

# Aluminum and Metals Solutions

Aluminum Scrap and Ingot



**T-SALE**

Metals



# About us



Founded in 2015, our target is to carry out the commercialization of ferrous and non-ferrous metals in the Brazilian and International Market, managing operations of purchases, sales and manufacturing.

In 2021 we expanded a new site in Chicago – IL (USA), utilizing this site to develop new clients and interested providers in buying and selling with Brazilian companies and other countries. We have 2 business offices, São Paulo – Brazil and Chicago – USA, and now, our business core is Develop Solutions to Import and Export Aluminum and other derivative materials, primary and secondary.

Our scope is focused in the work with Consultancy to companies that would like to reach new markets in Brazil or United States, being Import and Export Agent or simply a Market Consultant.





# Management Team Tondini Group



**Tondini, Cezar**  
Founder and CEO  
Tondini Group  
Since 2015



**Ferreira, Emanuel**  
T-Class Partner



**Camargo, Livia**  
Financial Manager



**Roberts, Raphael**  
COMEX Manager



**Adão, Amanda**  
Management System  
Coordinator



**Rocha, Vitória**  
Marketing Coordinator



# Goals

## PARTNERSHIP



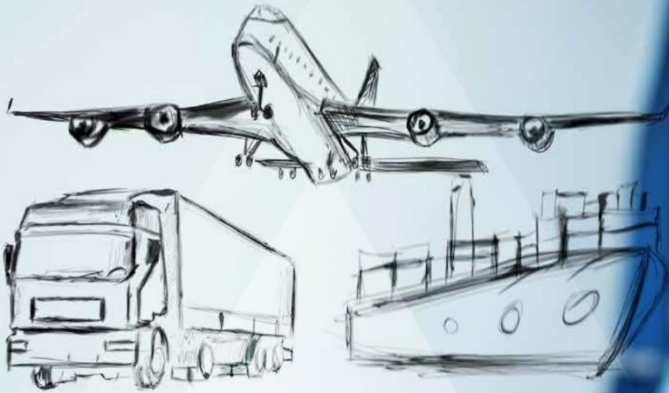
### Why?

Our target is to provide a solution for international companies to buy secondary aluminum from smaller foundries in Brazil with supply and exporting capabilities.

Throughout multiple companies, we manage to have a bigger supply capability.

The goal of T-Sale is to intermediate operations with big players in the business and establish faithful, impartial partners, committed to quality products.

Our goal is to form a long-lasting partnership!



# Goals

## PARTNERSHIP



### How?

#### Step 1:

Develop providers with capacity to export aluminum:

- Quality (Product and Management System)
- Capacity
- Legal
- Compliance

#### Step 2:

Present solutions for **our Clients**:

- Price
- Quality and Specification
- Blend Capacity
- Shipment (Storage and Control)
- Operation Control
- Door to Door
- Payment Method



# Goals

## PARTNERSHIP



### Step 3:

- Insurances solutions
- Documents Control by System (*By T-Class – TOTVS System*)
- Provider Control (Ex.: National and International Shippment)
- Monitoring (*By T-Class – TOTVS System*)

### Step 4:

Delivery Tracking (Door to Door):

- Aluminum
- Legal Documents
- Quality Documents
- Quality Products
- Payment Method
- Monitoring (*By T-Class – TOTVS System*)





# Our Solutions



## PARTNERSHIP

### Secondary Aluminum:

Capacity of the companies that have already been qualified.

Company	Location	Products	Capacity per month (ton)	% to Sales Extern	Ton. To Extern Sales
Company 1	State of <b>São Paulo</b> and Santa <b>Catarina</b>	Aluminum Secondary Ingot and Aluminum Scrap	1000	10%	<b>100</b>
Company 2	State of <b>São Paulo</b> and Santa <b>Catarina</b>	Aluminum Secondary Ingot and Aluminum Scrap	300	15%	<b>45</b>
Company 3	State of <b>São Paulo</b>	Aluminum Secondary Ingot and Aluminum Scrap	600	15%	<b>90</b>
Company 4	State of Santa <b>Catarina</b>	Aluminum Secondary Ingot and Aluminum Scrap	600	15%	<b>90</b>
Company 5	State of <b>São Paulo</b>	Aluminum Secondary Ingot and Aluminum Scrap	300	10%	<b>30</b>
Company 6	State of <b>São Paulo</b> and Santa <b>Catarina</b>	Aluminum Secondary Ingot and Aluminum Scrap	600	15%	<b>90</b>
Company 7	State of <b>São Paulo</b> and Santa <b>Catarina</b>	Aluminum Secondary Ingot and Aluminum Scrap	1000	15%	<b>150</b>

We have **5 more companies** interested in exporting, that are currently going through our qualification process.

**Total Amount: 1.600 ton./m.**



# Our Solutions

## PARTNERSHIP



### Qualifying Criteria:

- **Supply Capacity**
- **Quality (Product)**
- **Quality (Management System ISO 9001)**
- **ESG (Environmental, Social, and corporate Governance)**
- **Legal (Licenses and Authorizations)**

Plus: Clients Criteria.  
(By T-Class – TOTVS System)



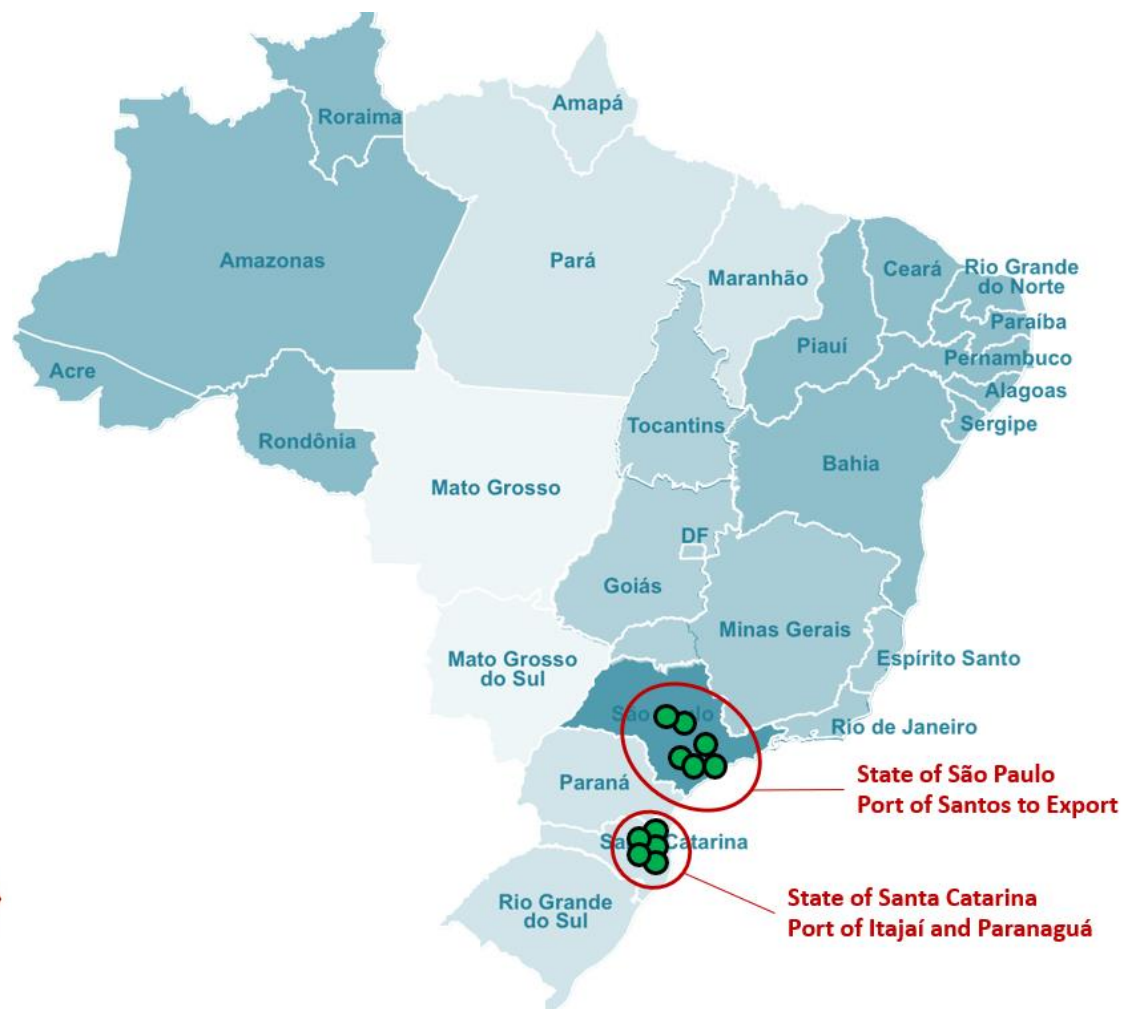


# Our Solutions

## PARTNERSHIP



Secondary Aluminum:



# Our Solutions



## PARTNERSHIP

### Specification:

CODE	Type/Code of Product	Buyer or Seller	Maximum Capacity/ Ton. Per Month/ to Export
TAG	A 356	Seller	200
APC	356.1 – N36	Seller	200
TMS	SAE 305 COQUI	Seller	150
TMS	SAE 305 INJET	Seller	150
TMS	SAE 306	Seller	150
TMS	SAE 323	Seller	150
TMS	SAE 329	Seller	150
FDM	SAE 305 COQUI	Seller	90
FDM	SAE 305 INJET	Seller	90
FDM	SAE 306	Seller	90
FDM	SAE 323	Seller	90
FDM	SAE 329	Seller	90

# More information by e-mail.



# Our Solutions

## Partnership possibility 1º Modus Operandi



Supplier



CLIENTS



Support to control the Suppliers in:

- Proposal
- Agreement
- Qualification by **our Clients** criterias
- Quality of Product by **our Clients** criterias
- Monitoring the Operation

All control (By T-Class – TOTVS System)





# Our Solutions

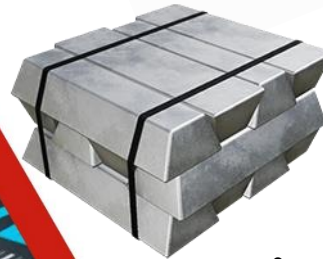
## Partnership possibility 2º Modus Operandi



Supplier



CLIENTS



Responsible for:

- Proposal
- Agreement and Guarantee of provider
- Qualification by **our Clients** criterias
- Quality of Product by **our Clients** criterias
- Monitoring and Report the Operation (real time)
- Door to door Shipping (solutions)
- Payment Method and Guarantee
- Storage Control

All control (By T-Class – TOTVS System)



# Goals

## BUSINESS PLAN



We can develop a strong plan for your company, to buy and establish good relationship with suppliers from Brazil. We have 2 options of our services:

### **1st – Business Market Reports with:**

- Market Analysis
- Price Evaluation (National and International Products)
- Quality Evaluation (Product and Company)
- Rating the Risk of operation and opportunities
- Export Capacity
- Logistics cost analysis (Shipment)
- Fees and Tax Calculation
- Conclusion with the best way to import.

**For more information, [click here!](#)**



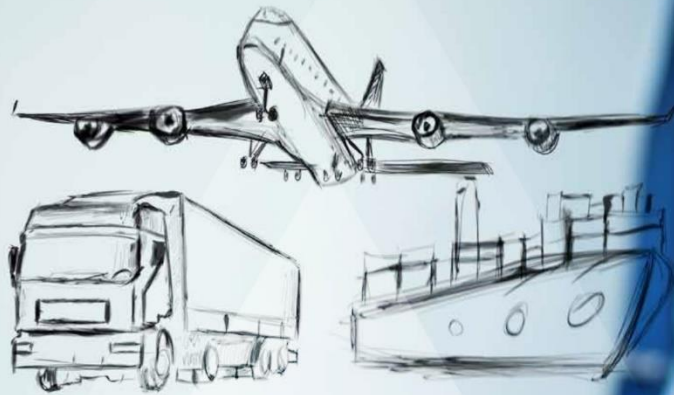
# Goals

## BUSINESS PLAN



### 2nd – Comercial Representation :

- We are responsible to qualify and control the operation. All information, will be in real time update by FLUIG (TOTVS System) can be integrated with other systems.
- Support in Brazil to qualify the Supplier
- Translator Support (Portuguese, Spanish and English)
- Market Analysis
- Price Evaluation (National and International Products)
  - Quality Evaluation (Product and Company)
  - Rating the Risk of operation and opportunities
    - Export Capacity
    - Logistics cost analysis (Shipment)
    - Fees and Tax Calculation
    - Conclusion with the best way to import.



[For more information, click here!](#)



# Goals

## PARTNERSHIP



Our goal is to bring solutions and opportunities to build a good partnership, using our knowledge and expertise of the National and International Market on Aluminum segment in Brazil.

This is our 1st Step with our Clients.

We would like to extend this conversation!

If you have any questions, please feel free to reach out at any time.

**Tondini, Cezar – CEO Tondini Group**

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# Aluminum and Metals Solutions



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**T-CLASS**  
to fit in



**T-SALE**  
Metals

