

## WELCOME TO OUR NEWSLETTER

Dear Customer,

This first issue of our newsletter is marking the fifth anniversary of MAVERAND.

In 2001, together with a group of professionals who had a 10-year previous experience in the Chinese



ceramic manufacturing, we understood that China had a huge potentiality and competitiveness in the worldwide ceramic business.

Conscious of this opportunity, and strong with the professional background and knowledge of the technical level of Chinese products, we decided to set-up MAVERAND, as a service Company, specialized in sourcing and exporting the best products available in the Chinese market.

These first five years of operation have proven a success beyond any expecta-

tions and are promising an ever brighter future.

The scope of this newsletter is to keep our existing and/or potential customer updated about the general situation of the ceramic production in China.

Each newsletter will be focusing on a special product, with general information about its main qualitative and technical characteristics.

For those of you, interested in how any particular type of product is made, we will include also a brief technological section.

Any comment and suggestion will be highly appreciated in order to improve our performance and your satisfaction.

## WHO ARE OUR TARGET CUSTOMERS

In recent years we have been working with different levels of buyers, providing tailor made service depending on the scale of business. In general we can classify our customers into the following categories

### Ceramic factories

Many ceramic factories in the world are approaching Chinese suppliers to arrange the production of some articles under their license. The ways of collaboration can be discussed depending on your necessity.



Possible solutions could range from the purchase of certain quantities of tiles / sanitaryware

which are part of the production program of the Chinese manufacturer, Alternatively we can find factories able to produce samples supplied by you at competitive prices.

### **Distributors and wholesalers of ceramic products**

Worldwide distributors and wholesalers are already extensively sourcing for existing or new products in China. Through our network of associated producers we can supply the most required articles at very competitive conditions.



Particular products, not present in our catalogue, can be searched and supplied

upon request.

In case of continuous and consistent volumes of business we can grant exclusivity for certain products in certain areas.

### **General contractors (for construction projects)**

Many projects worldwide for new residential or public buildings require medium to large sized lump sum orders of ceramic products. Our sales team is



available to support Architects in charged of the project, as well as the General Contractors in charged of the procurement to find the right product.

### **OUR RANGE OF PRODUCTS**

As you can see in our web page, we mainly focus on all types of ceramic tiles, from full body porcelain to rustic floor tiles, from mosaic to glass ceramic and internal wall tiles.



Apart from tiles we also deal with sanitaryware and fittings,



bath accessories and other items connected with building construction.

### **NEXT ISSUE**

In our next issue we will focus on the porcelain tiles, with particular attention to the different solutions available in the market

**For more information please visit our web site**

**[www.maverand.com](http://www.maverand.com)**