

Company presentation





an Italian story

The story of OTC DOORS which belongs to the family's Fedi. Is a story of successful items as well as of winning insights that have been able to become a real system of total living completely MADE IN ITALY that reaches the furniture of prestigious houses or Hotels and modern Clinique in exclusive place.

The OTCDOORS was founded by Giuseppe Fedi in 1972 in Tuscany, and it has been worked for over forty years in the distribution of doors as well as door and window frames, OTCDOORS gained unique experience in the building industry, providing a multitude of solutions to cater to any functional or aesthetic requirement, through a perfect combination of industrialised products and a versatile approach to customising its products with hand-made finishes, which make such products not only exclusive, but veritable works of art as well.

Any designer may always draw on such a huge wealth of skills and expertise, safe in the knowledge that their creativity will find the right answer, even to the most daring be spoke.

Giuseppe Fedi
Holder administrator

Lorenzo Fedi
Marketing manager

Franco Ricci
Production manager

innovation from Italy



1975

OTC, a combination of Tuscany's typical handicraft tradition and the Fedi family's experience, is born.

2000

OTC snc turns into OTC DOORS srl. New sites and new sales facilities are opened. Boosted by a rapidly-growing market demand, the company gains increasingly wide professional experience, resulting in a great commercial success.

2005

After 30 years from its incorporation, OTC DOORS builds a large site in Serravalle Pistoiese covering over 4,000 square metres, for the production of interior doors, and provides it with cutting-edge machinery and equipment, while entirely renovating its production and commercial facilities.

Today

Innovation in tradition is what drives OTC DOORS' business forward. By monitoring the entire production process and using the skills of its human resources, OTC DOORS knows how to grasp opportunities on the national and international markets.

INDUSTRIA PORTE



customer satisfaction

OTC DOORS's Made in Italy, key principle is the greatest CUSTOMER SATISFACTION. Its mission is to provide goods that despite being handicrafts are made with cutting-edge industrial techniques. The selection and installation of the raw materials are a very important and defining moment in the production process. Continuous improvement is OTC's ongoing effort: any material used in the production process is selected on the basis of quality, consistent performance and low environmental impact. The company believes in sustainable technology and is committed to looking for productive strategies that are as environmentally compatible as possible. A perfect implementation of such processes makes sure the products are functional, aesthetically perfect and long lasting.



looks to the future

The company looks to the future, even if its heart is inextricably linked to Tuscany's Made in Italy crafting tradition. Its general organisation is provided by a well-prepared management that knows how to confidently and skilfully address the challenges of the domestic and foreign markets. In order to monitor the company's management and service systems, the quality and reliability of its products are certified to European standards. The sales network has 25 agents in own country to cover the distribution for Italy. In addition, OTC DOORS products are available in: Tunisia, Morocco, Libya, Senegal, Cameroun, Angola, Algeria, Malta, Russian market, European market as German, France and Spain.



A world of doors Made in Italy

The polished elegance of QUADRA, the light and charm of fashionglass glass doors, the contemporary style of re-style, the flavour of Tuscan tradition in the Granducato collection, the great versatility of the AIDA collection, the sleek, invariably trendy design of OTELLO, the sophisticated taste of the lacquered BUTTERFLY and TURANDOT collections, the safety of the security doors, the technology of ALUTEKNA, and the ZEUS fire door design. As well as being the company with the widest range of products, OTCDOORS can also produce bespoke items to meet the requirements of the most demanding customers. A world of doors, for those who love to decorate their homes with the unique taste of the Made in Italy.

QUADRA
MADE IN ITALY

re *Style*

Slide
systema

GRANDUCATO
PORTE DI TOSCANA

fashionglass®

OTC
DOORS
SECURITY

ZEUS
FIRE DOORS

ALUTEKNA
technical doors

GreenDOORS

AIDA

OTELLO

luxury

butterfly

TURANDOT

TOSCA

modern ranges

luxury collection

QUADRA
MADE IN ITALY



Collection QUADRA



fashionglass®



fashionglass



Slide
systems
reStyle



Collection QUADRA



Classic/Modern
wood range



Collection Granducato

Modern
Lacquered range



Collection Butterfly / Turandot / Tosca



Collection Aida



Security system



Collection Otello



Security Doors





Zeus fire doors system



Italian contemporary style



Classic Italian timeless style



Modern Italian timeless style



Alutekna technical doors



Pure romance



Production

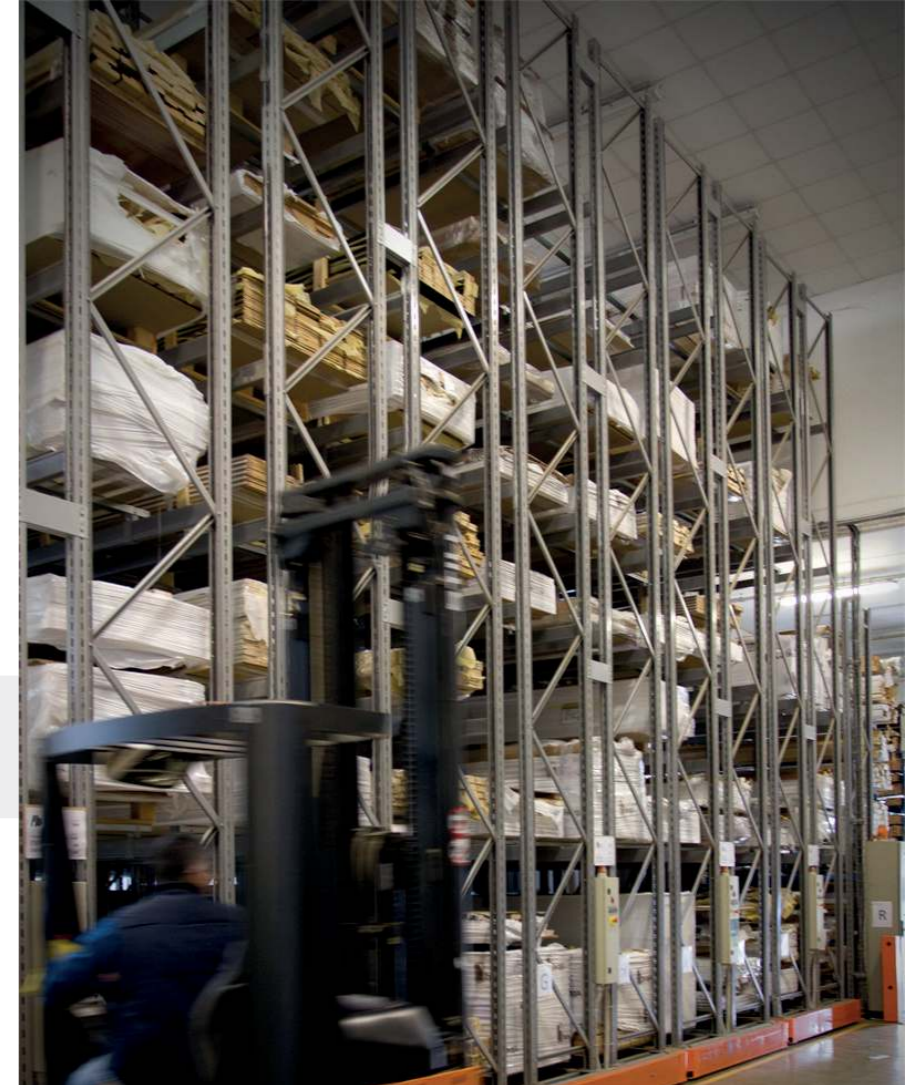
The company's production is provided by 5 operating units:

- Production of Blockboard doors - Cosmec - press
- Production of Hollow-core doors - Masterwood
- Production of mixed security doors - Cosmec 2
- Non-standard productions - Lari
- Door jambs - Stemas

Output: 80 doors per day

Potential based on two work-shifts a day: 150/160 doors per day





OTC
DOORS
S T R I A



Indicators

Revenues – approximately 7 million euros

2014-2017 targets – approximately 8.5 million euros' revenues

Gross margin: approximately 30% Staff: currently no. 52; post-restructuring no. 45

For further information, visit: <http://www.otcdoors.com/dp/en>.

OTC
DOORS
INDUSTRIA PORTE



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