,97 | 65,4 |
| South Africa | 685,25 | 109,1 | 885,38 | 200,1 |
| Sri Lanka | 641,41 | 106,4 | 5,79 | 1,7 |
| St Kitts and Nevis | | | 16,49 | 8,9 |
| St Lucia | | | 30,36 | 6,2 |
| St Pierre and Miquelon | | | 24,75 | 3,5 |
| St Vincent and the Grenadines | | | 1,76 | 0,1 |
| Sudan | | | 0,85 | 0,8 |
| Suriname | | | 103,32 | 28,8 |
| Switzerland | 749,99 | 180,8 | 10304 | 3039 |
| Syrian Arab Republic | 8,85 | 2 | 102,37 | 15,3 |
| Taiwan | 3248,19 | 819,5 | 883,83 | 81,4 |
| Tanzania ,United Repub | 0,24 | 0 | 106,74 | 12,2 |
| Thailand | 47498,32 | 21277 | 102,12 | 43,4 |
| Togo | 0,01 | 0 | 62,72 | 15,8 |
| Trinidad and Tobago | | | 1,31 | 0,1 |
| Tunisia | 1881,24 | 1209,4 | 632,1 | 425,1 |
| Turkey | 15865,21 | 12006,3 | 1978,34 | 494,7 |
| Turkmenistan | | | 1,68 | 0,7 |
| Uganda | | | 12,96 | 5,9 |
| Ukraine | 156,02 | 169,4 | 1818,25 | 503,6 |
| United Arab Emirates | 270,65 | 149,6 | 2842,62 | 663 |
| United States | 3128,93 | 425,6 | 64925,85 | 18236,5 |
| Uruguay | 1,24 | 1,6 | 90,23 | 14,7 |
| Uzbekistan | 0,44 | 0,3 | 8,24 | 0,5 |
| Vanuatu | | | 0,04 | 0 |
| Venezuela | 0,01 | 0 | 41,42 | 18,3 |
| Vietnam | 6047,73 | 3442,8 | 62,47 | 4 |
| Virgin Islands ,British | | | 5,9 | 1,7 |
| Virgin Islands ,United States of America | | | 0,83 | 0 |
| Wallis and Futuna | | | 4,53 | 1 |
| Yemen | | | 0,3 | 0 |
| Zambia | | | 0,23 | 0,3 |
| Zimbabwe | 6,11 | 0,7 | | |
| Countries and territories not specified for commercial or | | | 3,81 | 0 |
| Countries and territorie | 220,42 | 14,1 | 72,65 | 5,4 |
| Stores and provisions within the framework of trade with | | | 110,12 | 9,7 |
| Total EXTRA-EU27 | 484059,47 | 300108,8 | 178479,5 | 47461,8 |

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Directorate H
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Itegem, September 10th, 2012

**AD586 - Anti-dumping proceedings concerning imports of ceramic tableware and kitchenware originating in the People's Republic of China**

Dear Sir or Madam,

We are a retail business of significant size located and operating in Belgium, Luxembourg, France, Spain, Portugal, Switzerland and Italy.

We have successfully distributed ceramic tableware originating in China for many years.

Our business, therefore, is likely to be affected by the outcome of the proceedings referred to above.

Having said this, please note the following:

We operate in a market segment which is entirely different from the one the established European producers serve. We provide our customers with the opportunity to purchase products in different sizes and designs at an affordable price and acceptable volumes at local supply facilities in their close neighbourhood, something the European producers are unable to do. The products the European producers sell do not serve the purpose of easily replaceable tableware for the consumers' day by day use at affordable prices.

Any price increase, which is not the result of the mere operation of market forces, but which is the result of artificial interferences by the authorities (eg. introduction of anti-dumping duties), would unavoidably lead to severe decreases of our sales, possibly dropping down to nil in some of the product areas, which would not only put a considerable number of jobs at risk, but would also cause considerable harm to our end customers by depriving them, once and for all, of the opportunity to purchase ceramic tableware at prices they can afford.

We, therefore, strongly oppose the introduction of anti-dumping duties on ceramic tableware originating in China.

Yours sincerely

P. Douliez
CEO / Managing Director

S. BUIJS
Purchase Manager

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# PORVASAL

**Amount in 2010 by USD$1,000,000**