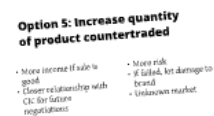
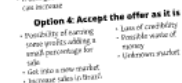
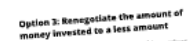
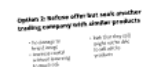
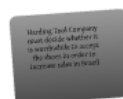


TenAlpina Tools: Product Expansion

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**Thank You
for your
attention!**

TenAlpina Tools: Product Expansion

Thecasesolutions.com

Harding Tool Corporation

American manufacturer of large and small machine tools, parts, gears.

Major supplier to industries and companies worldwide.

Thecasesolutions.com

**Companhia Internacional
de Comercio, S.A.**

Brazilian commodities broker

Introduction

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After a decrease in the sales faced by Harding Tool Corp., the company receives a unique proposition from CIC

- US\$ 400,000 in assorted gears from Harding to CIC
- US\$ 400,000 in shoes from CIC to Harding

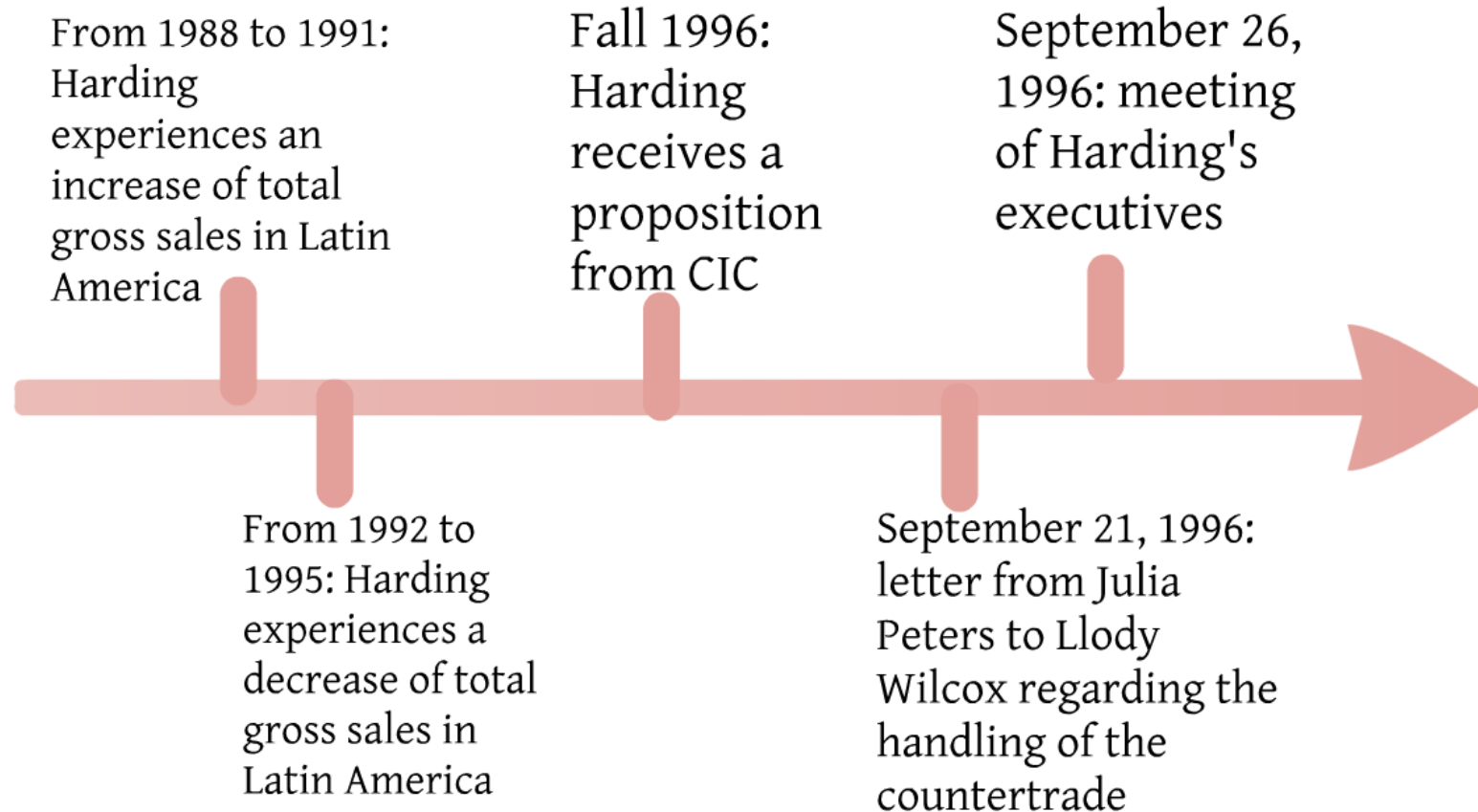
Participants:



Thecasesolutions.com

- Lloyd Wilcox: Overseas Sales Manager, Harding Tool Corp.
- Jose Cabral: President, CIC
- Julia Peters: Commodities Broker, Overseas Development Corporation

When:



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Where:

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- Cleveland, Ohio: location of Harding's head office
- CIC: Rio de Janeiro, Brazil
- International Commodities Brokers: New York



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Synopsis of Dialogue.

According to Lloyd Wilcox

- He is initially perplexed about the offer: he fears it's too risky
- After listening to Cabral's suggestions, agrees to discuss it further with his associates and contact commodity specialists
- He asks for a spec of shoes and the breakdown of gears Cabral wants to purchase
- In his opinion, Harding might be reluctant to sell without a guarantee

According to Jose Cabral

- He is understanding of Wilcox's perplexity
- Offers Wilcox suggestion on how to sell the shoes
- Offers Wilcox suggestion on how to make a profit
- Explanation on how the deal functions



Exhibit 1

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Description of the shoes to be sold from
CIC to Harding

- Style
- Size
- Color
- Price

