



Tommasi  
trading

# BUSINESS PLATFORM

*A breeding ground to develop new brands  
and products in brazilian market*

## ABOUT OUR COMPLETE PLATFORM

The Tommasi's Business Platform was formed over 20 years of experience in import and export business and a specialized team of professionals to form a solid structure.

Today Tommasi Platform makes available to its customers a structure capable of importing, nationalize, store, distribute / sell and make the branding of many brands and products in the Brazilian market.

Our structure has logistics professionals, customs broker, pharmaceutical, sales and marketing team, international Traders, besides group own laboratory, warehouse with large storage capacity, air-conditioned and approved by ANVISA and added to this, financial strength.

We are able to make your brand / product to be a successful business in the Brazilian market, please contact us so that we can understand your demand and analyze the opportunities.



BUSINESS PLATFORM

# YOUR COMPANY

*A breeding ground to develop new brands  
and products in brazilian market*

The opening of new consumer markets is in large companies agenda around the world and the search for local partners is essential to overcome cultural, market, legal and logistical barriers of these new places, markets and countries.

Regardless of the industrial sector, Brazil is present in the strategic horizon of these organizations, due to its huge market potential.

In case Brazil in your radar for business, count with us, Tommasi Trading work platform gathers all stages of international trade, learn more about our business platform.



## REGULATORY AFFAIRS

TOMMASI complies with all of the regulations and laws pertaining to the business. Works directly with federal, state, local regulatory agencies and personnel on specific issues affecting the business. i.e. working with such agencies as ANVISA, IBAMA and MAPA, being certified in all of them.

TOMMASI is able to describe the "regulatory profile" around issues related to most products categories, including: Medications, Cosmetics, Sanitizing and Medical device products.

TOMMASI has an Analyses Lab in the Group structure, which is required by law and very rare to find.

## FINANCE REALIABLE

Solid financial structure, able to operate using equity capital. Spotless financial/credit record in the market, able to expands its capital base anytime.

## PROCESS EXPERIENCE

Great knowledge of the Port´s structures. Partner with the best shipping agencies and companies, best freight rates.



## MULTITASK TEAM

Our Platform is based on a well-structured team of professionals able to meet any need from our clients, offering a customized service.

The diverse knowledge team we gathered, from Logistics and Pharmaceutical experts to multi language traders, is definitely the base of our success.

Our team is all the time aiming to be more competitive by reducing costs, promote the brand and product, lowering risks and secure the well-flow of the business under the regulations.

## BUSINESS FLOW KNOW-HOW

Experience in the in import/export field since 1995.

Own customs clearance personnel, with 20 years of experience in the field – Agility in clearing goods at the best costs.

Great knowledge of the Port´s structures.

Partner with the best shipping agencies and companies, best freight rates.



## SUPPLY CHAIN EXPERTISE

Moving CNTRs from continent to continent requires both art and science. For more than 20 years, TOMMASI has been shaping its supply chain management capabilities to achieve excellence.

Today TOMMASI can secure the transport Door to Door and with the best distribution partners, make the product hit the shelves quickly, safely and with the best prices.

Expert execution of our supply chain management strategies and tactics has led to a wide range of benefits, including: Cost efficiencies, Higher revenues, Faster time product to market, Faster product shelf cycles.

## CERTIFIED WAREHOUSE

Storage capacity = 832 pallets.

Warehouse 100% authorized by ANVISA.

Warehouse environment with controlled temperature and humidity.

Strategic Geographic Location.

ERP – Enterprise Resource Planning - with Efficient Inventory Management, integrates all facets of an operation, including sales and marketing.



## LOGISTICS SOLUTION

Tommasi logistic team is prepared to develop tailored solutions to your specific needs.

International Logistics Solutions will enhance your cargo flow from port to port, quality performance and respond perfectly to the quickness of the global business.

We are structured to move your product with safety and long term knowledge, with the best rates and delivery time.

## ESTABLISHED DISTRIBUTION

Tommasi developed a wonderful distribution network, with capillarity reaching the biggest and richest parts of Brazil. Our expertise is on the Drug Channel, however we also work well on the food and wholesaler channels as well.

Products are placed and replaced fast and on an easy way, keeping the shelves always full and preventing from missing any sale. The chain of businesses or intermediaries through which a good or service passes until it reaches the end consumer is long and tough, our job is to make it easy and short.

We have a great team of salesman that are focused in keeping the volume flowing and products well served.



YOUR  
COMPANY



IMPORTING  
EXPERTISE



SALES &  
DISTRIBUTION



BRANDING

## MARKETING AND PROMOTION

Tommasi's marketing mix includes the four P's: price, product, promotion, and place. We are ready to raise customer awareness of a product or brand, generating sales, and creating brand loyalty.

Our promotional plan includes: complete business plan, personal selling, advertising, sales promotion in trade shows, direct marketing, and publicity.

We usually aim on: sales increases, new product acceptance, creation of brand equity, positioning of a product, competitive retaliations, or creation of a corporate image.

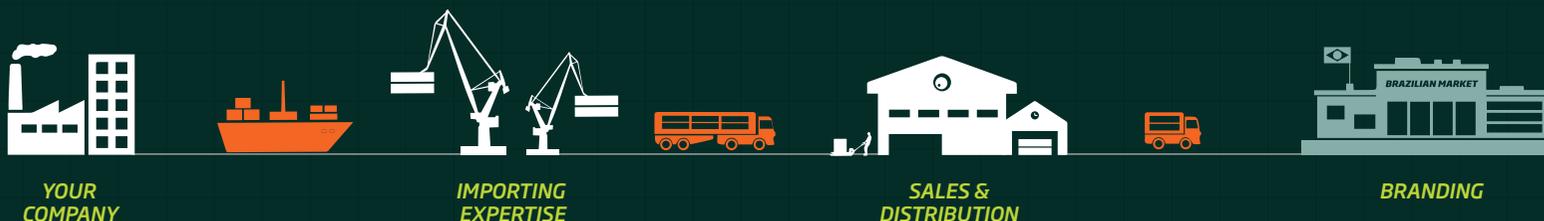
The objective of our Marketing strategies is always: increase demand by differentiating in some way a product.

## AFTER SALES SUPPORT

Our after-sales support is designed to assist a customer in using a product correctly, which could generate repeat customers, develop brand loyalty and ensure satisfaction.

After-sales support continues to be an important tool for both consumers and manufacturers. A customer expects a cost-effective and reliable after-sales support service. Manufacturers also rely on consumer satisfaction to maintain business and sales.

Without a good after-sales support service, a product can be difficult to sell.



# WHO IS **TOMMASI TRADING?**

*SECURITY + AGILITY + QUALITY +  
SYNERGY + FLEXIBILITY = EXCEL-  
LENCE TO MEET CUSTOMER'S NEEDS*

TOMMASI Trading is a company specialized in Foreign Trade, focused on expanding international business with a team of qualified and experienced professionals.

The Trading attracted to its portfolio, as a result of its competence and good work, companies as Procter & Gamble, Playtex, Church & Dwight / Arm & Hammer, CB FLEET marketing various renowned products in Brazil.

The structure grew, modernized and expanded its horizons becoming a company also active in the market as a distributor with nationwide coverage and always aimed at developing new brands that can add strength to the portfolio.



# KNOW THE GROUP

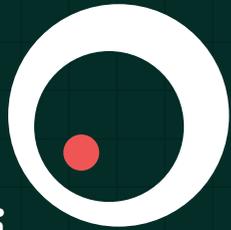


Founded in 1962, the group consists of the TOMMASI laboratory, *TOMMASI Import and Export*, *Tommasi Institute*, *Tommasi Analytics*, *E-DNA* and others.

Since 1962, the TOMMASI group is always improving to provide increasingly better quality of services, therefore, is constantly investing in modern laboratory equipment, staff training and advanced technology capabilities that will enable more and more speed, reliability and convenience to customers around the group.



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